

## Item 1 Cover Page

A.

### **Irvin G. Schorsch, III**

Pennsylvania Capital Management  
Brochure Supplement  
Dated: March 25, 2023

Contact: Irvin G. Schorsch, III, Chief Compliance Officer  
1841 Huntingdon Pike  
Huntingdon Valley, PA 19006

B.

**This Brochure Supplement provides information about Irvin G. Schorsch, III that supplements the Pennsylvania Capital Management Brochure; you should have received a copy of that Brochure. Please contact Irvin G. Schorsch, III, Chief Compliance Officer, if you did *not* receive Pennsylvania Capital Management’s Brochure or if you have any questions about the contents of this supplement.**

**Additional information about Irvin G. Schorsch, III is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)**

## Item 2 Education Background and Business Experience

Irvin G. Schorsch, III was born in 1955. Mr. Schorsch graduated from the Commerce and Finance Division of Villanova University in 1977, with a Bachelor of Science degree in Economics, with a concentration in Finance. Mr. Schorsch has been the President and Chief Compliance Officer of Pennsylvania Capital Management since September of 1995 and from September of 2014 until December 2015 he was a registered representative of Purshe Kaplan Sterling Investments.

Mr. Schorsch is certified for financial planning services in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”). Therefore, he may refer to himself as a CERTIFIED FINANCIAL PLANNER™ professional or a CFP® professional, and he may use these and CFP Board’s other certification marks (the “CFP Board Certification Marks”). The CFP® certification is voluntary. No federal or state law or regulation requires financial planners to hold the CFP® certification. You may find more information about the CFP® certification at [www.cfp.net](http://www.cfp.net).

CFP® professionals have met CFP Board's high standards for education, examination, experience, and ethics. To become a CFP® professional, an individual must fulfill the following requirements:

- **Education** – Earn a bachelor's degree or higher from an accredited college or university and complete CFP Board-approved coursework at a college or university through a CFP Board Registered Program. The coursework covers the financial planning subject areas CFP Board has determined are necessary for the competent and professional delivery of financial planning services, as well as a comprehensive financial plan development capstone course. A candidate may satisfy some of the coursework requirement through other qualifying credentials.
- **Examination** – Pass the comprehensive CFP® Certification Examination. The examination is designed to assess an individual's ability to integrate and apply a broad base of financial planning knowledge in the context of real-life financial planning situations.
- **Experience** – Complete 6,000 hours of professional experience related to the personal financial planning process, or 4,000 hours of apprenticeship experience that meets additional requirements.
- **Ethics** – Satisfy the Fitness Standards for Candidates for CFP® Certification and Former CFP® Professionals Seeking Reinstatement and agree to be bound by CFP Board's Code of Ethics and Standards of Conduct ("Code and Standards"), which sets forth the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements to remain certified and maintain the right to continue to use the CFP Board Certification Marks:

- **Ethics** – Commit to complying with CFP Board's Code and Standards. This includes a commitment to CFP Board, as part of the certification, to act as a fiduciary, and therefore, act in the best interests of the client, at all times when providing financial advice and financial planning. CFP Board may sanction a CFP® professional who does not abide by this commitment, but CFP Board does not guarantee a CFP® professional's services. A client who seeks a similar commitment should obtain a written engagement that includes a fiduciary obligation to the client.
- **Continuing Education** – Complete 30 hours of continuing education every two years to maintain competence, demonstrate specified levels of knowledge, skills, and abilities, and keep up with developments in financial planning. Two of the hours must address the Code and Standards.

Mr. Schorsch has held the designation of Certified Investment Management Analyst (CIMA®) designation since 1990. The CIMA® certification signifies that an individual has met initial and ongoing experience, ethical, education, and examination requirements for investment management consulting, including advanced investment management theory and application. The designation is administered through the Investments & Wealth Institute®. Prerequisites for the CIMA® certification are three years of financial services experience and an acceptable regulatory history. To obtain the CIMA® certification, candidates must complete an executive education program through a registered education provider and pass a comprehensive certification exam. CIMA® designees are required to adhere to the Investments & Wealth Institute's® Code of Professional Responsibility and the appropriate use of the certification marks. CIMA® designees must report 40 hours of continuing education credits, including two ethics hours, every two years to maintain the certification.

Mr. Schorsch has held the designation of Accredited Investment Fiduciary® (AIF®) since 2005. The AIF Designation certifies that the recipient has specialized knowledge of fiduciary standards of care and their application to the investment management process. To receive the AIF Designation, the individual must meet prerequisite criteria based on a combination of education, relevant industry experience, and/or ongoing professional development, complete a training program, successfully pass a comprehensive, closed-book final examination under the supervision of a proctor and agree to abide by the Code of Ethics and Conduct Standards. In order to maintain the AIF Designation, the individual must annually attest to the Code of Ethics and Conduct Standards, and accrue and report a minimum of six hours of continuing education. The Designation is administered by the Center for Fiduciary Studies, the standards-setting body of fi360.

### **Item 3 Disciplinary Information**

None.

### **Item 4 Other Business Activities**

- A. The supervised person is not actively engaged in any other investment-related business or occupation for compensation.
- B. **Licensed Insurance Agent**. Mr. Schorsch, in his individual capacity, is a licensed insurance agent, and may recommend the purchase of certain insurance-related products on a commission basis. Clients can engage Mr. Schorsch to purchase insurance products on a commission basis. **Conflict of Interest**: The recommendation by Mr. Schorsch that a client purchase an insurance commission product presents a *conflict of interest*, as the receipt of commissions may provide an incentive to recommend insurance products based on commissions to be received, rather than on a particular client's need. No client is under any obligation to purchase any insurance commission products from Mr. Schorsch. Clients are reminded that they may purchase insurance products recommended by Mr. Schorsch through other, non-affiliated insurance agents.

### **Item 5 Additional Compensation**

None.

### **Item 6 Supervision**

The Registrant provides investment advisory and supervisory services in accordance with the Registrant's policies and procedures manual. The primary purpose of the Registrant's Rule 206(4)-7 policies and procedures is to comply with the supervision requirements of Section 203(e)(6) of the Investment Advisers Act of 1940 (the "Act"). The Registrant's Chief Compliance Officer, Irvin G. Schorsch, III, is primarily responsible for the implementation of the Registrant's

policies and procedures and overseeing the activities of the Registrant's supervised persons. Should an employee, independent contractor, investment adviser representative, or promoter of the Registrant have any questions regarding the applicability/relevance of the Act, the Rules thereunder, any section thereof, or any section of the policies and procedures, he/she should address those questions with the Chief Compliance Officer. Should a client have any questions regarding the Registrant's supervision or compliance practices, please contact Mr. Schorsch at 215-881-7700.

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### **Stephen T. Palmer, III**

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Contact: Irvin G. Schorsch, III, Chief Compliance Officer  
1841 Huntingdon Pike  
Huntingdon Valley, PA 19006

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**Additional information about Stephen T. Palmer, III is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)**

## Item 2 Education Background and Business Experience

Stephen T. Palmer, III was born in 1957. Mr. Palmer graduated from Ithaca College in 1979, with a Bachelor of Science degree in Business Administration. Mr. Palmer has been the Senior Investment Management Consultant of Pennsylvania Capital Management since November of 2005.

## Item 3 Disciplinary Information

None.

## Item 4 Other Business Activities

A. The supervised person is not actively engaged in any other investment-related businesses or occupations.

- B. The supervised person is not actively engaged in any non-investment-related business or occupation for compensation.

### **Item 5 Additional Compensation**

None.

### **Item 6 Supervision**

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### **Donna Marie Zanetti**

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Additional information about Donna Marie Zanetti is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)

## Item 2 Education Background and Business Experience

Donna Marie Zanetti was born in 1963. Ms. Zanetti graduated from Glassboro State College in 1985, with a Bachelor of Science degree in Business Administration with a major in Finance. Ms. Zanetti has been the manager of client services of Pennsylvania Capital Management since March of 2006 and from September of 2014 until December 2015 she was a registered representative of Purshe Kaplan Sterling Investments. From March of 2006 to September of 2012, Ms. Zanetti was a registered representative of Western International Securities Inc.

## Item 3 Disciplinary Information

None.

#### **Item 4 Other Business Activities**

- A. The supervised person is not actively engaged in any other investment-related businesses or occupations.
- B. The supervised person is not actively engaged in any non-investment-related business or occupation for compensation.

#### **Item 5 Additional Compensation**

None.

#### **Item 6 Supervision**

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### **Christopher Mallon**

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**Additional information about Christopher Mallon is available on the SEC’s website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov)**

## Item 2 Education Background and Business Experience

Christopher Mallon was born in 1994. Mr. Mallon graduated from The University of South Carolina in 2016, with a Bachelor of Science degree in Finance. Mr. Mallon has been with Pennsylvania Capital Management since May of 2018 and is currently a Senior Financial Advisor. From May of 2016 to May of 2018, Mr. Mallon was employed as a financial planning associate of Hobbs Group Advisors, LLC.

Mr. Mallon is certified for financial planning services in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”). Therefore, he may refer to himself as a CERTIFIED FINANCIAL PLANNER™ professional or a CFP® professional, and he may use these and CFP Board’s other certification marks (the “CFP Board Certification Marks”). The CFP® certification is voluntary. No federal or state law or regulation requires financial planners to hold the CFP® certification. You may find more information about the CFP® certification at [www.cfp.net](http://www.cfp.net).

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- **Continuing Education** – Complete 30 hours of continuing education every two years to maintain competence, demonstrate specified levels of knowledge, skills, and abilities, and keep up with developments in financial planning. Two of the hours must address the Code and Standards.

### **Item 3 Disciplinary Information**

None.

#### **Item 4 Other Business Activities**

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#### **Item 5 Additional Compensation**

None.

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### **Andrew Michael Randisi**

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## Item 2 Education Background and Business Experience

Andrew Michael Randisi was born in 1993. Mr. Randisi graduated from Drexel University in 2017, with a Bachelor of Science in Business Administration degree. Mr. Randisi has been with Pennsylvania Capital Management since July of 2017 and is currently a Senior Financial Advisor.

Mr. Randisi is certified for financial planning services in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”). Therefore, he may refer to himself as a CERTIFIED FINANCIAL PLANNER™ professional or a CFP® professional, and he may use these and CFP Board’s other certification marks (the “CFP Board Certification Marks”). The CFP® certification is voluntary. No federal or state law or regulation requires financial planners to hold the CFP® certification. You may find more information about the CFP® certification at [www.cfp.net](http://www.cfp.net).

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