

# EMPLOYER ADVOCATE

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# 1994 Legislative Outlook

## 1993 in Review

**B**usiness enjoyed rich rewards in 1993 with the passage of several major pro-business reforms.

The highlight of the regular session was the 1993 Health Care and Insurance Reform Act. Florida is the first large state to engage in such a comprehensive reform effort and our state program is now viewed as the model for health care reform at the national level.

The act set in motion the development of an infrastructure for a new health care delivery system based on the concept of "managed competition." Running the engine of this new health care machine are 11 regional Community Health Purchasing Alliances (CHPAs — pronounced Chip-pas).

The regional CHPAs will pool small businesses, state employees and Medicaid recipients in order to create a strong bargaining force when negotiating health care insurance.

It is believed that pooled purchasing, coupled with small group insurance reforms and data reporting requirements, will force health care providers to compete on the basis of cost and quality.

In order to survive in this new environment, providers—including doctors, hospitals and insurance companies—must figure out how to offer services at lower costs and with higher quality.

The November special session brought about another sweeping reform effort that was strongly demanded by the business community. Lawmakers were summoned back

to Tallahassee by Gov. Lawton Chiles to deal with the broken workers' compensation system.

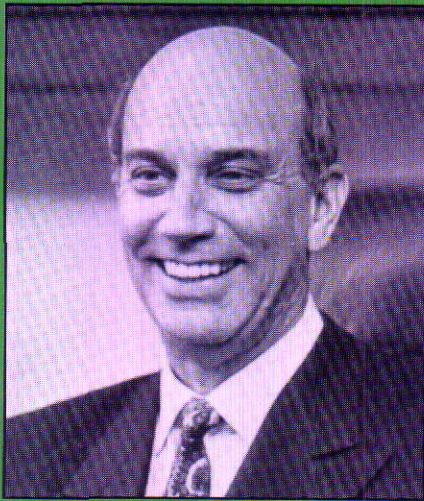
The passage of the workers' comp reform legislation during the special session should provide a welcome reprieve to businesses. The reform efforts are expected to produce a 20-percent-plus reduction in rates primarily by decreasing lawyer involvement and steering claimants into managed care arrangements to cut down on excessive utilization.

## 1994 Forecast

The mood of the 1994 Legislative Session will undoubtedly be affected by the looming clouds of this year's elections. With the entire 120-member House of Representatives and half of the Senate up for reelection this year, legislators

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## President's Message



# Success In Politics

by Jon L. Shebel, President and Chief Executive Officer, Associated Industries of Florida

According to some newspaper reporters, democracy is politics. That makes about as much sense as calling a glass of orange juice an orange grove. You need the groves to make the juice, but you can't drink an orange grove.

Democracy cannot exist without politics, and skepticism about politics as a mechanism of democracy taints respect for our process of government. When elected officials, bureaucrats — and, yes, lobbyists — avoid honesty and frankness, is it any wonder the general public loses its trust? When public servants demonstrate a lack of candor or base their decisions on self-serving motivations, they deserve contempt. But painting all politicians with the broad brush of contempt is harmful.

I've worked with politicians for 25 years, first as an employee of the Florida

House of Representatives, then as a lobbyist for Associated Industries. During that time, I've watched many elected officials who succeeded as candidates but failed as statesmen. Others lacked political dexterity but manifested great skill as public stewards. A rare few excelled as both.

As a result, I've come to believe that a candidate's ideology is insignificant when compared to his or her resources of honesty, intelligence and courage.

Without all three, we are left with politicians who are beholden to narrow constituencies or who readily sacrifice the public interest to political advantage.

During the last two statewide elections, Florida voters brought a corps of newcomers to the state capital — novices who were prepared to exercise their best judgment on behalf of the people of the state.

Several have expressed to me their dismay over the entrenched legislative establishment that wants to dictate their votes. They are frustrated by the good old boys — and girls — who expect them to put aside conscience in favor of party lines or regional preoccupations.

Our veteran lawmakers are divided into two factions, apart from the traditional party affiliations. The first group views politics as an adversarial contest where every situation has to end with a winner and a loser. To them, governing is a battle royale, where contestants inflict as much damage as possible on their opponents, and the victors are left bloodied and barely standing.

The second group wants to determine the right course of action and work out a plan to achieve policy objectives.

That division represents the ultimate choice for everyone in a position of authority. Are you going to do the right thing; or are you going to make every effort to consolidate and expand your hold on the reins of power?

Edmund Burke was an 18th century political philosopher who, as a member of the

British Parliament, called for conciliation of the American colonies and warned against taxing them excessively.

Since history has proved him correct on that score, perhaps we should trust his judgment on another matter.

During a speech in 1774, he told his audience, "Your representative owes you, not his industry only, but his judgment; and he betrays instead of serving you if he sacrifices it to your opinion."

Cynics dismiss this notion of political conscience as political naivete, a quality that loses elections and undermines power. One extremely successful politician who

has never lost an election disagrees.

Gov. Lawton Chiles is fond of the saying, "Good policy is good politics." He believes this because he credits voters with the intelligence to judge candidates based on their contributions to the general welfare, not their campaign rhetoric. Our state would be best served if more of those who participate in and comment on government adopted his view.

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# AIF Adds Staff In Preparation For 1994 Legislative Session

## Staff Lobbyists



**Jon L. Shebel**

President and CEO of Associated Industries of Florida and affiliated corporations . . . 22 years as a lobbyist for AIF . . . directs AIF's legislative efforts based on AIF Board of Directors' positions . . . chief executive officer in all matters relating to legislative and corporate operations . . . former executive assistant to the Minority Leader of the Florida House of Representatives . . . graduated from The Citadel and attended Stetson University College of Law.



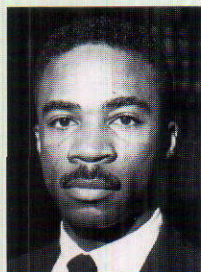
**Jodi L. Chase, Esq.**

Vice President and General Counsel AIF . . . two years with AIF . . . supervises the AIF Legislative Department and leads the association's legislative effort under the direction of the president . . . lobbies health care, environmental and labor issues of behalf of the association and its members . . . serves as general counsel, providing legal counsel for AIF and its affiliated corporations . . . undergraduate degree and law degree from Florida State University, both with honors.



**Cecelia (Cece) Renn, Esq.**

Vice President and General Counsel — AIF Service Corporation. . . two years as general counsel for the Florida Department of Labor and Employment Security . . . former commercial litigator with Steel Hector & Davis in Miami . . . received in 1993 Toll Fellowship for Excellence in Government from the Council of State Governments . . . member of Society of the Wig and Robe . . . member of Order of the Coif . . . B.S. Harvard University Business School . . . J.D. University of Miami.



**Kevin Neal**

Assistant Vice President, Governmental Affairs . . . formerly with Florida's Agency for Health Care Administration as legislative specialist in the Legislative Affairs office . . . served as agency liaison in dealing with the Legislature and other governmental departments on a variety of health care-related legislative issues . . . worked two years for the Florida House of Representatives as a legislative analyst for the Majority Office and the Committee on Reapportionment . . . began legislative career as a year-long intern for the House Committee on Small Business and Economic Development . . . B.S. in Business Administration from Florida A & M University . . . J.D. from Florida State University.