

**ITEM 1: Cover Page for  
PART 2B OF FORM ADV:  
BROCHURE SUPPLEMENT  
FOR PETER J. LABELLA  
DATED FEBRUARY 2012**

**PETER J. LABELLA**

**FMA ADVISORY, INC.  
1631 NORTH FRONT STREET  
HARRISBURG, PA 17102**

**FIRM CONTACT: PETER J. LABELLA, PRESIDENT**

**FIRM WEBSITE ADDRESS: [WWW.FMA-ADVISORY.COM](http://WWW.FMA-ADVISORY.COM)**

**This brochure supplement provides information about Peter J. LaBella that supplements our brochure. You should have received a copy of that brochure. Please contact Peter J. LaBella, President of FMA Advisory, Inc., if you did not receive Mr. LaBella's brochure or if you have any questions about the contents of this supplement.**

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

## **Item 2            Educational Background and Business Experience**

We are required to disclose the following information about Mr. LaBella:

### **Peter J. LaBella**

**Year of Birth:** 1946

#### **Formal Education after high school:**

- Hiram Scott College - 1969, BS, Economics
- Denver College for Financial Planning, Certified Financial Planner®

#### **Business Background:**

Mr. LaBella is President of FMA and has been in the investment business for twenty-eight years. He began his financial services career with Connecticut General in 1971, and subsequently began his own financial services firm in 1982.

#### **Licenses and Other Professional Designations:**

- Certified Financial Planner®

*We may list any professional designations held by Mr. LaBella, we must provide you with a sufficient explanation of the minimum qualifications required for each designation to allow you to understand the value of the designation.*

### **CFP®:**

The CERTIFIED FINANCIAL PLANNER™, CFP® and federally registered CFP (with flame design) marks (collectively, the “CFP® marks”) are professional certification marks granted in the United States by Certified Financial Planner Board of Standards, Inc. (“CFP Board”).

The CFP® certification is a voluntary certification; no federal or state law or regulation requires financial planners to hold CFP® certification. It is recognized in the United States and a number of other countries for its (1) high standard of professional education; (2) stringent code of conduct and standards of practice; and (3) ethical requirements that govern professional engagements with clients. Currently, more than 62,000 individuals have obtained CFP® certification in the United States.

To attain the right to use the CFP® marks, an individual must satisfactorily fulfill the following requirements:

- Education – Complete an advanced college-level course of study addressing the financial planning subject areas that CFP Board’s studies have determined as necessary for the competent and professional delivery of financial planning services, and attain a Bachelor’s Degree from a regionally accredited United States college or university (or its equivalent from a foreign university). CFP Board’s financial planning subject areas include insurance planning and risk management, employee benefits planning, investment planning, income tax planning, retirement planning, and estate planning;

- Examination – Pass the comprehensive CFP® Certification Examination. The examination, administered in 10 hours over a two-day period, includes case studies and client scenarios designed to test one's ability to correctly diagnose financial planning issues and apply one's knowledge of financial planning to real world circumstances;
- Experience – Complete at least three years of full-time financial planning-related experience (or the equivalent, measured as 2,000 hours per year); and
- Ethics – Agree to be bound by CFP Board's *Standards of Professional Conduct*, a set of documents outlining the ethical and practice standards for CFP® professionals.

Individuals who become certified must complete the following ongoing education and ethics requirements in order to maintain the right to continue to use the CFP® marks:

- Continuing Education – Complete 30 hours of continuing education hours every two years, including two hours on the *Code of Ethics* and other parts of the *Standards of Professional Conduct*, to maintain competence and keep up with developments in the financial planning field; and
- Ethics – Renew an agreement to be bound by the *Standards of Professional Conduct*. The Standards prominently require that CFP® professionals provide financial planning services at a fiduciary standard of care. This means CFP® professionals must provide financial planning services in the best interests of their clients.

CFP® professionals who fail to comply with the above standards and requirements may be subject to CFP Board's enforcement process, which could result in suspension or permanent revocation of their CFP® certification.

### **Item 3            Disciplinary Information<sup>1</sup>**

If there are legal or disciplinary events material to your evaluation of Mr. LaBella, we are required to disclose all material facts regarding those events.

We have nothing to disclose in this regard.

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<sup>1</sup> **Note:** Our firm may, under certain circumstances, rebut the presumption that a disciplinary event is material. If an event is immaterial, we are not required to disclose it. When we review a legal or disciplinary event involving Mr. LaBella to determine whether it is appropriate to rebut the presumption of materiality, we consider all of the following factors: (1) the proximity of Mr. LaBella to the advisory function; (2) the nature of the infraction that led to the disciplinary event; (3) the severity of the disciplinary sanction; and (4) the time elapsed since the date of the disciplinary event. If we conclude that the materiality presumption has been overcome, we prepare and maintain a file memorandum of our determination in our records. We follow SEC rule 204-2(a)(14)(iii) and similar state rules.

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

- A. If Mr. LaBella is actively engaged in any investment-related business or occupation, including if Mr. LaBella is registered, or has an application pending to register, as a broker-dealer, registered representative of a broker-dealer, futures commission merchant ("FCM"), commodity pool operator ("CPO"), commodity trading advisor ("CTA"), or an associated person of an FCM, CPO, or CTA, we are required to disclose this fact and describe the business relationship, if any, between the advisory business and the other business.

We have nothing to disclose in this regard.

- B. If Mr. LaBella is actively engaged in any business or occupation for compensation not discussed in response to Item 4.A, above, and the other business activity or activities provide a substantial source of Mr. LaBella's income or involve a substantial amount of Mr. LaBella's time, we are required to disclose this fact and must describe the nature of that business. If the other business activities represent less than 10 percent of Mr. LaBella's time and income, we may presume that they are not substantial.

We have nothing to disclose in this regard.

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

If someone who is not a client provides an economic benefit to Mr. LaBella for providing advisory services, we are required to generally describe the arrangement. For purposes of this Item, economic benefits include sales awards and other prizes, but do not include Mr. LaBella's regular salary. Any bonus that is based, at least in part, on the number or amount of sales, client referrals, or new accounts should be considered an economic benefit, but other regular bonuses should not.

We have nothing to disclose in this regard.

#### **Item 6            Supervision**

We are required to explain how we supervise Mr. LaBella, including how we monitor the advice Mr. LaBella provides to you. Our firm has to provide the name, title and telephone number of the person responsible for supervising Mr. LaBella's advisory activities on behalf of our firm.

Mr. LaBella is the President and as such has internal compliance supervision placed over him by the Chief Compliance Officer. He is bound by our firm's Code of Ethics and Written Supervisory Procedures.

**ITEM 1: Cover Page for  
PART 2B OF FORM ADV:  
BROCHURE SUPPLEMENT  
FOR EDWARD B. O'GORMAN  
DATED FEBRUARY 2012**

**EDWARD BERNARD O'GORMAN**

**FMA ADVISORY, INC.  
1631 NORTH FRONT STREET  
HARRISBURG, PA 17102**

**FIRM CONTACT: PETER J. LABELLA, PRESIDENT**

**FIRM WEBSITE ADDRESS: [WWW.FMA-ADVISORY.COM](http://WWW.FMA-ADVISORY.COM)**

**This brochure supplement provides information about Edward B. O'Gorman that supplements our brochure. You should have received a copy of that brochure. Please contact Peter J. LaBella, President of FMA Advisory, Inc., if you did not receive Mr. O'Gorman's brochure or if you have any questions about the contents of this supplement.**

**Additional information about Mr. O'Gorman is available on the SEC's website at [www.adviserinfo.sec.gov](http://www.adviserinfo.sec.gov).**

## **Item 2 Educational Background and Business Experience**

We are required to disclose the following information about Mr. O’Gorman:

### **Edward Bernard O’Gorman**

**Year of Birth:** 1973

#### **Formal Education after high school:**

- Villanova University – 1991, BS Finance
- Penn State University – 2003, MBA

#### **Business Background:**

- FMA Advisory, Inc, 01/2011 to Present, Portfolio Manager, Harrisburg, PA, USA
- Security National Trust Company, 03/2008 – 01/2011, Investment Officer, Lancaster, PA, USA
- Greenleaf Financial Group, 07/2006 – 09/2007, Portfolio Manager, Lancaster, PA, USA

#### **Licenses and Other Professional Designations:**

- Chartered Financial Analyst, 09/2009

*We may list any professional designations held by Mr. O’Gorman, we must provide you with a sufficient explanation of the minimum qualifications required for each designation to allow you to understand the value of the designation.*

### **Chartered Financial Analyst**

Mr. O’Gorman has a professional designation, Chartered Financial Analyst. Holders of the Chartered Financial Analyst, CFA, designation are securities analysts, money managers and investment advisers who have completed the CFA program, a graduate-level, self-study curriculum and examination program for investment professionals that covers a broad range of investment topics. CFA charter holders are required to affirm their commitment to high ethical standards and voluntarily submit to the authority

To earn the CFA charter, you must successfully pass through the CFA Program, sponsored by the CFA Institute, a graduate-level self-study program that combines a broad curriculum with professional conduct requirements, culminating in three sequential exams.

Before you enroll in the CFA Program and register for your first exam:

- Meet the entrance requirements:
  - Have a bachelor's (or equivalent) degree - or be in the final year of your bachelor's degree program at the time of registration. or have four years of qualified, professional work experience - or have a combination of work and college experience that totals at least four years (Note: Summer, part-time, and internship positions do not qualify). If you initially enroll/register as a final year

undergraduate student with a degree in progress, you may not register for the Level II exam until you have earned your degree, or obtained work experience that meets the program's entrance requirements. At the time your degree is awarded, you may update your account education information to certify that your degree has been received.

- Understand the professional conduct requirements (you will be asked to sign the Professional Conduct Statement and Candidate Responsibility Statement).
- Be prepared to take the exams in English

### **Item 3            Disciplinary Information**

If there are legal or disciplinary events material to your evaluation of Mr. O’Gorman, we are required to disclose all material facts regarding those events.<sup>1</sup>

We have nothing to disclose in this regard.

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

A. If Mr. O’Gorman is actively engaged in any investment-related business or occupation, including if Mr. O’Gorman is registered, or has an application pending to register, as a broker-dealer, registered representative of a broker-dealer, futures commission merchant (“FCM”), commodity pool operator (“CPO”), commodity trading advisor (“CTA”), or an associated person of an FCM, CPO, or CTA, we are required to disclose this fact and describe the business relationship, if any, between the advisory business and the other business.

We have nothing to disclose in this regard.

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<sup>1</sup> **Note:** Our firm may, under certain circumstances, rebut the presumption that a disciplinary event is material. If an event is immaterial, we are not required to disclose it. When we review a legal or disciplinary event involving Mr. O’Gorman to determine whether it is appropriate to rebut the presumption of materiality, we consider all of the following factors: (1) the proximity of Mr. O’Gorman to the advisory function; (2) the nature of the infraction that led to the disciplinary event; (3) the severity of the disciplinary sanction; and (4) the time elapsed since the date of the disciplinary event. If we conclude that the materiality presumption has been overcome, we prepare and maintain a file memorandum of our determination in our records. We follow SEC rule 204-2(a)(14)(iii) and similar state rules.

- B. If Mr. O’Gorman is actively engaged in any business or occupation for compensation not discussed in response to Item 4.A, above, and the other business activity or activities provide a substantial source of Mr. O’Gorman’s income or involve a substantial amount of Mr. O’Gorman’s time, we are required to disclose this fact and must describe the nature of that business. If the other business activities represent less than 10 percent of Mr. O’Gorman’s time and income, we may presume that they are not substantial.

We have nothing to disclose in this regard.

## **Item 5            Additional Compensation**

If someone who is not a client provides an economic benefit to Mr. O’Gorman for providing advisory services, we are required to generally describe the arrangement. For purposes of this Item, economic benefits include sales awards and other prizes, but do not include Mr. O’Gorman’s regular salary. Any bonus that is based, at least in part, on the number or amount of sales, client referrals, or new accounts should be considered an economic benefit, but other regular bonuses should not.

We have nothing to disclose in this regard.

## **Item 6            Supervision**

We are required to explain how we supervise Mr. O’Gorman, including how we monitor the advice Mr. O’Gorman provides to you. Our firm has to provide the name, title and telephone number of the person responsible for supervising Mr. O’Gorman’s advisory activities on behalf of our firm.

Mr. Caplan, Chief Compliance Officer, supervises and monitors Mr. O’Gorman’s activities on a regular basis. Mr. Caplan reviews all outgoing correspondence for written financial advice that Mr. O’Gorman provides to his clients. Please contact Mr. Caplan if you have any questions about Mr. O’Gorman’s brochure supplement at (717) 232-8850.



**ITEM 1: Cover Page for  
PART 2B OF FORM ADV:  
BROCHURE SUPPLEMENT  
FOR ROBERT E. CAPLAN  
DATED FEBRUARY 2012**

**ROBERT E. CAPLAN**

**FMA ADVISORY, INC.  
1631 NORTH FRONT STREET  
HARRISBURG, PA 17102**

**FIRM CONTACT: PETER J. LABELLA, PRESIDENT**

**FIRM WEBSITE ADDRESS: [WWW.FMA-ADVISORY.COM](http://WWW.FMA-ADVISORY.COM)**

**This brochure supplement provides information about Robert E. Caplan that supplements our brochure. You should have received a copy of that brochure. Please contact Peter J. Labella, President of FMA Advisory, Inc., if you did not receive Mr. Caplan's brochure or if you have any questions about the contents of this supplement.**

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

## **Item 2 Educational Background and Business Experience**

We are required to disclose the following information about Mr. Caplan:

### **Robert E. Caplan**

**Year of Birth:**1961

#### **Formal Education after high school:**

- Boston University - 1983, BS/BA Accounting and Finance
- Columbia University - 1987, MBA, Finance and Marketing

#### **Business Background:**

Mr. Caplan is Vice-President of FMA. Before joining FMA in January, 1994, he worked for Rite Aid Corporation as a financial executive reporting to the President. Prior to Rite Aid, Mr. Caplan was a Management Consultant with Touche Ross & Co. in Detroit Michigan, and a Financial Analyst with Chrysler Corp. in Highland Park, Michigan.

#### **Licenses and Other Professional Designations:**

- Chartered Financial Analyst, 10/97

*We may list any professional designations held by Mr. Caplan, we must provide you with a sufficient explanation of the minimum qualifications required for each designation to allow you to understand the value of the designation.*

### **Chartered Financial Analyst**

Mr. Caplan has a professional designation, Chartered Financial Analyst. Holders of the Chartered Financial Analyst, CFA, designation are securities analysts, money managers and investment advisers who have completed the CFA program, a graduate-level, self-study curriculum and examination program for investment professionals that covers a broad range of investment topics. CFA charter holders are required to affirm their commitment to high ethical standards and voluntarily submit to the authority

To earn the CFA charter, you must successfully pass through the CFA Program, sponsored by the CFA Institute, a graduate-level self-study program that combines a broad curriculum with professional conduct requirements, culminating in three sequential exams.

Before you enroll in the CFA Program and register for your first exam:

- Meet the entrance requirements:
  - Have a bachelor's (or equivalent) degree - or be in the final year of your bachelor's degree program at the time of registration. or have four years of qualified, professional work experience - or have a combination of work and college experience that totals at least four years (Note: Summer, part-time, and internship positions do not qualify). If you initially enroll/register as a final year

undergraduate student with a degree in progress, you may not register for the Level II exam until you have earned your degree, or obtained work experience that meets the program's entrance requirements. At the time your degree is awarded, you may update your account education information to certify that your degree has been received.

- Understand the professional conduct requirements (you will be asked to sign the Professional Conduct Statement and Candidate Responsibility Statement).
- Be prepared to take the exams in English

### **Item 3            Disciplinary Information<sup>1</sup>**

If there are legal or disciplinary events material to your evaluation of Mr. Caplan, we are required to disclose all material facts regarding those events.

We have nothing to disclose in this regard.

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

- A. If Mr. Caplan is actively engaged in any investment-related business or occupation, including if Mr. Caplan is registered, or has an application pending to register, as a broker-dealer, registered representative of a broker-dealer, futures commission merchant ("FCM"), commodity pool operator ("CPO"), commodity trading advisor ("CTA"), or an associated person of an FCM, CPO, or CTA, we are required to disclose this fact and describe the business relationship, if any, between the advisory business and the other business.

We have nothing to disclose in this regard.

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<sup>1</sup> **Note:** Our firm may, under certain circumstances, rebut the presumption that a disciplinary event is material. If an event is immaterial, we are not required to disclose it. When we review a legal or disciplinary event involving Mr. Caplan to determine whether it is appropriate to rebut the presumption of materiality, we consider all of the following factors: (1) the proximity of Mr. Caplan to the advisory function; (2) the nature of the infraction that led to the disciplinary event; (3) the severity of the disciplinary sanction; and (4) the time elapsed since the date of the disciplinary event. If we conclude that the materiality presumption has been overcome, we prepare and maintain a file memorandum of our determination in our records. We follow SEC rule 204-2(a)(14)(iii) and similar state rules.

- B. If Mr. Caplan is actively engaged in any business or occupation for compensation not discussed in response to Item 4.A, above, and the other business activity or activities provide a substantial source of Mr. Caplan's income or involve a substantial amount of Mr. Caplan's time, we are required to disclose this fact and must describe the nature of that business. If the other business activities represent less than 10 percent of Mr. Caplan's time and income, we may presume that they are not substantial.

We have nothing to disclose in this regard.

## **Item 5            Additional Compensation**

If someone who is not a client provides an economic benefit to Mr. Caplan for providing advisory services, we are required to generally describe the arrangement. For purposes of this Item, economic benefits include sales awards and other prizes, but do not include Mr. Caplan's regular salary. Any bonus that is based, at least in part, on the number or amount of sales, client referrals, or new accounts should be considered an economic benefit, but other regular bonuses should not.

We have nothing to disclose in this regard.

## **Item 6            Supervision**

We are required to explain how we supervise Mr. Caplan, including how we monitor the advice Mr. Caplan provides to you. Our firm has to provide the name, title and telephone number of the person responsible for supervising Mr. Caplan's advisory activities on behalf of our firm.

Mr. Caplan is the Chief Compliance Officer and as such has internal supervision placed over him by the President. He is bound by our firm's Code of Ethics and Written Supervisory Procedures.