



Securing Florida's Future

2018 Insurance Conference on Financial Reporting (INCON)

Mark Wilson, President, Florida Chamber of Commerce

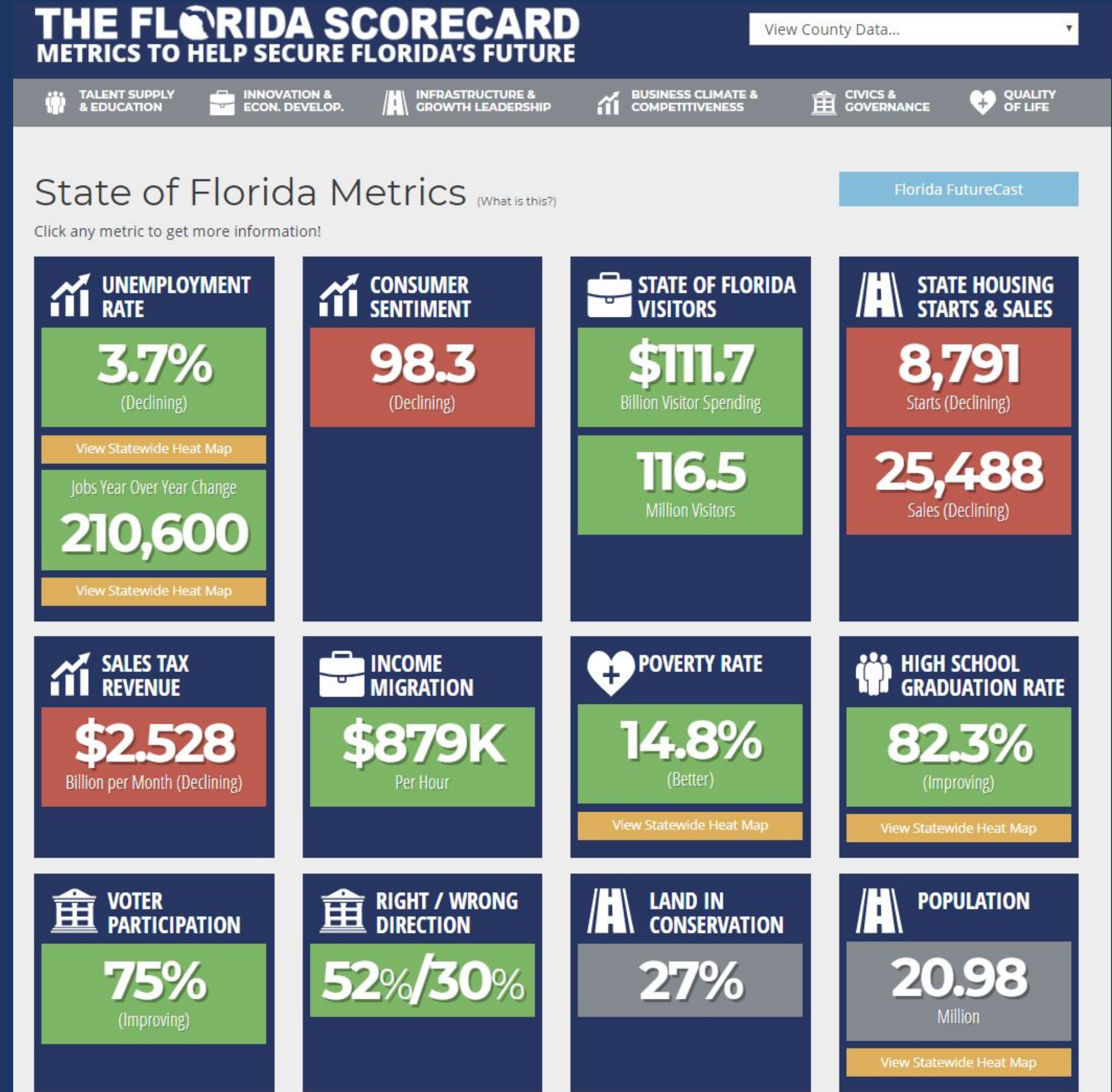
FLORIDA
CHAMBER
of Commerce

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

Unifying Florida's Business Community

You Can't Manage What You Don't Measure

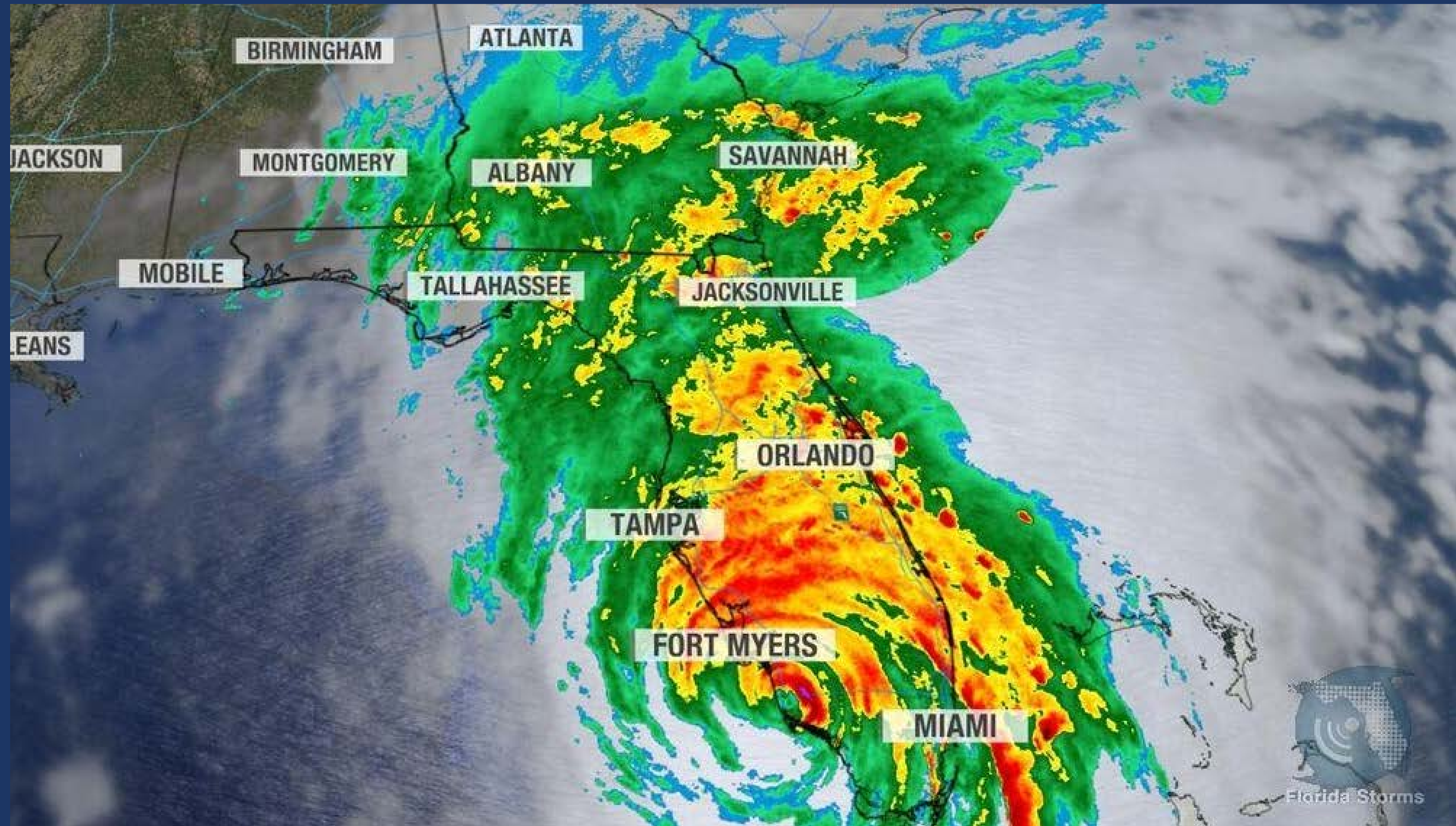
- Florida's Economy surpasses \$1 Trillion
- Florida creates more than 1 out of every 14 jobs in the U.S.
- 116.5 Million Visitors in 2017
- Welcome more than 1000 net new residents each day
- 238,100 open jobs/ 383,000 people looking for jobs





“The Florida Chamber is showing up day after day and making sure the right things happen in Florida.” – Governor Rick Scott

A Year Since Hurricane Irma



Help Us Fight Assignment of Benefits Abuse



CONSUMER PROTECTION COALITION

HOMEABOUTPARTNERSRESOURCESAUTO GLASSNEWS[SHARE YOUR STORY](#)



HURRICANE SEASON

SIGN THE PETITION

I'm asking the Florida Legislature to act now to reign in AOB abuse and protect consumers. Pass meaningful legislation to curb AOB abuse before it gets even worse.

[Read Full Petition](#)

Stop Scams on Florida Homeowners ↗

Join the fight by signing the petition today!

Fixing Florida's Broken Lawsuit Climate: #1 Judicial Hellhole

THE COSTS:



BOTTOM-10
LEGAL CLIMATE:
\$3,400 a year per family



AOB INSURANCE FRAUD:
10% increase
in property insurance rates



WATER CLAIMS WITH AOB FORM:
50% more costly
than those without

“Does Florida’s Legislature Exist To Enrich Plaintiff Attorneys Or To Serve The Sunshine State’s Voters?”

The image is a collage of several overlapping copies of The Wall Street Journal newspaper clippings. The clippings are arranged in a dynamic, overlapping fashion, creating a sense of multiple perspectives on the same issues. The visible headlines and text include:

- 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 attorney scheme that's endangering the state's taxpayer-backed catastrophic insurance 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 in direction. On Wednesday the insurer announced its first net loss since 2005, \$27.1 million. Citizens expects to lose money next year too.
- THE WALL STREET JOURNAL.**
Florida's Trial Bar Hurricane
Legal abuse threatens insurers that absorb extreme weather
March 14 - Wall Street Journal Editorial Board
Governor Rick Scott has done heroic work to shore up the finances of Florida catastrophic insurer before the next big hurricane makes landfall. But state taxpayers will still get whacked with Category 5 bills if Tallahassee does the state's latest plaintiffs' get-rich-quick scheme.
- THE WALL STREET JOURNAL.**
Florida's Insurance Test
Will Republicans block an attempt to limit a legal scam?
May 2, 2017 - Wall Street Journal Editorial Board
Does Florida's legislature exist to enrich plaintiffs attorneys or to serve the Sunshine State's voters? We're about to find out, courtesy of a new political effort to stop a trial-bar scheme that scores insurance paydays.
We're talking about "assignment of benefit" suits the insurer, which usually settles to convince homeowners to sign away their claims as a friendly plaintiffs attorney. When the Florida Office of Insurance Regulation launched a web assessment. This "one-way" goldrush miners to AOB cases in 28,200 AOB cases in home in Miami average "sober" contractors third party, such as the attorney.
- THE WALL STREET JOURNAL.**
Hurricane Irma's Lawsuit Chasers
October 4, 2017 - Wall Street Journal Editorial Board
Trial lawyers never let a disaster go to waste. Behold the storm-chasing attorneys in Florida trying to exploit a power outage caused by Hurricane Irma.
Miami-based MSP Recovery Law and Dorta Law have filed a class-action lawsuit against the Florida Power & Light for inadequately maintaining its infrastructure and equipment, which allegedly resulted in the loss of power to nearly 4.4 million customers statewide. The law firms are seeking between \$2 billion and \$3 billion in damages.
Losing power is no doubt aggravating, but by September 19 Florida Power & Light had restored service to 99% of customers affected by the storm that swept the entire Florida Peninsula. After Hurricane Sandy, Con Edison needed two weeks to restore overhead lines and steam systems for a third of its customers. One percent of Jersey Central Power & Light customers were without power a month after the hurricane.
Utilities are responsible for girding and protecting their power plants, transmission lines and poles. But some damage is unavoidable during severe storms like Irma whose winds exceeded 90 miles per hour. The potential for damage is greater in areas with dense vegetation like the tony Miami community of Coral Gables, which boasts picturesque, tree-lined streets.
Sen. Flores declined comment on the agenda sponsored by Democratic Farmer's bills would keep the attorney better hope a Category 5 hurricane more than their politicians have.
- THE WALL STREET JOURNAL.**
Protecting Legal Fraud in Florida
January 21, 2018 - The Editorial Board
Florida's Legislature is in session, and for the sixth straight year reformers are shut down a trial-bar scheme that's bleeding property insurers and sending premiums skyrocketing. This fight will speak volumes about the character of Florida's GOP.
At issue is assignment of benefit (AOB) abuse, whereby an insured person signs away insurance to a third party, who then sues the insurer. More than 28,000 AOB lawsuits were filed in Florida from 405 a decade earlier, raising costs for insurers and the insured. State regulators estimate Miami-Dade residents insuring a \$150,000 home could see premiums rise more than 40% by 2022, thanks to this man-made litigation flood.
Panama City Republican Jay Trumbull, a leader in the reform effort, filed a bill last year that would change how court damages are calculated and reduce the incentive to file frivolous AOB lawsuits. Florida's House of Representatives passed the measure this month, 82-20, which shows that at least some Republicans will fight the jackpot-justice lobby.
Not so in the Senate, where Republican Anitere Flores chairs the Banking and Insurance Committee. In the last legislative session Ms. Flores, backed by Senate President Joe Negron, let an AOB reform bill introduced by Port Orange Republican Dorothy Hukill languish. This year she's doing it again.
The Miami Republican has, however, been happy to consider a bill by Sarasota's Greg Steube that would forbid insurance companies from including litigation costs in rates and limit their ability to deny claims because of fraud. AOB fraud would skyrocket. Ms. Flores said this month that Mr. Steube's measure "is not a bill the insurance industry loves," but the issue is whether they can operate profitably in the state.
Florida Governor Rick Scott and Insurance Commissioner David Altmaier have been vocal advocates for AOB reform, but they can't act unilaterally to stop the flood of lawsuits. Florida has benefited from its is concentrated market rate policy. Taxpayers
- 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.

The Florida Chamber of Commerce logo is visible in the bottom left corner.

Category 5

Category 5
A Florida Republican keeps a trial bar payday going for another year.

A Florida Republican keeps a...
 April 1, 2017 - Wall Street Journal Editorial Board
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Florida homeowners' next insurance bill. The South Florida attorney scheme that's endangering the state's taxpayers, sending premiums skyrocketing.

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

THE

Citizens attributes the red ink to "assignment of blame" for the month ("Florida's Trial Bar Hurricane," March 15). Citizens says that lawyers and contractors convince homeowners that they need all kinds of home damage. Insurers typically sue homeowners in court battles, and thanks to Florida law, the trial bar has exploded. Miami-based Power & Associates, a law firm like Cohen Gr...

Local plaintiffs firms like Cohen Gonzalez & Hevia have latched on to the high risk of hurricanes. Citizens in Miami-Dade, Broward and Dade counties are suing their local governments for not enforcing building codes.

Republican state
that would stop
week Sen. [unclear]
refused to [unclear]
for this legis

That's a remarkable...
paying increasingly...
stopped writing new...
business on Citizens...
to keep up with the grow...

Sen. Flores declined comment on the agenda sponsored by Democrats. "Farmer's bills would keep the attention better hope a Category 5 hurricane more than their politicians have."

October 4, 2017 – Wall Street Journal Editorial Board

Power & Light for inadequately maintained power lines, resulting in the loss of power to nearly 4.4 million customers between \$2 billion and \$3 billion in damages. "The power is no doubt aggravating, but it's not the problem," says Sandy, Con Edison's president. "The problem is our customers. One person can't afford to pay for the hurricane."

HURRICANE IRMA'S LAWSUIT CHASER

Journal/Editorial Board
disaster go to waste. Behold the storm-chasing attorney
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...declined comment, saying the company is not responsible for the damage caused by the storm.
...sponsored by Democrats would keep the state's power companies out of the political arena.
...a Category 5 hurricane, which boasts picturesque, tree-lined streets.
...their politicians have.

THE WALL STREET JOURNAL

March 21, 2017 – Matt Fullenbaum, Director of Legislation, American
Association
sound an appropriate warning about the state
on Florida taxpayers and
ready contracts

...sound an appropriate warning about the storm of meritless litigation on Florida taxpayers and insurance-policy holders by greedy contractors with whom they've concocted the state's expense ("Florida's Trial Bar Hurricane").

THE JOURNAL

...a class-action lawsuit against the structure and equipment, which allegedly harmed customers statewide. The law firms are seeking \$10 million in damages. Florida Power & Light had 100,000 customers on the entire Florida Peninsula, and the head lines and steel towers were in poor condition, according to customers.

...and Light had restored the Florida Peninsula. After the lines and steam systems for a customers were without power a transmission lines and poles, exceeded 90 miles per Tony Miami

THE WALL STREET JOURNAL

Florida's Trial Bar Hurricane

Legal abuse threatens insurers that absorb extreme weather
14 - Wall Street Journal Editorial Board
or Rick Santorum

Governor Rick Scott has done heroic work to shore up the finances of Florida's state government before the next big hurricane makes landfall. But state taxpayers will still get whacked with Category 5 bills if Tallahassee doesn't get the state's latest plaintiffs off the docket.

THE WALL STREET

Protecting Legal
Board

January 21, 2018 – The Editorial Board
Florida's Legislature is in session, and for the sixth straight year referendum
shut down a trial-bar scheme that's bleeding property insurers and
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publican

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...the character of Florida's GOP...
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...More than 28,000 AOB lawsuits...
...for insurers and the insured...
...premium...
...could be paid...
...\$150,000 home could see premium...
...flood...
...Republican Jay Trumbull, a leader in...
...court damages are calculated...
...House of Representatives will fight the...
...Senate, who...
...ative...

...will fight the jackpot-justice lobby.

...the incentive to file frivolous AOBs has, however, been happy to...
...fraud would skyrocket...
...industry love...

...the Banking and Insurance Commission... year that would include litigation costs in rates and... President Joe Negron, let an AOB... would skyrocket. Ms. Flores said this... AOB, which shows that at least... "but the issue is whether this... industry loves," and Insurance Commission... unilaterally to consider a bill by Saras...

...let an AOB reform bill be introduced, let Mr. Steube that...
...Sarasota's Greg Steube that...
...and limit their ability to de...
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...to stop the flood of lawsuit...
...Taxpayers

Steube that would deny claims of Mr. Steube's measure "is to operate profitably in the state."

Altmaier have been vocal advocates of lawsuits. Florida has benefited

...the state.
...advocates for
...benefited from its

THE WALL STREET JOURNAL.
Florida's Insurance Test
Will Republicans block
/ 2, 2017 – Wall St

Florida's Insurance Test
Will Republicans block an attempt to

Will Republicans block an attempt to limit a legal scam?

...legislature exist to enrich plaintiffs attorneys or to serve the Sunshine
...state's voters? We're about to find out, courtesy of a new political effort to stop a
...trial-bar scheme that scores insurance paydays for the Sunshine State
...homeowners.

We're talking about "assignment of benefits" lawsuits filed by plaintiffs attorneys
...convince homeowners to sign away their rights to the insurance proceeds
...as a friendly plaintiffs attorney. The lawsuit is a case of Sunshine State
...sues the insurance company.

...assignment of benefit
...homeowners to sign away their
...as a friendly plaintiffs attorney. When
...sues the insurer, which usually settles
...Thanks to court interpretations
...pay attorneys fees if the final
...assessment. This "one-way
...ldrush miners to AGC
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...the attorney
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THE WALL
 In Miami
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 How Florida
 ber 12, 2017 — Wall Street Journal
 are often critical of government
 covers on the hook for future risks
 ance. So it's worth pointing out
 liabilities ahead of a fiscal storm,
 Citizens Property Insurance Corp.
 as a fiscal disaster awaiting the
 us Tuesday that he's
 news should come as
 forms of
 fill fiscal

September 12, 2005

These columns are on the issue of whether state officials put taxpayers on the hook for the cost of or federal flood insurance. So far, the answer is no. The state is taxpayer-backed Citizens Insurance Co. of New York, which CEO Barry Gilway told us Tuesday, "is not long ago was a fiscal disaster." That Citizens, which boasts a \$7 billion in claims from Irma, "The news story is that Floridians who hold other forms of insurance, to fill in the gaps, under state law, to fill in the gaps, is due to a mix of hurricanes, some important since taking the state out of the flood zone."

The example is tax-advantaged for the state-owned insurer that covers the next hurricane. But CEO B... "absolutely confident" that Cit... plus, "can cover all the claims... all of whom Citizens can tax, the... insurer's good fortune is due... major hurricanes, and some in... when they were made. Since th... ay, backed by Chairman C... ought reinsurance, b... the state.

The Tallahassee-based insurer, the form of 12-year hull in major hurricanes weren't always popular when the state in June 2012, Mr. Gilway, backed out of the Governor Rick Scott, bought reinsurance, shrank its footprint in the state.

The 1990s were the formative years for the company that weren't too far from the CEO job in June 2000. Gardner and Governor and aggressively shrank

of Commerce

“Taxpayers in New York have about twice the tax burden as the average person in Florida. The tax advantages in Florida are even greater than they were.”

– Mark Wilson, 850 Business Magazine



Florida ready to take in New Yorkers seeking tax shelter

By Carl Campanile February 4, 2018

Florida is ready to take a deeper bite out of the Big Apple.

The new federal tax structures signed into law by President Trump hurts New York by limiting state and local tax deductions for its high income earners and widens the cost disparity with Florida — which has no state income tax.

Florida, already a magnet for New York retirees, is aggressively wooing businesses and wealthy residents here to relocate to the Sunshine State and benefit rather than get punished by the new law.

The fear of a stampede of well-to-do New York taxpayers to Florida and other lower tax states is real, said a rep from the city's top business advocacy group.

“Yes they are actively poaching and yes change of residence is easy,” Kathryn Wylde, president of the New York City Partnership, said of her Florida counterparts.



THE WALL STREET JOURNAL.

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

December 1, 2017

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.”

In the Florida Chamber's eyes, those advantages include no personal income tax and good showings in various rankings of state business-friendliness.

Of course, the \$80 billion in the headline was racked up over nearly a quarter-century, from 1992 to 2015.

WE DON'T LIKE COLD WEATHER
OR HIGH TAXES. THAT'S WHY
WE LIVE IN FLORIDA.

FIND OUT JUST HOW MUCH MONEY YOU
AND YOUR BUSINESS CAN SAVE IN FLORIDA.



Dear Business Leader,

If you've been thinking about moving your business and your family to Florida, the new federal tax law and our work to make Florida business-friendly has made relocating to Florida a better deal than ever before.

The new tax law caps federal tax deductions for state property and income taxes at \$10,000 annually. You and your executive team likely deducted far in excess of that last tax year. Not surprisingly, the treatment of your state and local tax payments make it more costly for you to remain where you are today.

But, what if you moved to Florida, where we have no income tax?

You will save thousands — even tens of thousands — of dollars on your annual federal income tax.

In Florida, taxes have been cut more than 80 times, saving taxpayers over \$7.5 billion. Thousands of burdensome regulations have been eliminated. This means you can do business in a regulatory environment that welcomes business, encourages job creation and you will not be penalized by the new tax law.

But Florida is not just a great place to live and do business because of our reasonable tax policies and business-friendly environment. We also have spectacular recreational opportunities, an excellent public and private school system with world-class universities, diverse cultural opportunities, and the lowest crime rate in 46 years.

Making the choice to cut taxes and grow your business by moving to Florida, that's up to you. IT'S YOUR BUSINESS.

Helping you find the right place for you and your business in Florida after that? THAT'S OUR BUSINESS.

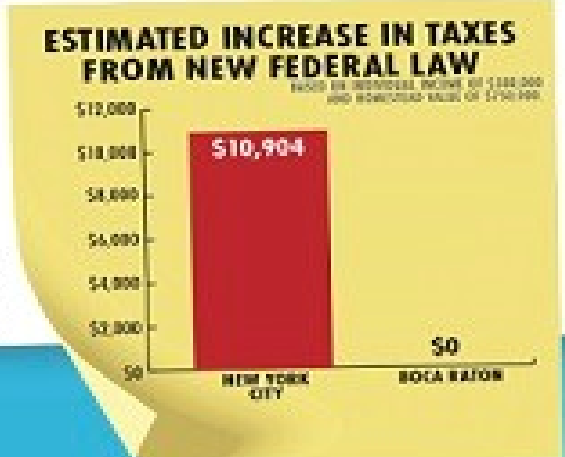
Join the Florida success story. Contact Enterprise Florida at (407) 956-5544 or at ItsYourBusiness@EnterpriseFlorida.com to learn about the benefits of relocating to Florida.

Sincerely,

Peter Antonacci
CEO, Enterprise Florida

Mark Wilson
CEO, Florida Chamber of Commerce

Contributed by
Mark Fishkind, PhD
www.fishkind.com



ITSYOURBUSINESS@ENTERPRISEFLORIDA.COM

(407) 956-5544



WWW.ENTERPRISEFLORIDA.COM/ITSYOURBUSINESS



WWW.FLCHAMBER.COM



UNEMPLOYMENT RATE

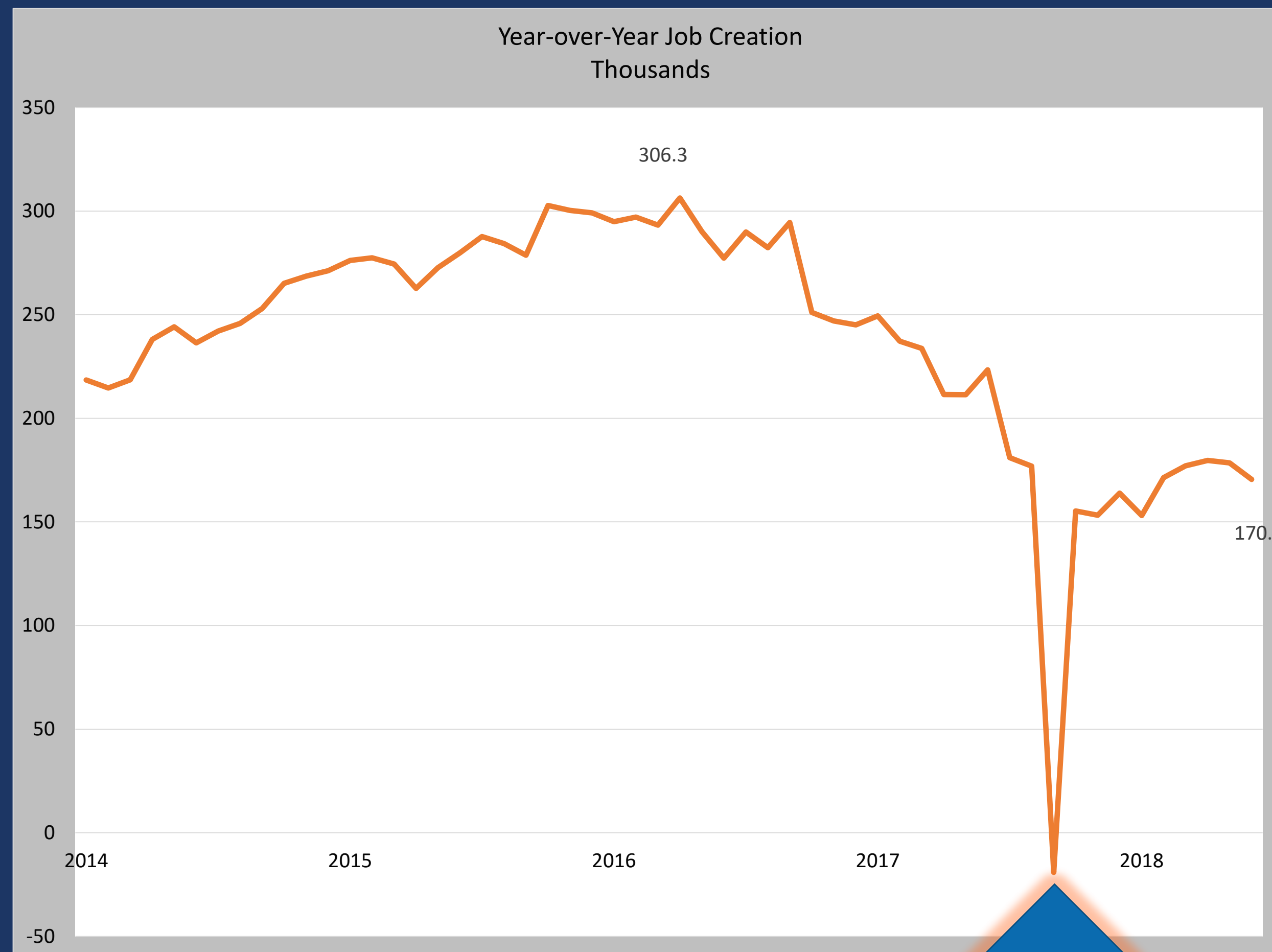
3.7%
(Declining)

[View Statewide Heat Map](#)

Jobs Year Over Year Change

210,600

[View Statewide Heat Map](#)

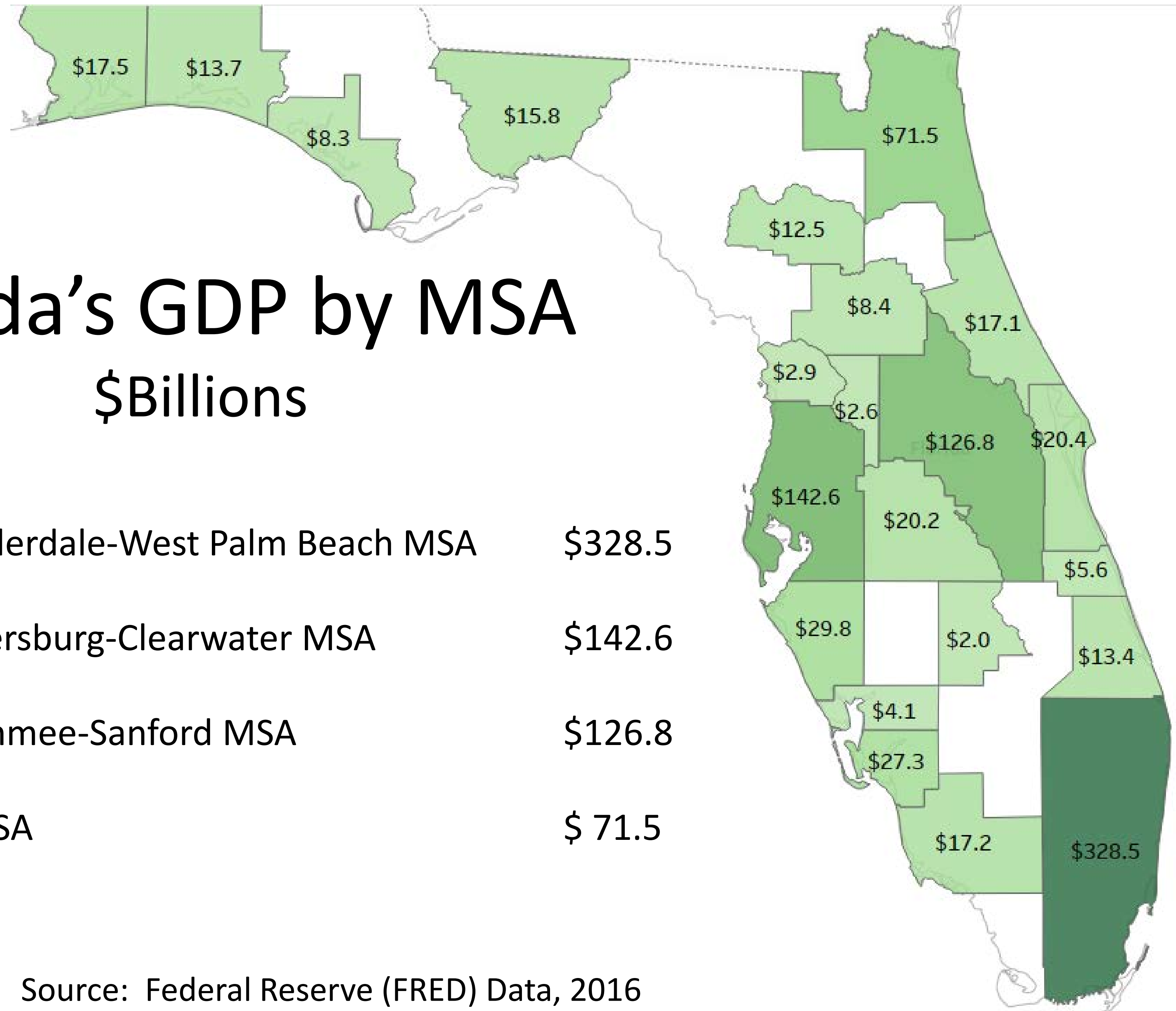


Florida's GDP by MSA

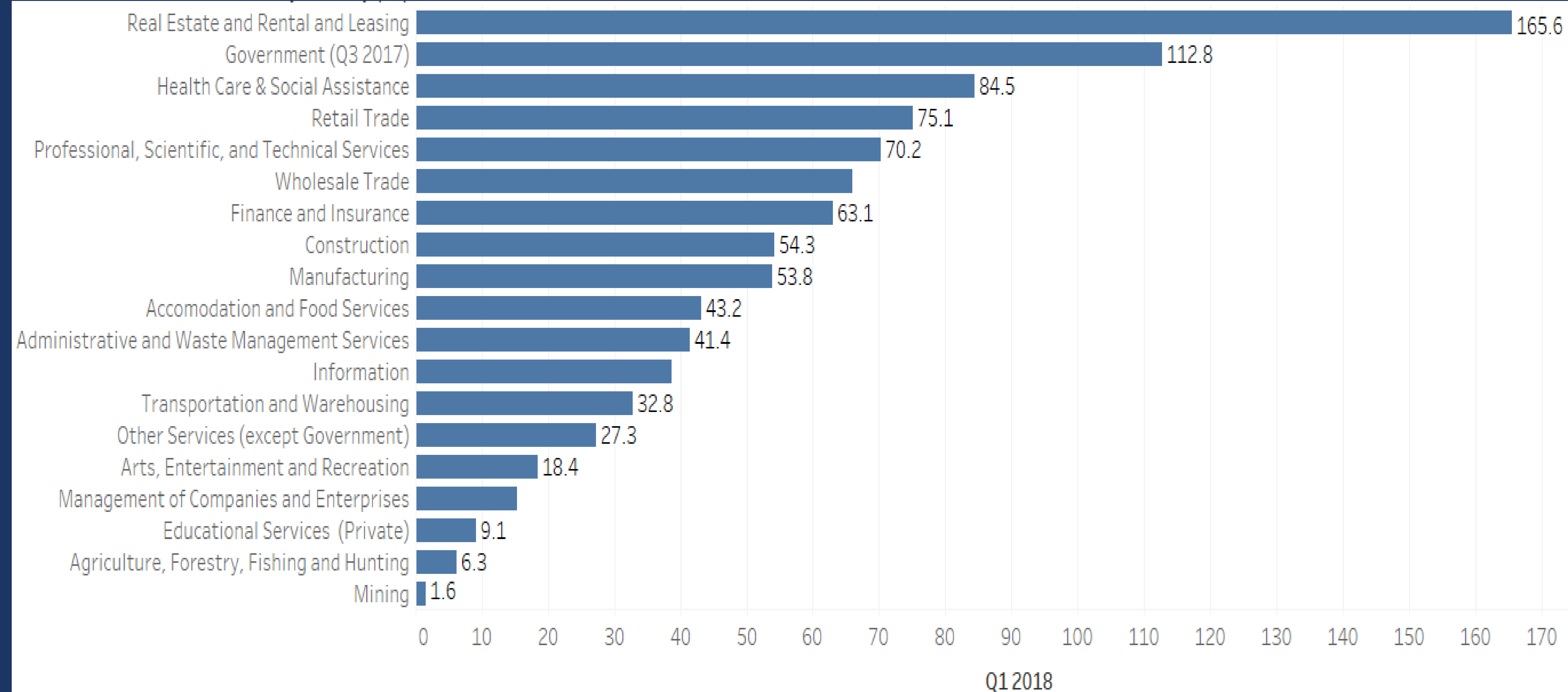
\$Billions

1. Miami-Ft. Lauderdale-West Palm Beach MSA \$328.5
2. Tampa-St. Petersburg-Clearwater MSA \$142.6
3. Orlando-Kissimmee-Sanford MSA \$126.8
4. Jacksonville MSA \$ 71.5

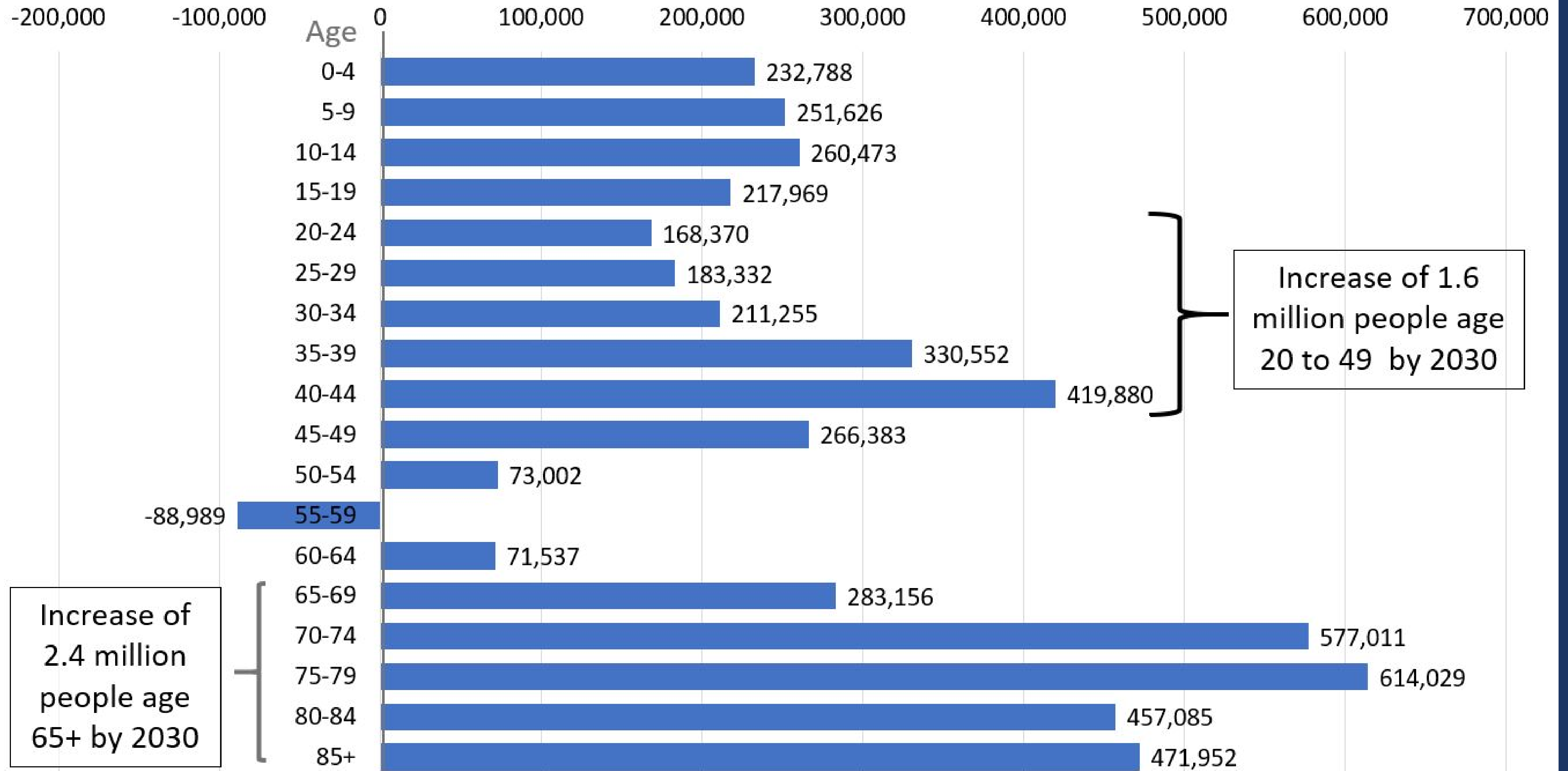
Source: Federal Reserve (FRED) Data, 2016



Florida's GDP by Industry – Q1 2018



Population Change by Age Group to 2030



What Small Businesses Are Telling Us

1. Workforce Quality – 29%
2. Economic Uncertainty – 14%
3. Government Regulations – 9%
4. Lawsuit Abuse – 9%
5. Healthcare Costs – 6%
6. Growth Management Issues – 6%



Florida Small Business Index

2018 Quarter 3 Survey Results

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/or Congress a tailwind or headwind?

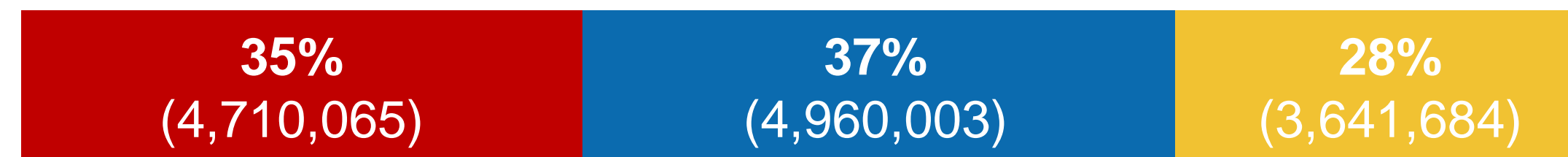


Proliferation of “**paid**” and “**fake**” **news** creating uncertainty.

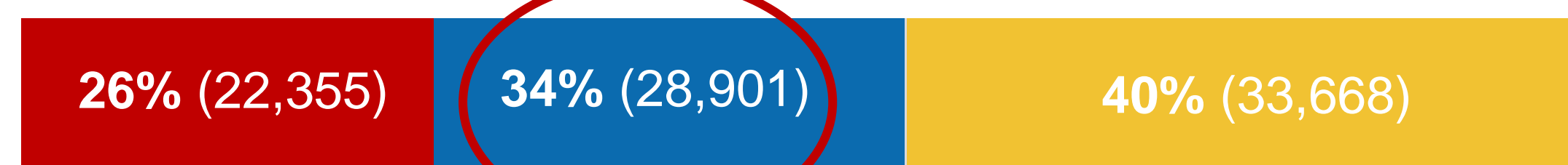
Registration Comparisons Over Time

■ Republican
■ Democratic
■ NPA/Other

Total State



This Month



Year to Date



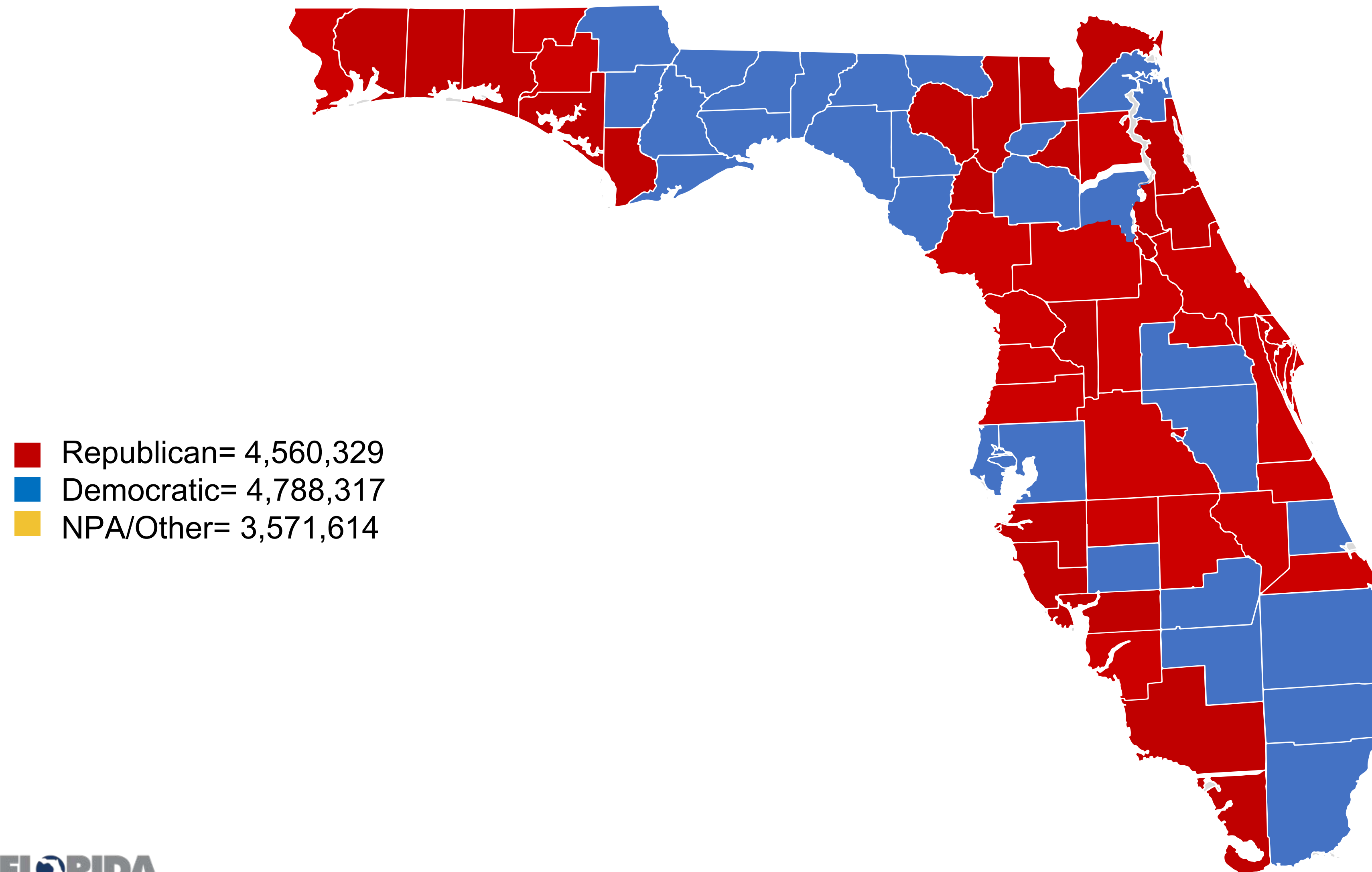
Since Last Election



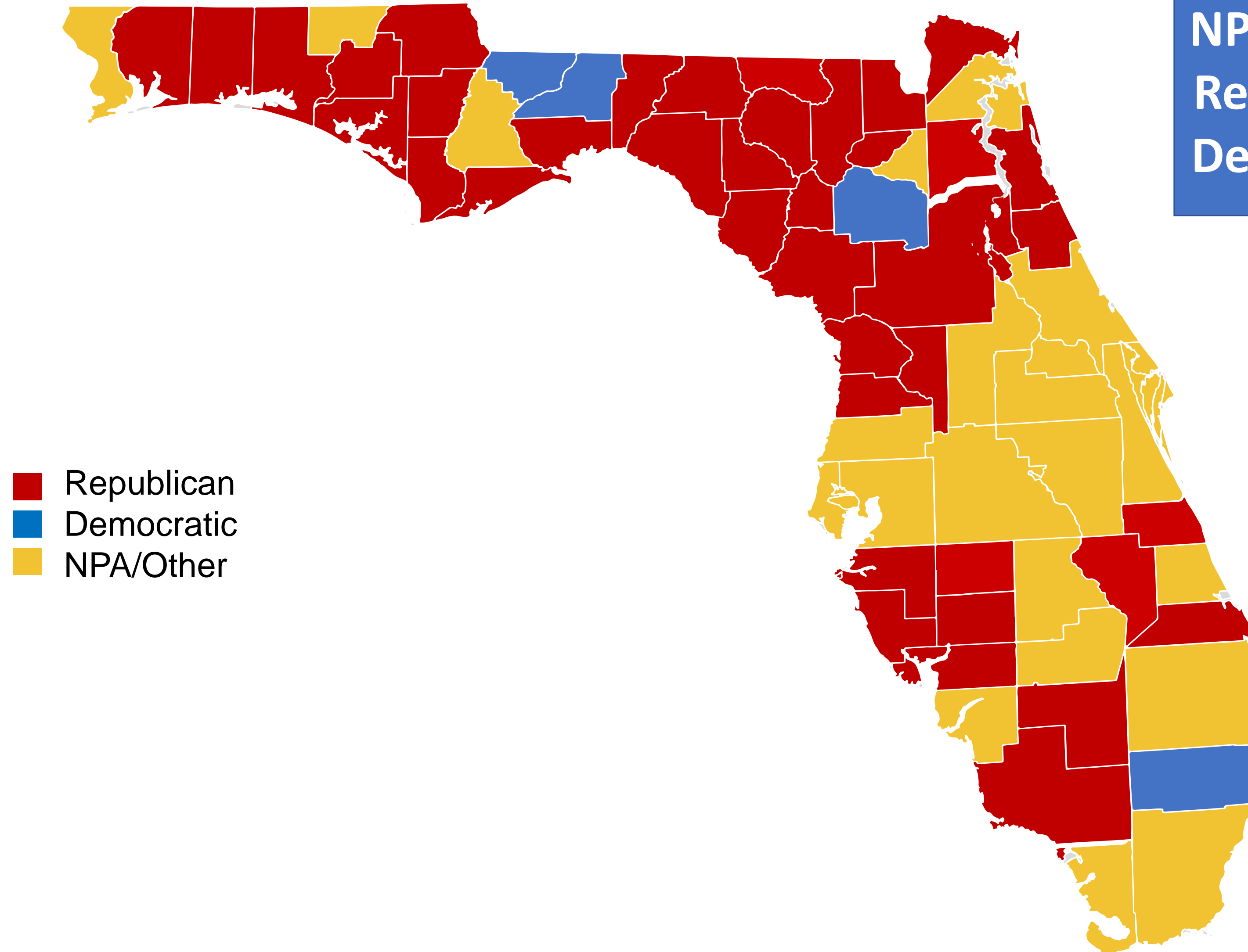
50-55% Turnout

908,519 New Registered Voters
since 2016 election

Total Voter Registration By County

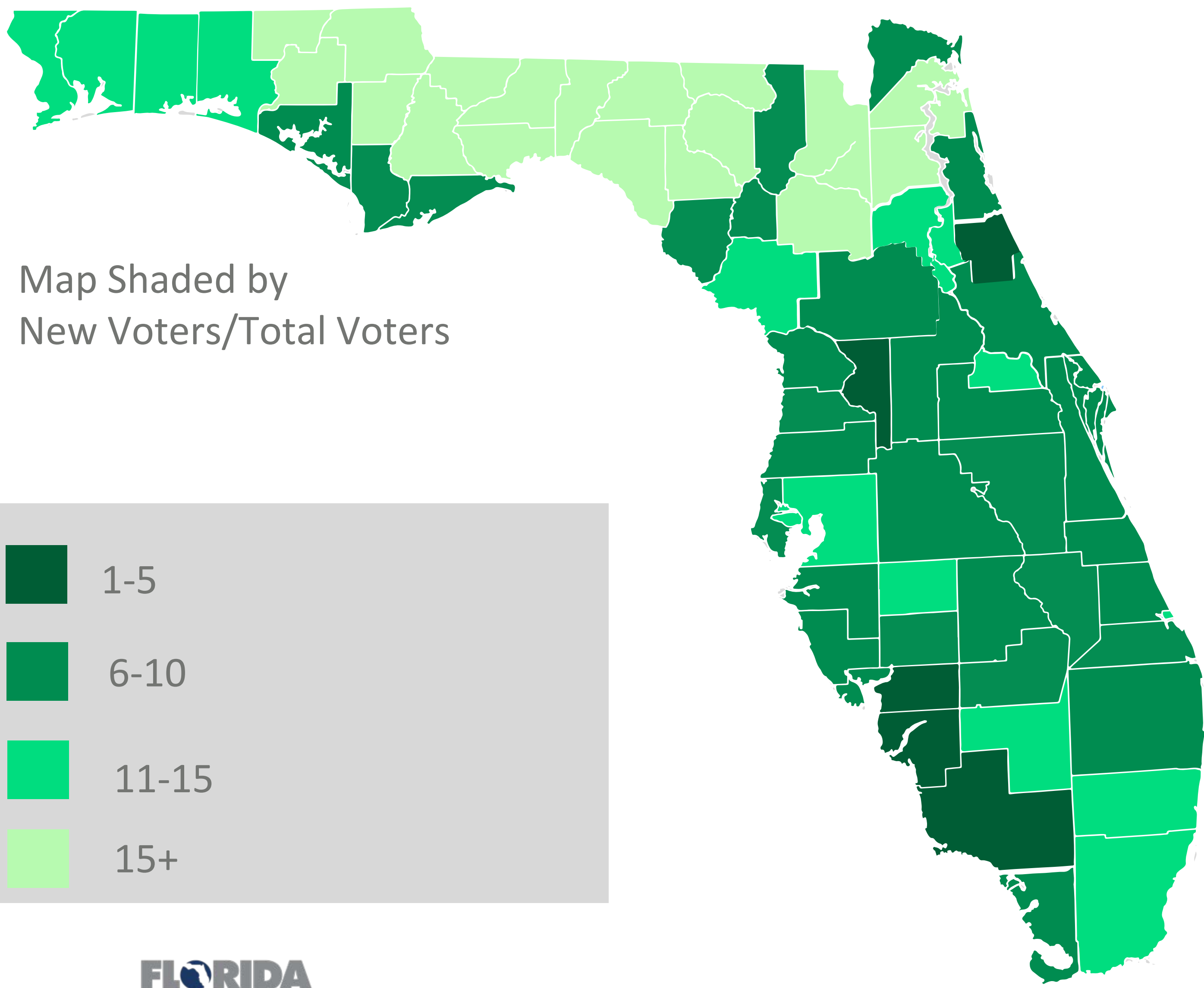


SEPTEMBER NEW VOTERS
By County



Scott Era

New Voters Since November 2010



Statewide	4,574,839
Men	2,084,543 (46%)
Women	2,244,901 (49%)
Republicans	1,297,712 (28%)
Democrats	1,508,126 (33%)
NPA/Others	1,769,001 (39%)
White	2,601,405 (57%)
Black	567,957 (12%)
Hispanics	956,304 (21%)

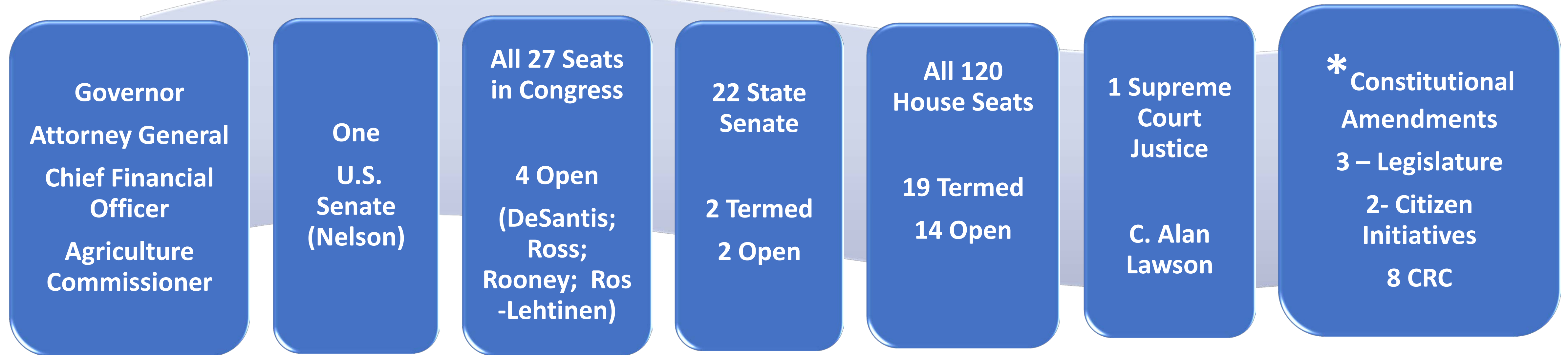
Changing Voter Attitudes

Statewide	JOB	HC	ED	OTHER
	14	13	17	Global Warming 5% Immigration 5% Property Insurance 3%
Jacksonville	6	12	14	Crime and Drugs 6%
Gainesville	6	18	24	Global Warming 6%
Tallahassee	5	29	19	Senior Issues 10%
Panama City	21	25	21	Global Warming 7%
Pensacola	24	15	6	Immigration 6%
Orlando/Daytona	12	12	15	Global Warming 8%
Tampa/St. Pete	21	9	21	Global Warming 6%
Ft. Myers/Naples	22	9	16	Water Issues 6%
Broward/Miami	15	13	16	Property Insurance 7%
Palm Beach	2	14	24	Property Insurance 8%

Statewide	48:37
Jacksonville	60:28
Gainesville	58:42
Tallahassee	40:50
Panama City/Pensacola	55:26
Orlando/Daytona	56:32
Tampa/St. Pete	48:38
Ft. Myers/Naples	56:24
Broward/Miami	39:42
Palm Beach	36:58

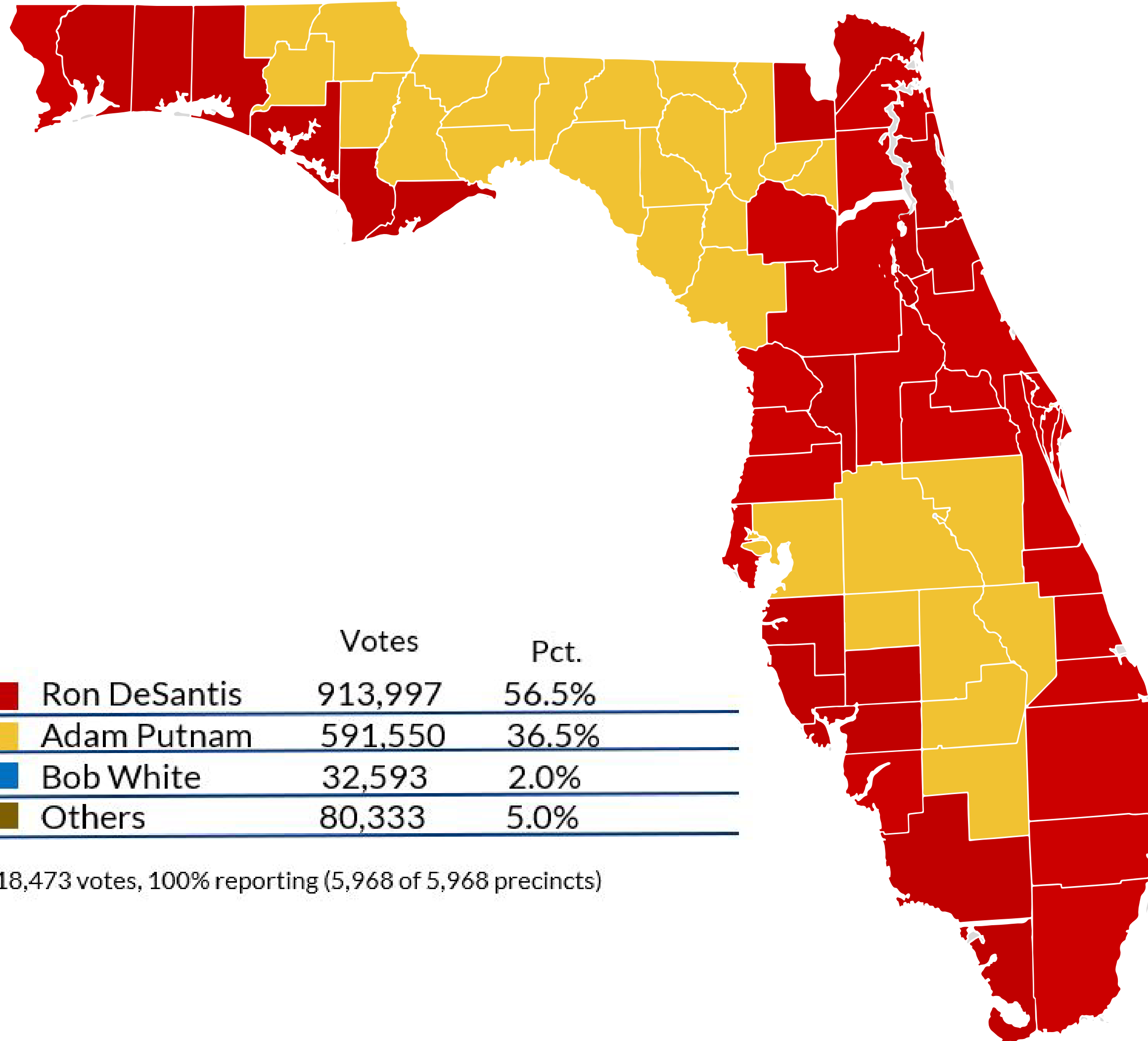
Statewide	48:37
Men	56:34
Women	41:40
Republicans	78:10
Democrats	24:61
Others	40:42
White	53:34
Black	26:56
Hispanic	53:33

What's At Stake in Florida in the 2018 Election



Primary Results

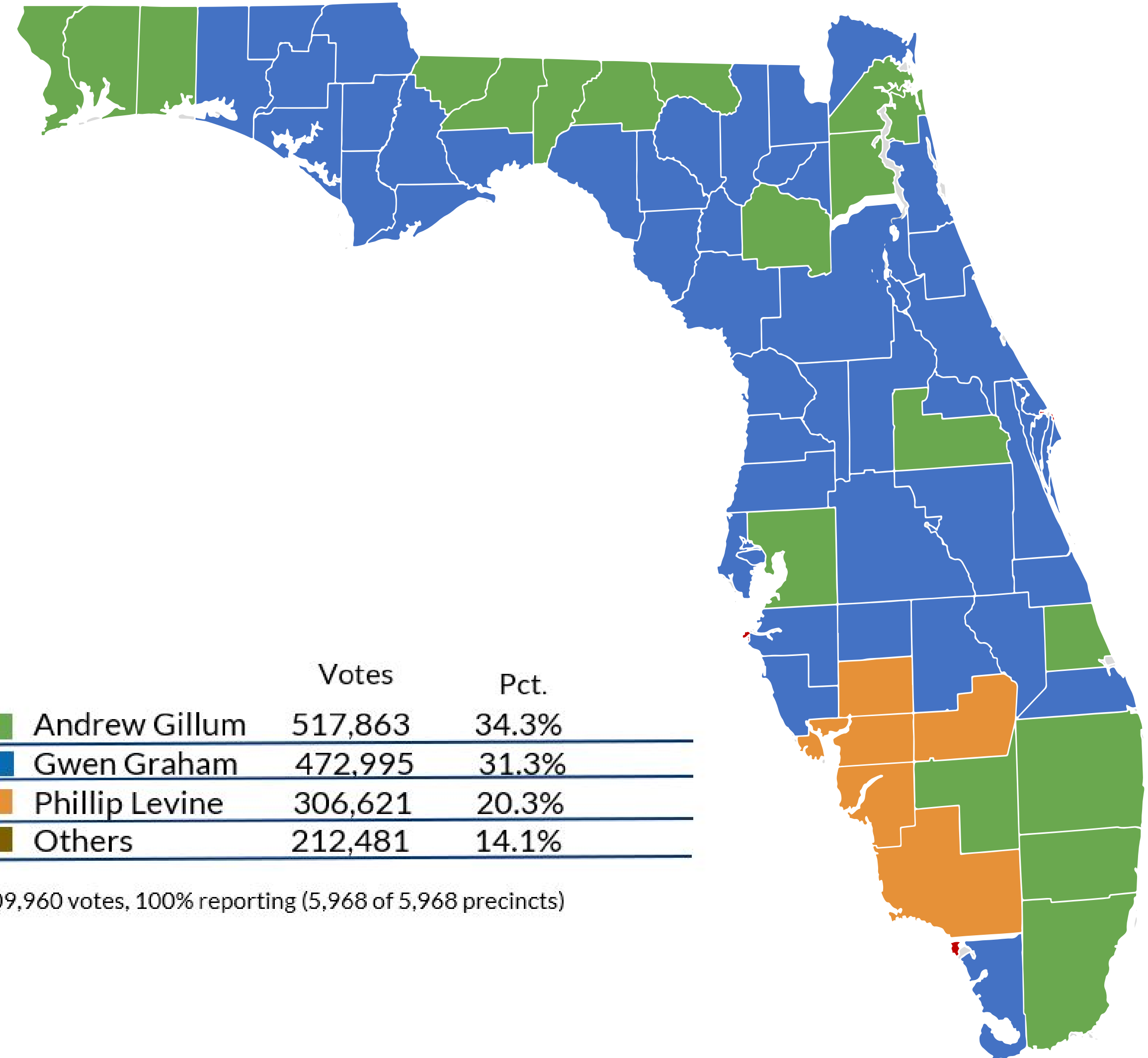
Republican



	Votes	Pct.
■ Ron DeSantis	913,997	56.5%
■ Adam Putnam	591,550	36.5%
■ Bob White	32,593	2.0%
■ Others	80,333	5.0%

1,618,473 votes, 100% reporting (5,968 of 5,968 precincts)

Democratic



	Votes	Pct.
■ Andrew Gillum	517,863	34.3%
■ Gwen Graham	472,995	31.3%
■ Phillip Levine	306,621	20.3%
■ Others	212,481	14.1%

1,509,960 votes, 100% reporting (5,968 of 5,968 precincts)

Florida's Governor Race



Ron DeSantis - R



Andrew Gillum - D

Florida's Attorney General Race



Ashley Moody - R



Sean Shaw- D

Florida's Chief Financial Officer Race



Jimmy Patronis - R



Jeremy Ring- D

Florida's Commissioner of Agriculture Race



Matt Caldwell - R



Nikki Fried - D

Engage Your Employees



- For non-partisan materials
 - Issues
 - Elections
 - Voter Registration Drives
- Talk to your employees about paying attention
- Encourage them to get involved (non-partisan)

“Florida Wins is the best resource to go to, to understand both the politics of what’s happening in Florida and also the policy implications.” – Will Weatherford, Former Speaker of the Florida House



YOU'RE INVITED: UPCOMING EVENTS

- **September 26-27, 2018-** Future of Florida Forum-Orlando, FL
- **November 27-29, 2018-** Florida Chamber Insurance Summit-Miami, FL
- **December 3-7, 2018-** Florida Chamber of Commerce Business Development & Trade Mission to Ireland & UK
- **December 11, 2018-** Transportation & Infrastructure Summit-Babcock Ranch, FL
- **February 19-21, 2019-** Legislative Fly-In- Tallahassee, FL
- **April, 2019-** Florida International Trade & Investment Conference-Miami, FL

“We won’t get the policies right until we get the politics right.” – Will Weatherford, Partner, Weatherford Capital & Former Speaker of the House

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