



LETTER FROM KATE CAREY

This year marks a new opportunity to advance the future of the property casualty insurance industry. With this election cycle, we hope to further integrate our united Political Engagement (PE) program.

So far, in 2021, our grassroots team, with the help of over **1,000 employees** from more than **60 APCI member companies**, has conducted **19 grassroots campaigns** in **14 states**, with major successes in **New York, Oregon** and **Virginia** just to name a few.

APCIA's Insuring America PAC is our association's leading resource to help elect pro property casualty candidates at the state and federal levels. We also use Insuring America PAC to anchor a robust direct giving program. As we begin the 2022 election cycle, the PAC has co-sponsored **10 candidate fundraisers** at both the federal and state levels leveraging **an overall PAC investment of \$22,500 to raise over \$170,600** for elected officials and candidates who support the property casualty insurance industry.

We anticipate another successful cycle of political engagement for APCI!

Sincerely,
Kate Carey
Department Vice President, Federal Government Relations & Political Engagement



USING DIGITAL ADVOCACY TO EFFECTIVELY REACH YOUR AUDIENCES: Q&A WITH NAT WIENECKE



"When you're dealing with policymakers, make the easy things easy and the bad things hard — and digital can play a huge role in that," shares Nat Wienecke, Senior Vice President, Federal Government Relations & Political Engagement. As a state-regulated industry, we run digital campaigns all around the country on a variety of issues — enabling us to refine and develop their advocacy approach. By creating [Securing Our Future](#), a consumer-focused brand, 22,691 Floridians have sent letters straight to Governor Ron DeSantis's office.

Watch the interview with Curley Company, one of APCI's grassroots partners, for Nat's advice on the importance of starting early, defining target audiences and more.



LAD 2021 WRAP-UP

On May 12, APCI members united through our virtual Legislative Action Day (LAD). The event's speakers included Dr. William Galston and two elected officials, Senator Kyrsten Sinema (D-AZ), and Ways and Means Committee Chair, Congressman Richard Neal (D-MA). David Sampson and Bethany Dame also addressed the attendees on behalf of APCI. The event covered issues that are important to our industry including risk-based pricing, prospective pandemic programs, roadway safety, marijuana impairment, flood insurance, climate change, and automated driving. Thanks to you, the event was a win for the future of the property casualty insurance industry. We hosted 110 meetings with 71 member company attendees from 51 member companies. APCI looks forward to seeing you all in person for the 2022 LAD!



SELECTIVE WINS PRESIDENT'S AWARD

Each year, APCI presents the President's Award for Political Involvement to member companies for their support of our industry's advocacy efforts, leadership and political engagement, and dedication to building long-term relationships that help advance our political involvement efforts. This year's President's Award went to Selective Insurance Group in recognition of their dedication to the industry and our customers. The award was presented during APCI's 2021 Legislative Action Day program.

Selective has been an integral part of many of APCI's policy committees and working groups, including our federal affairs and state government relations committees. The Selective team played a major role in many of APCI's State grassroots advocacy efforts in 2021, including a successful campaign to block harmful bad faith legislation that could have increased insurance costs for consumers in both New Jersey and Virginia.

Selective has also worked closely with APCI staff to set up a co-branded grassroots website, and has been actively driving employees to the site to encourage them to learn more about and get involved in APCI's issue advocacy campaigns, including a national distracted driving awareness and grassroots effort. Selective has also been active and engaging employees around the 2020 elections as well as in our PAC efforts, consistently exceeding their voluntary goals and holding leadership positions within the PAC. All in all, Selective exemplifies what it means to be a leader in political involvement.

CANDIDATE SPOTLIGHT

How does the Insuring America PAC Contributions Committee decide to support a candidate? A balanced scorecard consisting of thoughtful criteria guides every decision.

Throughout the year, we'll be highlighting industry champions who meet those standards and through the PAC's support, received the Insuring America PAC seal of approval.



Rep. Josh Gottheimer D-NJ-05

[Click here](#) to read Representative Gottheimer's full spotlight.



GRASSROOTS HIGHLIGHTS

It is hard to believe that the end of Q2 is already in sight. Thus far this year, APCI's grassroots team has been heavily engaged in advocating on [a range of issues](#) impacting our policyholders, our businesses, and our communities. In total, APCI has conducted **19 grassroots campaigns in 14 states** on issues including: lawsuit abuse reform, risk-based pricing, auto cost drivers, and preserving contract sanctity, just to name a few.

By leveraging both of our grassroots brands – the Voice of America's Insurers our APCI member-facing grassroots program and our consumer-focused brand – Securing Our Future, over **33,800** advocates have sent nearly **68,700** letters to both federal and state lawmakers. A few grassroots highlights from the year so far include:

- Defeated a slate of **"bad faith" legislation in Virginia** that could have increases costs for businesses and consumers.
- Removed dangerous amendments from **legislation in Oregon** that would have prohibited insurers from providing discounts and accurately rating auto insurance, resulting in higher auto insurance costs for millions.
- Sent over **37,000 letters asking Florida Governor DeSantis to veto** a bill which would repeal Florida's no-fault auto insurance system.
- Conducted an effort in conjunction with the **Virtual Federal Legislative Action Day** asking APCI members across the country to amplify the issue priorities relayed during Hill meetings. In total over **140 APCI members took action** with many doing so live during the morning program.

We could not have done it with you! On behalf of the entire property casualty insurance industry, thank you to the more than 1,000 employees from over 60 APCI member companies for speaking out and helping us raise awareness among lawmakers about [APCIA's policy priorities](#). We encourage you to continue checking www.voiceofamericasinsurers.org for issues upon which you can make your voice heard. As we look ahead to the second half of the year, the grassroots team will continue to conduct more campaigns on behalf of our industry.



UPCOMING DATES

- **New Jersey Gubernatorial & Legislative General Election – November 2**
 - Voter Registration Deadline: 10/12
 - Early Voting: 9/18 – 11/1
 - Absentee Ballot Request Deadline: 10/26 (by mail), 11/1 (in-person)
 - Absentee Ballot Return Deadline: 11/2 (postmarked), 11/2 (in-person)
- **Virginia Gubernatorial & House of Delegates General Election – November 2**
 - Voter Registration Deadline: 10/11
 - Early Voting: 9/18 – 10/30
 - Absentee Ballot Request Deadline: 10/22 (by mail), 10/30 (in-person)
 - Absentee Ballot Return Deadline: 11/2 (postmarked), 11/2 (in-person)

LEARN MORE

www.voiceofamericasinsurers.org



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