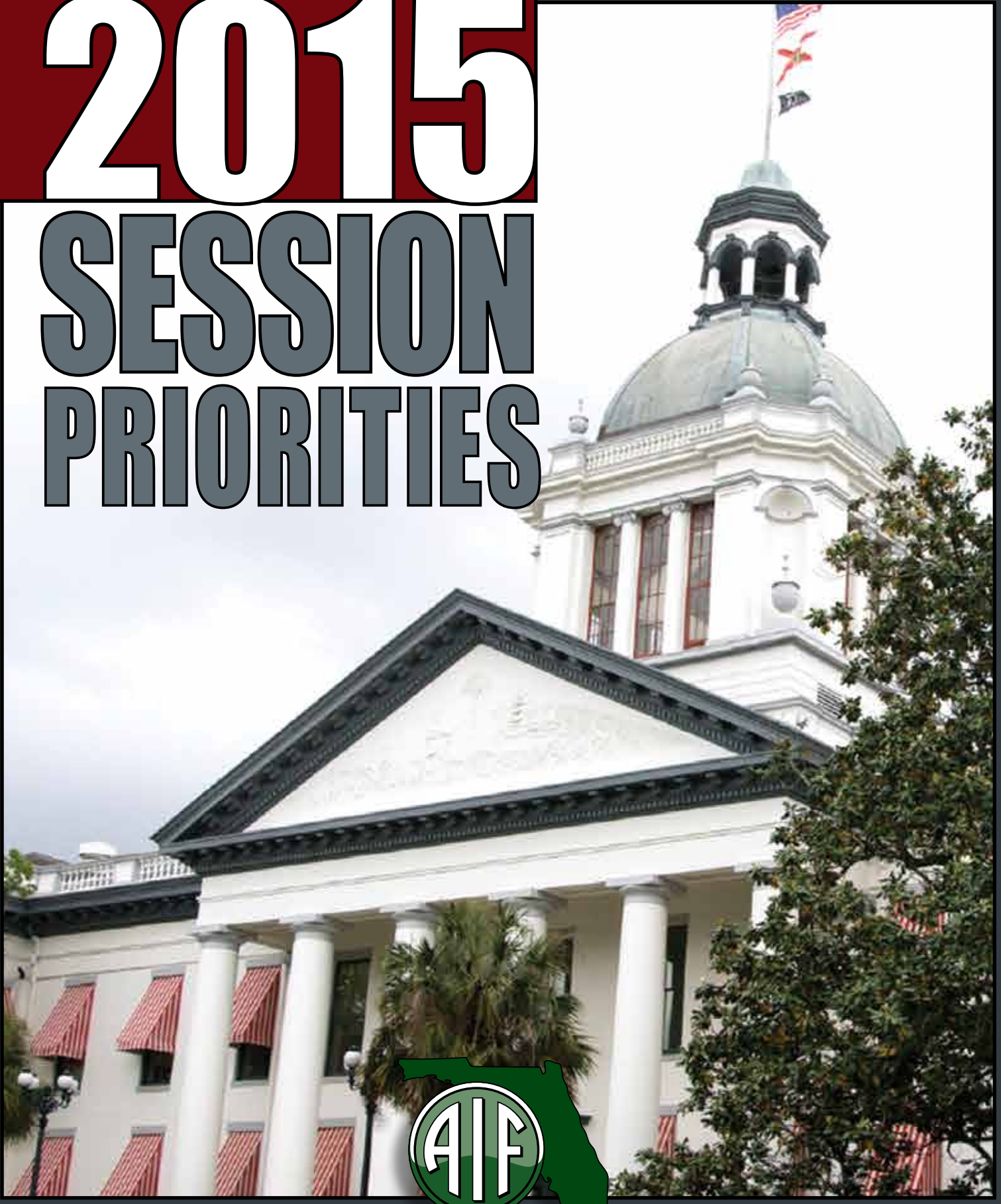


2015

SESSION PRIORITIES



ASSOCIATED INDUSTRIES OF FLORIDA
The Voice of Florida Business Since 1920



AIF is the collective voice of businesses all over Florida involved in a multitude of industries fueling our economy. During the upcoming 2015 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 this year will be no exception.

This publication highlights our 2015 legislative priorities, and will be distributed to all 160 members of the Florida Legislature, the Florida Cabinet and Agency Secretaries, as well as AIF membership.

During the 2015 Legislative Session, we can expect water policy to make waves. Florida's water supply is vital to the economic engine of our state, as its impact on business and tourism is significant; and, as such, AIF will be heavily engaged on legislative proposals impacting Florida's water policy through our H2O Coalition. AIF's H2O Coalition is governed by a set of guiding principles when lending support to proposed water legislation or rules, including:

1. Supporting solutions based on the best science for that particular problem or site.
2. Supporting an annual dedicated source of funding for water quantity and water quality projects.
3. Supporting alternative water supply projects that enlarge Florida's "water pie."
4. Supporting regional projects that use a menu of water quantity and quality options.
5. Supporting funding and projects that provide adequate water supply for public supply, agriculture and the environment.

We can also, once again, anticipate health care to be a topic that continues to make headlines; and, AIF is dedicated to reducing the cost of quality health care for employers and Floridians, while increasing accessibility. To accomplish this, AIF supports looking at ways to customize and tailor health care that is high in quality, low in cost and uniquely meets the needs of Florida's unique population. AIF is also supportive of looking at ways, if done appropriately, to revolutionize health care through technological advances, such as a telehealth and telemedicine proposal that will likely be hotly debated this session.

AIF will also be advocating this session for Governor Scott's proposed tax cuts, including a reduction of the communications services tax (CST), which the Governor hopes will be realized through cutting the tax on cell phone and TV service. The Governor's tax cut package that AIF supports also seeks to reduce the tax on commercial leases by one half of a percentage point, which would save Florida businesses more than \$104 million annually.

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. AIF has long been known as a tireless advocate and powerful ally for the business community.

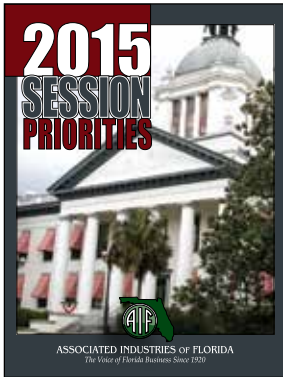
Since 1920, it has been our privilege to represent Florida businesses; and we look forward to continuing our history of success in 2015.



Tom C. Feeney

President & Chief Executive Officer

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VISION & Mission of AIF

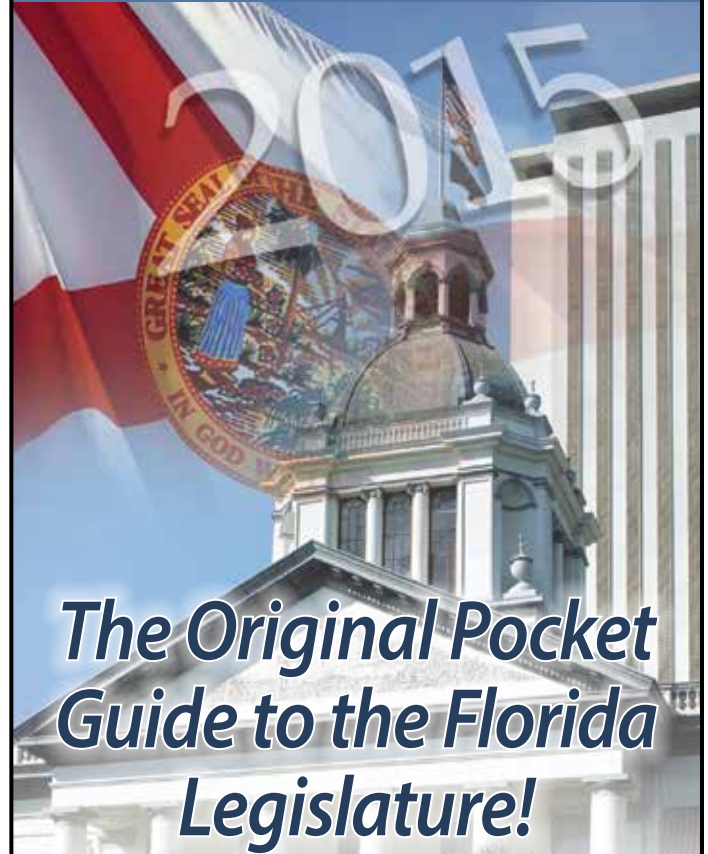
To be the preeminent organization in creating and fostering an economic climate in Florida conducive to the growth, development and welfare of industry and business and the people of Florida.

To advance economic prosperity in Florida through lobbying, political activity, public communications and other means by effecting state public policies established by AIF councils in accordance with AIF procedures.

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2015 Know Your Legislators



The Original Pocket Guide to the Florida Legislature!

sample pages

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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 manufacturing industry, attract new businesses to the state and create jobs for Floridians, AIF SUPPORTS permanently eliminating the sales tax on manufacturing machinery and equipment.**

Infrastructure

AIF recognizes that for the state economy to continue to grow, Florida must have a plan in place to properly fund new infrastructure projects across the state that will immediately facilitate growth and recognize Florida's geographic advantages to capitalize on international travel, freight and logistic needs. To this end, Governor Rick Scott's proposed budget for 2015-2016 would dedicate almost \$9.9 billion towards road and bridge construction while allocating significant resources for strategic investment in Florida's ports and aviation infrastructure projects. **AIF SUPPORTS the dedicated use of funds within the State Transportation Trust Fund (STTF) for Florida's transportation infrastructure needs. Further, AIF SUPPORTS a 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 the over \$200 million estimated for 2015-2016, 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

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 resources, including tag and title fees, to any areas other than the State Transportation Trust Fund or sweeping funds from the State Transportation Trust Fund to areas outside of transportation infrastructure.

Future Funding of Transportation Infrastructure

The Florida Department of Transportation 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. DOT has offered ideas on how to increase funds for transportation and has asked the Legislature to begin finding alternative funding sources for transportation infrastructure. **AIF SUPPORTS starting a dialogue that will aid policymakers in making long-term decisions to enhance the state's future revenue needs for transportation infrastructure investments.**

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 these 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. More recently, Innovation Fund projects vary and the state's ability to respond quickly is a key component for our competitiveness. For this reason, **AIF SUPPORTS reforms that close deals more promptly and make the Innovation Fund approval process mirror that of the Quick Action Closing fund.**

Integrated Resorts

Integrated Resorts would attract visitors interested in experiencing a variety of amenities including: convention and meeting space, high-end retail, fine dining, spas, entertainment venues, gaming facilities, hotel and residential towers, pools and outdoor recreation facilities. While gaming



Commissioner of Agriculture Adam Putnam, addresses members at the AIF Annual Conference.

facilities are a component of these complexes, they would consume a small portion of the resort's overall footprint.

AIF SUPPORTS:

- Strong regulation and the creation of an independent gaming commission.
- Competitive bid for a limited number of Integrated Resort Licenses in counties where Class III slot machines are currently authorized.

These facilities will draw out-of-state and international tourists who will add millions of dollars to our state's economy and bolster existing businesses in the tourism and hospitality industry.

Entertainment Industry Tax Credit Program

AIF SUPPORTS the entertainment industry tax credit program. This economic development program allows Florida to compete with other States and international locations for economic development generated by attracting feature films, high impact television and digital media productions to Florida.

Existing Pari-Mutuel Industry

Before any proposal is approved on integrated resorts, AIF strongly encourages the Legislature to consider their effect on the state's pari-mutuel industry. These long-standing members of the Florida business community provide tens of thousands of jobs around the state. Pari-mutuels should be given the ability to compete in order to provide the best entertainment value possible, including Class III gaming as long as the local county or municipality approves such action.

AIF SUPPORTS any proposal that will allow free market bidding, ensuring premier development companies will build world-class destinations in our state and bring tremendous direct and indirect economic benefits to Florida businesses and the state.

Public Notice

To promote greater transparency in government, protect due process rights and to 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 all sectors. Florida's manufacturing sector is the highest indirect job creator of any employment sector in the state — three indirect jobs for every manufacturing job. In other words, Florida's roughly 325,000 manufacturing jobs create nearly one million additional jobs for Floridians. The state's manufacturing sector is also a significant provider of high-wage and high value-added jobs. Florida's need to grow manufacturing jobs is unquestionable as our state continues to diversify its economy.

Now in its fourth session, AIF's Manufacturing, Aerospace & Defense Council (MAD) has already passed the impressive "Manufacturing Competitiveness Act" that gives manufacturers the ability to effectively respond to national and world market opportunities. The legislation moves Florida into a more competitive recruiting position among states in a meaningful way.

The Council's 2015 legislative priorities include:

- Supporting making the repeal of sales tax on manufacturing equipment permanent
- Supporting the repeal of tax imposed on commercial leases
- Supporting the statutory reenactment of enterprise zones
- Supporting creating capital investment incentives for the sector, including tax credits for research and development
- Supporting continuing the state's efforts to enhance the manufacturing workforce as a career choice for middle and high school students by replicating the NW Florida manufacturing career academy model
- Supporting the renewal of the Qualified Defense & Space Contractor tax refund

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 scope of current jobs-based incentives is too narrow and only considers the direct jobs created by one employer at one facility. It does not consider the capital investment per employee. Making 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 is 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 establish in Florida.

Early Learning

Early Learning is facilitated by a vibrant industry filled with dedicated individuals who recognize its significance in the continuum of education. If Florida can enroll more children into quality educational programs at a younger age, our state will see a measurable benefit. There is a direct correlation between quality early learning programs, third grade reading proficiency, and higher graduation rates — all of which lead to a well-educated workforce. **AIF SUPPORTS a uniform system of regulation for health and safety standards for all early learning providers accepting taxpayer dollars. A uniform system of regulation should also apply to the allocation of additional resources necessary to support providers that are committed to improving education quality.**

Access to Technology and Innovative Learning

To fulfill the promises of virtual and online learning, **AIF SUPPORTS removing all barriers for accessing all forms of innovative technology-driven education.** Online learning is growing at over 30% per year and is projected to account for 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 to have access to the best and most appropriate individual learning environments regardless of where they live
- Removing barriers that inhibit high-performing online schools — both public and private — from expanding
- Flexibility in funding for instructional materials and tighter alignment with virtual and blended learning models
- A Digital Learning Initiative to provide infrastruc-



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

ture, bandwidth and mobile devices to equip all Florida students with access to quality, digital learning opportunities

Science, Technology, Engineering, Mathematics and Medical (STEMM)

Emerging industries are important to Florida's economy. To continue the building, development and relocation of businesses employing such high-technology workers, we must produce the workforce that fills the needs at each level, from undergraduate to graduate degrees. **AIF SUPPORTS the following:**

- Define STEMM degrees to include medical professionals seeking high-technology degrees such as nurse practitioners, physicians assistants, biotechnologists and others, which results in high-wage salaries for thousands of new entrants into the workforce
- Encourage the production of workforce in Science, Technology, Engineering, Mathematics and Medical (STEMM) program degree graduates
- Identify matching grant programs to encourage and incentivize our private institutions of higher education to increase the degree production in STEMM careers — another smart investment by the state

Online Education

Florida has many unique options in constructing a quality and viable distance education plan for the future; public and private universities should partner to maximize resources and increase access to higher education and the production of degrees in targeted industries. **AIF SUPPORTS the following:**

- Open up distance education choices and ensure cost effective programs succeed, not by reinventing the wheel, but by recognizing online systems already in place by SACS-accredited, independent institutions
- Establish a cooperative venture to oversee and promote distance education which offers every interested and committed Florida SACS-accredited higher education institution the option to join in a strategy to reach more Florida students with better learning options and opportunities delivered online
- Create a focus for the cooperative venture on associate and bachelor degree production, to be comprised of two representatives, each, from the Board of Governors, the Florida College System, the Governor's office, and from independent colleges and universities

Accountability

AIF SUPPORTS accountability in higher education and promotes student outcomes. The Legislature should:

- Create a taskforce to identify outcomes which measure the quality and degree offerings of higher education institutions
- Consider student population and demographics when identifying the appropriate measurement of student outcomes and performance

Choices that Work for Individual Students

Students learn differently and instruction must be customized to meet their individual needs. Florida's 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

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

Talent Pipeline and Economic Development

Creating the talent pipeline should continue to be the focus of the 2015 Legislative Session. **AIF SUPPORTS promoting the talent pipeline to ensure the competitiveness of Florida and believes the Legislature should:**

- Create a comprehensive higher education plan for the state of Florida
- Provide institutions with proper incentives that more closely align degree programs and baccalaureate production to the needs of Florida's businesses, entrepreneurs and innovators by closing the talent gap
- Allow private institutions to compete for state funding for dual enrollment, as current law only allows state universities and colleges to be eligible for state reimbursement per Full Time Enrollment (FTE)

Funding

AIF SUPPORTS the smart investment of state resources into the production of baccalaureate degrees to help thousands of Florida residents access quality higher education. Continuing the development of a skilled workforce at the bachelor's degree level is good for business, employers and entrepreneurs. AIF believes the Legislature should:

- Recognize that Independent Colleges and Universities of Florida (ICUF) produce 22%-25% of all baccalaureate degrees annually in Florida
- Equally fund all Florida Resident Access Grant (FRAG) eligible recipients at \$3,000, or above, per student as it demonstrates one of the strongest returns on investment for the state

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 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.

Over the past decade, the United States has undergone an energy renaissance that has propelled the U.S. into the position of world's largest energy producer. The U.S. has surpassed Russia as the largest natural gas producer and is expected to produce more oil than Saudi Arabia by 2020. This stunning reversal in oil and natural gas production is attributable to entrepreneurs, technological advances, and vast private sector investments. The economic benefits expand well beyond the oil and natural gas industry. Secure and inexpensive supplies of domestic natural gas have enhanced factors favoring the location of chemical and manufacturing plants in the U.S. Sustaining the momentum of this energy revolution is critical to continue the boost for 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. Recent access to large supplies of domestic natural gas supplies has mitigated many of the previously perceived vulnerabilities in Florida's electricity generation mix. 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 within a competitive marketplace. Affordability and reliability must continue to guide the evaluation of all potential energy sources. The game changing potential of our domestic energy resources are important to America's workers, to the environment and to our future security.

AIF SUPPORTS efforts by the Legislature to promote energy efficiency and conservation through cost-effective incentives. AIF OPPOSES any legislation that expands incentives for individuals that result in higher energy prices for all other customers.

Onshore Exploration and Production

Onshore exploration and production in Florida is a valuable contributor to Florida's economy and tax base. **AIF SUPPORTS the need to maintain appropriate permitting laws to protect the environment, to enhance efficiency between industry and the state, and to ensure appropriate standards are clearly communicated.** Onshore oil and gas production in Florida can be performed safely while fully protecting water resources and the environment. **AIF**

OPPOSES bills or regulations that prohibit well stimulation techniques, prohibit hydraulic fracturing and that limit technological advances.

Expansion of Secure Energy Imports

AIF SUPPORTS our state developing statements (memorials to Congress and the President) supporting the expansion of hydraulic fracturing and the expansion or construction of oil and gas pipelines to transport supply for Florida and the United States' energy portfolio. 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 oil and natural gas prices. The construction of new oil and gas pipelines and expansion of existing pipelines will allow Florida and the United States an abundantly available source of energy. This provides energy security for the state and contributes to more affordable energy for Florida's citizens and businesses. 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.

Opposition to Proposed Expansion of U.S. EPA Air Regulations

Florida Department of Environmental Protection data indicates Florida's ambient air quality has improved dramatically over the past two decades. Ozone and fine particulate matter, two of the major air quality indexes monitored by the FDEP and U.S. EPA, have been comfortably within limits of the already tight standards. The downward trends of these two indexes are expected to continue as companies adopt new technologies that enhance efficiency while reducing emissions. **AIF OPPOSES proposals by the U.S. EPA for additional reductions in the National Ambient Air Quality Standards ozone levels and further reductions in methane emissions.** These proposals will add unnecessary costs to industry while offering nominal health benefits.

Expansion of Natural Gas Fleet and Transportation Fueling

Hydraulic fracturing has provided new domestic supplies of natural gas and an alternative to diesel and gasoline for fleet transportation fuel. **AIF SUPPORTS the continued funding of the natural gas fuel fleet vehicle rebate program that has been successful in converting fleets to natural gas while ensuring the Transportation Trust Fund remains funded at adequate levels for road con-**



AIF Members, business leaders and legislators enjoy the annual AIF Legislative Reception

struction and maintenance. Emphasis should be placed on continued support for policies leading to the continued success of natural gas as an alternative fuel — an alternative that does not require mandates for success.

Coal Technology

AIF SUPPORTS efforts to bring back 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.

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 27 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

AIF SUPPORTS energy policy allowing for the research, development, and distribution of alternative energy fuels without mandates by government that lead to market distortion, uncertainty, and upward price pressures. Domestically produced alternative fuels are key elements to America’s future energy security; however, state and federal mandates, such as the federal 2007 Energy Independence and Security Act (EISA), have distorted transportation fuel markets and annually introduce fuel uncertainty. AIF supports investment in university research and development into promising technologies. AIF also supports memorials repealing alternative fuel mandates (EISA).

AIF SUPPORTS legislation that will enable interested electric 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 electric utilities and their customers. This would allow both the electric 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.

Environment & Agriculture

Both environmental and agriculture issues have been very important to AIF members as they have a direct correlation to many of Florida's key industries. Environmental laws impact almost every Florida business directly or indirectly. Agriculture is one of Florida's main industries, which is why AIF formed its Environmental Sustainability & Agriculture Council. We must be good stewards of our land and water resources, and AIF and its members will lead the way in protecting those resources.

Comprehensive Statewide Water Package

AIF SUPPORTS legislative efforts to address Florida's major water challenges by developing legislation that addresses a series of critical issues outlined below.

Water Supply & Water Resource Development

AIF SUPPORTS the expansion of responsibilities of the Florida Department of Environmental Preservation and the Water Management Districts to expand water supply for all holders of consumptive use permits. AIF also supports legislation that requires Water Management Districts to fund water resource development projects.

Agriculture Water Funding

AIF SUPPORTS Agriculture Commissioner Adam Putnam's request for additional funds for the Office of Agricultural Water Policy:

- \$15 million in General Revenue funding to address nutrient reduction and water retention projects in the Lake Okeechobee Watershed
- \$5 million in trust funding to address agricultural best management practices within the Northern Everglades
- \$5.2 million in General Revenue funding to address agricultural best management practices within Florida's spring sheds
- \$1.5 million in General Revenue funding for agricultural water supply planning and conservation programs

AIF SUPPORTS \$25 million in Florida Forever funding for the Rural and Family Lands Protection Program.

Agricultural Sales Tax Exemption

AIF SUPPORTS the Agriculture Sales Tax Exemption Bill. Florida's farmers are at a competitive disadvantage to farmers in neighboring states who do not pay sales tax on equipment used for the harvesting and production of crops. We support legislation that would provide a sales tax exemption on power farm equipment, replacement and repair parts related to the production of agricultural crops.

Springs Recovery Legislation

AIF SUPPORTS funding science-based programs and projects to improve the water quality and water quantity of Florida's major first-magnitude springs. Florida has an outstanding water quality tool box with the Total Maximum Daily Load Program and the requirements for Minimum Flows and Levels. We support legislation that will use these science-based techniques on a water body specific basis, rather than a one-size-fits-all approach. We support reasonable deadlines to implement these programs by state and water management districts. We support Governor Scott's proposed \$50 million funding for the Springs Recovery efforts. We endorse efforts by farmers to use "Best Management Practices" developed by the Department of Agriculture and Consumer Services as a means of reducing the impact of their operations on the environment.

Water Storage

AIF SUPPORTS legislation which allows land owners to continue to have their property classified as "agricultural" if they are participating in a water retention program sponsored by a water management district. AIF, through its Florida H2O Coalition, has supported legislative efforts to increase Florida's water supply. AIF also endorses efforts to allow the owners of a surface water storage project which provides water resource benefits to be eligible for a consumptive use permit for 50 years. Water retention and storage are vital to expanding Florida's water supply.

Alternate Water Supply Funding

AIF SUPPORTS state funding for alternative water supply projects. When planning for Florida's future, the state must have an adequate supply of water. Unless we begin to fund and build new water infrastructure that provides a sufficient amount of water to all users, we will not be in a position to meet future demand. It is worth remembering that it takes seven years to plan, design, build and permit a major new water facility. Experts have consistently told us that alternative water supply projects are the state's best bet to achieve water security. This means reclaimed water projects, desalination plants, aquifer storage and recovery, reservoirs, water conservation, and similar tools. Those states with adequate water supply will have a head start on economic development and jobs in the future.

Citrus Research

AIF SUPPORTS \$8 million in state funding for research into the causes and cure of citrus greening disease. The citrus business is a significant player in the state's agricultural industry. This is a critical time to develop research to defeat citrus greening disease.

Fertilizer Ordinances

AIF SUPPORTS legislation addressing the patchwork of inconsistent, unscientific and arbitrary county and municipal ordinances related to fertilization of urban turf, lawns and landscapes. AIF will lead the way in efforts to ensure sound science is the foundation of fertilizer use policies which protect our environment and provide predictable guidelines for residential users and businesses to operate without having to navigate through arbitrary and emotionally driven local government ordinances.

Recycling

AIF OPPOSES any “bottle bill” legislation to help pay for recycling efforts. This tax is unnecessary as a majority of Florida’s cities and counties have an excellent curbside recycling program. Forcing Florida’s families to pay even more at a store with no real improvement in our environment does not make economic or environmental sense, especially in these challenging times.

Why Florida Needs a New Water Policy

by Brewster Bevis, Senior Vice President, State & Federal Affairs

Florida receives an average of 60 inches of rainfall per year, making it the fifth wettest state in the nation. Despite our abundant rainfall and vast network of natural springs, finding new sources for fresh water in Florida has become a challenge. Years of below average rainfall in certain large parts of Florida combined with reduced infrastructure spending during the recession have exacerbated a growing shortfall in water supply across the state. And with Florida recently passing New York State as the third largest state in the nation, more growth means Florida must manage its natural resources more diligently than ever before.

These challenges have heightened the need for a long-term, well-funded, and comprehensive water program to more adequately address Florida’s water needs. Thanks to current leaders in Tallahassee, who understand the urgency of crafting a comprehensive water policy that supports the sustainable and responsible use of water, the 2015 Legislative Session presents a historic opportunity to fully address the needs of water users around the state.

Launched in 2014, AIF’s H2O Coalition is playing a central role in the development of a comprehensive water policy for Florida. The coalition represents the diverse interests of water users who want to see commonsense, science-based reforms enacted this year. And this session, the Coalition is not only advocating for policy changes, but also engaging stakeholders through an aggressive digital and public information campaign. The Coalition recently launched floridah2ocoalition.org — an online platform for AIF’s efforts on water policy reform.

What’s At Stake

According to estimates, Florida will need an additional 1.3 billion gallons of water per day by 2030 to accommodate a population of 23.6 million people. Additionally, the three largest water management districts predict a shortfall of 250 million gallons per day in groundwater by 2035 in the area just south of Orlando, and a need for 34 percent more water in 2035 is predicted in Northeast Florida. Similarly, South Florida faces an anticipated increase of 25 percent in overall demand by 2030.

In the absence of a comprehensive water policy reform, we could see a repeat of the “water wars” that started in the Tampa area during the 1970s, which pitted rural and urban communities against each other in court. In this scenario, while one side may win in court, everyone loses in the long run.

Innovation

The H2O Coalition is advocating for support for projects that increase the use of reclaimed water, brackish groundwater, captured stormwater, surface water and water-conservation programs. There are also a host of innovative ideas for expanding our water supply, including storing water on leased farmland, which has been used by the South Florida Water Management District, and pursuing public-private partnerships for treatment and aquifer recharge.

Regional Interests

The H2O Coalition supports a water policy that considers the specific regional needs of the state. Springs in North Florida are threatened by water-quality problems that have taken decades to create. In South Florida, Lake Okeechobee and its watershed need further attention to ensure it remains a sustainable water source for the region.

Sound Science

Efforts to address water-supply planning and water-quality problems should also be focused on the best science. For too long, litigation at every level of the court system has created a messy web of rules and mandates that can create tremendous uncertainty for business owners. By adopting policies based on sound science, we can add clarity to the law and ensure our state is putting our economic and environmental interests — and not the narrow interests of the environmental-lawyer lobby — above all else.

H2O Coalition’s Guiding Principles for Comprehensive Water Policy Reform

- Support solutions based on the best science for that particular problem or site.
- Support an annual dedicated source of funding for water quantity and water quality projects.
- Support Alternative Water Supply projects that enlarge Florida’s “water pie.”
- Support regional projects that use a menu of water quantity and quality options.
- Support funding and projects that provide adequate water supply for public supply, agriculture and the environment.

Health Care

A healthy and productive workforce is vital to Florida employers and the state's economy as a whole. To ensure a thriving Florida workforce, AIF will focus its efforts on proposals that seek to increase the accessibility and affordability of quality health care for Florida residents. Further, AIF will continue to encourage the Legislature to leverage available federal funding for delivering health care to more Floridians in a manner that best safeguards Florida's citizens and protects the State's financial health. The following topics represent the kinds of inventive solutions AIF will advocate during the Legislative Session.

Transparency

As major economic challenges and national debate surrounds the affordability of health care, the time has come to protect consumers from exorbitant charges billed by out-of-network physicians in health care facilities. Out-of-network providers are physicians who do not have a contract with the patient's health plan. Many times, these physicians charge the patient above what is covered by their plan even though the patient had no way of knowing that the provider was not in their network. Consumers need more information about the providers involved in their treatment so that they can make better decisions about the care they receive. As such, **AIF SUPPORTS legislation that requires a patient to be presented with documentation regarding any charges for out-of-network services.**

Further, a healthy and productive workforce is of the utmost importance to maintaining the health of Florida's business community. As health care premiums have increased, employers are taking an active role in shaping their company's health plans, as well as implementing programs to help their employees increase healthy behaviors. **AIF SUPPORTS initiatives that encourage the use and distribution of health care cost and quality information that assists employers and employees to make better health care decisions.**

Health Care Workforce

Florida is now the third most populous state in the nation; our residents reflect diversity in age, income, talent and, most importantly, needs. As the Legislature continues to debate alternatives in healthcare, technology will serve as the main engine which fuels the advances Florida needs. AIF believes the Legislature should:

- Identify private higher education partners to advance services through telemedicine services, and partner with those institutions to invest in simulation, laboratory equipment and curriculum development to meet the needs Florida faces

- Encourage institutions of higher education to include technological advances in degree curriculum
- Recognize that private institutions of higher education contribute in a significant manner to those health care professionals who serve our residents

Telemedicine

Every day Floridians are discovering how technology makes their lives simpler by giving them access to information, goods and services at their fingertips. Florida's companies are finding new ways to virtually join consumers and products, which lowers costs and eases the burdens of accessibility. In health care delivery, however, these advances are not currently being used to their fullest potential. Current rules and regulations have not kept up with available technology and terminology and now hamper the operation of the free market. **AIF SUPPORTS legislation that permits an unfettered role for telemedicine services that will allow our citizens access to better quality care at lower costs.**



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

Legal & Judicial

Florida's low taxes, beautiful weather, and growing population make it a top place for businesses to grow and thrive. Unfortunately, those conditions must be footnoted by Florida's litigious culture. Although steps have been made to improve this, there are still several very significant looming tort threats that strangle Florida's ability to surpass states like Texas in job growth and development.

AIF will fight for any legal reform that decreases the cost of litigation and removes unfair and unpredictable barriers to growth. AIF will also continue to lead the charge on legal reform by engaging in the following specific issues.

Accuracy in Damages

AIF SUPPORTS legislation to address accuracy in medical damages. In personal injury cases, the most significant factors in the amount awarded to a plaintiff for economic damages are often medical expenses. Under current law, a plaintiff can artificially inflate medical expenses because only the amount billed is admissible as evidence at trial. The amount that is billed is not necessarily the amount that has been accepted as payment in-full for the medical services rendered. There is also no provision in current law to ensure that medical treatments are indeed "medically necessary." Florida law should require that if medical expenses have already been paid, only evidence of the amount actually paid for medically necessary treatments should be admissible at trial. In addition, Florida law should recognize common sense evidentiary principles, such as allowing a trier of fact to hear factors such as reasonableness, necessity, and customary charges for future treatment.

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 policyholder and bar a bad faith cause of action.

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.

Without a process in place to fairly and clearly settle

claims, competition for businesses in the purchase of insurance will never truly be optimal.

Court Reforms and Judicial Activism

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 Horowitch, 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."

Attorney Fees

Litigation that could threaten the workers' compensation premium reductions that businesses have enjoyed since 2003 is underway. AIF, through its Workers' Compensation Coalition, has been involved in supporting the business community throughout the pendency of this litigation and stands ready to address any adverse decision legislatively.

This is an example of a much larger issue — the steady and coordinated attempt of the plaintiffs' bar to maximize their fees at any cost to the people and businesses who fuel Florida's economic engine. These plaintiffs' attorneys thrive on an unlevel playing field, and **AIF SUPPORTS all efforts to inject common sense into Florida's litigation system through attorney fee reform.**

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 policymakers.

Insurance

While the insurance marketplace has improved over the last few years, cost drivers and regulatory impediments persist. Moreover, election cycles often bring interesting — and sometimes counterproductive — insurance issues to the fore; and 2015 should be no different. AIF will continue to push a responsible insurance agenda and support initiatives that continue to address cost drivers, increase regulatory efficiency, and foster stability for the benefit of the insurance-buying public.

Workers' Compensation

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. However, there are several cases working through the judicial system that threaten disruption to the system if their outcomes alter the current balance between benefits, costs and attorney fees. While one of the cases has been ruled on favorably, we stand ready to address subsequent rulings in equally important cases that may need legislative remedies. Additionally, AIF will evaluate all legislative proposals offered in the coming session and support those items which demonstrate significant rate reductions while being vigilant to avoid unintended consequences that could jeopardize rate affordability, coverage availability and market stability.

Automobile Insurance

As the 2012 personal injury protection (PIP) legislative reforms continue to be litigated by chiropractors and the trial bar, significant savings for consumers is stymied. AIF will stand firmly behind leaders like Gov. Rick Scott, CFO Jeff Atwater, and legislators who implemented this reform and will do what is necessary to support or strengthen our automobile insurance market.

One issue that currently presents a potential disruption in that marketplace is the interplay of private passenger automobile insurance laws and ridesharing. **AIF SUPPORTS injecting legislative certainty into this nexus, by clarifying that admitted carriers can offer insurance for commercial ridesharing as an endorsement or separate policy.** Assisting innovative inventions such as ridesharing and preventing insurance market disruptions are not mutually exclusive — **AIF SUPPORTS reconciling these for the benefit of drivers, ridesharing providers, and passengers, for the stability of our automobile insurance market.**

Property Insurance

It is important for any legislation addressing the state's residual market entities — Citizens Property Insurance and the Florida Hurricane Catastrophe Fund — to focus



House Speaker Steve Crisafulli (R-Merritt Island) addresses AIF members.

on reducing exposure and minimizing assessments. **AIF OPPOSES any attempts to expand Citizens eligibility or drop the CAT Fund's retention level and will SUPPORT initiatives that reduce Citizens' policy count and shrink the CAT Fund.**

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. Success has been realized in the diminishment of Citizens policy count, which now stands at less than 700,000 policies. AIF will continue to support takeout programs, the Clearinghouse, and reforms geared to stamp out cost drivers in a continued effort to have a sound, reliable, and financially resilient residual market.

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 that would likely be insufficient to cover its liabilities in the event of a hurricane. Multiple storms in a single year or in back-to-back years before the Cat Fund could rebuild its reserves would be a man-made catastrophe. To pay claims, the Fund relies mostly on the levy of taxes on most insurance policies to pay back amounts borrowed by selling bonds. The CAT Fund's leadership has affirmed that the CAT Fund is getting healthier; however, that is conditioned upon the premise that the bond markets will continue to have significant capacity. We need more stability than that and, as such, 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. AIF would oppose any effort to expand Cat Fund exposure by reducing its retention (deductible).

Stranger Originated Life Insurance Arrangements

AIF OPPOSES stranger originated life insurance (STOLI)

arrangements. AIF expects that certain life insurance speculators will again try to undo established case law requiring an insurable interest in a life insurance policy. Instead, these speculators will attempt to ease restrictions on the ability for “strangers” to originate a life insurance policy on another person as an investment tool. These STOLI arrangements will continue to be disavowed by the insurance community as a predatory practice that undermines the integrity of the insurer-insured relationship.

Commercial Insurance

As a result of legislative efforts in 2011 and 2012, which reformed the regulation of commercial insurance rate-making with an eye towards a more free market approach, the commercial insurance market is strong. Unlike the residential property insurance market, the commercial market has extremely solvent, name-brand carriers participating in the writing of commercial property, casualty, liability, workers’ compensation, and other lines. There is an opportunity to build on this success by clarifying the annual rate filing process and reducing the need for unnecessary certifications by commercial insurers. **AIF SUPPORTS free market principles that, as we have seen in the commercial insurance market, make Florida a better place to do business.**

Health Insurance

Florida is at a crossroads as a result of the implementation of the Affordable Care Act. AIF is seeking to address Florida’s “coverage gap” through its participation in A Healthy Florida Works, which is intended to provide a framework by which the tax on Florida’s employers can be reduced by leveraging Florida’s share of federal funding. It is imperative that employers not be unduly penalized when options exist for closing the coverage gap; AIF believes these must be explored.

In addition to this effort, **AIF also SUPPORTS other efforts to address the likely elimination of LIP Funding, prevent carve-outs from taking managed care in the wrong direction, and preserve the ability for health insurers to perform necessary checks and balances to ensure that patient care and cost savings are maximized.** AIF also **SUPPORTS critical oversight of provider mergers and consolidations that can sometimes artificially inflate the cost of care by eliminating competitive provider options.** Lastly, AIF believes that the private market’s innovation in the telemedicine arena should be allowed to continue to develop and mature through collaboration between providers, insurers, and patients without political interference.

What’s in a Name? Everything.



Character | Respect | Influence

The AIF lobbying team, **well recognized** as the most powerful and **influential voice** advocating for the state’s business community. Ethical, experienced and **well connected** — Florida’s decision makers know they can trust our word, our actions, our people.

Lead by former Speaker of the Florida House and Congressman Tom Feeney, along with the most talented lobby team in Florida, AIF can help your company achieve the level of success in the State Capitol that you have been looking for.

Tools of AIF:

- State & Federal Legislative Advocacy
- Pre-Legislative Session Issue Briefing
- Issue Advocacy Campaigns; State wide & Local
- Industry Centric Council Advocacy
- Issue & Campaign Related Polling; Statewide & Local
- Political Candidate Interviews
- Issue Oriented Focus Groups
- Business Centric Publications
- Issue Based Statewide Conferences

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Taxation

Communications Service Tax – Land Line, Wireless, Cable TV and Satellite TV Services

AIF SUPPORTS the Governor's proposal to reduce the state portion of the communications service tax by 3.6% which applies to business and wireless phone service and cable and satellite television services. The tax rate on communications services is higher than on general sales and makes the communications services expense a significant deterrent for businesses to locate here. The reduction of the state portion is good for Florida businesses and makes Florida more attractive to companies looking to relocate.

Sales Tax on Electricity

AIF SUPPORTS reducing the state sales tax on commercial electricity consumption. The use of energy is a major expense for Florida businesses and reducing this expense is a good way to make Florida more attractive for businesses to locate here in the state.

Corporate Income Tax

AIF SUPPORTS Governor Scott's proposed increase of the exempt income amount from the current \$50,000 to \$75,000. This is a great incentive for small businesses to expand in Florida and for companies looking to relocate here. 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 the 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.

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 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.

Commercial Lease Tax

AIF SUPPORTS an incremental reduction of tax imposed on rental or license fees charged for use of commercial real property. Florida is the only state that charges tax on the lease of commercial property; and while this is a major part of the state's tax revenues, it needs to be gradually reduced to make Florida more attractive to business.

Sales Tax Holidays for School and Hurricane Supplies

AIF SUPPORTS Sales Tax Holidays for school and hurricane supplies. This tax holiday is a win-win for customers and the state as sales tend to increase more than they would without the tax holiday.

Sales Tax Exemption on Manufacturing Machinery and Equipment

AIF SUPPORTS the removal of the three year sunset on 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, but the exemption sunsets after three years. We would like it to become permanent.

Research and Development Tax Credit on Corporate Income Tax

AIF SUPPORTS the elimination of the \$9 million annual cap on research and development credits applied against state income tax. This credit would encourage an increase in research and development work in Florida as well as incentivize research and development enterprises to move to the state.

IT Governance

A IIF SUPPORTS a strong IT agency to provide leadership in the State's overall IT direction. We commend the Legislature for approving the creation of the Agency for State Technology (AST) during the 2014 Session and believe that it could mark the turning point for the IT direction of the State of Florida. We believe that the creation of the AST is a beginning — not the end. As such, AIF will continue its active role in pursuing legislative and policy changes needed to ensure better outcomes for IT in the State of Florida and a more efficient and effective state government.

Specifically, AIF will focus and advocate for the following issues as top priorities:

State Contracting Process

AIF SUPPORTS reform of the state contracting process for IT-related contracts. The absence of IT leadership in previous and current contracts has resulted in long-term, closed contracts that have restricted competition and impeded the availability of the latest technologies and solutions to Florida's agencies.

Investment in IT

AIF SUPPORTS the overall modernization of Florida's IT infrastructure and business processes and the need for appropriate funding levels. We believe that IT is the mission-critical underpinning of modern business processes needed to effectively serve Florida's citizens in the coming years and decades. It is something to be invested in — not something to be always viewed upon as an opportunity for cost-cutting.

AIF SUPPORTS the State of Florida in pursuing new, modern solutions that provide positive returns on investment (ROI) — but, there must be an "I." AIF also believes that the real return from most IT-based projects comes from improved business processes that occur over the span of years. Focusing on the short-term returns measured primarily by the direct costs of the project itself often results in underfunded projects that ultimately fail or have marginal success.

AIF will work with our legislative and executive branch government leaders to promote an investment view of information technology.



Data Center Modernization

AIF SUPPORTS and applauds the recent consolidation of our two primary data centers into a single data center organization. Now, priority should be given to modernizing aging technology and improving security and business continuity capability. AIF SUPPORTS the modernization of the state data center.

Note: The following issue was not part of the original packet of Session Priorities that was voted on by the Board and therefore needs Board approval.

Enterprise Approaches to Common Systems and Data

AIF SUPPORTS the need to implement enterprise solutions for systems and processes that are common to agencies. AIF believes that it is costly, inefficient and impractical to have redundant systems and support organizations in all of our agencies that do the same functions. This problem exists primarily due to our decentralized state government and the lack of authority and funding for a single agency (such as the AST) to implement such solutions.

AIF will advocate for Legislation that will identify and prioritize enterprise systems and for the funding and authority of the AST to implement and operate them. The agencies should be able to focus on systems that are core to their missions.

Similarly, AIF SUPPORTS the need to share data across agencies. This is a well-documented need that is often expressed by various legislators. This is especially needed by agencies that provide similar functions and have common constituents.

Transportation

AIF SUPPORTS statewide digital transportation service policies to create price competition, promote consumer choice, enhance customer experience, create jobs and remove anti-competitive local regulations.

Transportation Trust Fund and Dedicated Funding

In 2009, under Governor Charlie Crist, the state's fees on driver's license, tag and title registrations were increased for all classes of vehicles. At the time AIF advocated for those additional state revenues to be dedicated solely for transportation and infrastructure projects across the state. However, ultimately those funds were directed to the state's general revenue to assist in balancing the state budget instead of benefiting transportation projects in Florida.

As a state, for every \$1 invested in the Department of Transportation Work Plan, nearly \$6 is returned to the state's economy. In addition, 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 driver's license, tag and title registration fees to any areas other than the State Transportation Trust Fund or sweeping funds from the State Transportation Trust Fund to areas outside of transportation infrastructure.

On our web sites you'll find the information you need — when you need it.

aif.com
aifpc.com

Building a Strong Foundation for the Future of Florida Business

The Foundation of Associated Industries of Florida was formed to address the educational and development needs of Florida's business community. FAIF is governed by an independent board of directors and 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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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.

AIF Builders and Developers Council (BDC)

This council will align the shared interests of Florida's top residential and commercial building and development companies and establish a major governmental affairs presence to achieve its goals. Will work to enhance Florida's economy to insure that proposed state laws and rules don't impede or negate our current growth opportunities.

Environmental Sustainability & Agriculture Council (ESAC)

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.

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.

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.

Florida Transportation & Maritime Council (FTMC)

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.

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 & 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.

Want to Participate? Membership is required to participate on AIF's Councils and to receive our member communications.

Not a Member? To learn more about AIF membership services and/or apply for membership, please contact:

Brewster Bevis, Senior Vice President – State and Federal Affairs at **850.224.7173** or **bbevis@aif.com**

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