

ON THE HILL

ADVOCACY AND LEGISLATION



ADVOCACY AGENDA

Raising the Stakes

InsurPac once again surpasses its fundraising record

By Nathan Riedel

Records are set to be broken. It is a famous cliché that has been around for centuries.

In 1974—the same year that the Big “I” federal political action committee, now called InsurPac was formed—Hank Aaron broke Babe Ruth’s home run record. In 2021, InsurPac hit another home run and proudly broke its previous record for most money raised in a calendar year, finishing with \$1,245,352 in receipts, easily surpassing its previous high from 2019.

A total of 3,660 donors throughout the country invested an average of \$340 per person. There were 772 donors who gave \$500

or more. These individuals are recognized on the following pages. A complete list of all donors can be viewed at insurpac.com, along with additional information. A total of 353 major donors gave \$1,000 or more, 66 contributed over \$2,500 and 29 gave the maximum amount of \$5,000.

The year concluded with a record \$286,465 raised in December alone. Leading the charge was South Carolina, which defended its title of InsurPac National Champions by raising \$100,303. Rounding out the top five were Massachusetts (\$83,980), Texas (\$73,480), Illinois (\$62,688) and Georgia

(\$51,316). Overall, a record total of 41 states achieved their InsurPac goal.

A similar story played out in the race for the Big “I” Presidents Cup, given annually to the state whose past and current state presidents or chairs contribute the most money to InsurPac. South Carolina took the cup, raising a total of \$24,058. This marked the third time in four years that South Carolina has taken the award, which was created in 2018.

During the fundraising campaign, a record 18 states became InsurPac Eagle states after contributing an average of \$100 or more per agency member. South Carolina led the charge by raising an average of \$302 per agency. Other states to achieve Eagle status were Arkansas, Connecticut, the District of Columbia, Georgia, Hawaii, Idaho, Kansas, Louisiana, Maine, Maryland, Montana, Nebraska, Nevada, New Hampshire, North Dakota, South Dakota and Tennessee.

Young agents across the country also stepped up their game and contributed nearly \$154,000. South Carolina completed the “Triple Crown” by repeating as young agent National Champions with a total of \$23,145. Georgia finished second with a total of \$15,801. Thirty-one states achieved their young agent InsurPac goal.

Strong fundraising from states across the country is emblematic of the grassroots activism the Big “I” has become to be known for over the years. Healthy participation in the political process signals a strong and active membership to members of Congress, who are keenly aware of which groups have the largest political action committees. InsurPac remains one of the largest small business political action committees in the country. It is a primary reason why publications recognize the Big “I” as one of the most effective lobbying associations on Capitol Hill.

While the 2021 fundraising campaign provides ample reason to celebrate, the new year will quickly turn the page to new opportunities, and a new quest to raise the bar even higher. In politics, there is no room for complacency. Records are set to be broken.

Nathan Riedel is Big “I” vice president of political affairs.

2021 InsurPac Donors by State

| STATE | Average per Agency | Total Raised | STATE | Average per Agency | Total Raised |
|----------------------|--------------------|--------------|---------------|--------------------|--------------|
| South Carolina | \$302.12 | \$100,303.00 | Rhode Island | \$67.74 | \$8,400.00 |
| North Dakota | \$267.65 | \$13,650.00 | Kentucky | \$67.28 | \$15,610.00 |
| Nevada | \$227.74 | \$14,120.00 | Minnesota | \$64.16 | \$20,402.17 |
| Arkansas | \$132.25 | \$25,525.00 | Texas | \$63.62 | \$73,480.00 |
| Maryland | \$131.45 | \$21,164.00 | Alabama | \$62.59 | \$17,150.00 |
| Tennessee | \$130.37 | \$47,325.00 | Wyoming | \$60.71 | \$1,275.00 |
| South Dakota | \$127.01 | \$25,275.00 | Oklahoma | \$60.46 | \$20,435.00 |
| New Hampshire | \$124.06 | \$16,376.00 | Alaska | \$58.51 | \$2,750.00 |
| Nebraska | \$123.29 | \$35,138.30 | Mississippi | \$58.22 | \$10,887.00 |
| Maine | \$121.82 | \$13,400.00 | Missouri | \$58.08 | \$25,788.00 |
| District of Columbia | \$114.81 | \$3,100.00 | Iowa | \$48.70 | \$28,589.00 |
| Louisiana | \$111.04 | \$40,642.00 | West Virginia | \$47.86 | \$3,350.00 |
| Montana | \$105.38 | \$9,800.00 | Arizona | \$46.60 | \$14,026.00 |
| Idaho | \$104.61 | \$7,950.00 | California | \$41.35 | \$14,349.00 |
| Georgia | \$103.67 | \$51,316.00 | Oregon | \$39.35 | \$6,100.00 |
| Hawaii | \$103.13 | \$2,475.00 | Wisconsin | \$38.71 | \$10,645.00 |
| Kansas | \$102.06 | \$33,270.00 | New York | \$38.46 | \$42,270.00 |
| Connecticut | \$101.69 | \$17,185.08 | New Mexico | \$36.92 | \$3,950.00 |
| Indiana | \$90.95 | \$31,925.00 | Delaware | \$34.69 | \$1,700.00 |
| New Jersey | \$81.33 | \$27,570.00 | Virginia | \$28.63 | \$9,305.00 |
| Vermont | \$75.84 | \$5,840.00 | Colorado | \$26.59 | \$8,590.00 |
| North Carolina | \$75.71 | \$48,910.50 | Florida | \$23.71 | \$33,976.00 |
| Massachusetts | \$74.12 | \$83,980.00 | Utah | \$22.17 | \$2,350.00 |
| Michigan | \$72.10 | \$42,253.00 | Pennsylvania | \$20.13 | \$19,300.00 |
| Illinois | \$71.07 | \$62,688.00 | Ohio | \$9.76 | \$10,792.14 |
| Washington | \$70.86 | \$17,927.75 | | | |

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A complete listing of all donors can be found at insurpac.com.

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