



ASSOCIATED INDUSTRIES OF FLORIDA

The Voice of Florida Business Since 1920

2013 SESSION PRIORITIES



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The Voice of Florida Business Since 1920

For nearly 100 years, Associated Industries of Florida (AIF) has been championing Florida's business community and fighting for free market principles in the halls of government and across the Sunshine State.

AIF is the collective voice of businesses from every corner of Florida involved in a multitude of industries fueling our economy. During the legislative session, we are proud to stand up for the issues relevant to our members and work to create a business-friendly climate to benefit our state.

Each year Florida's business community faces a variety of tough issues, and 2013 is no exception. This publication highlights our 2013 legislative priorities. It will be distributed to all 160 members of the Florida Legislature, the Florida Cabinet, the agency heads of the executive branch and AIF membership.

This year we can expect health care to dominate the headlines. AIF is dedicated to reducing the cost of quality health care for employers and Floridians, while increasing accessibility. To accomplish this, AIF is spearheading an initiative to develop a multi-year health care agenda to modernize Florida's health care delivery system.

This Legislative Session, AIF will also continue to focus on education, the key to developing opportunity and increasing Florida's economic competitiveness. Education is the building block for tomorrow's workforce; and AIF is proud to advocate an increase in accessibility, a focus on Science, Technology, Engineering, and Mathematics (STEM) curriculum, and a growth in online education opportunities.

Manufacturing is another pivotal area for economic growth this year. The manufacturing industry brings scores of direct and indirect jobs to our state; and AIF, along with its Manufacturing Aerospace & Defense Council, is a strong advocate of the newly proposed "Manufacturing, Competitiveness Act" and other positive initiatives for the industry.

These and the other issues laid out in greater detail within this publication summarize the guiding principles which shape AIF's legislative positions and are what AIF's Lobby Team will work diligently to support, in collaboration with AIF staff and our Board. Because other issues may come up during the session after this publication is printed, you can follow our positions on all business issues on our website (aif.com) and via our *Daily Briefs* and *Weekly Updates* that go out to all members.

AIF has long been known as a tireless advocate and powerful ally for the business community. More commonly known as "The Voice of Florida Business," we are the business advocate that provides our members with the best possible chance for success. Since 1920, it has been our privilege to represent Florida businesses; and we look forward to continuing our history of success in 2013.



Tom C. Feeney

President & Chief Executive Officer

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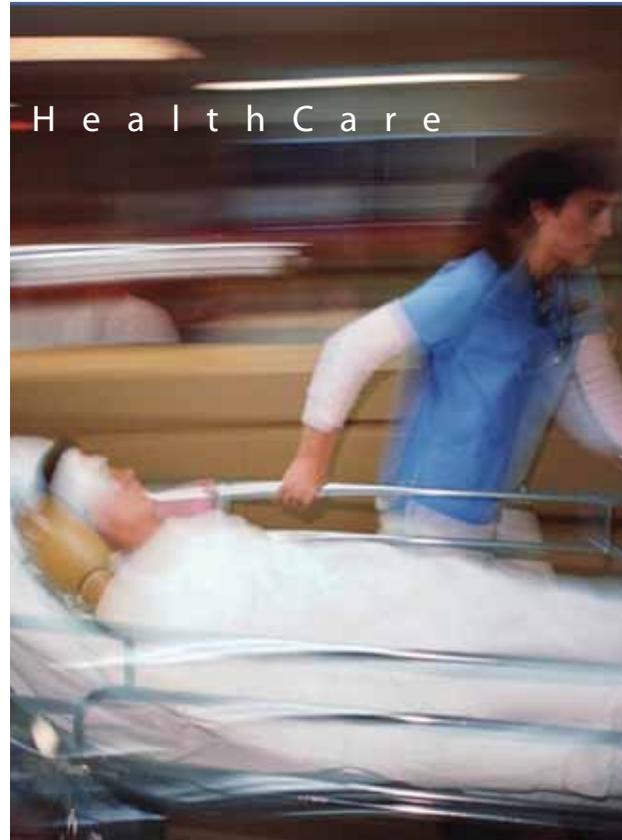
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THE FUTURE OF HEALTH

Truth, Dare & Consequence?



For the past few years, virtually all the political and policy debates across the country have encompassed the growing problem of health care. First, we saw a national legislative battle in Washington, resulting in the passage of the 2010 Patient Protection and Affordable Care Act (PPACA). Then, there were months of constitutional debate defining the legal battle, which resulted in the U.S. Supreme Court upholding PPACA. That decision was followed by feverish political campaigns, culminating in the election of national and state leaders who now acknowledge PPACA as the federal health care law. *But, now that we know the law, the entire country, and Florida in particular, still faces the same challenge — how do we improve health care?*

The notion of health care as a benefit to employment necessitates that Florida's business community take a vested interest in how this problem is addressed this year and the impacts that today's solutions will have on tomorrow's system. Additionally, the costs of medical care for those who lack in health insurance coverage today are borne by government, which receives its revenue from taxpayers — ultimately, those costs are also shouldered by the business community. Therefore, it is incumbent on Florida's business leaders to determine the course for Floridians to obtain quality health care as a necessity of operating our businesses in this state.

AIF and its members have proactively approached the

daunting task of health care reform for many months. We have engaged business leaders across multiple industries with health care experts in frank policy discussions and debates. The Foundation of AIF hosted those conversations publicly at the 2013 Florida Health Care Affordability Summit (FHCAS) in January; and attendees gleaned several principles from that event, which have framed the discussions and which AIF urges the Legislature to consider this session as it makes these critical policy choices.

The Truth

Florida taxpayers are already paying for health care for the uninsured. They are paying for it in the most costly setting possible — our emergency rooms. Florida employers are paying a \$1.3 billion hidden tax for uncompensated care to account for thousands who do not qualify for private health insurance or Medicaid coverage. As such, Florida must find a better way to deliver quality health care to more Floridians. In doing so, our state leaders must not allow other states to easily gain a competitive economic advantage over our business climate, and must ensure Florida delivers a healthy workforce to the businesses operating here.

The Dare

We now have an opportunity to shape what Floridians expect from our health care. While affordability is a key factor for consideration, price cannot be our only measure-

CARE IN FLORIDA:

ment, nor can price be a proxy for quality. The federal law will provide adequate funding for Florida to expand its Medicaid eligibility so that more than a million additional Floridians would have health coverage. But, the decision of whether Florida should adopt those standards and accept those dollars is merely the starting point of health care reform choices that must be made during this legislative session. Florida faces a critical shortage of medical professionals permitted to provide routine wellness and prevention. We must create more residency opportunities to keep Florida's medical school graduates working here and using the high quality training they receive. Our regulatory standards must also be updated to match the education and experience achievements that non-physician providers offer so the capacity problem is confronted and more people can receive appropriate care in non-emergency settings. Florida must encourage and reward health care plans and providers who utilize innovation and technology allowing us to communicate, learn and handle financial transactions online from any location. At the same time, we must demand accountability in our health care spending and vigilantly strengthen our mechanisms that detect and prevent fraud.

The Consequence

The time is now to fight for a more efficient health care system for our state and its employers. Florida must not abandon or forsake its sovereignty and its autonomous responsibility to shape all aspects of our future, including our health care. However, simple refusal of available federal funding that could provide health care access and affordability to Floridians will not lower the federal deficit. The federal government will simply spend this money in other places and our federal tax burdens will not be reduced. Yet, acceptance of such funding without other revolutionary reforms could leave millions of Floridians with nominal health care coverage that is incapable of delivering quality services.

The challenges before the Legislature this year are vast, but not insurmountable. AIF embraces this defining moment in our state's history and will devote our efforts to foster deliberate and informed conversations among health care experts, business leaders and our elected officials. With mutual respect and a shared commitment to maintaining Florida's rightful place as a healthy and prosperous place to live and work, we will acknowledge reality, accept its challenges and demonstrate the courage to achieve meaningful and necessary reform.

Why It Matters

Economics 101: If you can't offer less per unit, and you can't pay more, what do you do? You do things better. You give the same or better quality of care for the same or less money. That's where we need to go.



Excerpts from the opening keynote address of the 2013 FHCAS delivered by Michael Millenson. Millenson is a nationally-recognized expert on quality of care improvement, patient-centered care and web-based health. Visit www.healthqualityadvisors.com to learn more.

The truth is, our health care costs make us economically uncompetitive in the world and cause us to lose jobs. We are a nation founded on abundance, and saying no or doing more for less is not the norm.

To see the video of Michael Millenson and other speakers at the Foundation of AIF Health Care Affordability Summit, visit

<http://www.healthcareflorida.com/videos>



**Florida Health Care
Affordability Summit**

Economic Development

AIF recognizes that executing a successful, comprehensive economic development strategy for Florida requires making policy reforms on numerous fronts. **AIF supports the following reforms that will continue to position Florida as the number one state in which to do business.**

Taxation

Building on the momentum of prior legislative sessions in which the Legislature reduced the number of Florida businesses paying the corporate tax, **AIF SUPPORTS continuing to phase out the corporate income tax. Also, in order to encourage the growth of Florida's current manufacturing industry, attract new businesses to the state and create jobs for Floridians, AIF SUPPORTS eliminating the sales tax on manufacturing machinery and equipment.**

Infrastructure

Recognizing that for Florida's economy to grow, we must have the proper infrastructure in place to facilitate that growth, **AIF SUPPORTS the dedicated use of funds within the Transportation Trust Fund for Florida's transportation infrastructure needs. Further, AIF supports the strategic allocation of such funds for port and airport infrastructure projects that represent the best return on investment for Florida's economy.**

AIF will continue to SUPPORT economic development initiatives designed to resurrect Florida's once vibrant residential and commercial construction industries. One specific measure AIF will continue to support is robust funding for the Sadowski Affordable Housing Trust Fund, which promotes state investment in infrastructure and home ownership for Floridians. Programs utilizing Sadowski funds are unique to the state in that the ultimate economic benefit is greater than the original investment. This program is successful when resources are used to create partnerships and leverage private sector investment in our state, create economic stability and produce new jobs all across Florida. AIF believes that by utilizing an estimated \$200 million available for 2013-2014, Florida can efficiently and effectively partner with the private sector to aid the state's economy and provide home ownership for thousands across the state.

Transportation Trust Fund and Dedicated Funding

In 2009, tag and title fees were increased for all classes of vehicles. The increased funds, however, were directed to the state's general revenue to assist in balancing the state budget

instead of benefiting transportation projects in Florida.

Additionally for every \$1 invested in the Department of Transportation Work Plan, nearly \$6 is returned to the state's economy; and, for every \$1 billion invested in road construction and improvements, more than 28,000 new jobs are created for Floridians. The economic impact and job creation resulting from investment in transportation infrastructure relies upon the security of the State Transportation Trust Fund.

AIF OPPOSES redirecting tag and title fees to any areas other than the State Transportation Trust Fund or sweeping funds from the State Transportation Trust Fund for areas outside of transportation infrastructure.

Future Funding of Transportation Infrastructure

Florida Department of Transportation Secretary Ananth Prasad has brought to the attention of legislators the state's inability to rely on state gas tax revenues for future transportation needs. While gas tax revenues are in good standing today, increased fuel efficiency standards and innovations in the automobile industry could cause gas tax revenues to eventually decrease to unsustainable levels for the Five Year Work Plan. Secretary Prasad has offered ideas on how to increase funds for transportation and has asked the legislature to begin to find alternative funding sources for transportation infrastructure.

AIF SUPPORTS starting a dialogue that aides policymakers in making long term decisions to enhance the state's future revenue needs for transportation infrastructure investments.

Workforce

After two years of major unemployment compensation reform, including renaming of Florida's program to the Reemployment Assistance program, AIF supports the continued implementation of the 2011 and 2012 Unemployment Compensation Reform and Reemployment Assistance Acts that have put Florida's UC Trust Fund back on track to be deficit-free by May 2013. **Further, AIF SUPPORTS prospective changes that improve how the system assists Floridians going back to work and SUPPORTS prospective changes to prevent the trust fund volatility that Florida experienced during the recent recession.**

A properly trained workforce is essential for businesses to grow and prosper in Florida. For this reason, **AIF supports increasing the funding for the state's Quick Response Training Program.**

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Incentive Reform

States are constantly competing for high wage jobs, and Florida must ensure its incentive programs are structured in a manner that maximizes our opportunity to attract those jobs. **AIF SUPPORTS removing the individual company cap on Qualified Target Industry and Qualified Defense Contractor tax credits.**

Florida's Innovation Incentive Fund was once only used for large scale projects in which the ability to react quickly wasn't a major driver in completing a deal. In more recent times, Innovation Fund projects vary and the state's ability to respond quickly is a key component of our competitiveness. For this reason, **AIF SUPPORTS reforms close deals more promptly and make the Innovation Fund approval process mirror that of the Quick Action Closing fund.**

Gaming

AIF continues to SUPPORT development and implementation of a rational and comprehensive statewide gaming policy.

Public Notice

To promote greater transparency and acknowledge the "digital divide," **AIF continues to support requirements that public notices be printed in local newspapers as defined by Chapter 50, Florida Statutes, as well as displayed on the Internet.**

Manufacturing, Aerospace & Defense

As the state affiliate for the National Association of Manufacturers, AIF is committed to providing a member venue to discuss and advance the interests of Florida's manufacturing community. In 2012, AIF's Manufacturing Council was expanded to specifically accommodate the unique needs of aerospace and defense manufacturers, and was renamed the AIF Manufacturing, Aerospace and Defense Council (MAD).

Florida has about 325,000 manufacturing jobs; and the sector creates an impressive three indirect jobs for each

one — the highest indirect job creator of any employment sector.

Florida's need to grow manufacturing jobs is unquestionable as our state continues to diversify its economy. The MAD will advocate for Florida's manufacturing sector as a significant provider of high-wage and high value-added jobs in the state. MAD's 2013 legislative priorities include:

- Support passage of the "Manufacturing Competitiveness Act" that gives manufacturers the ability to effectively respond to national and world market opportunities, streamlines regulation and permitting, and moves Florida into a more competitive recruiting position among states.
- Support the complete elimination of the sales tax imposed on the purchase of manufacturing equipment.
- Support the repeal of tax imposed on commercial leases.
- Support the statutory reenactment of enterprise zones.
- Create capital investment incentives for the sector, including tax credits for research and development.
- Increase import and export trade opportunities, and the continue funding of Spaceport Florida.
- Support blanket non-disclosure agreements (NDA's) across all state and local agencies to streamline company projects within the state, and to make Florida more attractive to companies looking to potentially relocate to the state.
- Continue the state's efforts to enhance the manufacturing workforce as a career choice for middle and high school students.

AIF SUPPORTS legislation filed by Sen. Bill Galvano (R-Bradenton) and Rep. Jim Boyd (R-Bradenton) to improve the development approval process for manufacturers in Florida. The act promotes coordination and collaboration among state and regional agencies responsible for development approvals, and provides manufacturers a single point of regulatory contact. The act authorizes and encourages local governments to establish procedures to provide manufacturers with greater certainty regarding the long-term criteria applicable to future expansions.

AIF SUPPORTS efforts to retool Florida's economic development incentives for manufacturers by shifting from a jobs-based system to a capital investment-based system. The state's current jobs-based incentives scheme is too narrow and looks only at the direct jobs created by one employer at one facility. It does not consider the capital investment per employee. This policy shift would not only create jobs within a single existing employer, but would also foster a plethora of indirect jobs, thereby increasing the potential to expand and grow Florida's exports.

Education & Workforce

Florida's economic competitiveness is based largely on creating and continuing to promote the most skilled workforce in the nation. AIF has been at the forefront of education reform efforts for many years because a world-class workforce will be a major component of job creation. Creating more jobs in the state has been and will continue to be a major focus for AIF and the business community. Improving our workforce through education reforms will be a key ingredient to job creation and also ensuring businesses continue to locate to Florida.

Early Learning

Early Learning is provided by a vibrant industry filled with dedicated individuals who recognize its significance in the continuum of education. If Florida can get more children into quality educational programs at a younger age, our state will see a measurable benefit. There is a direct correlation between a quality early learning program, third grade reading proficiency, and higher graduation rates which leads to a well-educated workforce.

AIF SUPPORTS Significantly reducing the waiting list of children who seek School Readiness funds and supporting an equitable funding formula will provide greater access to effective early learning programs.

Access to Technology and Innovative Learning

To fulfill the promises of virtual and online learning, **AIF SUPPORTS** removing all barriers to access all forms of innovative technology-driven education. Online learning is growing at over 30% per year and is projected to become 50% of all high school classes by 2020. Our schools must innovate or they will suffocate. Staying the same means falling behind.

AIF SUPPORTS:

- Eliminating artificial enrollment caps that prevent access to high quality virtual and online education opportunities for all students.
- Open enrollment policies that allow students regardless of where they live to have access to the best and appropriate individual learning environments.
- Removing barriers that inhibit high performing online schools — both public and private charter — from replicating.
- Flexibility in funding for instructional materials and better alignment with virtual and blended

learning models.

- A Digital Learning Initiative to provide infrastructure, bandwidth and mobile devices to equip all Florida students with access to quality, digital learning opportunities.

Choices that Work for Individual Students

Students learn differently and education must be customized to meet their individual needs. Florida families know best what works for their children. AIF supports educational choice.

AIF SUPPORTS:

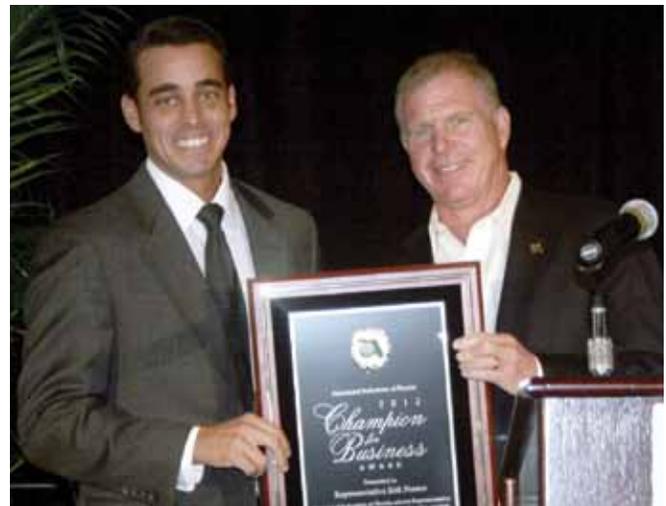
- Funding for capital outlay for public charter schools.
- Removing artificial enrollment caps that prevent public charter schools from meeting the demand of students on waiting lists.
- Restricting authority of school districts from imposing additional regulatory burdens on public charter schools.
- Changes to funding formulas to require that funding follows the individual student.

Competition that Drives Improved Performance

Injecting free market competition will improve performance, unleash new opportunities and drive innovation.

AIF SUPPORTS:

- Equitable funding for public charter schools.
- Performance funding that aligns resources with student accomplishment, not simply time spent in the classroom.



AIF President and CEO, Tom Feeny, presents Rep. Erik Fresen (R-Miami) with a Champion for Business award at the 2012 Annual Conference in Orlando.

Congressman Ted Yoho (R) was one of the featured speakers at the 2012 AIF Annual Conference held in Orlando.

- Focus on successful implementation of Common Core Standards, with professional development support for public school teachers and administrators.

Higher Education

Florida public universities, state colleges and independent colleges and universities already provide hundreds of online courses. State policy should aim to better coordinate and communicate offerings to students and encourage Massive Online Open Courses (MOOC's).

AIF SUPPORTS Measures to:

- Emphasize gateway college courses for a program of study as a default placement.
- Reform developmental or remedial education to accelerate students more quickly.
- Use multiple measures for placing students into gateway courses.
- Enter students in a “meta-major” when they enroll in college to start a program of study during their freshman year and boost their chances of earning a degree.

Talent Pipeline and Economic Development

AIF SUPPORTS making the talent pipeline creation a major focus of the State Legislature during the 2013 Session.

- Create a comprehensive higher education plan for the State of Florida.
- Allow private institutions to compete for state funding for dual enrollment.
- Provide institutions with proper incentives that align degree programs with the needs of Florida's businesses, entrepreneurs and innovators by closing the talent gap.
- Streamline remedial education to make it as cost efficient to the state as possible.
- Create a uniform system of accountability with emphasis on graduation rates.

Funding

AIF SUPPORTS the investment in and the production of associate, baccalaureate and Science, Technology, Engineering and Mathematics degrees. The Legislature should:

- Fully fund and increase the Florida Resident Access Grant (FRAG).
- Produce workforce in innovative and creative



industries, specifically the STEM program degree graduates.

- Increase distance education choices and ensure cost-effective programs succeed, including recognition of existing online systems at SACS-accredited institutions.
- Establish a cooperative venture to oversee and promote distance learning including every Florida SACS-accredited higher education institution.
- Identify matching grants for programs which encourage STEM production, revisit and redefine the definition of STEM, and consider matching grants for degree production in STEM careers.

Accountability

AIF SUPPORTS accountability in higher education by creating a uniform system of accountability and incentivizing institutions to use Common Course Numbering.

Other Workforce Issues

Immigration Reform

AIF recognizes that immigration reform is an important issue for our state, but contends it should be dealt with at the federal level. **AIF OPPOSES efforts to mandate the use of the E-Verify system by all employers.**

Mandating E-Verify would have a negative effect on employers, especially those small business owners who do not have full-fledged human resource departments. Arizona-style immigration laws have the real potential to tarnish Florida's reputation as a global trade hub. Fears of racial profiling could make it harder for businesses to recruit employees and could harm Florida's tourism industry.

Energy

Reliable and affordable energy are essential to the long-term success of Florida's economy, the prosperity of our employees and the creation of jobs. AIF was one of the first business groups to engage in the energy debate, supporting the development of supply options leading to diverse, reliable and reasonably priced energy resources, with minimum government intervention, and promoting an economically-balanced and varied mix of energy sources consistent with prudent environmental policies.

While the demand for electricity will continue to grow over the next few years, a sustainable and common sense energy mix will be critical for the success of Florida's business community. All sources of energy — nuclear, clean coal, natural gas, oil and renewable varieties — should be supported and encouraged. Affordability and reliability must guide the evaluation of all potential energy sources.

AIF SUPPORTS efforts by the Legislature to increase incentives for energy efficiency and conservation. AIF OPPOSES any legislation that establishes a "cap-and-trade" program for the reduction of greenhouse gases.

Offshore Exploration and Production of Oil and Natural Gas

AIF SUPPORTS the passage of legislation that establishes a process by which the State of Florida can begin considering proposals for safe offshore drilling in federal and state waters. Florida's economic recovery is heavily dependent on reasonably priced and reliable sources of petroleum. Florida typically consumes more than 25 million gallons of gasoline and diesel each day for transportation and generates more than half its electricity from clean burning natural gas. According to federal statistics, the U.S. federal offshore areas hold the equivalent of three times the oil resources of Canada and Mexico combined and almost six times their natural gas resources. Allowing safe and environmentally-sensitive access to these resources in state and federal waters is not only in our national interest as a means of improving energy security, diversifying supply and enhancing economic development; it also can serve as an important and much-needed method for generating new revenues and jobs for Florida.

Onshore Exploration and Production

With the expansion of directional drilling techniques, onshore exploration and production in Florida has grown. **AIF SUPPORTS the need to update permitting laws, to enhance efficiency between industry and the state and to ensure appropriate standards are clearly communicated.** Other oil and natural gas producing states have addressed streamlining issues and can be used as a template for the few changes necessary in Florida.

Other Sources of Oil and Natural Gas

While not strictly a Florida issue, **AIF SUPPORTS our state developing statements (memorials to Congress and the President) supporting the expansion of hydraulic fracturing and the building of the Keystone XL pipeline.** Hydraulic fracturing has reversed the declining trend of oil and natural gas in the U.S. and has been the primary driver for significantly lower natural gas prices. Completion of the Keystone XL pipeline will bring five million additional barrels per day to Gulf Coast ASK refineries — the same ones that refine the gasoline, diesel, and jet fuel that drive Florida's economy. Combined with offshore exploration and renewable fuels, the U.S. has the potential to supply its energy demand through North American production.

Natural Gas Fleet and Transportation Taxing Policy

Hydraulic fracturing has provided new domestic supplies of natural gas and an alternative to diesel and gasoline for fleet transportation fuel. **AIF SUPPORTS a tax policy that ensures the Transportation Trust Fund remains funded at adequate levels for road construction and maintenance.** One approach to establishing a transportation tax for compressed natural gas is a BTU equivalency to diesel fuel.

Land Use Designations – Terminals

Terminals are essential components to petroleum logistics enabling the bulk transfer of the 25 million gallons of gasoline and diesel into Florida each day for further distribution. Several municipal and county governments have proposed changing their industrial land use designation in and around ports at established petroleum terminals. Such ideas ignore the impacts to the import and distribution of transportation fuels throughout Florida and disregard the millions of private dollars invested to build and operate the terminals as well as the chilling effect on future private investments. **Since petroleum terminals are essential for Florida's energy portfolio, AIF SUPPORTS terminals being designed as critical infrastructure preempting local governments from changing the land use designation.**



Rep. Jose Oliva (R-Hialeah) and AIF's President and CEO Tom Feeney during last year's Candidate Interviews.

IT Governance

Clean-Coal Technology

AIF SUPPORTS efforts to bring back clean-coal technology as a source for reliable and reasonably priced energy. According to the U.S. Department of Energy, "Clean Coal Technologies — the products of research and development conducted over the past 20 years — have resulted in more than 20 new, lower-cost, more efficient and environmentally compatible technologies for electric utilities, steel mills, cement plants and other industries." The state and nation should not pass up opportunities to contribute to advancing the knowledge and science of using America's more abundant energy source in an environmentally acceptable way. At a minimum, legislators should look at ways to accelerate and streamline permitting for coal plants and other reliable, low-cost sources of electricity.

Renewable Energy

AIF SUPPORTS energy policy allowing for the development and expansion of the renewable energy sector while maintaining reliability of services and without any mandates by government or unreasonable price increase. Such a policy would attract significant investment and spur manufacturing, distribution, and cutting-edge R&D job growth in the renewable technologies and renewable fuel sector. The policy should allow willing partners to make business decisions that will develop a market and avoid unintended consequences that stem from government mandates.

AIF SUPPORTS legislation that will enable interested investor-owned utilities to develop renewable energy supply sources using the technology (solar, wind, biomass, etc.) and scale (large, medium, small) that makes the most sense for those investor-owned utilities and their customers. This would allow both the investor-owned utilities and other suppliers in the renewable sector to make market-based decisions to deploy renewable sources to meet customer needs in a cost-effective manner.

AIF SUPPORTS a strong Chief Information Officer in the Executive branch to provide the leadership needed to allow the state to provide quality services to the citizens in the most cost efficient way possible. We strongly believe information technology will offer the tools to re-engineer the state's business processes to accomplish this goal. AIF will play an active role in helping shape legislation to implement the appropriate IT governance structure.

Data Sharing

The need to share data between agency systems is well documented and the technology to do so has been available for some time. AIF will advocate for the ability to data share, as the cost of doing so is significantly less than building new systems. In addition, many legislators have expressed the need to data-share as soon as possible.

Data Centers

AIF supports an enterprise architecture governance structure for the state data centers. Our current structure is flawed with competing interests of stakeholders, data centers and competing boards of directors. We are concerned there is no executable disaster recovery plan and the risk of significant outages is too higher. AIF will advocate for changes in the governance of the data centers.

Legacy Systems

AIF SUPPORTS the innovative thinking that to begin the process of replacing outdated IT systems. New advanced systems, coupled with IT professionals trained to control and maintain them, could lower the state's operational costs and increase security.

Environment

Environmental issues have always been very important to AIF members as they have a direct correlation to Florida's business climate. Our state's natural resources are a draw, not only for tourists, but for businesses that want to grow or locate in Florida. We must be good stewards of our land and water, and AIF and its members will lead the way in protecting those resources.

Numeric Nutrient Criteria

AIF SUPPORTS the Florida Legislature to ratify the proposed numeric nutrient criteria rule proposed by the Florida Department of Environmental Protection (DEP).

We also support our Congressional delegation in their efforts to stop the U.S. Environmental Protection Agency's imposition of unreasonably restrictive water quality standards only on the State of Florida. These proposed federal standards are unscientific and costly (some estimates show a price tag of \$50 billion) for businesses and consumers. Florida is currently facing the possibility of having to meet strict water quality standards regarding numeric nutrient criteria (for nitrogen and phosphorous) in all water bodies as a result of a lawsuit by radical environmental organizations. The proposed criteria are technically and scientifically flawed, as well as economically unattainable by the business and public sectors. The DEP has issued new rules to help Florida achieve better water quality standards by using biological confirmation and Total Maximum Daily Loads (TMDL). Since the new rule will have an impact of more than one million dollars over the next five years, the Florida Legislature will have to ratify the rule, and AIF supports that ratification.

Environmental Resource Permits

AIF SUPPORTS the Florida DEP's proposal to have a statewide Environmental Resource Permit (ERP).

The purpose of the ERP program is to protect Florida's water resources. The Florida Department of Environmental Protection (DEP) and Water Management Districts (WMDs) are responsible for the ERP. However, DEP is proposing a statewide ERP so all agencies are using the same version, instead of the five different permits currently in use. By having one rule, the regulated community will have consistency among



AIF's Senior Vice President of State and Federal Affairs, Brewster Bevis, addressed the attendees of the 2013 Jacksonville Pre-Session Briefing to provide an outlook of the 2013 Legislative Session.

the WMDs and should see cost savings without harming the environment.

Alternative Water Supply

AIF SUPPORTS state funding for alternative water supply programs.

When planning for our future, we must have an adequate water supply. Unless we begin to fund and build sufficient water systems now, Florida will have problems meeting future demands. The Water Protection and Sustainability Trust Fund (WPSTF) must be fully funded so alternative water supply projects, such as reclaimed water projects, desalination efforts, and the collection and storage of rainwater, can be built to produce additional and sustainable future water supplies. Not only will this help with future water supplies, alternative water supply projects will also create jobs.

Recycling

AIF OPPOSES any attempts by the Legislature to pass a "bottle bill" to help pay for recycling efforts.

This tax is unnecessary as a majority of Florida's cities and counties have excellent curbside recycling programs. Forcing families to pay even more at a store with no real impact on our environment does not make economic or environmental sense, especially in these challenging times.

Greenbelt Law

AIF OPPOSES any efforts to open Florida's Greenbelt law that may impact farmers. If the Florida Agriculture Coalition, comprised of all major agriculture commodity groups, decides to promote legislation that would modify this law by removing obsolete language or to provide additional protection to agricultural producers, AIF would support these efforts.

Everglades Restoration

The State of Florida has already invested more than \$1.847 billion in Everglades restoration projects as part of the Everglades Forever Act (EFA).

AIF SUPPORTS legislation necessary to authorize funding to begin implementing the revised \$880 million State Everglades Restoration Plan that Florida has already committed to complete. AIF opposes any increases in the Agricultural Privilege Tax and supports the inclusion of provisions in the legislation that requires the appropriate state agency to conduct a Use Attainability Analysis at the completion of construction projects to determine if the nutrient limits are attainable.



House Speaker Will Weatherford (R-Wesley Chapel) spoke at the 2012 AIF Annual Conference.



Rep. Elizabeth Porter (R-Lake City) addresses the AIF Water Forum, an annual event to address Florida's key issues relating to water policy.

Agricultural Water Planning

AIF will SUPPORT efforts by the Department of Agricultural and Consumer Services (DACS) to secure funding for a new agricultural water planning program. In the past, Florida's five Water Management Districts have collected and determined the amount of water used by Florida farmers, frequently using different methodology from district to district. In an effort to have more accurate data, DACS studied a small area of the state in Central Florida. The data they collected was detailed and more accurate than previous efforts. Because of this, the DEP and five WMDs have agreed that DACS should be responsible for collecting statewide agricultural water use data and providing it to DEP and the Water Management Districts. AIF will monitor DACS' progress on this issue and support their efforts as needed this session.

Fertilizer Ordinances

AIF SUPPORTS legislation addressing the labyrinth of inconsistent, unscientific and arbitrary county and municipal ordinances related to the fertilization of urban turf, lawns, and landscapes. Educated, trained and certified fertilizer applicators should be permitted to practice their trade without fear of being regulated out of existence.

AIF will also engage in environmental issues by:

- Continuing to support comprehensive solid waste programs to increase **recycling rates**.
- Opposing changes to the current **contamination notification** laws.
- Opposing the enactment of **fees** on tire or landfill disposals and water severance taxes in order to pay for recycling programs.

Health Care

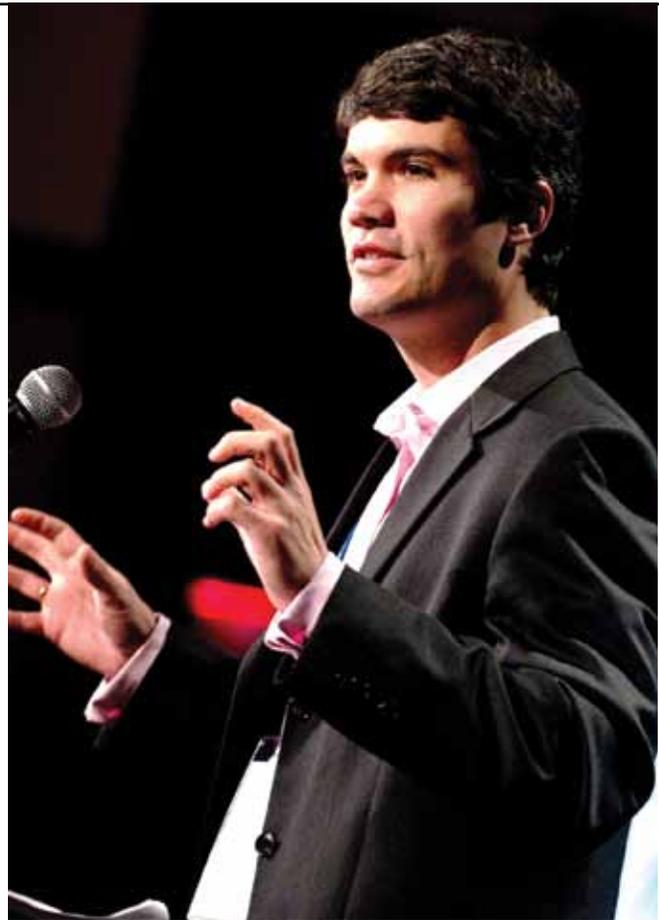
AIF will provide the Legislature with policy ideas and proposals developed from the nation's leading health policy experts with the acceptance of the business community. All of our ideas will be based on providing health care to Floridians in a manner that increases accessibility, affordability and quality. AIF will encourage the Legislature to best utilize available federal funding to provide coverage to more Floridians in a manner that best safeguards Florida's citizens and protects the State's financial health. However, there are specific health care reforms that must occur in Florida whether or not Medicaid expansion is achieved. The following topics highlight the types of innovative solutions AIF will promote and advocate for this Session.

Regulatory Reforms

AIF SUPPORTS in general, Florida's regulatory environment for health insurance is more challenging than any other state. All other states use the same rate and form filing electronic portal, but Florida has its own. Additionally, once filings are made, the Office of Insurance Regulation tends to move very slowly through its review process regardless of whether the filing requests increase or decrease consumer rates. Regulatory approval for advertising is similarly slow and prevents employers from learning about new products and services companies can offer that may generate lower employer costs. With the passage of the Patient Protection and Affordable Care Act (PPACA), which imposes a uniform health care law governing coverage requirements throughout the country, the additional layers of Florida bureaucracy adds expense to the cost of coverage that are unnecessary and burdensome. These are regulatory costs increasing the cost of insurance that businesses in Florida are paying. This is a significant competitive disadvantage Florida presents for companies that needs to be remedied.

Scope of Practice

Beyond the emergency rooms, where uncompensated care is currently delivered, there are not enough usual sources to provide wellness and prevention services to that population without shrinking the availability of



Marcus Osborne, Vice President of Health & Wellness Payer Relations of Wal-Mart Stores, Inc., delivers a keynote address, "Measurable Improvements: How Successful Business Initiatives Increase Access, Quality and Affordability," on the final day of the Foundation of AIF's Florida Health Care Affordability Summit.

care to those currently in the Medicaid system or with private insurance. Florida cannot simply hire hundreds of physicians overnight to solve this problem. Yet, there is a plethora of trained, professional health care providers who are currently prohibited from delivering basic care that could be used if some regulatory, licensing barriers were removed. These providers include, but may not be limited to, nurse practitioners, pharmacists, optometrists, and physician assistants. This list should not be seen as exhaustive. The educational achievements and ability of these providers to deliver quality care in a variety of settings must be analyzed and utilized to best meet the population's needs.

Telemedicine

There is currently no statutory authority, guidance or other prohibition on telemedicine use. However, the Agency for Health Care Administration (AHCA) puts significant barriers to this practice in its contracts and policy approvals. **AIF SUPPORTS Statutory parameters that are congruent with PPACA standards should be implemented.**



Congressman Tom Price, M.D. (R-Georgia), Chair, Republican Policy Committee, was a keynote speaker at the Health Care Affordability Summit held in January in Orlando. Congressman Price is seen here speaking with Florida Rep. Cary Pigman (R-Sebring), a fellow physician.

AIF will encourage the Legislature to best utilize available federal funding to provide coverage to more Floridians in a manner that also safeguards Florida's financial health.

Fraud Prevention and Accountability

Florida's leaders have recognized and taken great strides in reducing fraud in our health care system. However, current law remains broad and lacks specific direction and authority that the AHCA needs to further its already successful programs through the use of real-time predictive analytics systems. **AIF SUPPORTS means to bolster fraud preventives.**

Community Hospitals

Health care is the largest consumer of Florida's budget, yet the state remains unable to meet its existing healthcare needs due to state budget challenges. Emergency rooms and trauma centers are becoming the primary source of health care for those who are underinsured and uninsured. Florida's Medicaid recipients and uninsured continue to grow while sources of revenue fail to keep pace. In this environment, hospitals must still ensure the quality of care they provide is not compromised.

Some of the issues in this area AIF will promote include, but are not limited to:

- Diagnosis Related Groups (DRG) – Urge full implementation of this statewide payment system

that rewards efficiency and eliminates variation in payment for similar services by July 1, 2013, as required under current law.

- **Competitiveness** – By promoting competition in healthcare, costs are reduced and quality is increased. Recognizing this, AIF supports policies designed to ensure all hospitals operate in a competitive environment, such as not allowing hospital exemptions from state and federal anti-trust laws.
- **Low Income Pool (LIP)** – Support a LIP model that is based on sound funding formulas, cost efficiency considerations, and the volume and quality of care provided. Distribution of LIP funds should be made by the Legislature to hospitals in a manner where “money follows the patient” and without undue influence from any self-motivated advisory councils.
- **Legal Reform** – Support legislation to address recent Florida court decisions that have expanded the scope of hospitals’ vicarious liability under the doctrine of “non-delegable duty.” These courts have ruled that hospitals are liable for the actions of non-employed or contracted physicians. This broad interpretation makes hospitals potentially liable for all health care providers who contract with them or have staff privileges. Reform is needed to clarify that hospitals should not be liable for the actions of independent contractors. This will ensure that hospital resources are not unnecessarily dedicated to cases for which a hospital bears no culpability. Additionally, AIF supports extending current sovereign immunity protections to physicians and hospitals when treating patients in an emergency setting, such as the emergency room.

AIF is eager to offer solutions to the state's health care challenges that bring about efficiency and cost-savings for our state's taxpayers. State policy should require all hospitals to operate in an environment that fosters competition, reduces cost and improves quality. Community hospitals serve a vital role in Florida and provide valuable economic activity by investing capital and employing thousands of Floridians.

Legal & Judicial

Considering the natural and economic assets of Florida, our state stands out as an attractive place to locate and do business. However, considering Florida's legal climate, we find Florida is a litigious state with a court system that is fraught with frivolous lawsuits and bizarre legal precedents unfriendly to the business community. These factors are a significant deterrent to companies wanting to relocate to our state and engage in commerce with our existing business community. As a result, Florida's economic turnaround, during this time of recovery, is hampered due to stifled development and growth from costly lawsuits and unnecessary legal actions.

In these difficult economic times, Florida's businesses need a clear and level playing field in the courtroom. AIF will fight for any legal reform that decreases the cost of litigation and removes unfair and unpredictable barriers to growth. Businesses must know that Florida is looking to cultivate a healthy and prosperous arena for commerce to thrive. AIF will continue to lead the charge on legal reform by engaging in the following issues.



Rep. Jason Brodeur (R-Sanford) spoke at the 2012 Candidate Interviews in Orlando.

Fair Settlement Reform

AIF SUPPORTS legislation establishing a 60-day time frame during which an insurer may investigate and, if warranted, tender policy limits to settle a liability claim. An offer of policy limits within 60 days should be legally sufficient to demonstrate a "good faith effort" by the insurer to settle a liability claim on behalf of its insured and bar a bad faith cause of action.

An unbalanced civil justice system in Florida dampens the ability of employers to recover from the economic downturn and to create new jobs. Increased civil litigation directly costs businesses through increased premiums for liability and automobile insurance, and indirectly through management and employees' time diverted to lawsuits. One of the most egregious abuses in the system is denying a business and its insurer a reasonable time to settle a liability claim without litigation.

Expert Witness Testimony

AIF SUPPORTS legislation to adopt the *Daubert* standard for expert witness testimony and to align Florida courts with the Federal Rules of Evidence utilized in federal courts and adopted by the majority of state courts. The *Daubert* standard allows judges to

Governor Rick Scott talks issues with the AIF Board of Directors.



Rep. Travis Cummings (R-Orange Park) addresses members at the annual Jacksonville Pre-Session Briefing.

In these difficult economic times, Florida's businesses need a clear and level playing field in the courtroom.

be the “gatekeeper” on whether expert witness testimony should be admitted into evidence. The *Daubert* standard states that expert testimony in civil actions is admissible only if (1) the testimony is based upon sufficient facts or data; (2) the testimony is the product of reliable principles and methods; and (3) the witness has applied the principles and methods reliably to the facts of the case. In assessing the reliability of the testimony, the judge must consider (1) whether the scientific theory upon which the testimony is based is capable of empirical testing; (2) whether it has been subjected to peer review and publication; (3) the known or potential error rate; (4) the existence and maintenance of standards and controls concerning its operation; and (5) the degree to which the theory and technique is generally accepted by the relevant scientific community.

Until Florida moves to the *Daubert* standard, Florida businesses will continue to be unnecessarily joined in lawsuits simply because trial lawyers can gain access into our state’s more liberal court system which utilizes a lesser standard for expert witness testimony and admits “junk science” into the courtroom.

Court Reforms and Judicial Activism

While there is a tremendous focus on the legal precedents established by statute in Florida, the business community must take a more active role in the composition of the judges in our court system whose opinions are creating an unfriendly business climate. **AIF SUPPORTS reforms to the Judicial Nominating Committee to create more legislative oversight and authority.** The trial bar’s distortion of the current appointment systems in recent years has undermined the goal of establishing an objective judiciary and must be remedied before Florida’s legal climate will be fair and equitable. In addition, **AIF SUPPORTS engaging in local judicial elections to ensure that the business community has a voice in the lower courts and that the trial bar is not the only entity supporting local judges.**

AIF SUPPORTS legislation to clarify that in determining whether a statute or a rule governs a certain legal principle, that the Legislature intended for the statute to supersede the rule and that deference be given to the statute by the court. For example, in the recent case of *Diamond Aircraft Industries, Inc. v. Alan Horowitz*, Florida’s Supreme Court found that an offer of judgment is not valid under Florida Rule of Civil Procedure 1.442 if it does not meet the strict requirements of that rule, even though the statute provides a broader interpretation. Activism on behalf of Florida’s courts to negate legislative action only ensures that our legal precedents will continue to negatively impact our business climate.

Claims Bills

AIF OPPOSES claims bills that attempt to expand current law to create new — or modify existing — legal precedents and causes of action for the benefit of trial lawyers. In recent years, claims bills have been brought forward in an attempt to sidestep the legislative process and allow pursuit of claims against businesses instead of governmental entities. AIF has led the charge to ensure these bills are not passed and the parties at fault are culpable and the claims are not simply aimed at the “deep pockets.”

Ethics & Elections

AIF will monitor all proposals related to public ethics and elections and advocate as necessary to protect the rights of individuals and businesses to redress legislative and executive branch policy makers.

Taxation

Communications Service Tax – Land Line, wireless, cable TV and Satellite TV Services

AIF SUPPORTS clarification that prepaid calling arrangements, such as wireless phones purchased at retail stores, should be taxed as tangible personal property. The definition needs to be updated to match current practice and to avoid consumers, including business users, who elect such plans to control expenses, from being subjected to a much higher rate of taxation.

AIF supports local government tax rate consolidation into a single rate to be paid to the state and distributed among the local government taxing authorities.

Corporate Income Tax

AIF SUPPORTS Governor Scott’s proposed increase of the exempt income amount from the current \$50,000 to \$75,000.

AIF continues to OPPOSE any structural changes to the corporate income tax such as combined reporting or the “throwback” rule or any other so called “loophole” issues.

Taxation of Remote Sales

AIF SUPPORTS efforts to enforce the fair collection of state sales tax. Common sense updates can and should be made to Florida’s tax system to level the playing field for all retailers selling goods in Florida. Today the “Brick and Mortar” retailers are at a disadvantage to out of state online-only retailers concerning the collection of state sales tax. Under current law, online retailers that do not have a nexus in Florida forgo collecting sales tax at the point of purchase, despite the fact that it is still due, and the burden is passed on to unknown consumers. This is not a new tax; instead, this is simple enforcement of existing law.

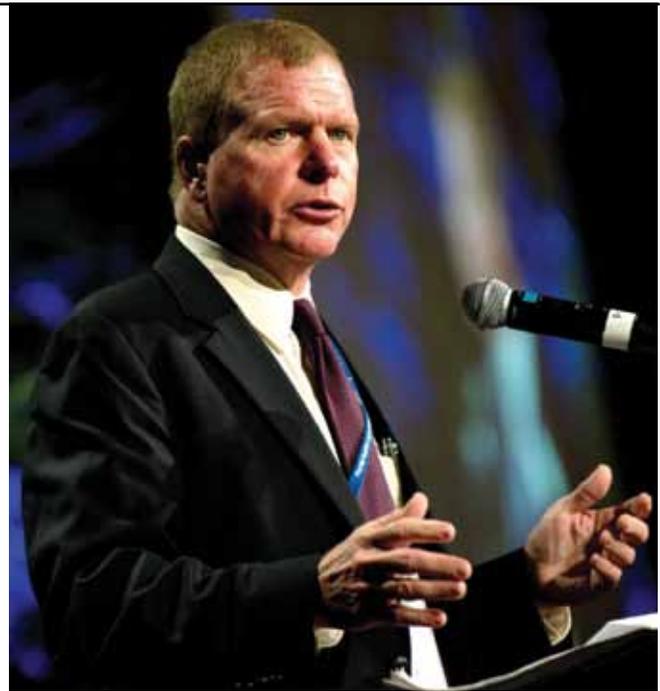
Sales Tax Holidays for School and Hurricane Supplies

AIF SUPPORTS Sales Tax Holidays for school and hurricane supplies.

Online Travel Companies

AIF OPPOSES any legislation that seeks to permanently provide online travel companies with an unfair tax advantage.

Online Travel Companies (OTCs) should not have an unfair advantage over companies located and doing business in Florida. Instead of collecting and remitting



AIF President and CEO, Tom Feeney addresses a group of AIF members on important business issues.

occupancy taxes on the retail rates paid by consumers for hotel rooms, OTCs have chosen to remit such taxes based on the wholesale rate they pay hotels for rooms. This inequity in how taxes are being remitted is hurting Florida’s tourism economy and hoteliers — who have been collecting and remitting occupancy taxes to the state, counties and municipalities for years. Legislation permanently codifying the OTC’s business model would be harmful to Florida’s tourism market. It would also open the door to demands from other wholesale-to-retail businesses seeking a similar tax windfall if this market-distorting tax advantage were enacted by the Legislature.

Sales Tax Exemption on Manufacturing Machinery and Equipment

AIF SUPPORTS the complete elimination of sales tax imposed on the purchase of manufacturing equipment and machinery. Current Florida law provides a sales tax exemption on industrial machinery and equipment purchased for use in expanding manufacturing facilities or plants only if the manufacturer can show a growth in productive output of at least 5 percent. During periods of economic downturn or post-natural disaster, when a manufacturer is less likely to achieve a 5 percent or more growth in productivity, the statute actually creates a disincentive for capital investment, which is necessary to stimulate growth. Providing viable incentives to manufacturers to make capital investments in plant facilities during the economic downturn and following natural disasters will mitigate job loss and encourage continued production.

Insurance

Inurance issues in Florida continue to be a cost driver for doing business in our state. Whether it's property insurance or workers' compensation insurance, Florida's employers continue to be at the mercy of bad public policy. Among AIF's top priorities for 2013 will be passage of legislation improving the legal and regulatory environment for insurers and reducing the cost of insurance.

Workers' Compensation

Workers' compensation rates increased an average of 8.9% in 2012 and an additional increase of 6.1% has been approved for 2013 by the Office of Insurance Regulation. However, since the historic reforms of 2003, Florida workers' compensation rates are still over 50% lower than they were a decade ago, and the market is competitive and sustainable. AIF will evaluate all legislative proposals offered in the coming session and support those items reducing rates while being vigilant to avoid unintended consequences that could jeopardize rate affordability, coverage availability and market stability. AIF continues to lead efforts to standardize reimbursement rates for repackaged prescription drugs dispensed by physicians.

Automobile Insurance

AIF SUPPORTS legislation to reduce Personal Injury Protection (PIP) claims costs, which amount to an \$800 million tax on Florida residents in the form of increased premiums. Under Florida's no-fault law, which has been in effect since January 1, 1972, owners of motor vehicles are required to purchase \$10,000 of Personal Injury Protection (PIP) insurance which compensates persons injured in accidents, regardless of fault. The 2012 Legislature enacted reforms to the law addressing excessive litigation, establishing cost controls for medical services, and implementing measures to reduce rampant fraud and abuse. Even before these reforms became effective on January 1, 2013, several legal actions were filed to vacate them. **AIF continues to support the 2012 reforms and any legislation needed to strengthen them against such legal actions.**

Hurricane Taxes

AIF SUPPORTS legislation to return Citizens to an insurer of last resort. Reducing the exposure of Citizens will substantially reduce the likelihood of claims-paying deficits and thus, hurricane taxes on insurance premiums for Florida's employers. Created as an insurer

of last resort, Citizens is now the largest homeowners' insurer in Florida with 1.4 million policyholders. Its growth is attributed to low rates by legislative fiat and its authority to sell insurance to homeowners even though the homeowner is offered coverage by private insurers. Citizens has become the insurer of first resort and will continue to grow and drive private insurers out of the state as long as it has artificially low premiums. Private insurers cannot compete with a subsidized and financially unsound government-run insurance company. Citizens relies primarily on its ability to levy taxes on its policyholders and on every other Floridian's insurance policy to pay claims resulting from hurricanes. Citizens also relies on the Cat Fund, the state-run reinsurer, for reinsurance coverage.

AIF SUPPORTS legislation to restore the Florida Hurricane Catastrophe Fund (Cat Fund) to a safety buffer for Andrew-sized storms. The Cat Fund collects premiums insufficient to cover its liabilities in the event of a hurricane. To pay claims, the Fund relies mostly on the levy of taxes on most insurance policies to pay back amounts borrowed by selling bonds. There is not sufficient capacity in the bond market to finance the Cat Fund's full exposure. The Cat Fund's leadership has estimated that even slight under-performance could expose millions of policyholders to the risk of insolvency of their carrier. **AIF supports legislation to right-size the Cat Fund, thereby ensuring that the Cat Fund can meet its obligations in the event of a storm and reducing the hurricane taxes funding its operations, as well as its possible deficits.**

Stranger Originated Life Insurance Arrangements

AIF SUPPORTS efforts to eliminate abuses associated with stranger originated life insurance (STOLI) arrangements which allow for investment in a stranger's life insurance with good returns if the insured dies earlier than expected.

In addition to undermining the purpose of life insurance to provide financial protection for families and businesses, STOLI arrangements, if found to be securities products by the U.S. Securities and Exchange Commission (SEC), will jeopardize favorable income tax treatment for businesses and individuals.

Insurer Competition

AIF SUPPORTS legislation reducing the regulatory burden on property and casualty insurers, including rate and form deregulation. A fair and balanced regulatory environment is essential to a healthy insurance market.



ASSOCIATED INDUSTRIES OF FLORIDA POLICY COUNCILS

Councils bring together unique sectors of the business community in order to develop and promote issues vital to those respective industries. These councils are the backbone of policy making at AIF as the member companies of each council voice their issues, concerns and ideas and help develop the policies that are presented to our Board of Directors for approval.

Council for Florida's Community Hospitals (CFCH)

Bringing attention to the concerns and special issues of investor-owned community hospitals across the state, such as providing high quality care to patients while dealing with burdensome and duplicative regulations, uncompensated care for a growing number of uninsured persons in Florida, etc.

Florida Development & Infrastructure Council (FDIC)

Tackling issues related to growth management in Florida as well as aggregate mining, transportation, and other infrastructure issues which impact the growth and development segment of our economy and have a trickle-down effect on other business sectors.

Florida Energy Council (FEC)

Developing resources to meet Florida's future energy needs — Producers, suppliers, storage facilities, marketers, retailers, wholesalers and users, working together to help drive future energy policy both in Tallahassee and Washington, to ensure continued availability of adequate, reasonably priced energy to meet the growing needs of Florida's population and business sectors.

Environmental Sustainability Council (ESC)

Addressing recycling, water quality, product stewardship, and other environmental issues important to the business community. Efforts include issues relating to Florida's statutorily created 75% statewide recycling goal and furthering the business community's "Plan to Improve Florida's Recycling Rate and Reduce Waste," which was developed by AIF and its members working together through the AIF Recycling Task Force.

Financial Services Council (FSC)

Insurance and financial industries, working in concert with other interested parties, to secure a stable fiscal climate for Florida — developing long-term, market-based solutions and public-policy recommendations on property, casualty, life, and health insurance, plus other financial issues facing Florida consumers and businesses.

Information Technology Council (ITC)

Promoting Florida's move to the cutting edge of technology — For IT contractors providing government services, working to grow state government's IT capabilities to meet the demands of a diverse, fast-growing population, while balancing the needs of the state and private sector.

Manufacturing, Aerospace and Defense Council (MAD)

Advancing the interests of Florida's manufacturing community to help Florida diversify its economy and provide more high-wage and high value-added jobs in the state. As the state affiliate for the National Association of Manufacturers (NAM), AIF is committed to growing manufacturing output and jobs — which creates three indirect jobs for each manufacturing employee, performs half of all research and development, and drives more innovation than any other business sector.

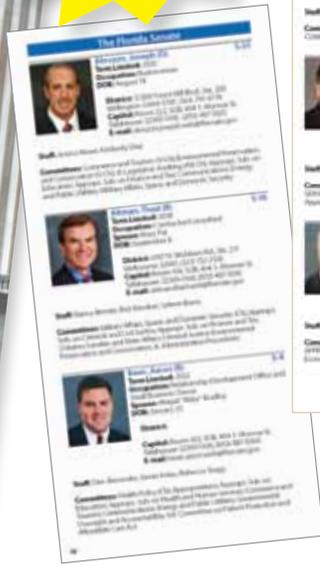
Florida Maritime Council (FMC)

Fostering Florida's maritime industry to ensure its continued economic prowess in a global marketplace — Provides a forum for businesses that operate or support operations at any of Florida's 14 deep water ports, such as shipping, trucking, rail, stevedoring, etc., to address concerns relating to port security, infrastructure needs, strategic planning, funding, land use encroachment, taxation, etc.

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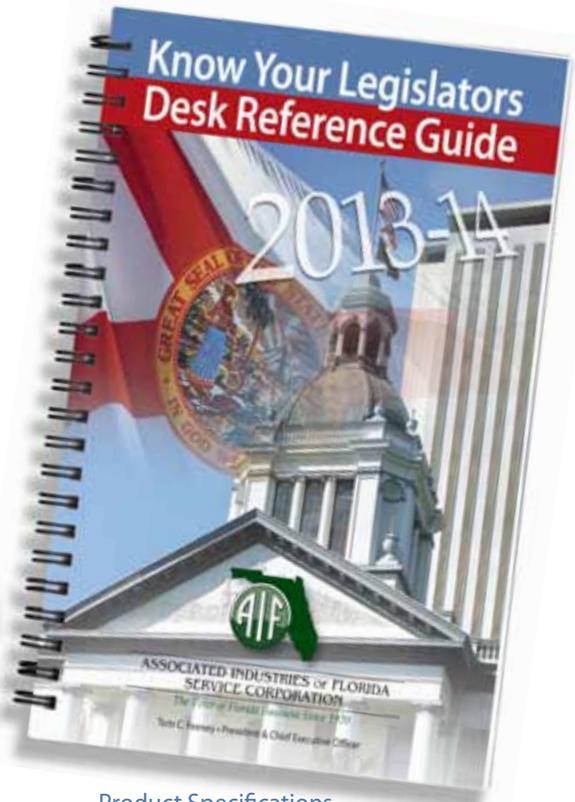


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OFFICERS



Tom C. Feeney

President & CEO for Associated Industries of Florida ... represented the 24th Congressional District of Florida for 6 years ... served in the Florida House of Representatives for 10 years and was elected Speaker of the Florida House ... Governor Jeb Bush's running mate in his first race for governor ... B.A. from Penn State University and J.D. from the University of Pittsburgh.



Tamela Perdue, Esq.

General Counsel for Associated Industries of Florida ... 20 years legislative and legal experience, representing insurers and the business community on tort, workers' compensation, insurance and other legal issues before the legislative and executive branches of government ... established legal practice specializing in insurance defense and administrative law ... formerly worked in The Florida Senate ... B.S. from Lee University and J.D. from Stetson University.



Brewster B. Bevis

Senior Vice President – State and Federal Affairs for Associated Industries of Florida ... coordinates AIF's lobbying team and all research and advocacy efforts in Tallahassee and Washington, D.C. ... previously served as Senior Director of Legislative Affairs for National Association of Builders & Contractors ... former Presidential Appointee in the Bush Administration ... worked in Congress ... B.S. from Florida State University.



Ryan Tyson

Vice President – Political Operations for Associated Industries of Florida ... coordinates all of AIF's political operations and AIF's Political Council ... formerly served as Chief Legislative Aide for Sen. Charlie Dean where he advised on policy issues and managed campaigns ... B.S. from the University of Florida.



Chris Verlander

Vice President – Corporate Development of Associated Industries of Florida ... more than 32 years expertise in insurance lobbying activities ... former President (1994-1997) and Vice Chairman (1997-1999) of American Heritage Life Insurance Company ... B.S. from Georgia Tech and M.B.A. from the University of Florida.

AIF lobbyists, representing centuries of accumulated experience in politics and government, will spend more than 10,000 hours in the Capitol during the 2013 Legislative Session advocating for your business interests.



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CONSULTANTS



Slater Bayliss

Partner, The Advocacy Group at Cardenas Partners ... over 13 years of legislative and campaign experience ... former Director of Corporate Relations for the Office of Tourism, Trade & Economic Development ... former personal assistant to Governor Bush serving as liaison between the Governor's office and agency secretaries and members of the Legislature ... former Finance Director for House Speaker Daniel Webster ... B.A. from the University of Iowa.



Don Brown

Former State Representative Don Brown is a respected expert on all aspects of property insurance ... served as a Walton County Commissioner, Republican State Committeeman, and as State Representative in the Florida House ... served as a County Chairman for Gov. Bush and President George Bush...has strong expertise in the areas of Medical Malpractice Reform, Elections Reform, Workers' Compensation, and Tort Reform.



Sarah Busk

Director, The Advocacy Group at Cardenas Partners ... more than eight years of experience in legislative and political affairs ... served as a Special Events Representative on the Inaugural Committee for Governor Charlie Crist ... former Deputy Finance Director for Senate President Tom Lee's statewide campaign for Florida's Chief Financial Officer ... Florida State University graduate.



Al Cardenas, Esq.

Partner with The Advocacy Group at Cardenas Partners (TAG), chairs the Advocacy and Governmental Affairs group in Miami, Tallahassee and Washington, DC ... over 33 years legislative experience ... served two terms as Chairman of the Republican Party of Florida ... twice-named one of Washington, DC's top lobbyists ... currently represents some of Florida's largest corporate and governmental entities before the Florida Legislature ... graduate of Florida Atlantic University and has a J.D. from Seton Hall University.



Jorge Chamizo

An attorney and governmental consultant with Floridian Partners ... represents a variety of clients before the Florida Legislature, Executive Office of the Governor and several state regulatory agencies ... former Chief Advisor to the Chairman of the Florida Public Service Commission ... graduate of University of Miami and received his J.D. from Florida State University.



Jon Costello

Governmental Consultant with Rutledge Ecenia and has more than 10 years of experience working on local, state and federal government issues ... former Legislative Affairs Director and Policy Advisor to Governor Rick Scott ... Senior Policy Advisor on the Rick Scott for Governor Campaign team ... serves on the Governing Board of the Northwest Florida Water Management District and as an Adjunct Professor at Florida State University ... B.S. and M.S. from Florida State University.



R. Justin Day

Director, The Advocacy Group at Cardenas Partners (TAG) ... brings nearly ten years of experience in the political and governmental fields to TAG ... former aide to Chief Financial Officer Alex Sink and Director of Cabinet Affairs at the Florida Democratic Party ... received B.S. and M.S. from Florida State University.

F FLORIDA 2013 LOBBYING TEAM



Charles F. Dudley

Managing partner of Floridian Partners ... represents clients on matters related to business and professional regulation, education, pari-mutuels, taxation, health care, financial services, employment, environment, elections, communications and utilities, and information technology ... over 22

years of legal and legislative experience ... received J.D. from Florida State University.



Leslie Dughi

Assistant Director of Greenberg Traurig's Tallahassee Governmental Affairs practice ... over 24 years representing health and life insurers, investor-owned health care facilities, and assisted living facilities ... formerly served as the Director of Government Affairs for the Florida Chamber of

Commerce ... well-versed in grassroots and campaign development techniques having previously served as AIF's Chief Political Officer.



John French, Esq.

AIF Special Counsel for Election Law ... 41 years of experience in the legislative process ... expertise in elections, health care, and taxation ... A/V rated attorney with B.A. and J.D. degrees from Florida State University.



Rheb Harbison

Senior governmental consultant with Carlton Fields law firm in Tallahassee ... 31 years of senior level experience in communications, public affairs, marketing and business development ... principally responsible for advocating on behalf of the firm's clients before the legislative and

executive branches, asserting positions on a variety of state business issues ... holds a B.S. from Florida State University.



Jim Horne

President of the Horne Group, a governmental consulting and business development Firm specializing in education, technology, energy, environment, health care and transportation ... former state senator and Commissioner of Education for the state of Florida ... elected to the Florida

Senate in November of 1994 and served two terms ... served in numerous leadership positions including chairman of the Senate Ways and Means committee ... appointed by Governor Bush as the first ever appointed Commissioner of Education for the state of Florida in 2001.



Doug Mann

Partner with Littlejohn, Mann & Associates Governmental Consulting ... over 25 years of legislative lobbying experience with focus on environmental and agricultural issues ... has a reputation for bringing diverse interest groups

together to pass legislation ... Co-founder of the FL Agricultural Coalition (1986) ... Founder & Chair of FL Private Property Rights Coalition (1992-1998) ... Founder & Chair FL Water Alliance (1997-present) ... B.S. from Florida State University.



Frank Mayernick

Former Legislative Affairs Director for the Florida Department of Juvenile Justice (DJJ) ... over a decade of experience ... served under the Speaker's Legislative Fellowship Program working in the House Rules Committee ... served as an aide for Sen. Charlie Clary and Rep. Jerry Melvin ...

B.S. and J.D. from Florida State University.



Tracy Hogan Mayernick

Almost 10 years of political strategy experience ... background in appropriations work and public policy issues related to healthcare, telecommunications, the environment, agriculture, economic development, transportation and criminal justice ... numerous political grassroots programs in support of legislative candidates statewide ... Florida State University graduate.



Frank Meiners

President, Frank Meiners Governmental Consultants, LLC ... formerly with BellSouth as their Executive Director in Tallahassee where he lobbied communications issues ... more than 33 years legislative experience ... graduate of the University of South Florida and Duke University.



Sean Pittman

Attorney, Pittman Law Group P.L. ... has extensive legislative background ... noted as one of the top twenty-five most influential people in Florida's capital by the Tallahassee Democrat ... Florida Trend Magazine has labeled Sean Pittman the "One To Look For." ... named to Governor-Elect

Charlie Crist's Transition Team in 2006 ... received his B.S. and J.D. from Florida State University.



Jim Rathbun

President of Rathbun & Associates ... more than 23 years experience representing individuals and entities before the Legislature, state agencies, Governor, and Cabinet ... formerly worked with the Florida House of Representatives and served as Staff Director of the House Republican Office

... B.S. from Florida State University.



Teye Reeves

Governmental affairs consultant and attorney with Floridian Partners specializing in insurance, tort reform, taxation, health care, financial services, and employment issues ... spearheaded statewide public relations, communications and grassroots ... served as the Director of Business Climate

and Quality of Life Policy at the Florida Chamber of Commerce ... B.S. from the University of Florida and J.D. from Texas Tech School of Law.



Stephen W. Shiver

Partner, Advocacy Group at Cardenas Partners ... over 13 years legislative and campaign experience ... former aide to House Speaker Tom Feeney and Majority Office Liaison to House Majority Leader Mike Fasano ... former Executive Director for the Republican Party of Florida ... has

represented some of Florida's largest corporate and governmental agencies before the Florida Legislature ... graduate of Florida State University.



Gerald Wester

Managing Partner, Capital City Consulting, LLC ... former Chief Deputy over Florida Department of Insurance's regulatory staff ... more than 36 years lobbying experience ... expertise in insurance, banking, and health care issues ... Bachelor's and Master's degrees from Florida State

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NOT A MEMBER?

Contact **Brewster Bevis, Senior Vice President–State and Federal Affairs** at (850) 224-7173 or bbevis@aif.com to learn more about AIF's legislative and membership services.

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This ultimate political web site for the Florida business community is available only to members of the Political Council, a political research and information service:

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- Biographical and issue profiles of candidates
- Expansive campaign contribution reporting
- Ongoing news and activities from the campaign trail
- ... *And more!*

NOT A MEMBER?

Membership in AIFPC is in addition to membership in AIF. If you're not a member, contact **Ryan Tyson, Vice President – Political Operations**, at (850) 224-7173 or rtyson@aif.com to find out more about our political operations.



“Building a Strong Foundation for the Future of Florida Business”

www.faif.org



The Foundation of Associated Industries of Florida was formed in 2008 to address the educational and development needs of Florida's business community. FAIF is governed by an independent board of directors. The Foundation does not engage in any political activities.

The private business sector's support is critical to the success and continuance of FAIF's initiatives and programs. Florida businesses cannot afford to rely on public opportunities alone to train and prepare their future employees and leaders. FAIF will foster programs that identify business needs today and create solutions that will last into the future.

We are confident you will want to be a part in these programs and opportunities. We welcome your participation and suggestions as we move forward. Your contributions to FAIF are tax deductible and can be made by visiting www.faif.org or contacting our executive director, Steve Trickey at 850.224.7173.

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