



# Florida Chamber of Commerce Broward Workshop



Later today, this presentation can be downloaded at:

**[www.FloridaChamber.com/BrowardWorkshop](http://www.FloridaChamber.com/BrowardWorkshop)**

# Unifying Florida's Business Community

**FLORIDA  
CHAMBER**  
*Foundation*

Solutions  
(Research)



**FLORIDA  
CHAMBER**  
*of Commerce*

Actions  
(Lobbying &  
Grassroots)



**FLORIDA  
CHAMBER**  
*Political Action*

Leadership  
(Elections)



# The Framework For Florida's Future

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# First \$1,000,000 Contribution

H. WAYNE HUIZENGA

4-7-10

Mark

Great job today at the  
Broward workshop meeting.  
You and the chamber have done  
a great job and are pointed in  
the right direction. Congrats.  
(Check enclosed.) Wayne



THE FACE OF THIS DOCUMENT HAS A COLORED BACKGROUND ON WHITE PAPER

Bank of America

5577

63-4/630

**HUIZENGA FAMILY FOUNDATION INC**  
450 E. Las Olas Blvd., Suite 1500  
Ft. Lauderdale, FL 33301

DATE	AMOUNT
04/07/2010	\$1,000,000.00

PAY One Million Dollars And 00 Cents  
TO THE ORDER OF:

FLORIDA CHAMBER OF COMMERCE ED FOUNDATION INC  
136 SOUTH BRONOUGH STREET  
TALLAHASSEE, FL 32302

SECURITY FEATURES INCLUDED. DETAILS ON BACK.

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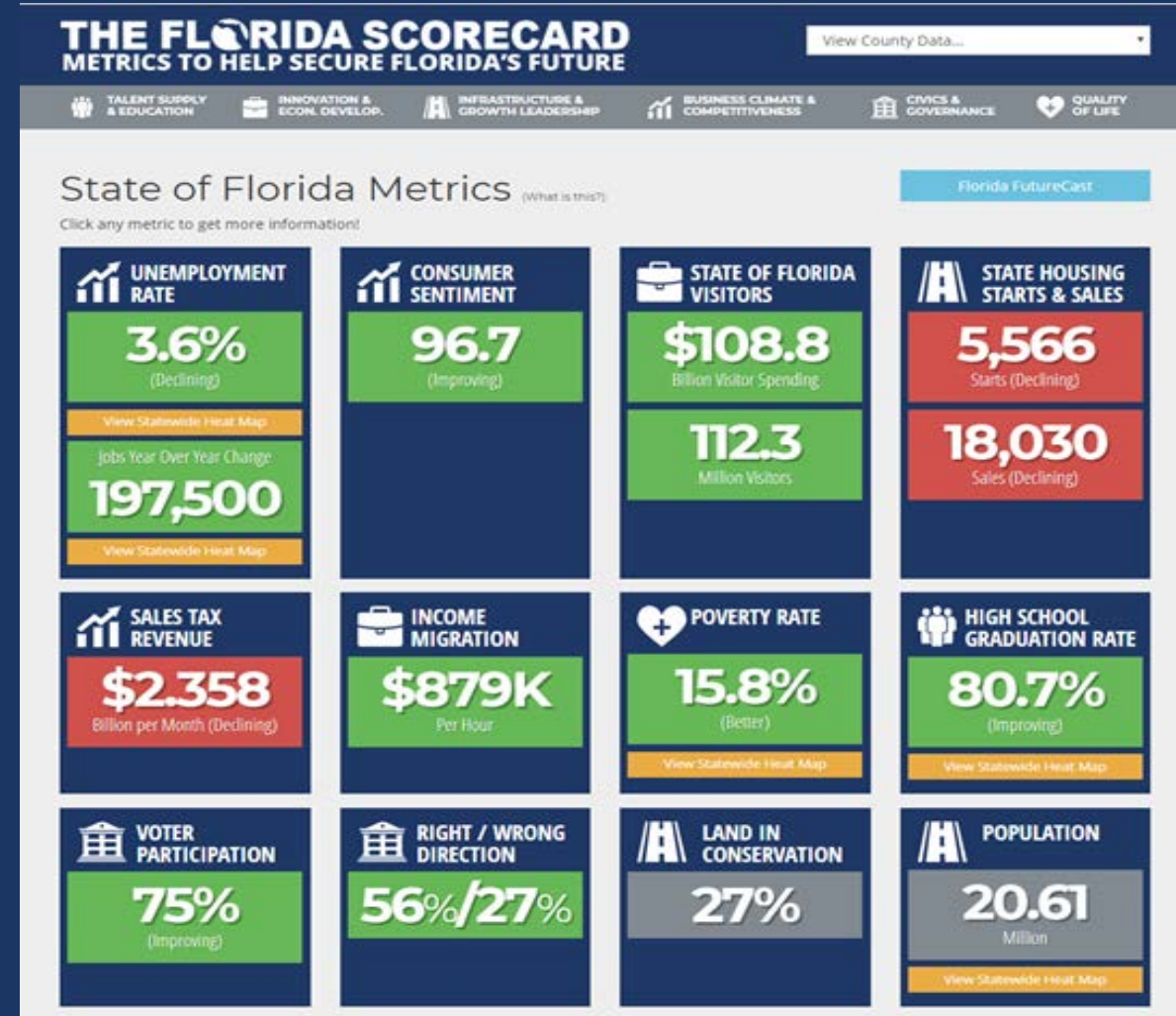
“Florida is changing. Our economics, our demographics and our politics are all changing and these changes are both opportunities and challenges.” – Mark Wilson



UNEMPLOYMENT RATE	CHANGING WORKERS	STATE OF FLORIDA GDP PER PERSON	STATE OF FLORIDA STATE GOVT. REVENUE
4.7%	88.2	\$89.1	6,255
259,800		106.0	24,083
NET TAX REVENUE	NET GOVT. EXPENDITURE	PERCENTAGE OF GDP	PERCENTAGE OF GDP
2,178	\$805K	16.6%	77.8%
GOVT. DEBT	GOVT. DEBT PER PERSON	LAND IN CONSERVATION	POPULATION

# In Terms of Economics, Florida is Changing

- Florida's Economy \$964.9 Billion GDP (16<sup>th</sup> / \$1T by 2019)
- 20.61 Million Residents (3<sup>rd</sup> / +5.4M by 2030 / +1000/day)
- Florida creates around 1 out of every 10 jobs in the U.S.
- 112.3 Million Visitors in 2016
- 3.6% Unemployment Rate



# Broward Regional Scorecard

	NET NEW JOBS NEEDED BY 2020	NET NEW JOBS NEEDED BY 2030	JOB CREATION JUNE 2016 – JUNE 2017 (GROWTH RATE)	CURRENT ESTIMATED POPULATION	2030 ESTIMATED POPULATION	POVERTY RATE UNDER 18 KIDS/RATE
Broward	21,780	70,283	40,075 (4.2%)	1,919,632	2,117,200 to 2,295,600	81,928/20.3%
Florida	800,000	2 million	226,200 (2.7%)	20.61 million	26 million	944,415/23.4%



# Income Migration

Total Wealth Migration from 1992 - 2015

 INCOME  
MIGRATION

**\$879K**  
Per Hour

## Florida

### Gained Wealth From:

\$25.12 billion	New York
\$15.90 billion	New Jersey
\$11.55 billion	Illinois
\$9.31 billion	Pennsylvania
\$8.83 billion	Ohio

### Lost Wealth To:

\$1.56 billion	Texas
\$1.25 billion	North Carolina
\$802.57 million	Tennessee
\$448.63 million	South Carolina
\$437.33 million	Arizona

## Broward County

 WEALTH  
MIGRATION

**\$191.11**  
Million per Year

### Gained Wealth From:

\$5.89 billion	Miami-Dade County, FL
\$478.33 million	Queens County, NY
\$378.36 million	Nassau County, NY
\$339.73 million	Cook County, IL
\$336.87 million	Kings County, NY

### Lost Wealth To:

\$3.41 billion	Palm Beach County, FL
\$460.25 million	St. Lucie County, FL
\$299.82 million	Martin County, FL
\$269.07 million	Lee County, FL
\$260.00 million	Brevard County, FL

# \$80 Billion Reasons To Start Dialing Tomorrow

## THE WALL STREET JOURNAL.

### Tax Overhaul Just Another Reason to Move to Florida, Chamber Says

December 1, 2017 – Theo Francis

Forget the weather—the Florida Chamber of Commerce is touting the federal tax overhaul as a come-on to businesses that might relocate to the Sunshine State.

In an email blasted out to its chapters "from Pensacola to Key West" this week, the Florida Chamber brags that people moving to Florida from seven states in the Northeast and Midwest brought with them some \$80 billion in income. The states include New York (\$25.1 billion), New Jersey (\$15.9 billion), Illinois (\$11.6 billion) and Ohio (\$8.8 billion).

Or, as the email put it: "\$80 Billion Reasons To Start Dialing Tomorrow."

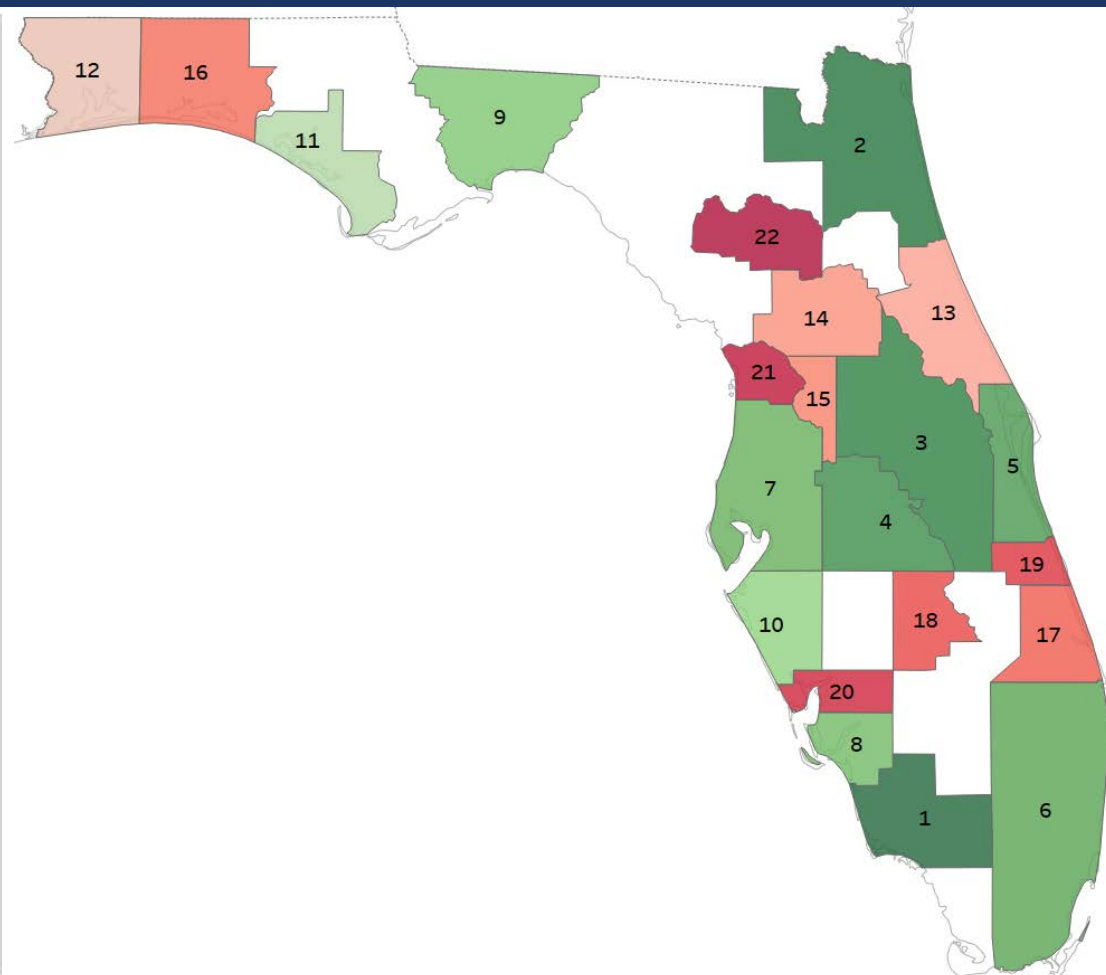
"As the tax package nears passage, the Florida Chamber encourages you to consider calling companies looking to expand and grow," the email says. "When you call them, please invite them to look at the additional advantages Florida will have after the tax package passes."

- 2007-2010: Only 9 Florida Counties Gained Jobs
- 2007-2010: Florida Lost 596,114 Jobs
- 2011-2016: 48 Florida Counties Gained Jobs
- 2011-2016: Florida Gained 1.3 million

Counties	Job Creation 2007-2010	Job Creation 2011-2016
Broward	-123,009 (-12.8%)	89,112 (15.2%)
Miami-Dade	-98,910 (-8.3%)	131,975 (11.6%)
Palm Beach	-23,331 (-3.9%)	89,112 (15.2%)



# Economics: Income Diversification



“Florida is changing. Our economics, our **DEMOGRAPHICS** and our politics are all changing and these changes are both opportunities and challenges.” – Mark Wilson



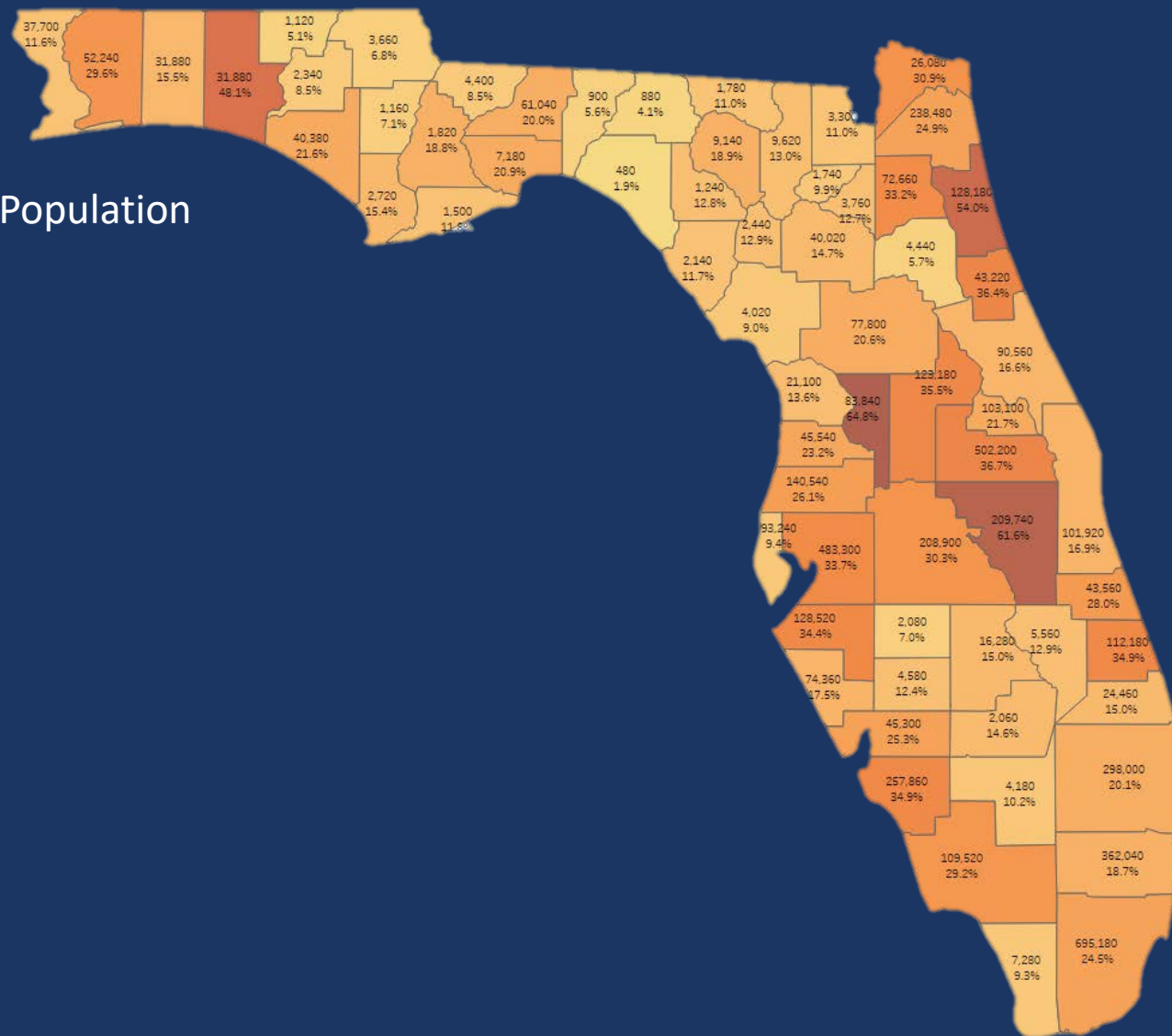
# Florida's next 5.4 million People

Top Number: Population Increase

Bottom Number: Percentage Increase

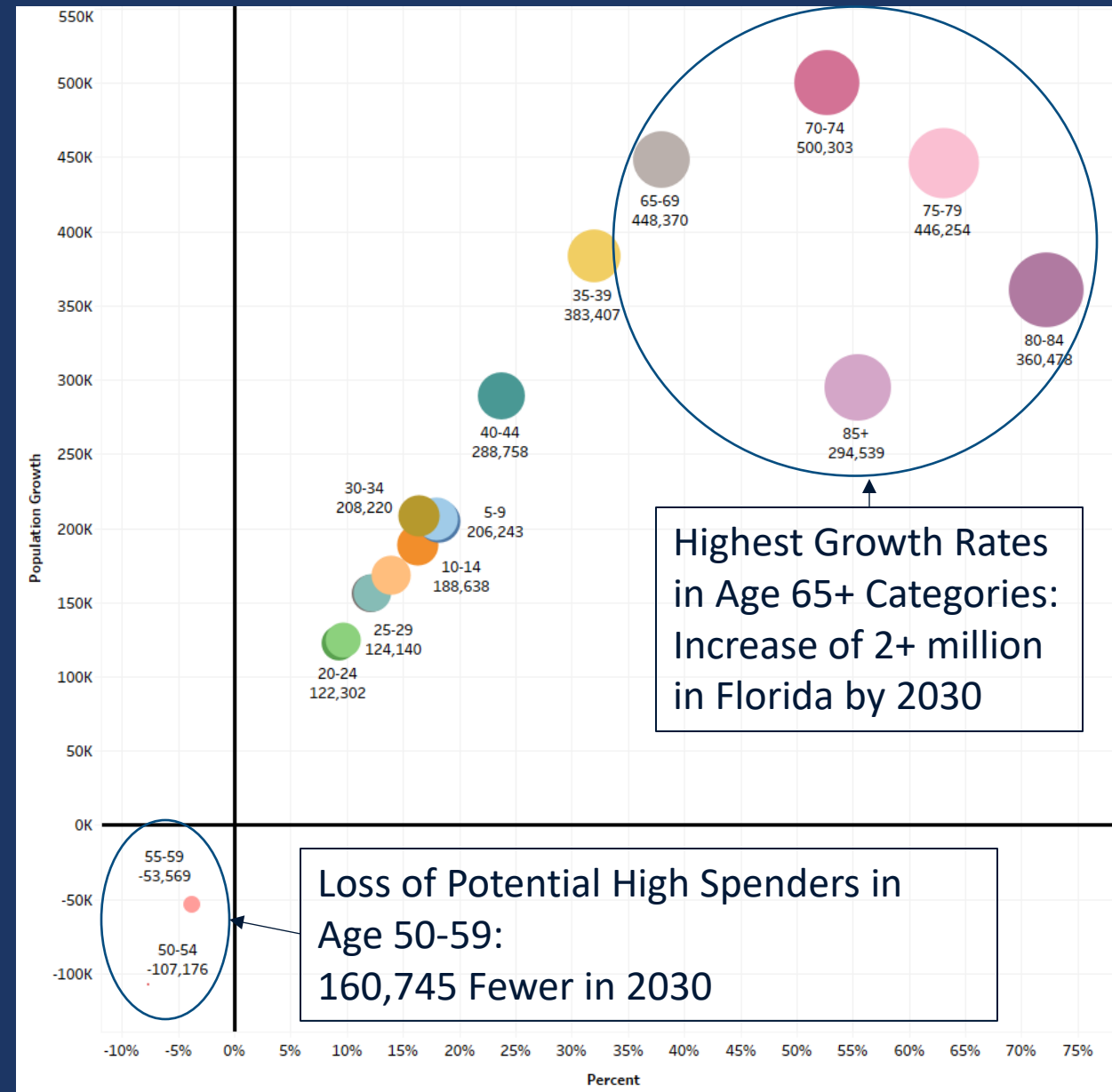
Top 8 Counties Expected to account for 56.9% of Population Increase:

1. Miami-Dade
2. Orange
3. Hillsborough
- 4. Broward – 362,040**
5. Palm Beach
6. Lee
7. Duval
8. Osceola





# Population Changes by Age Group 2016-30



“Florida is changing. Our economics, our demographics and our POLITICS are all changing and these changes are both opportunities and challenges.” – Mark Wilson





# Does Florida's Legislature Exist To Enrich Plaintiff Attorneys Or To Serve The Sunshine State's Voters?

## THE WALL STREET JOURNAL.

### Category 5

A Florida Republican keeps a trial bar payday going for another year.

April 1, 2017 - Wall Street Journal Editorial Board

Florida homeowners might want to remember the name Anitere Flores when they or next insurance bill. The South Florida Republican this week blocked an effort to stop an attorney scheme that's endangering the state's taxpayer-backed catastrophic insur sending premiums skyrocketing.

Citizens Property Insurance Corp., the state-backed insurer, spent years building surplus after the active 2004-05 hurricane season. Now the momentum is blocked. On Wednesday the insurer announced its first net loss since 2005: \$27.1 million. Citizens expects to lose money next year too, and projects a 2018.

Citizens attributes the red ink to "assignment of benefit" abuse, which was a month ("Florida's Trial Bar Hurricane," March 15). AOB, as it's known, allows lawyers and contractors convince homeowners to sign over their rights to kinds of home damage. Insurers typically settle these claims to avoid court battles, and thanks to Florida law they're on the hook for attorney fees.

Local plaintiffs firms like Cohen Grossman and the politically connected Gonzalez & Hevia have latched onto this money train, particularly in high risk of hurricanes. Citizens estimates that 96% of its total claims are in Miami-Dade, Broward and Palm Beach counties, where the insurer has policies.

Republican state Senators Dorothy Hukill and Kathleen Passidomo that would stop AOB abuse by ending attorney fee paydays. Last week Sen. Flores, the Republican chair of the Senate Insurance Committee, refused to allow the Hukill-Passidomo reform onto the agenda for this legislative session.

That's a remarkable political choice given that Sen. Flores is paying increasingly high premiums thanks to AOB. She's stopped writing new policies in the tri-county area, and she's in business on Citizens, the insurer of last resort. Citizens is expected to keep up with the growing risk, which means more potential for a big loss.

Sen. Flores declined comment to us, and no wonder. She placed two bills on the agenda sponsored by Democrat Gary Farmer, who used to run Florida's trial bar. Farmer's bills would keep the attorney fee game going, among other bad ideas. Flores better hope a Category 5 hurricane doesn't hit the state this year and hobble Citizens even more than their politicians have.

## THE WALL STREET JOURNAL.

### Florida's Trial Bar Hurricane

Legal abuse threatens insurers that absorb extreme weather risk.

March 14 - Wall Street Journal Editorial Board

Governor Rick Scott has done heroic work to shore up the finances of Florida's catastrophic insurer before the next big hurricane makes landfall. But storm or no storm, taxpayers will still get whacked with Category 5 bills if Tallahassee doesn't shut down the state's latest plaintiffs attorney get-rich-quick scheme.

Lawyers, in cahoots with local contractors, are crisscrossing the state to buy their insurance rights, a practice known as "assignment of benefit." Change, the lawyers promise to handle property damage claims for settlement paydays.

What happens next. A 1950s-era Florida law for all attorneys fees if they lose in court.

## THE WALL STREET JOURNAL.

Litigation Fiesta for Florida Plaintiffs Bar Association

March 21, 2017 - Matt Fullenbaum, Director of Legislation, American Tort Reform Association

You sound an appropriate warning about the storm of meritless litigation now raining down on Florida taxpayers and insurance-policy holders by personal-injury lawyers and shady contractors with whom they've concocted the latest scheme rich quick at everyone else's expense ("Florida's Trial Bar Hurricane," Review & Outlook, March 15).

Though pending legislation could constructively address the so-called "assignment of benefits" scam and other lawsuit rackets, Sunshine State voters should be reminded that two key state Republicans, Speaker of the House Richard Corcoran and Senator President Joe Negron, are currently running obedient interference for the powerful plaintiffs bar. Unless and until their constituents convince them to support common-sense civil justice reforms, Florida's trial lawyers and liability-expanding judges will continue to earn the state its well-deserved reputation as a "judicial hellhole."

## THE WALL STREET JOURNAL.

### How Florida Saved Taxpayers

September 12, 2017 - Wall Street Journal Editorial Board

These columns are often critical of government, especially when public officials put taxpayers on the hook for future risks. Think Fannie Mae, or federal flood insurance. So it's worth pointing out when a government acts to reduce taxpayer liabilities ahead of a fiscal storm, as Florida did before Hurricane Irma.

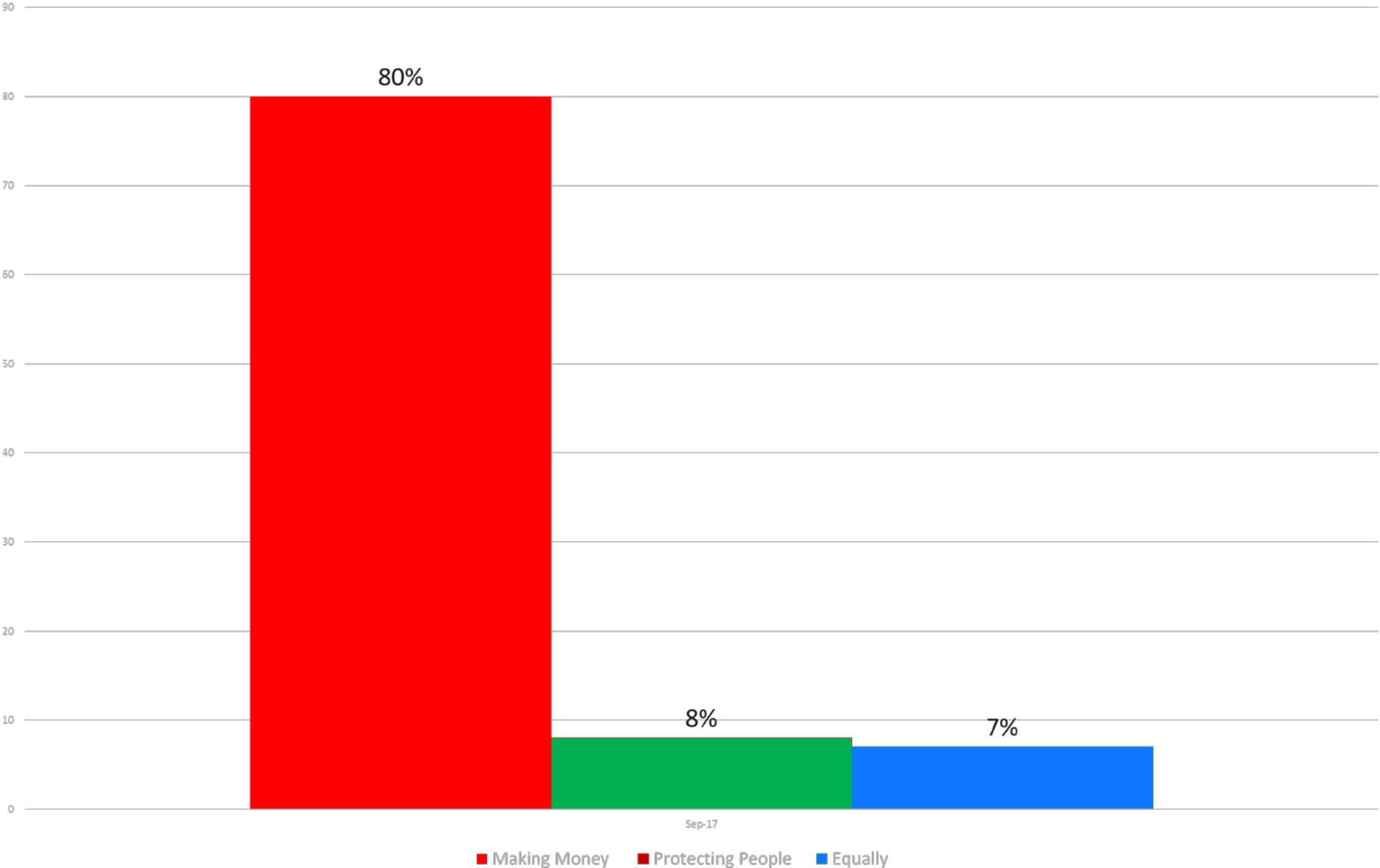
The example is taxpayer-backed Citizens Property Insurance Corp., the state-owned insurer that not long ago was a fiscal disaster awaiting the next hurricane. But CEO Barry Gilway told us Tuesday that he's "absolutely confident" that Citizens, which boasts a \$7.4 billion fiscal surplus, "can cover all the claims from Irma." The news should come as a relief to policy holders and Floridians who hold other forms of insurance, all of whom Citizens can tax, under state law, to fill fiscal holes.

The Tallahassee-based insurer's good fortune is due to a mix of luck, in the form of 12-year lull in major hurricanes, and some important reforms that weren't always popular when they were made. Since taking the CEO job in June 2012, Mr. Gilway, backed by Chairman Christopher Gardner and Governor Rick Scott, bought reinsurance, built surpluses and aggressively shrank its footprint in the state.

In 2011 Citizens insured 1.5 million policyholders; today it insures 452,000. Private insurers have taken up the slack. This had the benefit of spreading damage risk from hurricanes across the globe via reinsurance rather than keeping it all in Florida.

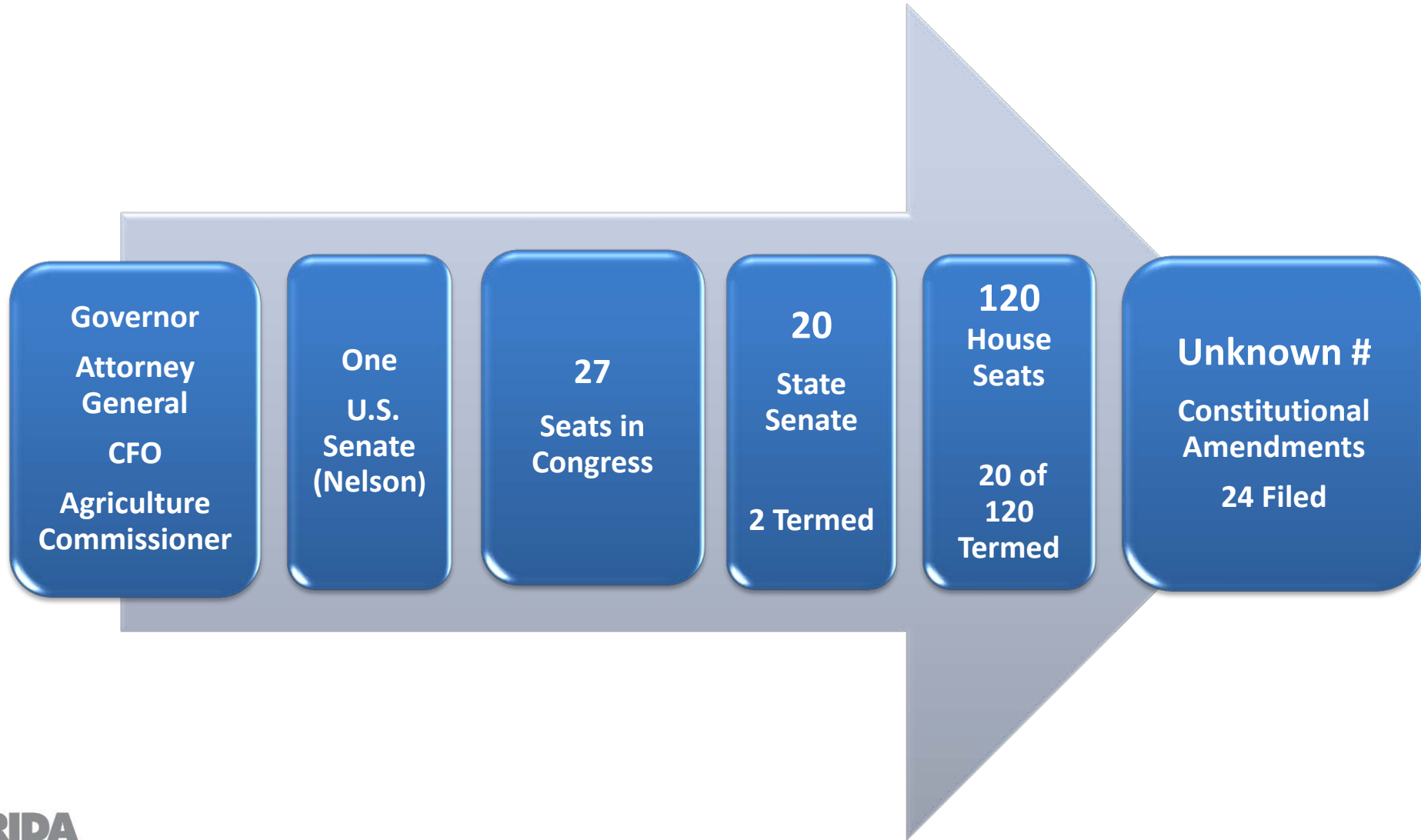


# What do you believe TV trial lawyers are more concerned about?



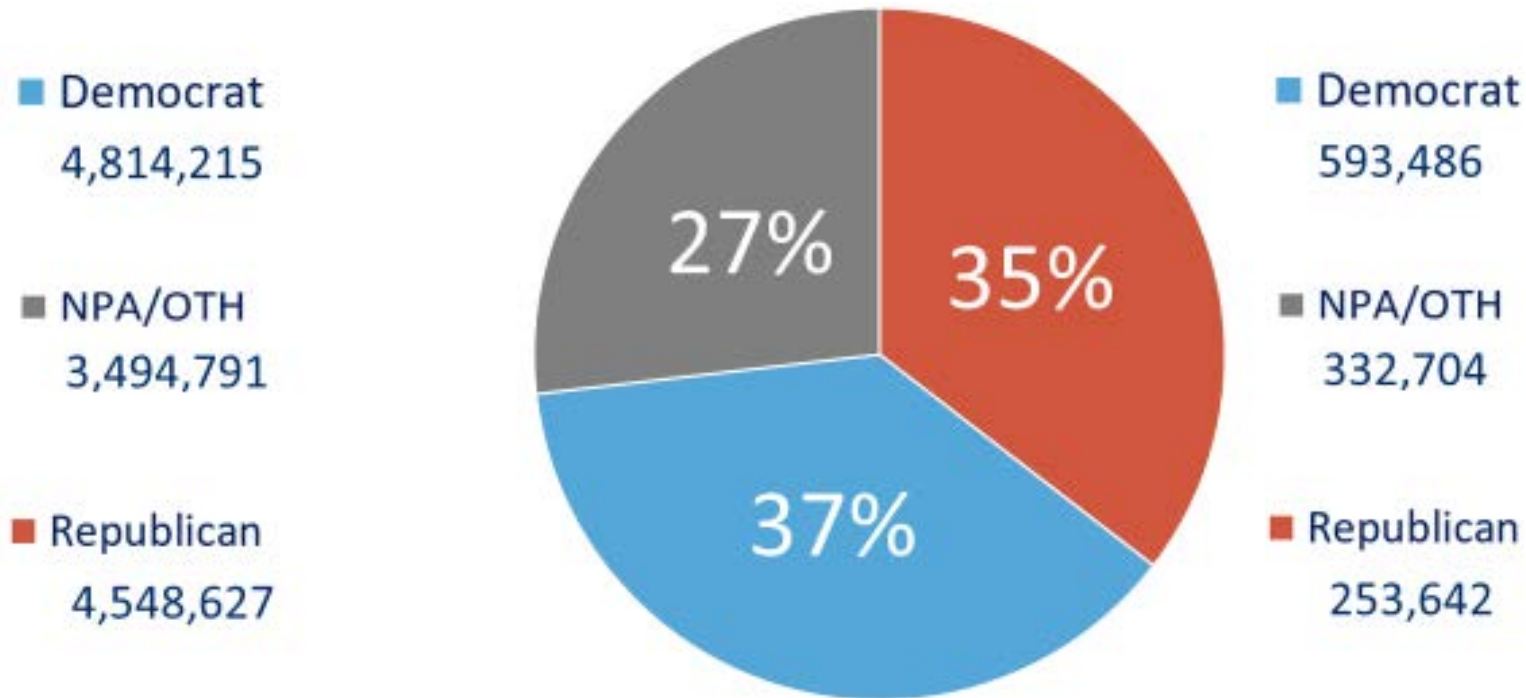
# The 2018 Florida Ballot – Will Business Finally Unite?

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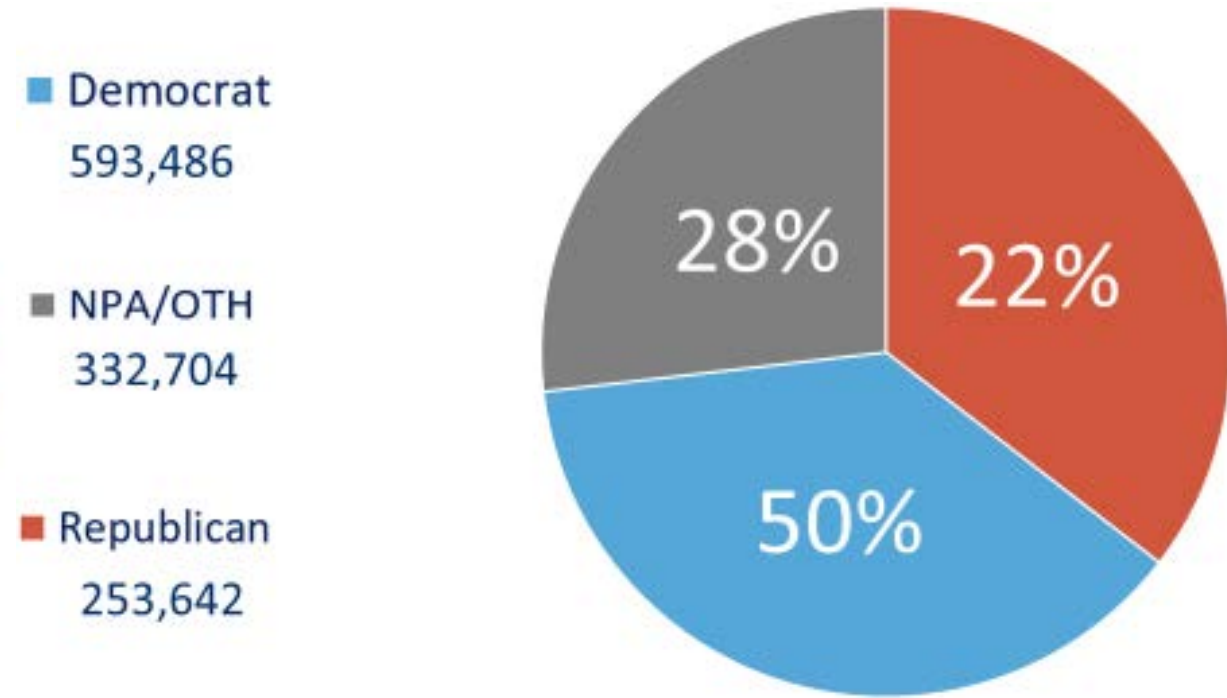


# Registered Voters

## Statewide



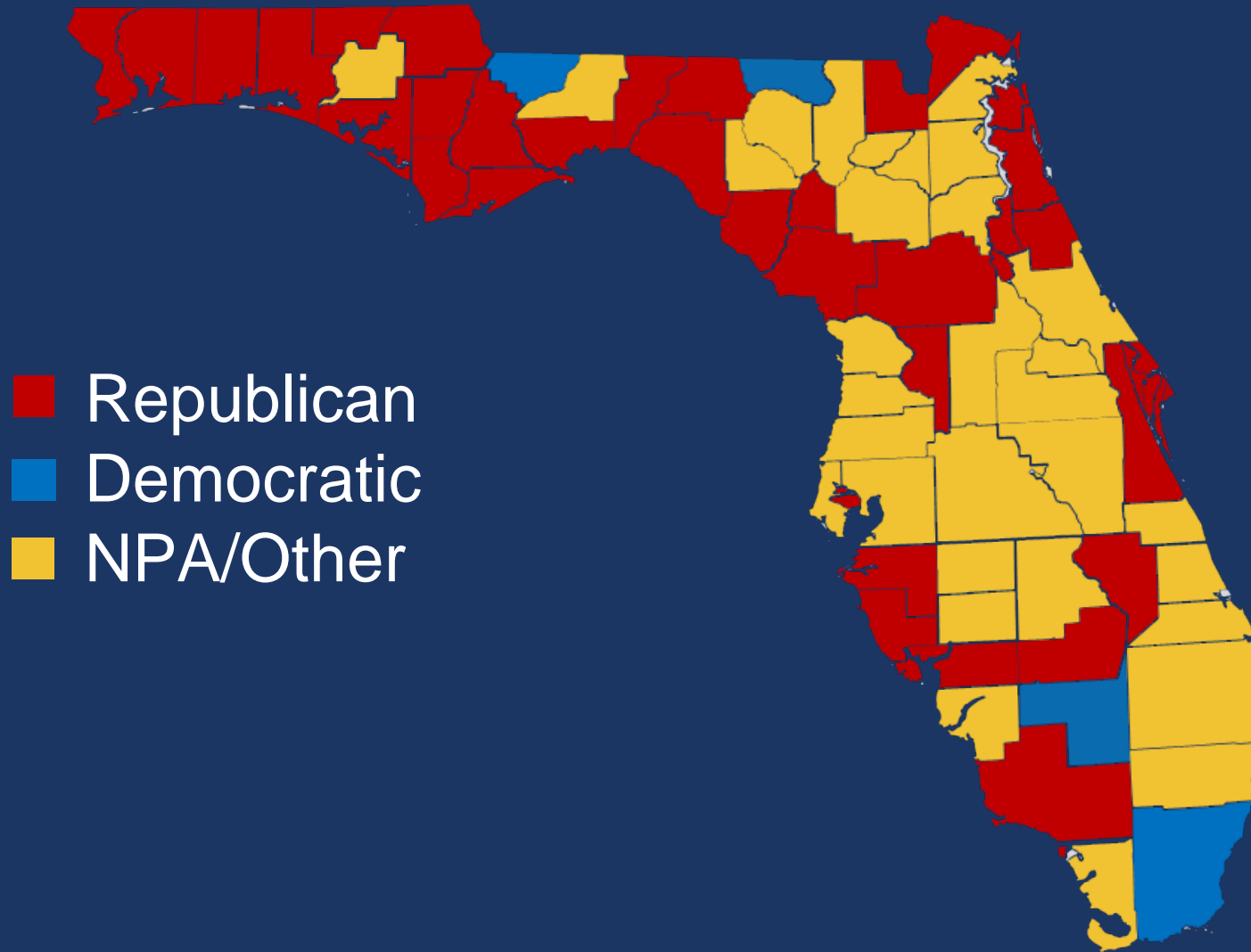
## Broward





# New Voters By County

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Year-to-date

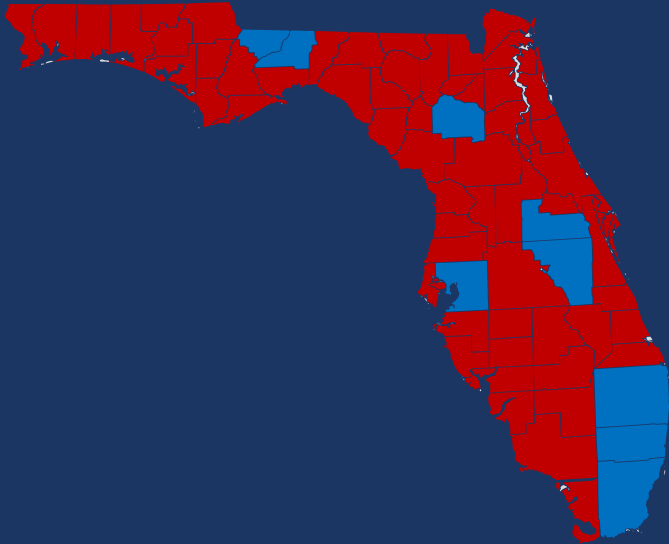
- NPA 42%
- Republican 29%
- Democrat 27 %

# Top Three Voter Concerns

Statewide	JOB	HC	ED	OTHER
	13	16	12	Global Warming 6% Immigration 6% Crime Drugs 3%
Jacksonville	18	9	4	Immigration 9%
Gainesville	10	10	30	Global Warming 10%
Tallahassee	27	20	13	Global Warming 7%
Panama City/Pensacola	11	8	14	Immigration 11%
Orlando/Daytona	16	17	13	Global Warming 6%
Tampa/St. Pete	10	13	12	Global Warming 7%
Ft. Myers/Naples	12	31	10	Global Warming 7%
Broward/Miami	13	17	13	Global Warming 9%
Palm Beach	8	17	11	Infrastructure/Roads 8%

# How Trump Won Florida: By County (9 Clinton – 58 Trump)

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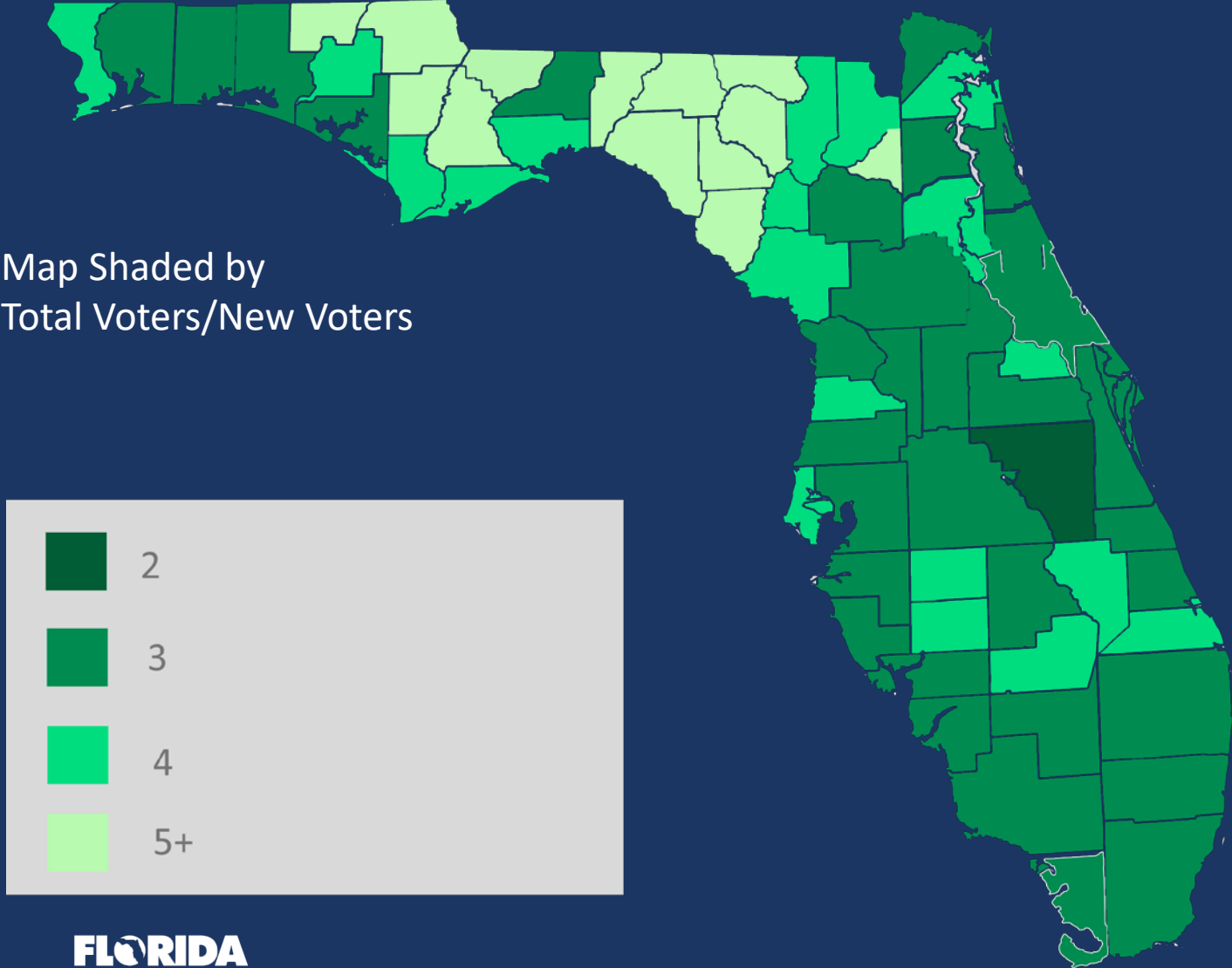


76%



22%

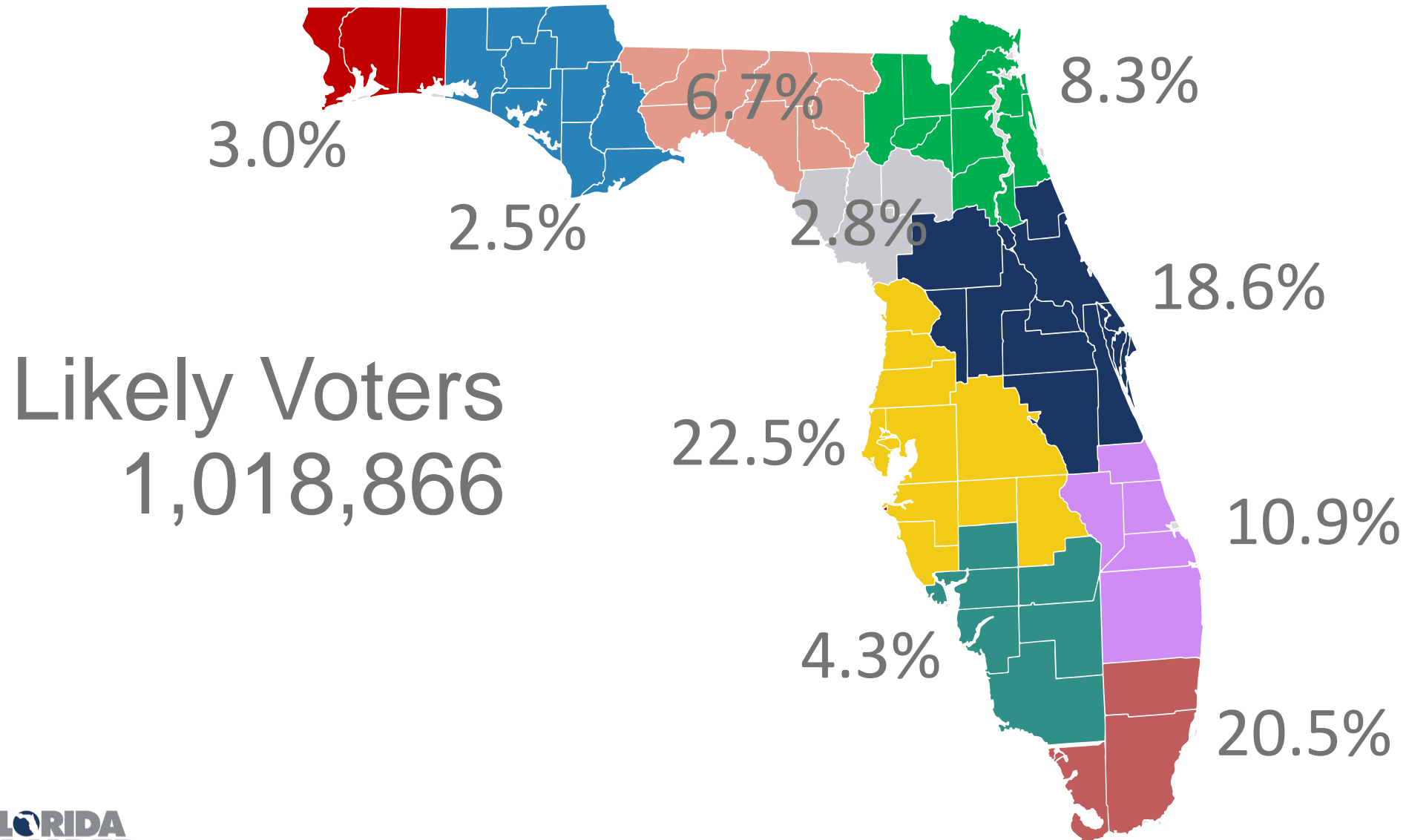
# Scott Era: New Voters



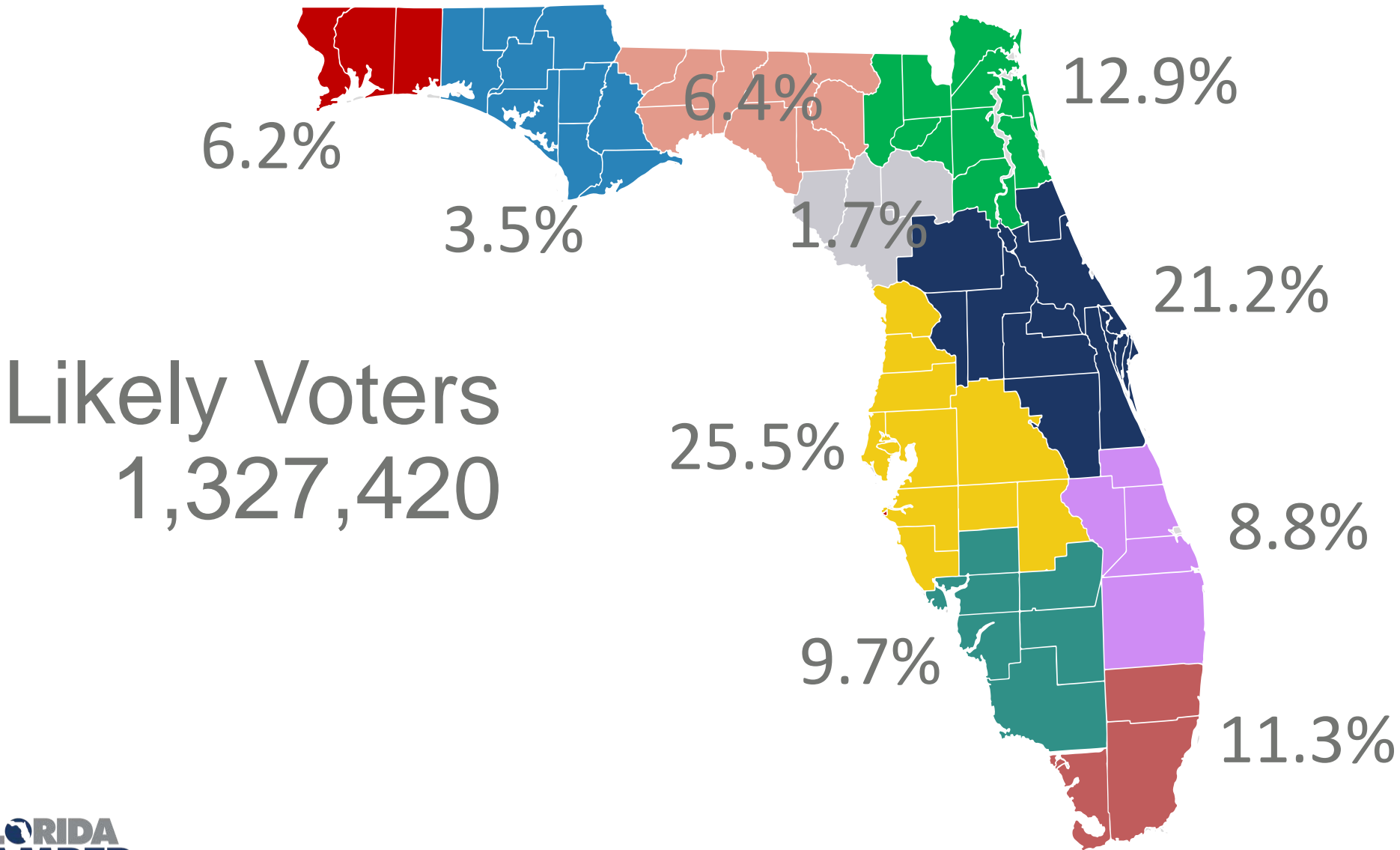
Statewide	4,055,643
Men	1,840,493(45%)
Women	1,987,565(49%)
Republicans	1,136,191(28%)
Democrats	1,339,335(33%)
NPA/Others	1,580,117(38%)
White	2,301,161(57%)
Black	512,875(13%)
Hispanics	844,338(21%)



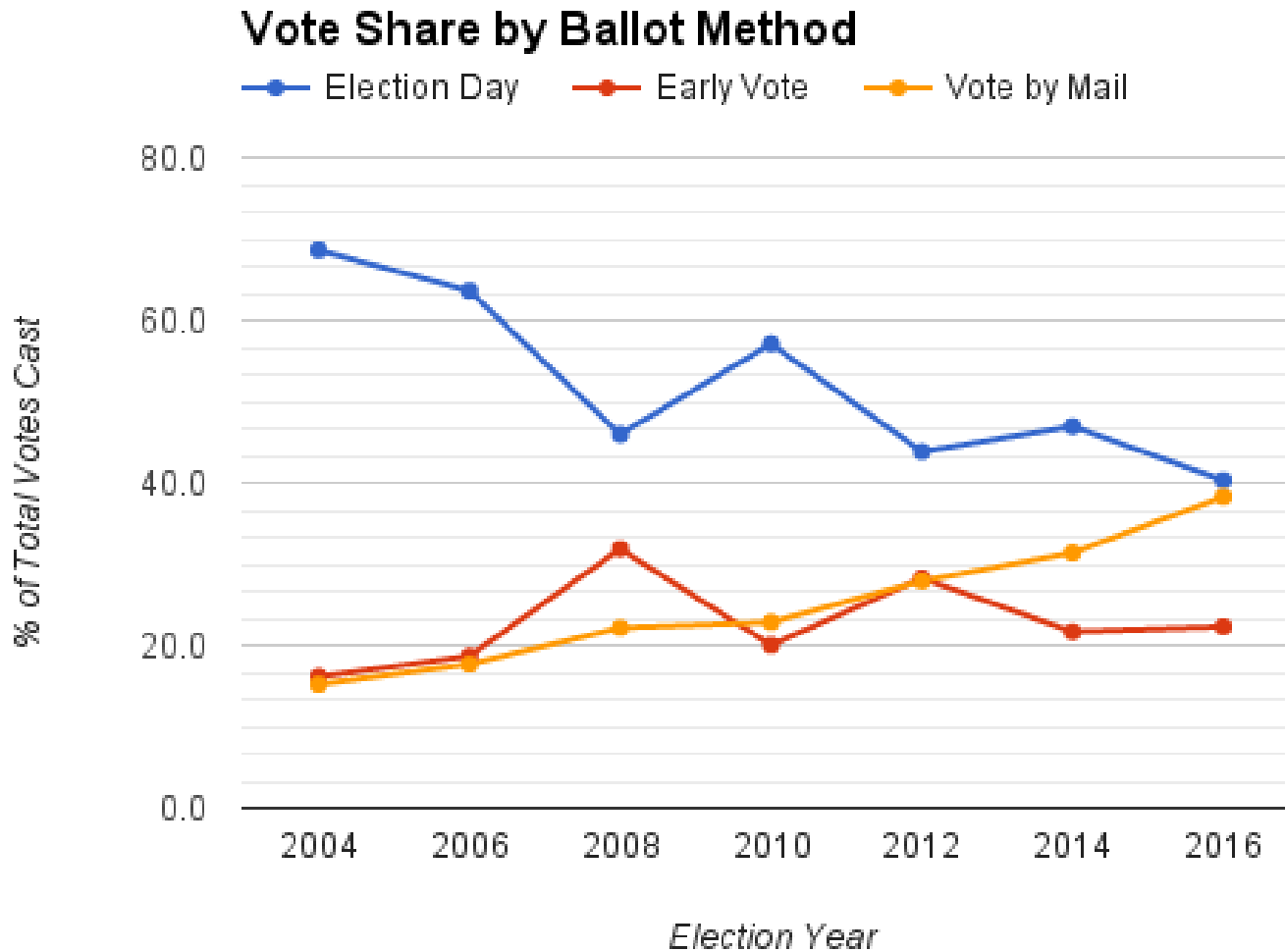
Democrat Primary Vote Share  
By DMA



Republican Primary Vote Share  
By DMA

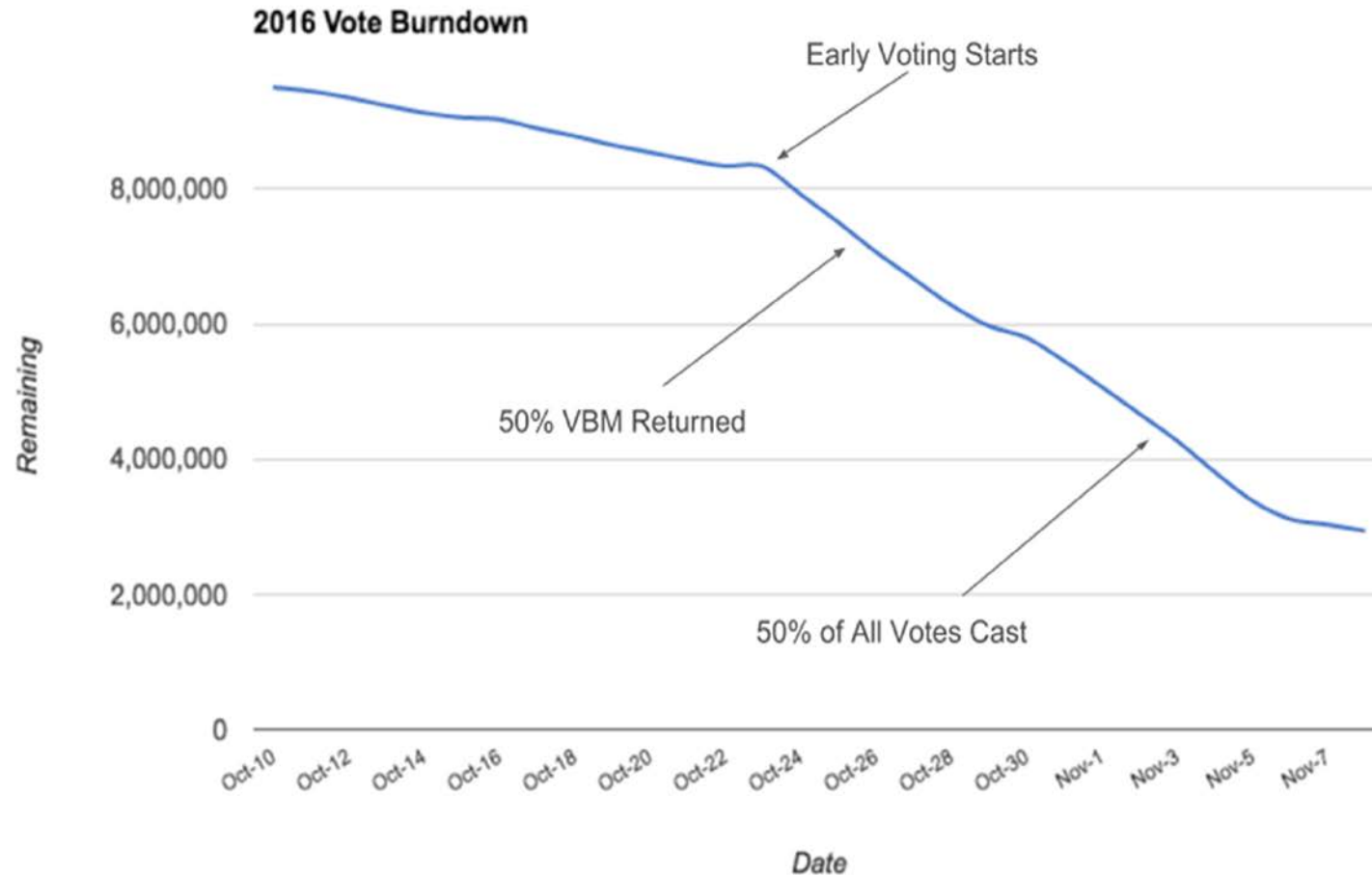


# Floridians Are Changing The Way They Vote





# Voting Method: Why It Matters



# Right Direction vs. Wrong Track

Statewide	56:27
Jacksonville	69:15
Gainesville	40:40
Tallahassee	67:13
Panama City/Pensacola	81:6
Orlando/Daytona	50:30
Tampa/St. Pete	57:23
Ft. Myers/Naples	64:26
Broward/Miami	49:38
Palm Beach	52:36

Statewide	56:27
Men	61:25
Women	52:29
Republicans	78:11
Democrats	41:40
Others	41:35
White	61:24
Black	38:34
Hispanics	58:29

# 2018 Statewide Candidates & Rumored Candidates

Office	Republicans	Democrat
Governor	<b>Adam Putnam; Jack Latvala</b> Richard Corcoran; Ron Bergeron; Mystery Millionaire; Ron DeSantis	<b>Gwen Graham; Andrew Gillum;</b> <b>Chris King; Philip Levine;</b> Mystery Millionaire
Attorney General	<b>Jay Fant; Ashley Moody; Frank White;</b> Joe Negron; Ross Spano	<b>Ryan Torrens;</b> Jack Seiler; Sean Shaw
Chief Financial Officer	<b>Jimmy Patronis;</b> Tom Lee	<b>Jeremy Ring;</b> Bob Buckhorn
Commissioner of Agriculture	<b>Matt Caldwell; Denise Grimsley; Paul Paulson; Baxter Troutman</b>	<b>R. David Walker</b>



A man in a dark suit and tie stands in front of a large digital screen. The screen displays 'THE FLORIDA SCORECARD' and 'State of Florida Metrics'. The background is dark blue with a Florida state flag on the left and a 'FLORIDA FORUM' sign on the right.

Today's presentation can be downloaded at:  
[www.FloridaChamber.com/BrowardWorkshop](http://www.FloridaChamber.com/BrowardWorkshop)

[mwilson@flchamber.com](mailto:mwilson@flchamber.com)

# Florida's Game Changers/Headwinds



**Term-limits** creating Kings and Queens in Leadership – short term vs. long term.



Florida has become a **testing ground** for national issues and Constitutional Amendments as **turnout drivers** (The Alliance)



Out of state **billionaires** with their own anti-business agendas, essentially creating their own political machinery to advance their agendas.



State Republican and Democratic **parties** in states of **disarray**.



National Politics – Are President Trump and and/or Congress a tailwind or headwind?



**FAKE NEWS**

Proliferation of “**paid**” and “**fake**” news creating uncertainty.