



Contracting

- Support legislation to ensure consistent and fair contract elements for entities providing health and human services to the State of Florida.

Economic Development

- Support continued funding of Enterprise Florida's economic development "Tool Kit", including the Innovation Incentive program designed to entice world class research centers like, Scripps, Torrey Pines, Burnham, SRI and Marx Planck Society as well as hi-tech companies to the state
- Support efforts to draw down federal economic development dollars through the New Markets Tax Credits Program
- Support efforts to expand the film and entertainment tax credit program
- Support the Ships-to-Reef program as a way to stimulate local economies

Education

- Advocate flexibility in plans to fulfill the mandates of the class-size constitutional amendment
- Support increasing curriculum standards particularly in the core subject areas (grammar, science, math, etc.) so our students can compete globally in the 21st century
- Support continued improvements to Florida's school accountability system including diagnostic or end of course examinations and a continued refining of the school grading process.
- Support efforts to increase education in the arts, multilingualism, multiculturalism, and technology literacy to assure the workforce is prepared for the creative economy

Elections

- Support reforms to the process for amending the state constitution by citizen initiative
- Support efforts to change the life span of petition signatures for citizen initiatives from the current 4 years to 2 years

Energy

- Encourage the exploration, production and storage of petroleum & natural gas in an environmentally safe manner while ensuring a continuous supply and reasonable cost of fuel for all of Florida's needs
- Support incentives for the use of hydrogen fuel and the future expansion of alternative fuels and clean coal technologies
- Support environmental and economic regulatory policies that create a stable investment climate so that electric utilities can build more fuel diverse generation systems to meet Florida's growing energy needs, and continue to maintain and enhance where possible the resiliency of the transmission and distribution system to hurricanes
- Oppose government mandates that will unnecessarily drive up the cost of essential energy services for businesses in order to reduce greenhouse gas emissions
- Support the expansion and building of future nuclear facilities in Florida
- Oppose efforts to make changes to Florida's energy policy governance structure

Environmental

- Support "Incentive Based Permitting" for those companies who are good stewards of Florida's natural resources
- Support environmental self-audit privilege
- Fight any increase by the Department of Environmental Protection in permit fees charged to the regulated community

General Business

- Oppose "Guns in the Workplace" legislation
- Support legislation providing for personal identity-theft protection and for protection of personal and business data held by state and local governments while at the same time balancing the needs of commercial entities to have access to such information to service their customers and promote commerce
- Oppose legislation that requires businesses to rely on flawed federal verification systems for immigration status of employees
- Support efforts to create statewide regulation of fertilizer sales

Growth Management

- Support legislation that would create incentives to develop new supplies of water such as desalinization plants, as an alternative to water concurrency requirements
- Monitor growth management reforms, particularly those relating to proposals that would make water supplies part of the development's concurrency requirements
- Encourage increased density and intensity within urban development areas, including infill, redevelopment and the development of affordable workforce housing
- Support requiring local governments to recognize that impact fees should be reduced by the amount of "similar" tax revenue generated by home that will be spent on same infrastructure needs

Health Care

- Oppose de-regulation of Florida's Certificate of Need (CON) process
- Oppose legislation that would mandate any percentage of payroll for health care benefits no matter the size of the company
- Continue to support Medicaid reform proposals that inject market-based solutions to reform and control the growth of Medicaid while protecting elderly, poor and disabled Floridians' access to services

Insurance

- Continue efforts to bring about affordability and availability of commercial and residential property insurance utilizing sound business principles
- Oppose burdensome restrictions on health insurers, such as "any willing provider" and provider contract restraints, that drive up the cost of health care
- Support proposals to expand access to uninsured Floridians using market-based solutions which allow health plans to offer benefits tailored to consumers' needs and allow them to reduce the number of mandates they must provide
- Oppose legislation that would place additional mandates on health insurance policies

International Affairs

- Support additional funding for Enterprise Florida in the trade mission area so that Florida can continue to be a leader in international trade and expand our economy internationally
- Promote Florida's economic diversity by investing in projects that attract global investments and partnerships

Legal & Judicial

- Oppose the weakening or repeal of any of the 2005-06 legal reform laws
- Support adequate funding of judicial branch and establishment of business court programs in metropolitan areas of the state
- Preserve the rights of parties to settle cases independently without interference from their attorneys
- Continue support for existing caps on non-economic damages arising from medical malpractice lawsuits
- Support measures expanding immunity to health care providers providing medical attention in certain emergency situations

Taxation

- Support legislative ideas that would help to lower the rising cost of property tax for both homeowners and businesses across the state
- Support legislation to reduce the communications services tax currently on all communications devices (except residential lines)
- Support legislation that would place Florida along side with other states in implementing the Streamline Sales and Use Tax Agreement
- Fight the efforts to divert money from trust-fund revenue streams to general revenue
- Support sales tax holidays such as exemptions from sales tax on items to be used for hurricanes and school readiness
- Support legislation to adopt the 2007 version of the IRS code so that Florida businesses do not have to keep two sets of records
- Monitor activities of the Taxation and Budget Reform Commission
- Support statutory efforts to review Florida's sales tax exemption, but oppose any mandated review or sunset provision associated with this review

Technology

- Encourage the enhanced government spending on IT in order to provide better services to citizens and businesses and to ensure that Florida's state government remains at the cutting-edge of IT
- Support increasing compensation and competency requirements for state CIOs
- Support the creation of an "Innovation Fund" in order to incentivize state agencies to be more novel in their service delivery
- Monitor and influence any bill filed on the Agency for Enterprise Information Technology (AEIT).
- Codify IT definitions in statute pursuant to AEIT direction
- Support funding for redesign of outdated agency IT systems

Transportation

- Encourage changes in growth management policies that timely and fairly apportion the cost of transportation infrastructure
- Support legislation that would allow regional transportation authorities to operate

- Support legislation that allows for the installation of automated enforcement systems, such as red light cameras, at busy intersections
- Strongly support legislation that allows for aggregate rock materials to be mined without obstruction from irresponsible interest groups or ill intended county/municipal moratoriums.
- Oppose efforts that would allow local governments to increase the rental car surcharge

Unemployment Compensation

- Oppose extending number of weeks unemployment benefits are paid with no additional funding or other incentives to employers to cover such expenses
- Oppose any uniform or arbitrary benefit amount increases
- Oppose enactment of permanent benefit expansion provisions
- Oppose funding ancillary programs unrelated to unemployment compensation programs, since this increases the cost of doing business while undermining the purpose for which the unemployment benefits program was created
- Oppose any increases to costs, including but not limited to defining additional beneficiaries
- Support strengthening program restrictions prohibiting benefits receipts by individuals voluntarily abandoning available employment
- Oppose expansion of mandatory leave benefits for non-work related activities
- Oppose any new reporting requirements that employers provide certain data or information to employees or governmental agencies regarding use of or eligibility for accrued leave time

Workers Compensation

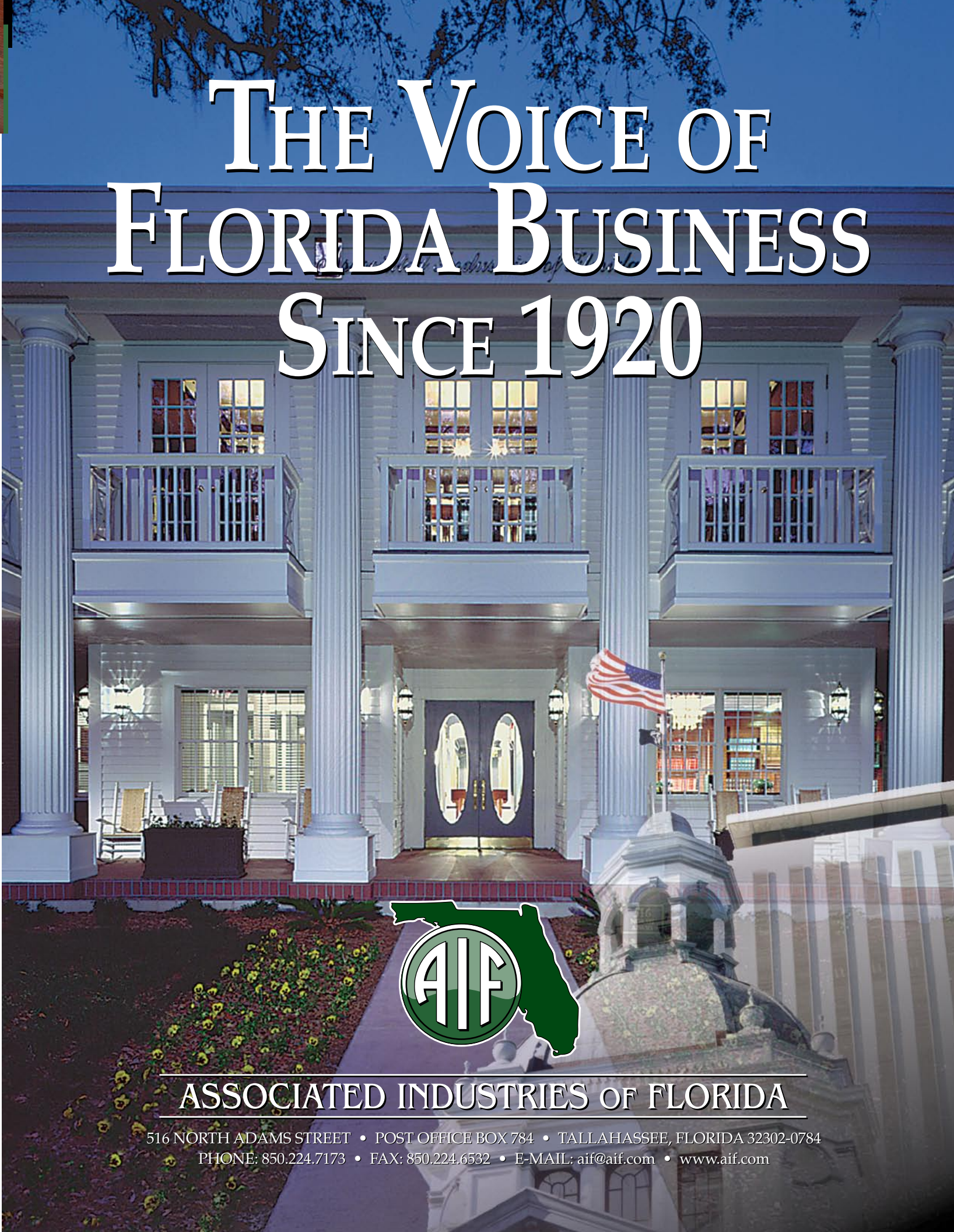
- Oppose any efforts to erode the savings experience by all Florida employers as a result of the AIF-supported 2003 Workers Compensation Reform Act which resulted in savings now of over 50%
- Oppose the creation of a state fund or other state risk bearing entity
- Continue support for increased funding for state fraud investigations
- Oppose any efforts to statutorily establish procedures, guidelines or other provisions that are currently available through administrative action for which statutory authority already exists
- Oppose any raid on the Workers Compensation Trust Fund without first giving back money to employers

Workforce Development

- Support the establishment of career academies in Florida's schools that will prepare Florida's students with industry certifications to compete with students from around the world, not just other states
- Continue support for Florida's Banner Centers for Workforce Development.
- Support the "Ready to Work" program

Workforce Housing

- Support legislation that would repeal the cap placed on the Sadowski Affordable Housing Act Trust Fund and other proposals that will allow Florida's workforce to have affordable housing
- Encourage local governments to establish "Fast-track permit" systems and reward those jurisdictions with proven systems with greater access to affordable housing funds



THE VOICE OF FLORIDA BUSINESS SINCE 1920



ASSOCIATED INDUSTRIES OF FLORIDA

516 NORTH ADAMS STREET • POST OFFICE BOX 784 • TALLAHASSEE, FLORIDA 32302-0784
PHONE: 850.224.7173 • FAX: 850.224.6532 • E-MAIL: aif@aif.com • www.aif.com

ASSOCIATED INDUSTRIES OF FLORIDA 2008 LOBBYING TEAM



2008 ISSUE ASSIGNMENTS

AIF lobbyists, representing centuries of accumulated experience in politics and government, spent more than 10,000 hours in the Capitol during the 2007 Legislative Session advocating for your business interests.

Dear Florida Employer:

By standing up for your right to succeed, free from government intrusion and interference, Associated Industries of Florida helps companies like yours grow.

For nearly a century, wherever and whenever government officials have met, Associated Industries has made sure they listen to the voice of the state's employers.

We champion the value of hard work and productive endeavor and the incentive offered by the ability to make a profit. We make sure government officials understand the consequences of their actions on the ability to succeed in Florida.

Like it or not, the decisions made in Tallahassee can make the difference between success and failure in commerce. When those decisions are made, Associated Industries speaks out on the side of success.

If your company does not belong to Associated Industries, please consider the benefits of joining. With your support, we can grow in our mission to promote a vigorous economy, filled with the promise of abundance for every person who calls Florida home.

Barney T. Bishop III
PRESIDENT & CHIEF EXECUTIVE OFFICER

OFFICERS



Barney T. Bishop III
President & CEO of Associated Industries of Florida ... former aide to state Treasurer Bill Gunter ... former Executive Director of the Florida Democratic Party ... more than 29 years experience in legislative and political affairs ... areas of expertise include appropriations, criminal justice, and behavioral health care issues ... B.S. in Political & Judicial Communication from Emerson College in Boston.



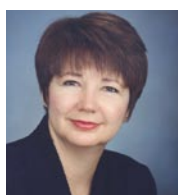
Tamela Ivey Perdue, Esq.
General Counsel and Shareholder with the law firm of Stiles, Taylor & Grace, P.A., managing the firm's Tallahassee office ... more than 16 years legislative and legal experience, representing insurers and the business community on tort, workers' compensation, insurance and other 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.



Chris Verlander
Senior Vice President – Corporate Development of Associated Industries of Florida ... more than 28 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.



Jose L. Gonzalez
Vice President – Governmental Affairs for Associated Industries of Florida ... coordinates AIF's lobbying team and all research and advocacy efforts for the association ... five years legislative experience ... Master's degree in Public Administration with a specialization in Public Policy and a Bachelor's degree in Political Science from the University of Florida.

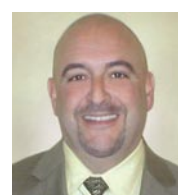


CONSULTANTS

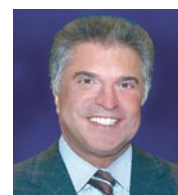
Keyna Cory (Chief Lobbyist)
President, Public Affairs Consultants, a public affairs and governmental relations consulting firm ... more than 23 years experience representing a variety of clients, from small entrepreneurs to Fortune 500 companies, before the Florida Legislature ... majored in Political Science at the University of Florida.



Robert P. Asztalos
Partner with Buigas, Asztalos & Associates and the Director of Governmental Affairs for Delta Health Group ... directed the nursing home profession's litigation reform campaign in 2000-01 and served as the Director of the Heal Healthcare in Florida Coalition ... over 22 years legislative experience ... Master's degree in Legislative Affairs and a Bachelor's degree in Political Science from George Washington University.



Pete J. Buigas
Partner in Buigas, Asztalos & Associates ... has represented various associations and corporations and developed strategies to direct legislative action on health care and education issues for more than 10 years ... formerly served as Deputy Director for AHCA and managed the division responsible for statewide regulation of all health care facilities, managed care industry, Certificate of Need (CON) program, and provider/facility complaints.



Al Cardenas, Esq.
Partner with the law firm of Tew Cardenas LLP, chairs the Advocacy and Governmental Affairs group in Miami, Tallahassee and Washington, DC ... over 30 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 the Seton Hall University School of Law.



Chris Dudley
Joined Southern Strategy Group in 2000 ... over 15 years legislative experience ... formerly served as Assistant to the Chief of Staff and Acting Deputy Chief of Staff to Governor Jeb Bush and as Deputy Chief of Staff, Deputy Legislative Director, and Special Assistant to former Lt. Governor Frank T. Brogan ... Bachelor's degree in Political Science from the University of South Florida.



Mark Flynn
Vice President of J. Keith Arnold & Associates ... over 21 years legislative experience ... former economic development executive with extensive experience representing business on a broad range of issues, including growth management and transportation ... has also worked for both a member of Congress and a member of the Florida House of Representatives ... graduate from the University of South Dakota with a B.S. in Mass Communications.



Leslie Foy
Assistant Director of Greenberg Traurig's Tallahassee Governmental Affairs practice ... state legislative practice spans over 20 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.



Richard Gentry
Head of Gentry & Associates, a government consulting firm in Tallahassee ... prior General and Legislative Counsel for the Florida Home Builders Association ... in his 24 years with the association, Mr. Gentry was actively involved in legislation which included growth management, affordable housing and environmental laws.



Peter Harris, Esq.
President and CEO of ADG Business & Governmental Consultants ... more than 17 years experience successfully designing and implementing substantive legislative, governmental and management programs for business and government ... effectively worked with key policy makers in all branches of government ... graduate of the University of Miami and Florida State University College of Law.



Nick Iarossi, Esq.
Founding Partner of Capital City Consulting, LLC ... with more than seven years legislative experience ... formerly worked in the Florida Senate, The Florida House of Representatives and the Office of Insurance Regulation ... expertise in banking and insurance, privacy and public records, health care, procurement, parimutuels, technology, and education ... graduate from Florida State University College of Law.



H. Frank Meiners
President, Frank Meiners Governmental Consultants, LLC ... formerly with BellSouth as their Executive Director in Tallahassee where he lobbied communications issues ... more than 30 years legislative experience ... graduate of the University of South Florida in Mathematics and of the Fuqua School of Business at Duke University.



David Rancourt
Founding Partner of Southern Strategy Group with more than 21 years legislative experience ... formerly served as Director of the Florida Division of Elections, as Deputy Secretary of State, and Deputy Chief of Staff under Governor Jeb Bush ... serves a strong client base with varied interests in both executive and legislative branches of government ... holds a B.S. in Economics from Florida State University and a Master's degree in Political Science from the University of Florida.



Jim Rathbun
President of Rathbun & Associates ... more than 19 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.



Stephen W. Shiver
Director of Governmental Affairs for the Advocacy Group at Tew Cardenas ... over 10 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.



John Thrasher, Esq.
Florida's Speaker of the House from 1999-2000 ... while leading the House, helped to pass some of the landmark reforms advanced by Gov. Bush, including an overhaul of the state's entire system of education ... the new medical school at FSU, John's alma mater, honors his name ... more than 25 years of legislative and government affairs experience.



Stacey Webb
Joined Southern Strategy Group after serving as Assistant Chancellor for Community Colleges at the Florida Department of Education leading the division's legislative efforts on issues relating to economic and workforce development ... also served as Staff Director and Majority Office Senior Analyst with the House of Representatives ... 13 years legislative experience ... received a B.A. from Stetson University and a M.P.A. from the University of Central Florida.



Gerald Wester
Managing Partner, Capital City Consulting, LLC ... former Chief Deputy over Florida Department of Insurance's regulatory staff ... more than 32 years lobbying experience ... expertise in insurance, banking, and health care issues ... Bachelor's and Master's degrees from Florida State University.

AIF BUSINESS ISSUES

Economic Development	Stephen Shriver Chris Dudley
Education	Stacey Webb Pete Buigas
Ethics & Elections	Jose Gonzalez
Energy & Utilities	Jim Rathbun
Environmental	Keyna Cory
Government Accountability	Jose Gonzalez
Growth Management	Richard Gentry
Health Care	Bob Asztalos Leslie Foy
Insurance	Gerald Wester Nick Iarossi
Legal & Judicial	Tamela Perdue John Thrasher
Privacy Issues	Nick Iarossi
Taxation	Keyna Cory Frank Meiners Jose Gonzalez
Telecommunications	Frank Meiners
Transportation	Mark Flynn
Unemployment Compensation	Tamela Perdue
Workers Compensation	Tamela Perdue
Workforce Development	Peter Harris Stacey Webb
Workforce Housing	Richard Gentry Peter Harris Jose Gonzalez

AIF COUNCILS

Florida Council on Education & Workforce	Stacey Webb
Florida Energy Council	Jim Rathbun
Florida Hospital Council	Bill Rubin
Florida Maritime Council	Mark Flynn
Financial Securities Council	Gerald Wester
Governmental Outsourcing Council	Peter Harris
Information Technology Council	Frank Meiners
International Affairs Council	Al Cardenas Stephen Shiver

OTHER

Executive Branch	David Rancourt
Federal Issues	Al Cardenas

A powerful force for 88 years, promoting issues vital to the state's business community.