



Regional structure including, states, vice-chairs and regional staff contacts

Region	States	Regional Vice-Chairman	BIPAC Regional Staff Contact
<b>East</b>	CT, DE, ME, MD, MA, NH, NJ, NY, PA, RI, VT, WV	William Corcoran, W.R. Grace, Columbia, MD	Bill Davis, Manager, Political Field Operations & Joe Savarise, Sr. Regional Vice President
<b>Southeast</b>	AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA	Chris Kinsey, Kinsey Interests, Shreveport, LA	Kathie Stronach, Regional Vice President
<b>Midwest</b>	IL, IN, IA, KS, MI, MN, MO, NE, ND, OH, SD, WI	Jeff Roush Nationwide, Columbus, OH	Joe Savarise, Sr. Regional Vice President
<b>Mountain</b>	CO, ID, MT, NV, UT, WY	Mark Dunn, J.R. Simplot, Boise, ID	Jenn Penn, Regional Vice President
<b>Southwest</b>	AZ, NM, OK, TX	Walter Foxworth, Foxworth-Galbraith Lumber, Dallas, TX	Stephanie Simpson, Regional Vice President
<b>West</b>	AK, CA, HI, OR, WA	Scott Hawkins Advanced Supply Chain Integrators, Anchorage, AK	Bill Davis, Manager, Political Field Operations

**Contact information**

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*(for explanation of regional staffing roles and responsibilities, see reverse)*

**Regional Vice Presidents** (Manager, Political Field Operations fulfills these roles in West and East)

- serves as primary contact for state and local P2/PFund development activities within their specific region
- services state and local deployment partners within the region and seeks their input on program improvements and growth strategies
- assesses state and local P2 program performance and helps ensure effectiveness of those programs
- assists in development and implementation of Memorandum of Understanding (MOU) agreements
- proactively works with current deployment partners to identify, qualify, prioritize, contact and meet with prospective BIPAC members/P2 participants to successfully realize recruitment goals agreed upon with Sr. Regional VP and Sr. VP of Operations
- seeks targets of opportunity for new state P2 program development
- develops coalitions to support state and local P2 programs within the region
- liaisons with Regional Vice Chairs and other BIPAC leaders to seek support in expanding membership and program participation
- assists in the implementation of BIPAC's expanded PAC services and political analysis product and services offerings
- in cooperation with other field operations staff, provides assistance to state and local operations in areas outside of region as necessary
- monitors and reports to Sr. VP of Political Analysis items of political interest
- directs operations of P2 program in home state
- reports to Senior Regional Vice President

**Senior Regional Vice President** (also assists Manager, Political Field Operations with states in East)

- assists in developing strategy and planning relating to targets, and goals for regional operations
- acts as liaison for VP positions nationwide and represents interests of Regional VP and other regional assets within the senior staff
- responsible for coordinating representation and outreach regarding the products, politics and programs of BIPAC and for sales and implementation support in all states
- develops state and local P2 program assessment standards and coordinates implementation with Regional VPs
- drafts/renews/executes Memorandum of Understanding agreements and works with Regional VPs to implement
- coordinates regional sales and development efforts with Vice President of Development
- develops, disseminates and maintains a strategic work plan for BIPAC field assets as well as a coordinated task list to support the strategic plan
- coordinates and oversees the performance of state and local Prosperity Projects
- produces established benchmarks and methods for generating BIPAC revenue and support
- plans and coordinates BIPAC regional events and meetings of state and local P2 deployment partners
- ensures adequate and appropriate support from BIPAC home office and addresses related concerns with Sr. VP of Operations
- serves as primary contact for state P2 activities within the Midwest region
- services state and local deployment partners and seeks state input on program improvements and growth strategies
- proactively works with current deployment partners to identify, qualify, prioritize, contact and meet with prospective BIPAC members/P2 participants to successfully realize recruitment goals
- seeks targets of opportunity for new state program development
- develops coalitions to support programs within the states
- coordinates volunteer operations and opportunities with Regional Vice Chairs and liaisons with them and other BIPAC leaders to seek support in expanding membership and program participation
- assists in the implementation of BIPAC's expanded PAC services and political analysis product and services offerings
- monitors and reports to Sr. VP of Political Analysis items of political interest
- directs operations of P2 program in home state
- reports to Senior Vice President of Operations