



Matthew Olphin

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Matt leads the Glatfelter Public Practice Client Risk Solutions team, which is dedicated to helping our school, municipal, water and public entity clients learn more about their risks, implement best practices, and improve the safety and risk controls in their operations. He has 25 years of risk management and insurance experience, and has served public entities, educational, healthcare and industrial organizations prior to joining Glatfelter. Matt most recently served as the Vice President of Risk Control Services for a large insurance broker in South-central Pennsylvania where he managed a staff of eight risk control professionals and delivered risk control services to clients.

Matt has a degree in Occupational Safety and Hygiene Management from Millersville University, holds the CPCU, CSP, and ARM designations and is a licensed Property & Casualty Insurance Agent in Pennsylvania. Matt is a Professional Member of the American Society of Safety Professionals (ASSP) and also a Past-President of the Central PA ASSP Chapter. He currently serves as Board Secretary for the Millersville University Alumni Association.

Matt loves being on-site working with clients, interacting one-on-one with others and teaching people about safety and risk management. Training is one of his true passions; he loves sharing information about safety and risk control and seeing that "a-ha" moment when someone truly gets it or understands a concept. Matt makes his training sessions as engaging as possible by using hands-on learning through games and activities.

At home, he lives with his wife Jamie and daughter Hannah and enjoys volunteering at his church and with the York County Special Olympics Tennis Team. Matt is also an avid woodworker.

Glatfelter Public Practice is a premier public entity program manager. We provide insurance and risk management solutions for over 4,000 public entities including those who treat, store and distribute water and wastewater; municipalities and miscellaneous public entities; public, private and charter educational institutions, and school bus contractors.

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Terry Barlow

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Terry is an associate with the Glatfelter Public Practice Client Risk Solutions team, which is dedicated to helping our school, municipal, water and public entity clients learn more about their risks, implement best practices, and improve the safety and risk controls in their operations. He has 33 years of risk management, regulatory compliance and insurance experience, and has helped public entities, educational institutions, healthcare organizations and contract manufacturing operations. Terry has been with Glatfelter for over two years and, prior to that, served as an associate in a large public school insurance pool.

He was educated at Rutgers University and Bloomfield College in NJ. Terry holds several safety and risk management certifications and is a member of the National Safety Council.

Terry enjoys public speaking and educating clients about safety and risk management and takes great pride in working directly with clients to enhance their risk management programs. One of his particular areas of expertise is centered on evaluating and streamlining operations without compromising quality of service.

Terry is married to his lovely wife Ellen and they are the proud parents of two children, Sarah and Tom.

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Lonnie Sims

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Lonnie is an Industry Specialist with the Glatfelter Public Practice Client Risk Solutions team, which is dedicated to helping our school, municipal, water and public entity clients learn more about their risks, implement best practices, and improve the safety and risk controls in their operations. He has over 25 years of commercial insurance sales, risk management, fire protection and safety consulting experience with both niche market carriers and national market leaders. Lonnie most recently served as the Director of Technical Services for an agribusiness carrier located in Des Moines, Iowa, where he managed a team of highly-specialized risk professionals to solve problems and deliver creative risk solutions at the account level.

He has a degree in Fire Protection and Safety Engineering Technology from Oklahoma State University, holding the CSP and ARM designations. Lonnie is a Professional Member of the American Society of Safety Professionals (ASSP) and a longtime advocate for his community, serving in various volunteer and elected capacities including local planning commissioner, city councilman and mayor—making him well suited to lead from experience in our core business space.

Lonnie believes that there are very few professions where you wake up each day with the opportunity to protect the people, property and places where you live and love. His passion for protection has only grown stronger with the satisfaction gained over the years of helping clients eliminate the risks costing precious time, jobs and even lives. Being able to crack the code or break the cycle of loss is the ultimate “W” in our client risk management partnership.

Lonnie and his wife Lea Ann have been happily married for 20 years. They have an 18-year-old daughter, Laney, who was recently named to the Oklahoma “All-State” Swimming Team and plans to attend Oklahoma State University.

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