



## Insurance and Financial Advisors Political Action Committee-Pennsylvania

# 2010 Annual Report

## What does IFAPAC do?

IFAPAC-Pennsylvania advances the legislative interests of NAIFA members in Pennsylvania, seeks to preserve a favorable business climate for our products, and promotes the best solutions for Pennsylvania consumers of insurance and financial products. We do this by supporting the campaigns of carefully selected candidates for state elective office from both parties.

The Insurance and Financial Advisors Political Action Committee (IFAPAC) is a term used to describe collectively the political action committee (PAC) sponsored by NAIFA at the federal level and the PACs sponsored by each state association. Each PAC is a fund that supports the campaigns of candidates for public office who understand issues important to insurance agents and financial advisors.

IFAPAC's goal is to help the associations advance the legislative and regulatory interests of the members of NAIFA. While any U.S. citizen can contribute to IFAPAC, only members of local NAIFA associations may be solicited to do so. Contributions must be voluntary. Contributions are not tax deductible for federal income tax purposes. Of approximately 3,700 political action committees registered with the Federal Election Commission,

IFAPAC ranks in the top 1 percent.

IFAPAC is the largest insurance PAC in the country. In the last election cycle, the national IFAPAC and the 50 state IFAPACs contributed approximately \$2.5 million to federal and state candidates and committees.

The IFAPAC network is needed even in years when there aren't federal elections. The candidate evaluation and support processes go on all the time. PACs that have the resources to make contributions when candidates need them most are highly visible in the political arena.

On the national level, a panel of 10 NAIFA members, appointed by NAIFA's Executive Committee, determines which candidates for federal office will receive PAC contributions. On the state level, contributions to candidates are made via a similar volunteer committee process. Input from state and local association officers and current contributors is vital to the ability of state and national selection committees to make informed decisions regarding which candidates to support. IFAPAC encourages contributors to provide factual information on candidates.



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### IFAPAC-Pennsylvania

**Brian Worrell, Chair**

**E-mail: ROWOR@aol.com**

### NAIFA-Pennsylvania

**777 East Park Drive**

**Suite 300**

**Harrisburg, PA 17111**

**Ph: 800-552-7258**

**Fax: 717-234-5190**

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## 2010 Local PAC Chairs in Pennsylvania

Each NAIFA-Pennsylvania local association selects a PAC chair. The PAC chair's responsibilities include encouraging voluntary contributions from the members, and helping to motivate the members to become better informed and more active in politics.

### *Local association 2010 PAC chairs (and percentage of members who contributed to IFAPAC in 2010)*

**Altoona Area**—Lisa Dodson, LUTCF (56%)

**Cumberland Valley**—Keith M. Sider (25%)

**Erie**—Marilyn S. Mannarino, LUTCF (46%)

**Greater Harrisburg**—Thomas C. Noll, CLU, ChFC (29%)

**Greater Philadelphia**—Barbara Gelber, CSA (13%)

**Indiana**—Frank C. Kinter Jr. (27%)

**Laurel Highlands**—Paula Egnot (31%)

**Lehigh Valley**—Irvin Keister, MBA, LUTCF, PE (26%)

**North Central PA**—Kent A. Bennett, LUTCF, CEPS, RFC, MSAA (56%)

**North East PA**—Eric Weinberg, LUTCF, RFC (29%)

**Pittsburgh**—Daniel Spickard (18%)

**Reading**—Brian E. Worrell, LUTCF (34%)

**Tri-County**—Joseph F. St. Pedro (29%)

## Top 20 Lifetime IFAPAC-PA Contributors among active 2010 contributors

1. Kent A. Bennett, LUTCF, CEPS, RFC, MSAA	\$59,416	11. J. Boyd Bert Jr., CLU	\$8,125
2. Arnold M. Katz, CLU	\$48,915	12. Steven D. Earhart, CFP, MSFS, CLU, ChFC	\$8,110
3. David Burstin, CLU, ChFC, RHU	\$17,210	13. Ernest M. Boll, CLU	\$7,165
4. Donald P. Speakman, CLU, ChFC, MSFA, CFS	\$15,275	14. William Eaton Bates, CLU, ChFC	\$7,100
5. Howard R. Utz, LUTCF	\$12,687	15. Robert Webb	\$7,002
6. Arthur J. Glatfelter Jr.	\$12,000	16. Ronald I. Woodmansee, CLU, ChFC, CEBS, MSFS	\$6,998
7. L. Nelson Wingert, CLU	\$10,011	17. James Dinsmore, CLU, LUTCF	\$6,856
8. Jeffrey E. Thol, CLU, ChFC	\$9,856	18. Karl J. Ohrman, CLU, ChFC	\$6,697
9. Brian Sharkey, CLU, ChFC	\$8,650	19. John A. Utz, CLU	\$6,675
10. Robert Weigner, CLU, CFP, CFS, LUTCF	\$8,291	20. William P. Krause, CLU, ChFC	\$6,650

## 2010 IFAPAC-PA Fund Report

Last year, 406 NAIFA-Pennsylvania members participated in IFAPAC. They contributed a total of \$69,831. Of this total, \$11,308 was segregated administrative funds contributed directly by local associations. The balance of the political contributions is kept in strictly segregated accounts for campaign contribution purposes.

**IFAPAC-PA would like to recognize the following for their outstanding support in 2010:**

### **CAPITOL**

#### **\$5,000 and above**

Kent A. Bennett, LUTCF, CEPS, RFC, MSAA

### **DIPLOMAT**

#### **\$1,000-\$2,499**

David Burstin, CLU, ChFC, RHU

Steven D. Earhart, CFP, MSFS, CLU, ChFC

Arthur J. Glatfelter Jr.

Arnold M. Katz

Randall Kaufmann

Barry K. Rake, LUTCF

Brian M. Sharkey, CLU, ChFC

J. Drew Shumski, LUTCF, RFC

B. Douglas Trainer, LUTCF

### **ENVOY**

#### **\$500-\$999**

Clara F. Bennett

James J. Dinsmore, CLU, LUTCF

Harris S. Fishman, CLU, ChFC

Brian C. Kennedy, CMFC, CLTC, LUTCF

William P. Krause, CLU, ChFC

Frank Lazarus, CLU, ChFC, CASL, RFC

Samuel S. Lindenberg, CLU, CFP, CRPC

R. Art Lubomski, CLU

Joseph G. Marrazzo Jr.

Thomas C. Noll, CLU, ChFC

R. Gregory Snyder, LUTCF

Donald P. Speakman, CLU, ChFC, MSFA, CFS

Brian P. Walsh, CLU, ChFC, RFC

L. Nelson Wingert, CLU

Brian E. Worrell, LUTCF

## 2010 IFAPAC-Pennsylvania Contributors

### Altoona Area

Robert Beck  
James Campbell  
Lisa Dodson  
Robert Donlan  
Hampton Durbin  
Jeff Fleming  
David Holtz  
Tammy Kehr  
Heidi Kennedy  
Craig Kilmer  
Lisa Mancinelli  
Robert Muri  
Andrea Paul-Day  
Walter Sedlock  
Brenda Shevock  
Thomas Stetter  
Perry Vanderglas  
Gregory White  
John Yingling

### Crawford

Louis Berteotti  
Jennifer Biggs  
Dale Funkhouser

### Cumberland Valley

Marlin Maclay  
Roderick Salter  
C.G. Schlichter Jr.  
Keith Sider

### Erie

J. Boyd Bert  
John Bongiovanni  
Natalie Braddock  
Wendy Braine  
Nicholas Combitchi  
Ronald Crist  
Jeffrey Evans  
Domenic Fair  
Keith Forbes

Stephen Grillo  
Gary Haibach  
Kurt Haibach  
Joseph Kelly  
Larry Klingensmith  
Andrew Kutz  
Robert Lafaro  
Joseph LaGuardia  
Terry Landon  
R. Art Lubomski  
Marilyn Mannarino  
Abby Marasco  
Linda Marsden  
Mark Niswonger  
C. Richard Overberg  
Steve Petrunaro  
Richard Pitonyak  
James Pulling  
Shiela Segal  
Ryan Smith  
Christopher Wertz

### Greater Harrisburg

Michael Baker  
M. Diana Caine-Helwig  
A. Wesley Carr Jr.  
Denise Clelan  
Douglas Clelan  
Kenneth Clemens  
Michael Corado  
Joe Corio  
Sandra Curlee  
Edward Dannels  
Douglas Darling  
Jennifer DeProspero  
David Edwards  
Donald Failor  
Robert D. Farabaugh Sr.  
Tony Feliciano  
James Ferster  
Joseph Filko  
John Fischer  
Robert Gallmann  
Gary Gentzler

Daniel Gifford  
Arthur J. Glatfelter Jr.  
Louis Grammes  
Robert Grimm  
Barbara Harris  
Jan Hartman  
Betty Lou Hawbaker  
Daniel Heacock  
Donald Healey  
Alan Herman  
Norman Hessel  
Richard Hestwood  
H. Rod Hite  
Melvin Hostetter  
Richard Johnson  
Gregory Kane  
Randall Kaufmann  
Brian Kennedy  
Robert King  
Samuel Lindenberg  
Joseph G. Marrasso Jr.  
Kathy Marrasso  
Robert McSweeney  
Theodore Mowery  
Timothy Mulroy  
David Musser  
Thomas Noll  
Francis Oscilowski  
George Pote  
David Punt  
Tami Noll Russo  
Dennis Shalters  
R. Gregory Snyder  
Angela Stewart  
James Thomas  
Lois Valencia  
Earl Wenger  
Elizabeth Wentling  
Darrell Westby  
Gerry Wevodau  
L. Nelson Wingert  
Martin D. Yocum Jr.  
Donald Yost

### Greater Philadelphia

Idrisa Abdul-Hamid  
William Abraham  
James Arnold  
Edward Auble  
Bernard Audet  
David Barrist  
Marc Barrist  
Marc Bernstein  
Jim Boyd  
Gary Bradford  
Joseph Brinker  
Charles W. Bruton Jr.  
Robert Chappell  
Michael Chiapinelli  
Nu Tran Chu  
Kathy Clancy  
Bruce Cumby  
John F. DeGirolamo Jr.  
Edward J. Desipio Jr.  
Timothy J. Dougherty Sr.  
Kevin Douglass  
Steven Earhart  
Matthew Echelmeier  
Robert Fink  
Harris Fishman  
Ida Gates  
Barbara Gelber  
Joel Goodhart  
Martin Graff  
Stephen Guinan  
Walter Hannemann  
Allen N. Hansen Jr.  
Michael Hendrixson  
L. Stockton Illoway  
Andrew Junikiewicz  
Arnold Katz  
Steven Katz  
Lawrence Kelly  
Patrick Kenney  
Paul Kramer  
Frank Lazarus  
Joseph Little  
Francis Lojewski  
Gene Martenson

## 2010 IFAPAC-Pennsylvania Contributors

### Greater Philadelphia

Ernest Martinelli  
 John Mazzola  
 James Meehan  
 Harold Miller  
 Thomas Murphy  
 Joseph V. Naselli Jr.  
 David Owsik  
 Charles Paff  
 Anthony J. Pettola Jr.  
 Stanley Prajzner  
 Mark Prowell  
 Jerome Redington  
 Ernest Repice  
 J.L. Ripley Jr.  
 Peter Rosengard  
 Steven Seide  
 Gerald Sena  
 Brian Sharkey  
 Joseph Sharp  
 Geoffrey Shepard  
 Renato Sirianni  
 Samuel Stafford  
 Allen Steere  
 Henderson Supplee III  
 Robert Supplee  
 Stephen Target  
 John Teti  
 Jack Torban  
 Hunter Trotter  
 Christopher Truscello  
 Harry Tyler  
 Walter H. VanBuren Jr.  
 Thomas H. Vickers III  
 Carl Walbert  
 Brian Walsh  
 Stephanie Walsh  
 William Walsh  
 Paul J. Wechsler III  
 Gary Wetzell  
 Daniel Whitehead  
 Louis Wojcik  
 Ronald Woodmansee

### Hanover Gettysburg

Susan Beckner  
 Frances Drago  
 William Reese  
 Robert Webb

### Indiana

D. Chad Frick  
 Frank C. Kinter Jr.  
 Ronald LoPresti  
 Roger Reschini  
 Steve Tunink

### Johnstown

Donald Cowie  
 Don C. Hall Jr.  
 Jennings McGraw  
 Louis Paratore  
 Tim Spangler

### Juniata Valley

Bret Buterbaugh  
 Karl Colyer  
 Stephen Foust  
 Barry O. Hafer Jr.  
 Sabino Ranaudo  
 Alice Woodring

### Lancaster

Beverly Barr  
 Vincent Gallo

### Laurel Highlands

Ronald Boller  
 Patricia Brown  
 Robert DiCola  
 Dennis Diffenderfer  
 John Dugan  
 Paul Egnot  
 Terry Flack  
 John Hynes  
 Daniel Lucas  
 Jeffrey Mendola

Lucas Ohl

Kelly Perry  
 Kirk Perry  
 Dwight Sarson

### Lehigh Valley

Eric Blew  
 Ernest Boll  
 Daniel Bonstein  
 David Brackenbury  
 Russell Braun  
 Stewart Davis  
 Robert Deets  
 Thomas Dunn  
 John Eisenhard  
 Gregory Falkenbach  
 William Fritz  
 Joel Gilley  
 C.A. Hartmann-Hansen  
 Christopher Held  
 William Heydt  
 Irv Keister  
 William Krause  
 Gregory Lang  
 Michael McGuire  
 Robert Minnix  
 Larry Moyer  
 Melvin Nace  
 Jessica Nonnemacher  
 Robert N. Rust III  
 J. Drew Shumski  
 Tammi Stein  
 Walter J.C. Stiver Jr.  
 Michele Vitale  
 Marianne Yasso

### Mercer County

Edward Ceremuga  
 Stephen Gould  
 Lew Kachulis  
 David Kuhlber  
 Sherry Leipheimer  
 John O'Malley

## 2010 IFAPAC-Pennsylvania Contributors

### North Central PA

Sonya Barclay  
 Timothy Benner  
 Clara Bennett  
 Kent Bennett  
 Kathleen Caputo  
 Robert Crockett  
 Alcides Cruz  
 James Dinsmore  
 Matthew Frye  
 Debbie Harer  
 Kimberly Hill  
 John F. Keene Jr.  
 Mike Klein  
 Richard Megargell  
 Christina Rafter  
 Barry Rake  
 Russell Reitz  
 Suzan Richar  
 Kevin Stahl  
 Pamela Thompson  
 Randy Yetter

### North East PA

Donna Depoti  
 James Kresge  
 Mark Lynn  
 John Mackarey  
 Heidi Matthews  
 Walter S. Mitchell Jr.  
 Jason Muskey  
 Rhondi Nachlis

B. Bruce Najaka  
 Louis Pettinato  
 Dawn Santoriello  
 George Shadie  
 William Small  
 Paul SuPrise  
 Jeffrey Thol  
 Alan Weinberg  
 Eric Weinberg

### Pittsburgh

Louis Alexander  
 Frank Amato  
 John Angiulli  
 William Bates  
 Bennett Burstin  
 David Burstin  
 Michael Carney  
 Roy D'Alessandro  
 Thomas Defilippi  
 Patrick Dickey  
 Thomas J. Duddy Jr.  
 James Fanning  
 Greg Felton  
 Sarah Fiedler  
 Donald Flick  
 Ryan Franks  
 Gary Frantz  
 Ronald Gribschaw  
 William Gullborg  
 Janet Haggerty  
 John J. Lacey Jr.

James Laurent  
 Roman Matusz  
 Robert McFadden  
 John J. Mossellem Jr.  
 Kevin Murray  
 Karl Ohrman  
 Paul R. Pigman Jr.  
 Christine Pikutis-Musuneggi  
 Robert Priganc  
 Anthony Sciallo  
 Neil Seaman  
 John Seltzer  
 Donald Speakman  
 Daniel Spickard  
 Alfred W. Todd III  
 Howard Utz  
 John Utz  
 Joseph Weinkle  
 Gerard Wroblewski  
 Thomas Young  
 John Zacharias

### Pocono

Richard Scalice

### Reading

David Cunha  
 Keith Eckel  
 Richard Haas  
 Chere' High-Robles  
 Scott Hoover

Dianne Klimas  
 Fredric Kofke  
 Edward Mace  
 Louis Mehos  
 Sandra Mohler  
 Jay Moyer  
 Jonathan Moyer  
 Jeffrey Power  
 Christine Ramsey  
 William Reynolds  
 Rosanne Schaefer  
 J. Garth Swartley  
 Patrick Velekei  
 Brian Worrell

### Tri-County

Anthony Gonzalez  
 Carina Hatfield  
 April Heiser  
 Thomas Kalejta  
 W.V. Montgomery Jr.  
 Patricia Picardi  
 Michael Polin  
 Andrew Smith  
 B. Douglas Trainer  
 John Ungerman  
 Paul Valerio  
 Robert Weigner

***Learn more about IFAPAC and how you can get involved at***

**<http://www.naifa.org/advocacy/ifapac/>**

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***Learn how you can contribute online at:***

**[https://secure.naifa.org/ifapac\\_contributions\\_new/](https://secure.naifa.org/ifapac_contributions_new/)**

## Three Easy Ways to Contribute to IFAPAC – Bank Draft, Check or Credit Card

<u>Club Type</u>	<u>Annual Contribution</u>	<u>Monthly Bank Draft</u>
Capitol	\$5,000	\$416.00/month
Emissary \$	2,500 to \$4,999	\$210.00/month
Diplomat	\$1,000 to \$2,499	\$84.00/month
Envoy	\$500 to \$999	\$42.00/month
Statesman	\$300 to \$499	\$25.00/month
Ambassador	\$200 to \$299	\$17.00/month
Century	\$100 to \$199	\$8.50/month
Investor	\$50 to \$99	\$5.00/month (minimum for bank draft)

Name \_\_\_\_\_

NAIFA Member # \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

City \_\_\_\_\_ State \_\_\_\_ Zip \_\_\_\_\_

- I would like to make my contribution in one annual amount:
- Enclosed is my *personal check* for \$\_\_\_\_\_
  - Please charge my *personal* **Visa** **MasterCard** **American Express** (circle one)  
Account # \_\_\_\_\_ Exp. Date \_\_\_\_\_

For a single, annual amount \$ \_\_\_\_\_ Signature \_\_\_\_\_

**(PLEASE NOTE: WE CANNOT CHARGE CREDIT CARDS MONTHLY)**

- I currently give on **bank draft**. Please *increase* my monthly contribution to \$\_\_\_\_\_
- I would like to enroll in the monthly **bank draft** plan. Enclosed is my check for the first month's payment. I have completed the information requested below.

### MONTHLY BANK DRAFT AUTHORIZATION

I hereby authorize IFAPAC to withdraw from my account the amount specified below every month. This authorization will remain in effect until revoked by me in writing and, until IFAPAC receives such notice, I agree that IFAPAC shall be fully protected in honoring such withdrawals. In consideration of IFAPAC's compliance with such request and authorization, I agree that IFAPAC's treatment of each such check and IFAPAC's rights in respect to it, shall be the same as if it were signed personally by me and that if any such check be dishonored, IFAPAC shall be under no liability whatsoever even though such dishonor results in the forfeiture of IFAPAC membership.

1) Name of depositor as shown on bank records \_\_\_\_\_

2) Account number \_\_\_\_\_

3) Name of bank and address of bank branch where account is maintained \_\_\_\_\_

4) Amount of draft per month \$ \_\_\_\_\_

5) Signature of depositor as shown on bank records: \_\_\_\_\_

**When signing up for bank draft, remember to enclose a voided check !!**

X \_\_\_\_\_ Date \_\_\_\_\_

X (if joint) \_\_\_\_\_

**Return form & contributions to: IFAPAC; 2901 Telestar Court; Falls Church, VA 22042-1205. Or fax bank draft application or credit card contribution to 703-770-8151. Club types listed above are merely suggested amounts.**

Contributions to IFAPAC are voluntary, divided between your state association IFAPAC and IFAPAC-National, and contributed to candidates for state elective office (by your state IFAPAC) or for federal elective office (by IFAPAC-National). Your state IFAPAC is affiliated with IFAPAC-National through a federation of local, state and national trade associations. Corporate contributions to IFAPAC-National's political fund are prohibited. Under state and federal law, you have the right to refuse to contribute without reprisal. Contributions are not deductible as charitable contributions for federal income tax purposes.