



2016

ANNUAL REPORT

2016

ANNUAL REPORT

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2016-17 EXECUTIVE COMMITTEE



PRESIDENT
Commissioner
Kathy Bryant
Marion County



PRESIDENT-ELECT
Commissioner
Christopher G. Constance, M.D.
Charlotte County



FIRST VICE PRESIDENT
Commissioner
Karson Turner
Hendry County



SECOND VICE PRESIDENT
Commissioner
Nick Maddox
Leon County



IMMEDIATE PAST PRESIDENT
Commissioner
Barbara Sharief
Broward County

The Florida Association of Counties helps counties effectively serve and represent Floridians by strengthening and preserving county home rule through advocacy, education and collaboration.



PRESIDENT'S MESSAGE

For more than 85 years, FAC has fought to preserve and strengthen home rule and like you I'm proud to be a member of an organization focused on its mission and so many of Florida's dedicated public servants. In the last year, FAC saved counties millions of dollars by blocking unfunded mandates and killing legislative preemptions. But as we all know the assault on home rule does not end and we expect many challenging issues during the upcoming legislative session.

The strength of our organization is in our unity as 67 counties which is why I chose my theme for this year to be "United we Serve". It is my intent, and I hope you will join with me that standing 'united' is not simply a tag line but the directive that we must all act on to support FAC and strengthen the organization we depend on to preserve our local government authority. There are many benefits every county receives from FAC - from the benefit of successful advocacy, to education programs and cost saving business offerings. Yet if we want FAC's influence in Tallahassee to grow and our member benefits to increase, we must also take advantage of opportunities to support and grow FAC.

FAC is committed to helping counties learn from each other and to show others the great programs taking place across Florida. To do this, legislators and citizens need to hear about the innovative things counties are doing to improve their communities. We need you to share your county's efficiencies, innovations and successes with FAC and each other.

FAC offers more than 13 programs focused and dedicated to increasing services for counties while saving county revenues. While all programs may not work for your county, I hope you will join me in committing to including FAC programs in the bid process and providing these cost saving programs an equal chance to procure the business of your county.

We know all politics are local. If you haven't already, please take the time to build a relationship with your local delegation. Introduce yourself and start a regular meeting schedule to work together on the challenges and goals of your community. This will increase their understanding of the challenges facing local government and your ability to work with them in Tallahassee as they debate policy that will impact your ability to govern.

Working together we will have a great year ahead. If there is anything at all that I can ever do for you, please do not hesitate to contact me on my cell phone at (352) 572-5775. It is my pleasure to work with and for you over the coming year and I want to hear from you on the ways that we can continue to grow and improve your state association.

Sincerely,

Kathy Bryant
FAC President, Marion County

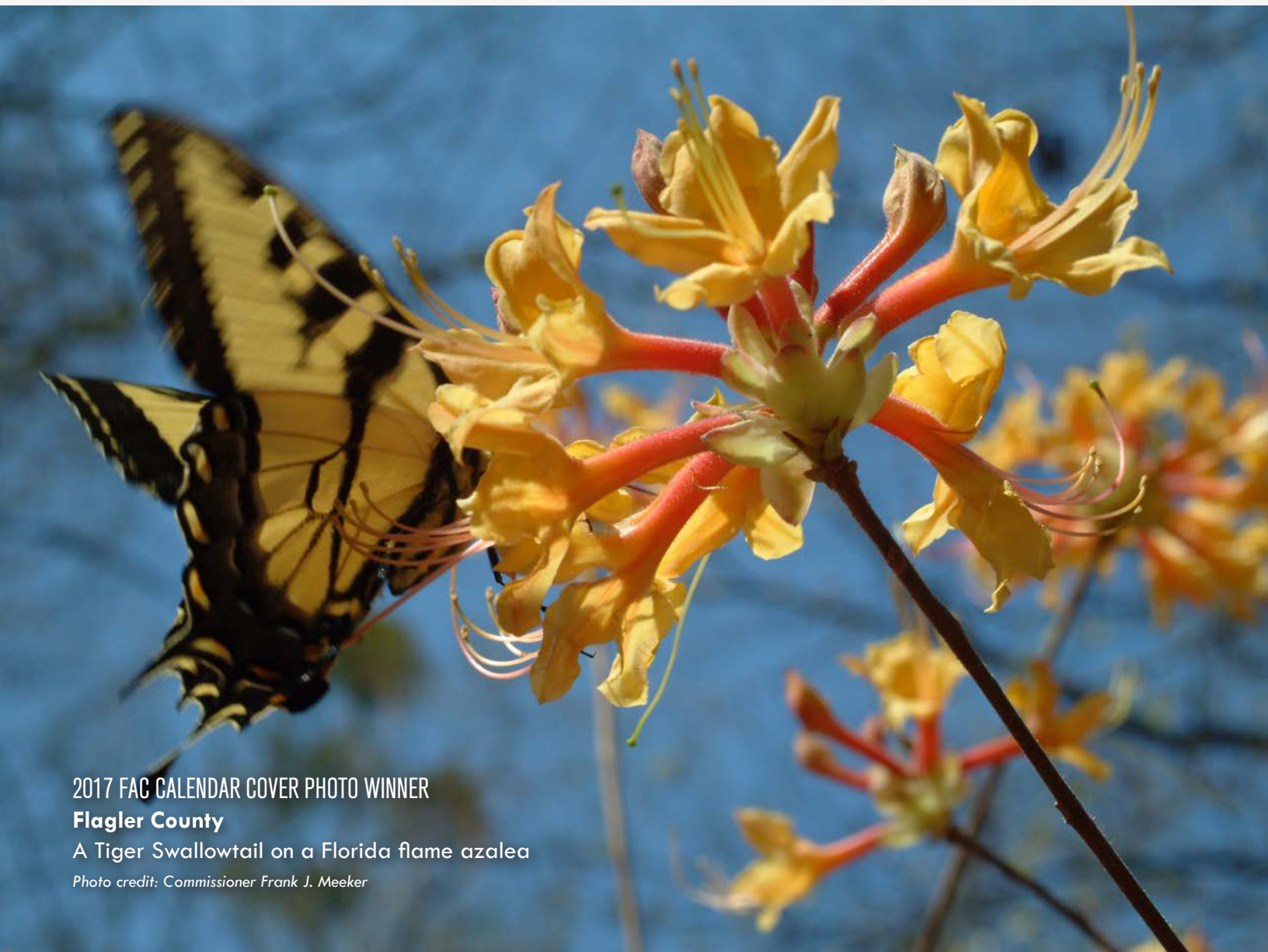


ABOUT FAC

For more than 85 years, the Florida Association of Counties (FAC) has represented the diverse interests of Florida's counties, emphasizing the importance of protecting home rule- the concept that communities and their local leaders should make the decisions that impact their community.

FAC is the only association representing Florida's 67 counties – bringing together the collective experience and knowledge of 377 county commissioners and supported by thousands of county professional staff. FAC provides the cohesive platform that enables county officials and staff to speak with a unified voice on behalf of all Floridians. Through FAC, counties are better able to serve not only their communities, but the entire state of Florida.

Throughout the state, Florida's counties perform vital public services such as public safety, fire and emergency medical services, jails, parks, libraries, health care, growth management, economic development and roads to name a few.



2017 FAC CALENDAR COVER PHOTO WINNER

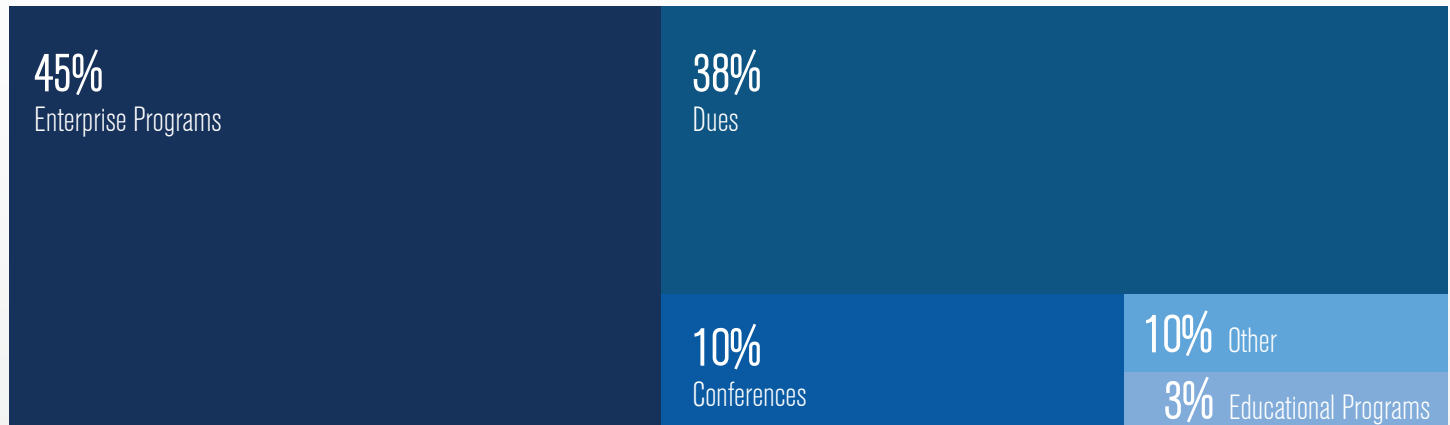
Flagler County

A Tiger Swallowtail on a Florida flame azalea

Photo credit: Commissioner Frank J. Meeker

FAC OPERATIONS

2016 FAC ESTIMATED INCOME



2016 IN REVIEW

IT

Upgraded entire association to Windows 10 Professional on an escalated timeline with internal staff in order to save FAC \$10,000 in limited time Microsoft offers. Implemented email function of Office365. Upgraded entire virtualization environment to VSpere6 to take advantage of new utilities that the platform offers.

Association Management Software

Consolidated and input information to include 15 years of historical data of each member's participation on standing committees (ie, Board, Executive, Finance and Audit), policy committees, workgroups and awards. This functionality allows us to better know our membership and track their involvement in FAC. Also, incorporated new entity of FACM, and increased FACERS activity for accounting and AMS systems.

Clean Audit Reviews

Successfully completed audits with unmodified opinions for: FAC/FCF, FLGFC and Gulf Consortium.

LOOKING AHEAD IN 2017



IT

Use technology to streamline provision of accounting services to FAC, FCF, Gulf Consortium, FACERS, FACM, FACA and All About Florida.

IT

Implement Office365 and its host of services to provide more efficient mobile access and secure file storage among many other advantages.

FLGFC

Expand county participation in FLGFC by \$20 million in FY 2017 by through increased financial, administrative and marketing services.



Davin Suggs
Director of Public Policy

ADVOCACY

2016 LEGISLATIVE HIGHLIGHTS

State Legislative Successes

Juvenile Detention Costs

Unanimously passed SB 1322 which resolved the long standing dispute between counties and the state over the way counties are billed for juvenile detention costs. The new billing model is more streamlined and transparent requiring counties to pay a flat 50% of the actual costs of detention care in their county for the previous year with the state paying all remaining costs, including 100% of the costs for juveniles in fiscally constrained counties and out of state youth. Estimated cost savings to Florida's counties in the first year is \$12 million.

Relocation of Utilities

Defeated attempts by the private utility industry to shift costs of moving their equipment onto counties when an improvement project required their relocation from a county right-of-way; such a shift could have resulted in counties paying tens of millions of dollars in relocation costs.

Medical Examiners Fees

Defeated attempts by the funeral industry to prohibit counties from charging fees for medical examiners who must verify death records prior to cremation. If passed, it would have resulted in a \$4 million negative fiscal to counties.



Having been in the legislative process a long time, I am constantly proud of the job FAC does to represent Florida's counties and their record at stopping unfunded mandates and preemptions.

- Melissa McKinlay, Palm Beach County Commissioner



Governor Rick Scott signs the juvenile detention bill at FAC Annual Conference.



FAC Executive Director Scott Shalley and former FAC Legislative Director Lisa Hurley thank Representative Chris Latvala and Senator Jack Latvala for their help with the juvenile detention bill.

Federal Legislative Successes

In its fourth year, FAC's federal program continued to succeed in efforts to coordinate the counties' statewide lobbying efforts. FAC staff and members of the FAC Federal Committee met twice in 2016 with Florida Congressional members and staff in Washington, D.C. These efforts have resulted in FAC being recognized as a valued resource on its federal priorities. As evidence of this, at the request of the House Transportation and Infrastructure Committee, Commissioner Heather Carruthers of Monroe County testified before Congress on the National Flood Insurance Program and its impact on the Endangered Species Act.

FAC's federal program, contains the following issues:

- Opposing the EPA's overly expansive rules (WOTUS) giving the federal government jurisdiction over local bodies of water.
- Seeking reauthorization of a long term funding solution to ensure solvency of the Federal Highway Trust Fund.
- Limiting FEMA's authority to de-obligate previously awarded disaster funds from local governments.
- Recommending legislative changes to ensure counties are more directly involved in oil spill response issues.
- Reauthorizing the National Flood Insurance Program

LOOKING AHEAD IN 2017



2017 Legislative Priorities

Opioid Epidemic

SUPPORT providing life-saving interventions, medically-assisted detoxification programs, and diversions from the criminal justice system for those suffering from opioid addiction. SUPPORT efforts to stop opioid trafficking and increased penalties for dealers and traffickers whose actions result in loss of life.

Medical Marijuana

SUPPORT Home Rule: maintaining local authority to determine land use, zoning, and other regulatory standards for marijuana cultivation, processing, and distribution.

SUPPORT Recurring Revenue: A taxation or fee structure should be implemented with the state or independently to help counties recoup any and all costs in public services, including but not limited to law enforcement, and regulatory enforcement.

SUPPORT legislation that provides a comprehensive health-based regulatory system where the DOH is responsible for licensing cultivation sites, dispensing facilities, and manufacturers of marijuana for medicinal purposes.

Tax Reform / Local Revenue Enhancement/Modification & Economic Development

SUPPORT tax reform measures that simplify administration and provide an economic boost to Florida's taxpayers while at the same time considering and minimizing the collective and cumulative negative impact on local

revenues, including state shared and local discretionary revenue sources that are critical to local governments in providing community services. Potential tax proposals that are of major concern to FAC include, but are not limited to...[\(Read more\)](#)

Comprehensive Water

Amendment 1 – The Florida Water and Land Conservation Amendment

SUPPORT the allocation of matching funds to county governments to purchase environmentally sensitive and endangered lands, and to restore impaired estuaries, lagoons and other waterbodies in accordance with state policy and local needs.

SUPPORT the distribution of land management appropriations to local governments in proportion to the percentage of public conservation lands managed within those local jurisdictions. [\(Read more\)](#)

Beach Renourishment

SUPPORT the creation of a new dedicated and recurring statutory funding source for beach renourishment projects which accurately reflects the increase in participating programs and future beach and inlet project funding needs.

SUPPORT the revision of statutory criteria for the annual ranking of beach projects for state cost sharing; specifically, the inclusion of criteria that recognizes economic benefits and cost effectiveness, reduction in storm damage, ability to leverage matching funds, and dune restoration as an investment in beach protection and preservation.

LOOKING AHEAD IN 2017



2017 Legislative Priorities *Continued*

Constitutional Revision Commission (CRC)

FAC staff is also preparing for the convening of the Florida Constitutional Revision Commission. The Constitution Revision Commission is commissioned every 20 years to examine the Florida Constitution, hold public hearings and possibly recommend changes to the Florida Constitution for voter consideration. The CRC has the potential to propose wide-sweeping governmental reform to the voters on the 2018 general election ballot, including reform in the relationship between the state and local governments. FAC has formed a CRC committee of commissioners and one of attorneys, to provide guidance, legal research, analysis and feedback for FAC's comprehensive CRC efforts.

A Summit

In February 2017, FAC will host its first topic focused Summit in an effort to expand its educational opportunities to its membership. The Medical Marijuana Summit will take a complete and expansive look at the new medical marijuana amendment and ways its implementation could impact Florida's counties.





Letreze Gooding, CMP
Director of Education & Events

EDUCATION

2016 IN REVIEW

UF/IFAS Partnership

FAC continues to have a strong partnership with University of Florida IFAS Extension. UF/IFAS Extension continues to be the sole sponsor of all of FAC's education certification programs, FACTOR-Educating County Leaders. This continued partnership allows FAC to improve member benefits by continuing to grow our program offerings.

FACTOR Programs Continue to Grow

At Annual Conference, FAC graduated 18 Certified County Commissioners (CCC) for a total of 410 CCC alumni. Fifteen commissioners also received their Advanced County Commissioners (ACC) for a total of 186 ACC alumni. In addition, a total of 31 ACC Alumni earned enough points throughout the year by participating in various programs and FAC Leadership roles to be eligible for the elite Torchbearer designation.

Curriculum Review Committee

The Curriculum Review Committee held their biennial meeting in August to review the course offerings and curriculum for the FACTOR programs to prepare for the upcoming 2016-18 calendar of events. In addition to typical programming updates, the Committee focused the majority of their time reviewing the current curriculum for the ACC program as it celebrated its 10th anniversary and discussing ways to update the program to address the current needs of Florida's Commissioners.

LOOKING AHEAD IN 2017



County Staff Program

FACTOR is adding a fifth program to its offerings and this time the focus is on county staff. This program is a voluntary program of study based on our current Certified County Commissioner (CCC) program. Content for this program includes county government structure and authority, finance and budget, growth management, ethics and Sunshine Law, and Florida's legislative process and so much more. We are excited about this additional offering and look forward to growing this program to enhance the overall knowledge of senior level county staff.

New Cycle of CCC Programs

In November 2016, FAC will begin a new cycle of our 2016-18 CCC program; typically, more than 50% of the newly elected commissioners participate in these classes. FAC continues to hold the majority of the classes in conjunction with FAC conferences and also utilizes the UF/IFAS Extension offices around the state for regional workshops. We offer all six of the core CCC programs within one calendar year to encourage commissioners to complete their certification in their first 12 to 18 months in office.

Florida County Government Guide Update

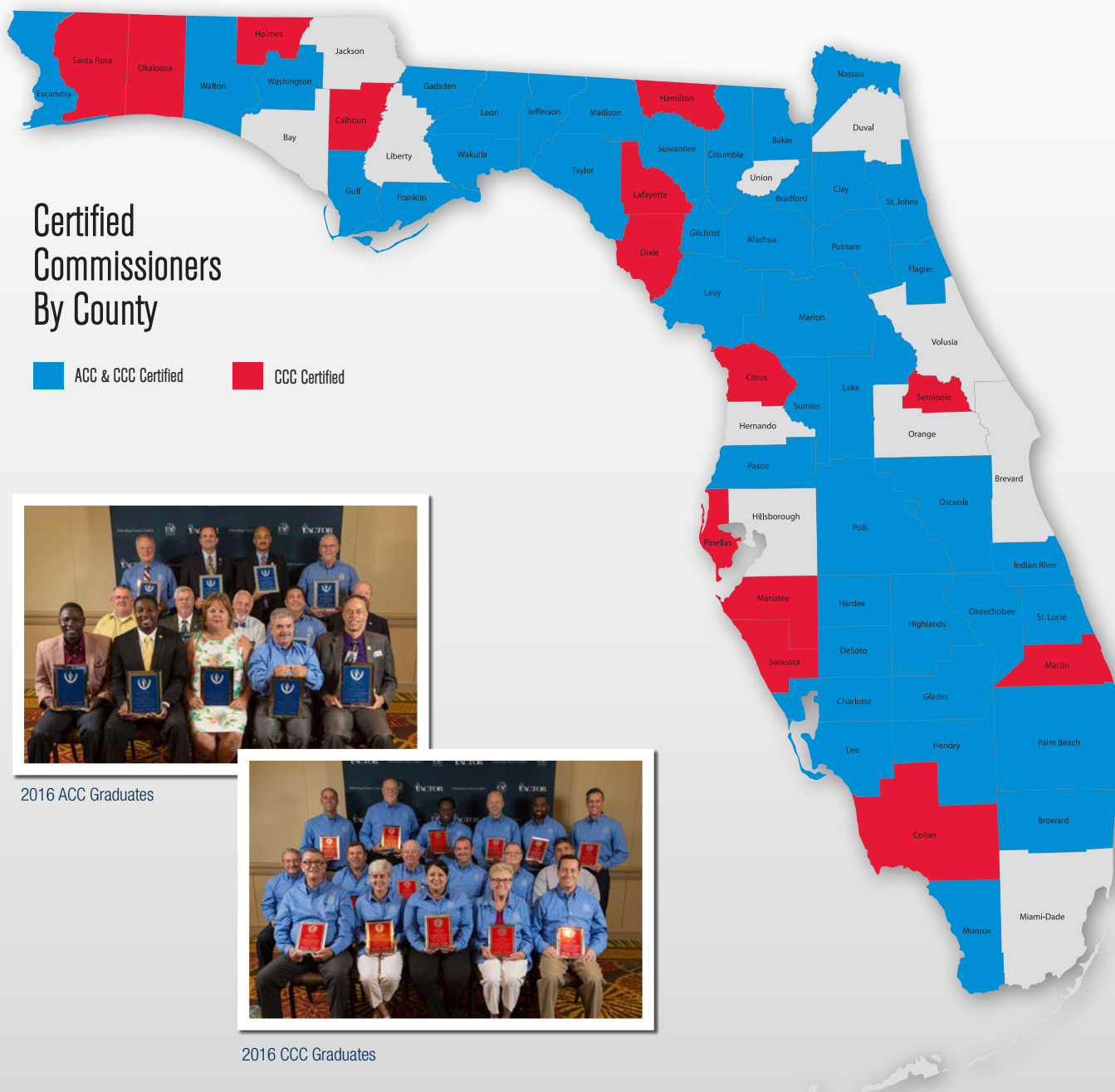
FAC will complete an update to the third edition of the Florida County Government Guide. This comprehensive guide on local government in Florida serves as a useful resource for both county commissioners and staff and is being used as the basis for the CCC course curriculum. This guide is reviewed and updated biennially prior to each election.

All FACTOR Programs
are sponsored by

UF | **IFAS Extension**
UNIVERSITY of FLORIDA

“The FACTOR Education Programs are an excellent preparation for you to become a better advocate and representative for your community.”

- Barbara Sharief, Broward County Commissioner





Letreze Gooding, CMP
Director of Education & Events

EVENTS

2016 IN REVIEW

Successful Conferences

FAC held four successful conferences with great participation from our membership. These programs included workshops on issues pertinent to our membership and featured a myriad of prominent speakers from around the state and country to educate and motivate attendees.

2016 Legislation Day Speakers

GOVERNOR RICK SCOTT, Governor
CISSY PROCTOR, Executive Director
HON. ANDY GARDINER, Senator
HON. JACK LATVALA, Senator
HON. KATHLEEN PETERS, Representative
HON. KATIE EDWARDS, Representative
HON. CHARLIE STONE, Representative
ADAM PUTNAM, Commissioner
HON. JEFF CLEMENS, Senator
JEFF ATWATER, Chief Financial Officer
HON. STEVE CRISAFULLI, Speaker of the Florida House



FAC members listen on during Legislative Day presentations.

2016 Policy Committee Conference Speakers

EDWARD DION, Attorney, Nabors, Giblin & Nickerson, P.A.	NATALIE KELLY, CEO, Florida Association of Management Entities
JOHN GOODKNIGHT, Executive Liaison, Florida Association of County Engineers and Road Superintendents (FACERS)	MELISSA KUIPERS BLAKE, Senior Policy Advisor and Counsel, Brownstein Hyatt Farber Schreck
RODNEY CLOUSER, FAC Fellow, UF/IFAS	CRYSTAL STILES, Director of Economic Development, Florida Power & Light Company
JEFF KRAMER, Senior Research Associate, Center for Urban Transportation Research at USF	DEL BOYETTE, President and CEO, Boyette Strategic Advisors
CLARK SCOTT, Business Services Division Director, Pinellas County	TRACY SHARP, Chief Operating Officer, Boyette Strategic Advisors
LYNETTE HERBERT, Public Health Services Manager-Human Services, Sarasota County	CAROLYN JOHNSON, Director of Business, Ec. Development & Innovation, Florida Chamber of Commerce
RYAN MATTHEWS, Director, Office of Water Policy, Department of Environmental Protection	RAMON GAVARRETE, County Engineer, Alachua County
DIANA FERGUSON, Associate, Rutledge & Ecenia	



Commissioner Karson Turner, Governor Rick Scott and President Kathy Bryant after the DJJ bill signing.



Senate President Andy Gardiner thanks FAC members for County Champion Award.



Representative Kathleen Peters speaks to FAC Legislative Day attendees.

2016 Annual Meeting Speakers

ERNIE BARNETT, Executive Director, Florida Land Council

ANDREW BARTLETT, Deputy Secretary, Florida Department of Environmental Protection

KARL BLISCHKE, Director of Strategic Business Development, Florida Department of Economic Opportunity

CONNIE BOOKMAN, Chief Executive Officer, Pathways For Change, Inc.

CAROL BURKETT, Director, Coalition for a Drug Free Community

LEE HAYES BYRON, Director of Sustainability, Sarasota County

HEATHER CARRUTHERS, Commissioner, Monroe County

TIM CENTER, Executive Director, Sustainable Florida

FRANK CLARKE, Vice President, Key Accounts, Clarke

CHRIS COLLINS, Chief Operating Officer, Pathways For Change, Inc.

DAVIS DAIKER, Bureau Chief, Bureau of Scientific Evaluation and, Florida Department of Agriculture and Consumer Services

CHRISTY DALY, Secretary, Florida Department of Juvenile Justice

DOUG DANIELS, Council Member, Volusia County

VIRGINIA DELEGAL, General Counsel/Deputy Executive Director, Florida Association of Counties

JERRY DEMINGS, Sheriff, Orange County

BRYAN DESLOGE, Commissioner, Leon County

VIRLINDIA DOSS, Executive Director, State of Florida Commission on Ethics

SHANNON ESTENOZ, Director, U.S. Department of Interior Office of Everglades Restoration Initiatives

CHRIS EVERS, President, Evers Infrastructure

TOM FRICK, Chief, Division of Environmental Assessment and Re, Florida Department of Environmental Protection

GREG FROST, President, Civil Citation Network

RAMON GAVARRETE, County Engineer, Alachua County

VAL GELNOVATCH, Partner, The Ferguson Group

BOB GEROLD, Board Director, Pathways For Change, Inc.

PAT GLEASON, Special Counsel for Open Government, Office of the Attorney General

DR. KENDRA GOFF, State Toxicologist & Bureau Chief, Bureau of Environmental Health| Division of Disease Control and Health Protection

JOHN GOODKNIGHT, Executive Liaison, Goodknight Consulting, Inc.

MIKE GRISSOM, Senior Vice President, External Affairs, Enterprise Florida

JOEL GUNTER, Director, Business Development, Enterprise Florida

DR. MICHAEL GUTTER, Associate Dean for Extension, UF/IFAS

JANINE HEYDRICK, Director of Operations, Contagious Companies

SALLY HEYMAN, Commissioner, Miami-Dade County

ERIC HINSON, Commissioner, Gadsden County

DALE HOLCOMB, Environmental Manager, Bureau of Environmental Health| Division of Disease Control and Health Protection

PATRICK HOWARD, Government Operations Consultant II, Florida Department of Economic Opportunity

TERESA JACOBS, Mayor, Orange County

EVAN JENNE, Representative, Florida House of Representatives

MARIAN JOHNSON, Senior Vice President, Political Strategy, Florida Chamber of Commerce

TAMMY KALEEL, Environmental Integration Director, Walt Disney Parks & Resorts US

HANNAH KAPLAN, Political Administrative Coordinator, Florida Chamber of Commerce

LAURA KELLEY, Executive Director, Central Florida Expressway Authority

COLONEL JASON KIRK, Commander, Jacksonville District , U.S. Army Corps of Engineers

DON KISELEWSKI, Senior Director of External Affairs, Florida Power & Light Company

PAULA LEMMO, Bureau Chief of Community Assistance, Florida Department of Economic Opportunity

DR. ANNA MARIE LIKOS, MD, MPH, Deputy Secretary, Florida Department of Health

TERRI LOWERY, Vice President, Jones Edmonds

SHERRI MARTIN, Bureau Chief of Economic Development, Florida Department of Economic Opportunity

MARY MCCARTY, Former County Commissioner, Palm Beach County

TOD MOWERY, Commissioner, St. Lucie County

DR. DERRICK NIMMO, Product Development Manager , Oxitec

TIM O'MARA, Senior Consultant, Nationwide Institute, Nationwide Retirement Solutions

ROBERT PARKINSON, M.A., CCJA, Criminal Justice Liaison, Hillsborough County

KATHLEEN PETERS, Representative, Florida House of Representatives

NICK PLACE, Dean & Director of UF/IFAS, UF/IFAS

CHARLIE PLUMB, Captain,

DR. GEORGE RALLS, Director of Health & Public Safety, Orange County

BETH RANSON, Public Education & Information Officer, Florida Keys Mosquito Control District

GROVER C. ROBINSON, IV, Commissioner, Escambia County

GABE SATALOFF, Geospatial Analyst, The Baldwin Group/NOAA Office for Coastal Management

DR. ANN SHORTELE, Executive Director, St. Johns River Water Management District

DOUG SMITH, Commissioner, Martin County

TAYLOR SPANGLER, State Coordinator Florida Master Money Mentor Prog, UF/IFAS

DR. MIKE SPRANGER, State Specialist Community Development, UF/IFAS

JAMES STANSBURY, Bureau Chief of Community Planning, Florida Department of Economic Opportunity

HEIDI STILLER, Human Dimensions Specialist, NOAA Office for Coastal Management

HERBERT THIELE, County Attorney, Leon County

MONICA WOFFORD, Speaker, Author & CEO, Contagious Companies, Inc.

Annual Conference Improvements

This year, FAC made several revisions to the content of the Annual Conference. Several workshops were added to the event, giving participants several workshop options from communications to leadership skills to delving deeper into major policy issues that are currently effecting our state. The program included an excellent speaker line-up and an opportunity for attendees to participate in the UF/IFAS Extension Poverty Simulation program. FAC's Corporate Sponsor and Enterprise Partners organized another family friendly welcome event on Tuesday night with food, games and fun for all. FAC also participated in a new idea for a charitable component to the conference by adding the Give Back—Back Pack Stuffing in the Educational Exposition. Attendees were able to go around the exhibitors that were participating and fill up backpacks of much needed toiletries for Florida's Homeless Vets. All proceeds went to the Florida Veterans Foundation.

More County Staff Opportunities

FAC continues to focus on the membership's needs by increasing our programming for county commissioners and senior level staff. At each of our conferences, our affiliates provide special workshops and programming for county attorneys, county managers, county engineers and other high level staff to ensure that their professional needs are also being addressed.



The FAC Conferences and educational opportunities combine classroom learning and practical experience of commissioners from all around Florida to improve the abilities and experience of each commissioner through synergy."

- Bill Truex, Charlotte County Commissioner

LOOKING AHEAD IN 2017



Centralized Events and Low Conference Fees

FAC will continue to hold events in central locations. In 2017, our major events will be in Leon, Palm Beach, Osceola and Sarasota Counties. FAC also held several education certification programs in conjunction with main conferences and have instituted one day registration rates to encourage participation while saving participants limited travel dollars. While programming has continued to grow and expand, no significant rate increases have happened in the last 10 years.

Membership Database and Other Technology

FAC has invested in an updated web-based membership database that allows members to easily register for FAC events, keep track of what committees you serve on, track your education credits, store your meeting materials and even see event photos. This database also serves as an always up-to-date membership directory. Other technology improvements include providing Wi-Fi access at each of our meetings and utilizing the FAC App during each event to download important conference materials.

FAC CALENDAR OF EVENTS 2017

April 4-7
FAC Legislative Day Events
Leon County

June 27-30
FAC Annual Conference
Palm Beach County

September 27-29
FAC Policy Conference
Osceola County

November 14-16
FAC Legislative Conference
Sarasota County



Kriss Vallese
Director of Enterprise Programs

ENTERPRISE PROGRAMS

2016 IN REVIEW

Re-Established the Enterprise Committee

With a directive to reduce reliance on membership dues, FAC has been exploring options to generate additional non-dues revenue, including its Enterprise and Partnership Programs. Recognizing that member input is essential in creating new programs and partnerships that work for counties, FAC re-established the Enterprise Committee. The committee consists of nine members and is chaired by Sarasota County Commissioner Alan Maio.

Florida Local Government Finance Program 25th Anniversary

In 2016, FAC celebrated the 25th Anniversary of one its longest-running, wholly owned Enterprise Programs – the Florida Local Government Finance Program (FLGFP). Since its inception, the commercial paper loan program has loaned over \$2.5 Billion to more than 50 local governments. The program has also generated nearly \$5 million in non-dues revenue for FAC. FLGFP's 25th Anniversary is particularly significant because it is one of FAC's hallmark programs representing a true county solution that was created by counties for counties. The program has seen renewed growth over the past year due to increased marketing efforts, and increased activity as more counties recover from the recession. Currently, FLGFP holds more than \$100 million in its portfolio.

Franklin



Saving Counties Money and Reducing Reliance on Dues Revenue

Benefits for County Employees- In 2016, Desoto and Franklin counties joined a growing list of counties taking advantage of one of FAC's newest Enterprise Programs – Boston Mutual's Guaranteed Whole Life Insurance. The guaranteed whole life insurance product enables counties to offer employees and their families a valuable lifetime benefit at no cost to the county. Each new county that signs up generates additional non-dues revenue for FAC.

Healthcare Savings for Counties

Lake and Polk counties selected FAC Enterprise Partner Healthstat to manage their employee health clinics. Both counties opened their clinics in October 2016. The addition of Lake and Polk counties will generate recurring revenue for FAC with growth potential as more employees use the clinics. Pasco County opened an onsite employee wellness center with Healthstat almost two years ago and saw savings of \$900K in healthcare costs in its first year.





Is Your County An Enterprise All-Star?

County participation in FAC Enterprise Programs helps both the county and FAC. Counties get low-cost, high-quality business solutions that help them better serve their communities. FAC receives a revenue share from Enterprise Partners based on county participation, which reduces reliance on membership dues. In 2016, Leon, Polk and Charlotte counties were Enterprise All-Stars using eight or more Enterprise Programs. Put your county on the All-Star map. Contact the FAC Enterprise Department for details at (850) 922-4300 or visit fl-counties.com/local-government-solutions.

LOOKING AHEAD IN 2017



Expand Participation in Enterprise Programs

Increase county participation in its suite of Enterprise Programs through awareness efforts designed to educate members about the benefits and value of the products and services offered by FAC's Enterprise partners. FAC offers solutions in the areas of finance, insurance, cost savings and human resources.

Explore New Business Partnerships that Help Counties

Learn from counties about their business needs, and aggressively pursue partnerships that address those needs. FAC is committed to providing business solutions that help Florida counties deliver the highest quality service while saving taxpayer dollars.



Ginger Delegal
General Counsel & Deputy Executive Director

ADVOCACY IN THE COURTS

2016 IN REVIEW

Gulf Consortium

Lead a team of consultants, county staff and FAC staff (on behalf of the Gulf Consortium) to grant application and award from the Restore Council for the development of Florida's State Expenditure Plan at \$4.6 million.

Affiliate Membership

Broke membership and workshop attendance records for the Florida Association of County Attorneys, Florida Association of County Managers, and the Florida Association of County Engineers and Road Superintendents.

Membership Outreach

Increased travel in order to raise the level of FAC presence "out in the field" in the counties themselves and also, spearheaded the successful effort of providing one on one hospitality to an increased number of county commissioner and staff visitors to the FAC office during the legislative session.



Former St. Lucie County Commissioner Paula Lewis and Escambia County Administrator Jack Brown listen on during a presentation.

LOOKING AHEAD IN 2017



Actively support the Legislative Division's preparation and participation in the 2017-18 Constitutional Revision Commission work, serving as a leader for legal research, analysis and drafting support for FAC's CRC efforts. The CRC has the potential to propose wide-sweeping governmental reform to the voters on the 2018 general election ballot, including reform in the relationship between the state and local governments.

Increase the level of service for FAC affiliates, primarily the Florida Association of County Attorneys, the Florida Association of County Managers, the Florida Association of County Engineer & Road Superintendents, and the Florida Regional Councils Association, and lead the effort to increase each of their level of support back to FAC. Actively ensure a smooth transition for the Gulf Consortium from FAC's serving as interim manager to the Consortium's competitive procurement of professional and permanent management services.

Represent Florida along with NACo President Bryan Desloge (Former FAC President and Leon County Commissioner) as the NACo Parliamentarian, serving in that capacity at each of the NACo Board meetings during President Desloge's term as well as the NACo Annual Business Meeting in July 2017.





Cragin Mosteller
Communications Director & Policy Advisor

COMMUNICATIONS & MEMBER SERVICES

2016 IN REVIEW

CountySolutions

From soup to nuts developed and distributed a new magazine highlighting CountySolutions. Magazine development took a full year from the initial design phase, to soliciting counties for contributions, to writing content and finalizing layout.

Editorial Board Visits

FAC visited 17 editorial boards to discuss FAC's Legislative priorities: Orlando Sentinel, Lakeland Ledger, Tampa Bay Times, Tampa Tribune, Treasure Coast Newspapers, Florida Today, Gainesville Sun, Ocala Star Banner, Daytona Beach News Journal, Florida Times Union, Miami Herald, South Florida Sun-Sentinel, Palm Beach Post, Bradenton Herald, Sarasota Herald Tribune, Naples Daily News, and Fort Myers News Press. In addition more close to 100 articles were published where FAC was mentioned or used as an expert source.

Daily Conference Newsletters

Implemented a daily email to conference attendees highlighting the events from the day and outlining the events for the following day. This publication has seen tremendous success with average open rates at 70% and sometimes as high as a 90% open rate.

Website

Complete redesign and launch of FAC's more than 5,000 page website

Publications:

- **Annual Report:** Designed and coordinated content for FAC's Annual Content. This year the Annual Report was produced solely electronically saving FAC close to \$7,000
- **2016 Calendar:** Once again held the annual Calendar photo contest collecting close to 500 photos for consideration in this highly anticipated publication
- **Editorial Board Packet:** Developed in conjunction with the leg team white papers and graphs on FAC's top priorities. Laying out the design in an easy to use and reference format.
- **FAC News Clips:** Distribution increase from 785 in 2010 to 1,445 in 2016. This electronic publication regularly sees a 37% open rate – 17% higher than the industry standard of 20%.
- **FAC News & Notes:** This publication has continued to evolve focusing on sharing with counties pertinent information, educational articles and advancing innovative counties ideas. News & Notes has almost tripled in distribution increasing from 1,010 users in 2010 to 2,832 users in 2016 with an average open rate of 35%.



**PROUDLY
DISPLAY
IT IN
YOUR
LOBBY.**

**PICK UP
YOUR FREE
COPY
TODAY!**



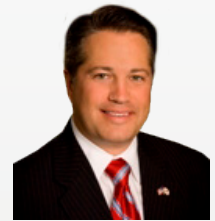
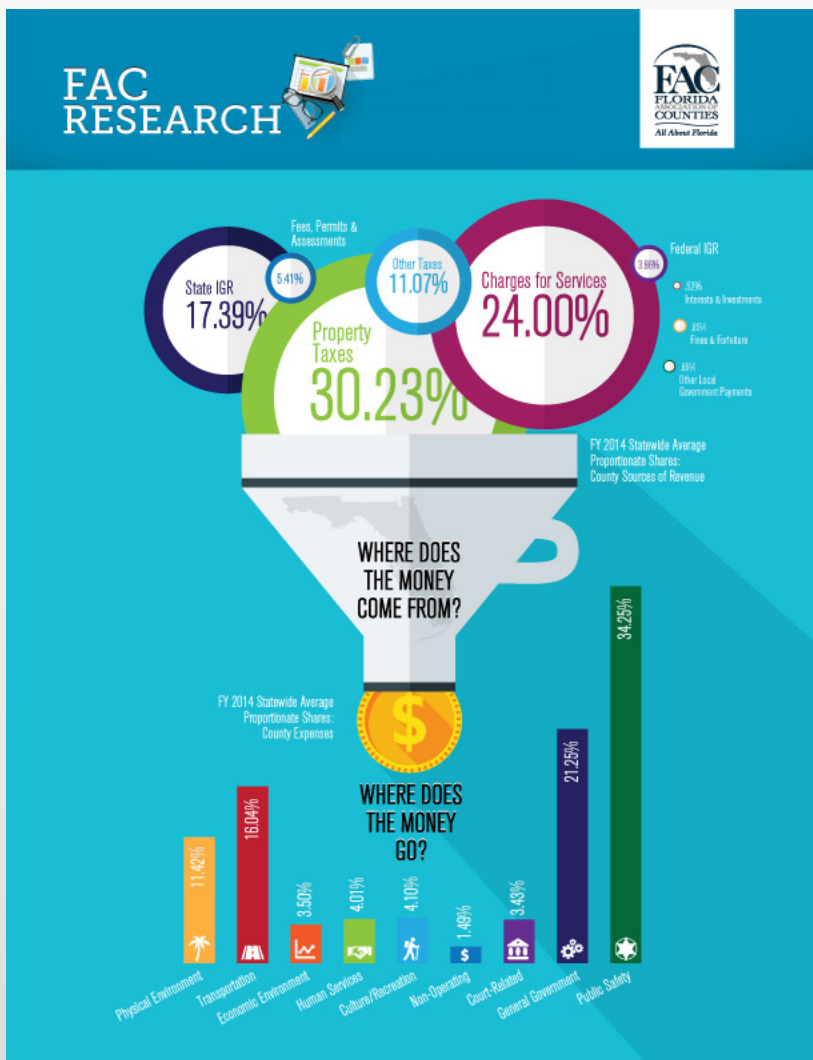
LOOKING AHEAD IN 2017



Volume 2 of CountySolutions magazine will be developed; this year with a committee of county commissioners and staff choosing the best innovative programs for publication.

With a massive redesign of the website in 2016; Communications will focus on building on this foundation in 2017 and finding new ways and tools to promote our most popular programs and services.

KeepItLocal, Florida, FAC's grassroots arm with the League of Cities will focus on increasing our subscription rates this year by finding unique stories to promote local projects, communities, businesses and government.



I love the information I get from FAC – creative solutions to government problems; legislative updates and articles on the challenges and solutions happening in counties across our state.”

- Chip LaMarca, Broward County Commissioner

LETTER FROM THE EXECUTIVE DIRECTOR

"Diversity Brings us Together" "United we Stand" those are the themes that were established under Past President Vice Mayor Barbara Sharief and current FAC President Chair Kathy Bryant. While they are simple words, they highlight the best in county government. County leaders simply don't have time for the divisiveness that dominates politics at other levels. There are roads to be paved, citizens to care for and jobs to be created.

Florida's counties were busy in 2016 finding new and innovative ways to tackle challenges and create healthier, more prosperous communities. FAC has been focused on celebrating these accomplishments and sharing best practices through increased communications and conference programming.

In 2016, FAC released the inaugural issue of County Solutions Magazine. A printed publication highlighting the many ways that county government is serving all Floridians. The magazine highlighted the best of Florida's counties. From simple tire buy backs to intense GIS mapping programs, counties are using technology and bright minds to move Florida forward. The magazine was distributed to over 2,500 people including state and federal elected officials.

Best practices were further celebrated at the 2016 FAC Annual Conference in Orange County. This year's conference featured a 400% increase in program offerings as attendees engaged in discussion on topics including economic development, Zika, the opioid epidemic, water quality, civil citations, poverty and transportation funding. We look to carry this momentum into 2017 as the FAC Annual Conference becomes "the place" for dialogue on Florida's most pressing challenges.

The Annual Conference was particularly special this year as we hosted Governor Rick Scott, DJJ Secretary Christina Daly and bill sponsors Senator Jack Latvala and Representative Chris Latvala for a ceremonial signing of SB 1322. After more than a decade of dispute, Florida's counties and the state reached a resolution for juvenile detention cost share. The bill establishes a 50/50 split of juvenile detention costs between the state of Florida and counties, ending years of bad billing, bureaucracy and lawsuits.

Once again this year we are being forced to say goodbye to some old friends and greet new ones as the election process has left us with 100 new commissioners. To those who have joined us . . . welcome! You are to be commended for your willingness to serve and we look forward to supporting you in your service!

I hope all of you will remember that this is your association. We are so proud to represent all of Florida's counties and we look forward to seeing you at FAC events throughout the year. It is through your support that we can continue to defeat unfunded mandates, protect home rule and preserve our quality of life. Thank you for your dedication.

Sincerely,


R. Scott Shalley



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