

THE VOICE OF FLORIDA BUSINESS SINCE 1920

Associated Industries of Florida



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Associated Industries of Florida

AIF lobbyists, representing centuries of accumulated experience in politics and government

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 28 years of 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 15 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 27 years of 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.

DIRECTOR OF GOVERNMENTAL AFFAIRS



Jose L. Gonzalez

Coordinates AIF's lobbying team and all research and advocacy efforts for the association ... 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.

A powerful force for 87 years, promoting the Florida community. Navigating the 21st Century with innovative strategies to promote a prosperous future through lobbying and political action.

Florida 2007 Lobbying

Government, spent more than 10,000 hours in the Capitol during the 2006 Legislative Session

CONSULTANTS



Keyna Cory (Chief Lobbyist)

President, Public Affairs Consultants, a public affairs and governmental relations consulting firm ... more than 22 years of 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 ... Master's degree in Legislative Affairs and a Bachelor's degree in Political Science from George Washington University.



Pete J. Buigas

Pete 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 ... formerly served as Deputy Director for AHCA and managed division responsible for statewide regulation of all health care facilities, manage 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 ... served two terms as Chairman of the Republican Party of Florida ... served as an appointee for President Ronald Reagan and George H.W. Bush ... 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 after serving seven years in state government ... 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 University of South Florida.



Mark Flynn

Vice president of J. Keith Arnold & Associates ... 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.



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 23 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 16 years of 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 ... 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 the 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 ... graduate of the University of South Florida in Mathematics and of the Fuqua School of Business at Duke University.

issues vital to the state's business
with visionary leadership and enterprising
for Florida through unparalleled



David Rancourt

Founding partner of Southern Strategy Group ... spent entire career in politics and government ... formerly served as Director of the Florida Division of Elections, as Deputy Secretary of State, and Deputy Chief of Staff under 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 18 years of experience representing individuals and entities before the Legislature, state agencies, and the 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 ... former aide to House Speaker Tom Feeny 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, including health care, education, utilities, and private sector businesses ... 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... John was elected to his first term as a state representative and was re-elected without opposition in 1994, 1996, and 1998.



Gerald Wester

Managing Partner, Capital City Consulting, LLC ... former chief deputy over Florida Department of Insurance's regulatory staff ... more than 31 years of 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	John Thrasher Stephen Shiver Chris Dudley
Education	Pete Buigas Peter Harris
Ethics & Elections	Jose Gonzalez
Energy & Utilities	Jim Rathbun
Environmental	Keyna Cory
Government Accountability	Jose Gonzalez
Growth Management	Richard Gentry
Health Care	Bob Asztalos
Insurance	Gerald Wester Nick Iarossi
Legal & Judicial	Tamela Perdue
Private Property Rights	Keyna Cory
Privacy Issues	Nick Iarossi
Taxation	Keyna Cory Frank Meiners
Telecommunications	Frank Meiners
Transportation	Mark Flynn
Unemployment Compensation	Tamela Perdue
Workers' Compensation	Tamela Perdue
Workforce Development	Pete Buigas Peter Harris
Workforce Housing	Richard Gentry Keyna Cory Jose Gonzalez

AIF COUNCILS

Florida Energy Council	Jim Rathbun
Governmental Outsourcing Council	Peter Harris
Information Technology Council	Frank Meiners
International Affairs Council	John Thrasher Chris Dudley

FEDERAL

General Business Issues	Al Cardenas
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Economic Development

- Support continued funding of Florida's Innovation Incentive program to lure world class research centers like Scripps and Torrey Pines, as well as hi-tech companies, to the state
- Support legislation aimed at providing tax credits for venture capitalists that invest in Florida's emerging businesses
- Support spending economic development dollars in rural areas of the state

Education

- Advocate flexibility in plans to fulfill the mandates of the class-size constitutional amendment
- Support maintaining a full and balanced curriculum, including the Arts, to assure the workforce is prepared for the upcoming creative economy
- Oppose any changes to 2006 legislation that specifies that district school boards may not adopt a school year start date earlier than 7 days prior to Labor Day each year ... Florida's families deserve the same "time off" as most of the nation; earlier school start dates impede students from gaining valuable workforce experience and significantly impact our state's valuable tourism industry
- Increase the use of core subjects (grammar, science, math, etc.)
- Support efforts to increase multilingualism and teaching multiculturalism so our students can compete globally in the 21st century

Elections

- Support reforms to the process for amending the state constitution by citizen initiative
- Encourage the passage of legislation that allows citizens to withdraw their signature on any initiative petition or referendum

Energy

- Encourage the exploration, production & 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 to business
- Support the expansion and building of future nuclear facilities in Florida

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

- Support legislation to make the implementation of the Jessica Lunsford Act workable for those companies who have a working relationship with a school district, while keeping the integrity of the original law to protect our children from sexual predators
- Support the Government Efficiency & Accountability Act of 2007 ... this act provides more transparency and accountability to contracts between certain state agencies and businesses that provide services to citizens of Florida and requires the agencies to specify evidence based outcome measures in the contract as well as report to the legislature annually on performance of outsourced activities
- Support legislation that helps keep our railroads safe from trespassing and eliminates the onerous requirement to post warnings every 500 feet, even in remote locations
- Oppose "Guns in the Workplace" legislation that would not allow employers to have a policy prohibiting firearms in employees' locked vehicles
- Support the development of a statewide cable franchising process
- Support efforts to strengthen the property rights of businesses

Growth Management

- 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
- 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 a development's concurrency requirements
- Explore the possibility of a glitch bill to address some of the unintended consequences of SB 360, Florida's growth management roadmap

Health Care

- Oppose "Fair Share Health Care Act" 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 would inject market-based solutions to reform and control the growth of Medicaid while protecting elderly, poor and disabled Floridians' access to services
- Oppose burdensome restrictions on health maintenance organizations that drive up the cost of health care, such as "any willing provider" provisions and restraints on provider contracts
- Support proposals to expand access to uninsured Floridians that use market-based solutions, such as providing flexibility to health plans by allowing them to offer benefits tailored

- to consumers and reducing health benefit mandates
- Continue support of legislation to expand information available about the quality of care provided by Florida's healthcare providers and facilities

Insurance

- Continue efforts to bring about affordability and availability of commercial and residential property insurance utilizing sound business principles
- 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

- Support legislation to statutorily establish pilot programs modeled after the Ninth Judicial Circuit Business Court
- Preserve the rights of parties to settle cases independently without interference from their attorneys
- Oppose the weakening or repeal of any of the 2005-06 legal reform laws

Taxation

- Support legislative ideas that would help to lower the rising cost of property taxes 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 alongside 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

Technology

- 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
- Enhance 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 legislation that would allow state government to lease equipment when necessary
- 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
- Encourage the development of a modernized IT governance structure

Transportation

- Encourage changes in growth management policies that timely and fairly apportion the cost of transportation infrastructure
- Support legislation that would allow creation and operation of regional transportation authorities
- Support legislation that allows for the installation of automated enforcement systems at busy intersections

Unemployment Compensation

- 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

Workers' Compensation

- Oppose any efforts to erode the savings experienced by all Florida employers as a result of the AIF supported 2003 Workers Compensation Reform Act; savings are up to more than 40% as a result of the passage of this legislation
- Defend against creation of a state fund or other state risk bearing entity
- Continue support for increased funding for state fraud investigations

Workforce Development

- Support the establishment of career academies in Florida's schools and vocational facilities that will prepare Florida's students to compete with students from around the world, not just other states
- Support the gradual replacement of the Sunshine State Standards with a new, world-class curriculum comparable to those found in the leading education systems in the world
- Provide our elementary school children with the advantages of learning a second language (with an emphasis on Spanish and Mandarin Chinese) by encouraging a foreign language curriculum in all elementary schools

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