

NEBA NEWS

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2015 Autumn Edition

Network of Entrepreneurs & Business Advocates

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NEBA Newsletter

Miranda Madden, Editor

NEBA News is published quarterly in January, April, July, and October. Articles of interest are welcome, subject to review and space available. Submission deadline is the 25th day of the month prior to the month of publication; send articles, letters, photos or suggestions to:

newsletter@nebatallahassee.org

REPORT TO THE MEMBERSHIP

I hope that all of our NEBA members had a great summer. I know that NEBA did! Our summer programs were outstanding with our First Annual Summer Party at Dorothy Oven Park, our program in July, Senator Bill Montford, Peter Schweizer discussing his new book, "Clinton Cash", in August and our City Commissioners joining us in September for a forum discussing the City's proposed property tax increase, moderated by the Tallahassee Democrat's Publisher, Skip Foster.

Our NEBA membership continues to grow, with membership again approaching 200. We want to continue to grow as our influence with our local government grows accordingly. Our City Commission found out that when NEBA SPEAKS, THEY SHOULD LISTEN! We need to keep our advocacy of local business with government at the forefront of our purpose.

As we begin the last quarter of 2015 let us all continue to pay close attention to the actions of our County and City government for any action that may have an impact on local business. With the year coming to a close and holidays approaching, I would like to wish everyone HAPPY HOLLWEEEN, A HAPPY THANKSGIVING, A MERRY CHRISTMAS, AND HAPPY HOLIDAYS TO ALL!!

Bert Bevis, Proudly Serving as 2015 NEBA President

NEBA'S MISSION STATEMENT

NEBA is a diverse group of business professionals who are committed to enhancing Tallahassee's business climate by advocating the interests of local business with government. Since 1991, we have promoted commerce through networking, monitoring government and informing and educating our members.

WELCOME, NEW MEMBERS!

Lewis Buford, Tallahassee Land Co.; Jeff Doxee, Sr., Realtor; Sonya Fowler, The Empowered Office; Jackie Malone, Brehon Family Services; Andrew Maus & Rich Maus, Tallahassee Technology; Christian Minor, Barney Bishop Consulting; Jean Wingo, Florida Advocacy & Counseling

NEBA's July Meeting: Senator Bill Montford of District 3

NEBA welcomed Senator Bill Montford of District 3 with legislative updates. As a FSU graduate with 37 years as an educator, 10 of those as the Leon County School Superintendent, Senator Montford remains active in professional and civic organizations supporting education.

Pointing out how over the past several years there have been many changes in education and while Florida is in a good position with a strong homeschool program, Senator Montford stated "In our zest for education, Florida has begun to grossly over-test their students and the level of accountability was not where it was needed. Then high stakes testing began a few years ago and it became obvious that kids don't want to attend school *due to the testing.*" This year there is anticipated legislation addressing Charter Schools and funding.

Florida's Medicaid had a special legislative session this year closing 3 days early. With nearly 900,000 working Floridians without insurance, simply because they can't afford it, the Senate's plan allots for \$50M to subsidize private healthcare; meaning each participant would pay a portion based on their earnings. Senator Montford specified that without the US Government funding, this plan would be null and void.

Three things will attract people to take state jobs and move to our community: salary, stable retirement system and health insurance coverage. However, with only a single raise in the past 8 years not to mention now they are taking 3% back from retirement, state employees will not get a raise, yet again, this year.

Senator Montford closed with a quick discussion on how to manage and protect our local lands. He was disappointed that the state didn't do more to back/support those 75% who voted on spending towards Amendment 1. An example of the issue: Should the money be spent on sewage in Woodville to protect Wakulla Springs? As an advocate of management of the lands we already have, Senator Montford expressed that the money should be spent on Wakulla Springs.



Senator Bill Montford

NEBA's August Meeting: Peter Schweizer, Best-selling Author and Political Consultant

NEBA was privileged to have best-selling author and political consultant, Peter Schweizer, as our guest speaker this month. As the current president of the Government Accountability Institute (GAI), Peter began discussing corruption on the hill, as told in his Times & Washington Post proclaimed best-seller "Clinton Cash: The Untold Story of How and Why Foreign Governments and Businesses Helped Make Bill and Hillary Rich", 2015.



Peter Schweizer,
Author & Political Consultant

Kicking off the discussion, Peter proclaimed "We need to regulate politicians and stop 'Public Service Self-Enrichment'! Currently, it's a common occurrence for presidential candidates to set up private email accounts. However, why would you set up a separate server to house confidential/classified information without prior approval and proper security? The Clinton's have created a new model to Americans for self-enrichment."

"Pay to Play" is the latest in globally scaled political scandals. Before Hillary was elected as Secretary of State, Bill's average speaker fee was around \$178,000, then mysteriously overnight it tripled... For example,

Current NEBA Members

Maryann Jacques, Ability Salvage & Scrap; Mark Raciappa, ActionCOACH; Chris Akins, Akins Campaign Strategy; Aletta Shutes, Aletta Shutes & Assoc.; Andy Roberts, Arco Realty; Lance Norris, Arcpoint of Tallahassee; Samantha Hoffman & Mark Trafton IV, Realtor, Armor Realty of Tallahassee; James R (Jim) Ashlock; Sam Varn, Awards4U; Billy Van Landingham, BB&T-Landrum Yeager Insurance; Catherine Baer, Baer; Barney Bishop III & Christian Minor, Barney Bishop Consulting LLC; Michael Lindsey, Bartlett Tree Experts; Jim Clarke, Batteries Plus Bulbs; Billy Beggs, Beggs Funeral Homes; Bert Bevis, Bert Bevis Realty, Inc.; R J (Rocky) Bevis, Bevis Funeral Home; Bill Reardon, Bill Reardon Insurance Agency, Inc; Bill Sittig, Bill Sittig, CPA, LLC; Bruce Screws, Bill's Signs; Eddie Boone, Boone; Tom Derzypolski, Bow Stern; Joe Boyd, Boyd, Durant & Sliger, PL; Brad Burns, Brad Burns Insurance; Anita Tuong, Branch Banking & T; Jackie Malone, Brehon Family Services; Brian Armstrong, Brian Armstrong (NGN); Doug Saunders, Brown & Brown; Bill Brueckheimer, Jr. DDS, Brueckheimer Family & Cosmetic Dentistry; Gary Fogelman, Budget Blinds; Chris Risalvato, C & A Landscape; Ron Goldstein, Capital City Pedicabs; Ben Bowersox, Capital City Trust Co; Lynn Wollschlager, Carpet One Floor & Home; Marshall Cassedy, Cassedy & Company; Kaila Hardee, Centennial Bank; Bill Chandler, Chandler Hospitality Sales; Steve Hourigan, Changing Times Realty Co; Cora Ann & Jack Chapman, Chapman Produce; Rick Minor, Charlie Christ for Governor; Christopher Edwards, City of Tallahassee; Keith Bell, Clark Partington Hart; Barbara Clements, Clements Financial Services, Inc.; Cassandra Harbin, Coldwell Banker Hartung & Noblin; Steve Stewart, Commercial Print & Copy; Millard Noblin, Community Property Mgt; Dan Vollmer, Realtor; Dave Lang; Charles Davis, Davis; Brian Desloge, Desloge Home Oxygen & Medical Equipment; Linda & Bob Dodson, Dodson; Doug Croley & Will Croley, Douglas M Croley, Inc; Kristian Dunn, Dunn & Miller, PL; Randall Cothren, Eagle Cleaners; Will Messer, Earl Bacon Agency; Howard Eisenman, Enhanced Financial Services; Marty Roberts, Farm Bureau Insurance; Don May, Farmers and Merchants Bank; John Buck, FASTSIGNS; David Hinton, FIGA; Dave Fiore, Fiore Communications; Sherwood Brown, First Commerce Credit Union; Joanie Trotman, FL Assoc. & Property Mgt.; David Harvey, FL Sheriff's Risk Mgt. Fund; Jean Wingo, Florida Advocacy & Counseling; Jim Koberger, Florida Farm Bureau Insurance; James Hosman, Florida First Capital Finance Corp; James E Messer, Jr., Fonville, Lewis, Foote & Messer; Bob Franklin, Franklin Employee Solutions; Emily Fritz; Matt Doster, Front Line Strategies; Art Jusko, Fun Station; Guy Moore, Garnet & Gold; Kelly Miller, Get Dirty Corp DBA Junk King; Phyllis Smith, Gilmore Services; Sue Dick, Greater Tallahassee Chamber of Commerce; Irene Haley, Haley Retired; Ben Graybar, Hancock Bank; Adam Belcher, Heartland Payment Systems; Phil Swartz, Holiday Cruises & Tours; Tom Napier, Honor Flight of Tallahassee; William Eichhoefer, Humana; Scott Hunt, Hunt Insurance Group, LLC; Jenny Wells, Imagine That; Gary Stout, Ingram Enterprises; Ben Wilcox, Integrity Florida; Cindy Lavoie, Interim Health Care; Erwin Jackson, Jackson Properties & Financial Services; Jan Soto, Jan Soto Realty; Jay Walker, Jay Walker Enterpris-

es; Jeff Doxee, Sr. Realtor; Jerrell Lowery, Jerrell Lowery State Farm Insurance; Manny Joanos, Joanos; Anthony Gaudio, John D. Harvard, CPA; John Paul Bailey, JPB and Associates; Katina Glasco, Katina's Janitorial & Cleaning Services; Ken Walton, Ken Walton & Assoc; Gail Mobley-Loveless, Ketcham Realty Group; Kevin & Kathleen Kelly, Kevin's Guns & Sporting Goods; Cliff Loughmiller, KLL Contracting, Inc.; Ray McCallister, Jr, L. Ray McCallister, Jr, CPA; Allen Turnage, Law Office of Allen Turnage; Wade Shapiro, Legacy Insurance Solutions; Bert Hartsfield, Leon County Property Appraiser; Lt. Nancy Burns & Sheriff Michael Wood, Leon County Sheriff's Office; Kirk Headley-Perdue, Linkages; Brett Bosarge, Lion Bank; Lew Wilson, Local Senior Discounts.com; Alan Williams, M W Land Investments; Laura Coloros, Mac Business Systems; Terry Madigan, Madigan Law Firm P L; Deanna Mims, Market-Done; Greg S Marr, Esq; Peggy Munroe, Mays-Munroe; Grover McKee, McKee, Grover Insurance; Maureen Thompson, Media Options; Will Haley, Media Productions; Park Adams, MFM Sales; Dewitt Miller, Miller Glass Co; Dean Minardi, Minardi Investments; Curtis Baynes, MyersPark Lane LLC; Nic Gavalas, Nic's Toggery; Rod Vaughn, North Florida Agents Network, Inc; John Curry & Hugh Tomlinson, North Florida Financial; Bill Oliver & Todd Sperry, Oliver Renovation & Construction, Inc; Bill Wert, Orkin Pest Control; J Michael Pate; Matt Willard, Patriotic Partners of N Florida; Matt Miley, PayOut USA, Inc; Rob Lane, Peoples South Bank; Jacob Staaek, Precision Signs; Mike Ferrie, Prime South Properties; F James Wylie, Professional Consultant, LLC; Rick Oppenheim, RB Oppenheim Assoc; Tom Crabb, Radey Law Firm; Val Kibler, Rapid Press; Charlie Elder, Ray Gordon Brake Service; Reggie Garcia, Reggie Garcia, PA; Gary & Geoff Sprague, Regional Property Services; Christopher Mills, Regions Bank; Anna Johnson Riedel, Riedel & Associates; Bill Gunter, Rogers, Gunter, Vaughn Ins.; Mark Ryan, Sanders, Holloway & Ryan PA; James F Searce; Tom Horner, ServPro of Tallahassee; Carolyn Pip-penger, Sign Printers; Steve Beasley, South Georgia Brick Company; Everitt Drew, Southgroup; Jay Bostwick, Sperry & Assoc; Jack Campbell, State Attorney's Office; Mary-Lee Strader, Strader Properties; Michele Lynch, Sunshine Savings Bank; Randy Martin, SureGrip Floor Safety Solutions; Paul Michael, Tailored Financial Solutions; Steven Loucheim, Tallahassee Board of Realtors; Mark Dobert, Tallahassee Investors Network, LLC; Lewis Buford, Tallahassee Land, Co.; Jackye Beasley-Moore, Matt Brown, Patricia Griffin & Bill Moore, Tallahassee State Bank; Andrew & Rich Maus, Tallahassee Technology; Jackie Wilson, Tallahassee Technology Group Inc/Xerox; Charlie Strickland, Talon Training Group, LLC; Dianne Berryhill, The Berryhill Group; Mike Schmidt, The Egg Café and Eatery; Sonya Fowler, The Empowered Office; Drs. Dean & Hamilton, The Focal Point; Don Vodicka, The Gem Collection; Mike Campbell, The Jim Moran Institute for Global Entrepreneurship; Ted Thomas, Thomas Mitchell Realty; Matt Ryan, Timberlane Appraisal Assoc.; Nat Turnbull, Turnbull & Associates; Richard Yood, Vernon Graphics & Promotions; Vic Aderhold, Vic Aderhold Concepts, LLC; Alan Null & Ted Nation, Waddell & Reed Inc; Heather Peeples, WCTV-TV; John Mackie, Wells Fargo Advisors; Pete Williams, Esq; Barry Kaye, WVFT Freedom 93

Keystone Excel Pipeline has been a major hurdle, specifically early on Hillary was resistant. After 10 speeches made by Bill Clinton, paid at to the tune of \$2 million dollars, now the State Department finds no environmental reason why the pipeline can't be constructed. Coincidentally TD Bank Investment Group was the largest shareholder for Keystone Excel Pipeline at that time. Just another element in the new model of self-enrichment.

Peter went on to explain how timing is everything. In 2005, Bill Clinton went to Kazakhstan with a Canadian business, to work on the global AIDs crisis. Frank Justra, with the Canadian based business, wanted Uranium concessions. 3 weeks following a press conference where Bill praised Kazakhstan and it's leader Frank Justra sends \$33 million to the Clinton foundation. Justra also acquires Uranium assets in Utah. Moving on to 2009 Russia was interested in a small Uranium company, Uranium One. This same company donated \$145 million to the Clinton foundation. Subsequently, today 20% of US Uranium production is controlled by Vladimir Putin.

NEBA'S SEPTEMBER MEETING: FORUM ON THE CITY OF TALLAHASSEE BUDGET & PROPOSED PROPERTY TAX

NEBA welcomed Mayor Andrew Gillum and City Commissioners Nancy Miller, Curtis Richardson and Gil Ziffer to a forum on the proposed City of Tallahassee property tax and overall budget moderated by the Tallahassee Democrat Publisher Skip Foster.

Currently the City of Tallahassee is in process of working on a grant that will hire 15 new officers that are greatly in need. Mayor Gillum and Commissioner Richardson confirmed that sadly the Commissioners were not aware of this until 4pm the day before the forum. Commissioners Miller & Ziffer agreed that it would have been nice to be aware of this from inception as it comes with a 3 year employment guarantee. It was also clarified that these 15 positions are new, not intended on hires already planned. Commissioner Ziffer stated "It's bothersome to find out about this days before a vote and there needs to be improvement regarding transparency. Furthermore, it's not just salary, as there's pension, equipment, vehicle, etc. that will be needed for each new hire; due to the financial implications, I might say no." Additionally there's also a Federal grant applied for that will provide a 50% match for law enforcement body cameras.



Left to right: Mayor Andrew Gillum, Commissioner Nancy Miller, Commissioner Curtis Richardson, Commissioner Gil Ziffer

Overtime was a big budget topic that Commission Richardson anticipates for the current police force initially until the new officers are hired. Mayor Gillum advised membership that the City of Tallahassee uses overtime as a bridge the gap strategy instead of hiring full-time employees and the costs that are directly associated with those positions. Commissioner Ziffer expressed his displeasure with the City Staff's negligence in providing critical information regarding this budget.



NEBA General Membership attending the Sept. Forum

Commissioner Miller pointed out that currently Parks/Rec. uses 89% of overtime. She went on to state "we should be more aware to see where overtime can be cut and decrease it as much as possible. Only necessary people should be earning overtime and it should be used justly to maintain parks as they bring in revenue." Commissioner Richardson was pleased with the great job the City Manager did bringing Tallahassee through hard economic times. As the City of Tallahassee's Manager is on the way out, Rick Fernandez is voted in as the "Manager in waiting" by the City Commission and is on his way with great confidence to excel.

The City of Tallahassee hasn't raised Ad Valorem taxes in several years. Commissioner Richardson was passionate when he stated "While there's been no millage rate increase in 12 years, the City of Tallahassee has done a poor job on informing the public regarding the budget, taxes, etc." Mayor Gillum agreed that the City of Tallahassee should bring more awareness to the community on the budget in a factual way not to sway the public one way or another. Additionally, a strong concern for the city infrastructure, including roadways on a maintenance basis, was expressed by Commissioner Miller. She also advised that while there is \$9 million in Solid Waste reserves, expect future deficit due to vehicle maintenance and repairs. In conjunction with grants, Tallahassee

(continued >)



Left to right: NEBA President Bert Bevis, Mayor Andrew Gillum, Commissioner Nancy Miller, Commissioner Curtis Richardson, Commissioner Gil Ziffer

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has the potential to save more and bring in non-tax based revenue through new businesses, recruitment and new jobs. Commissioner Ziffer believes our local government has the opportunity to update how things are done with a great savings potential. He stated "we can't keep taxes down, but now we have to be responsible so this doesn't happen next year."



Left to right: NEBA President Bert Bevis, Mayor Andrew Gillum, Commissioner Nancy Miller, Commissioner Curtis Richardson, Commissioner Gil Ziffer

Akins Campaign Strategy

GET YOUR WEBSITE AND SOCIAL NETWORKING OFF THE GROUND

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Certified Public Accountants & Business Advisors

CALENDAR

NEBA meetings are held on the 4th Tuesday of each month from 12:00pm - 1:00pm. Food line opens at 11:30am, \$16 per member, \$20 per guest, cash or check preferred.

Capital City Country Club
1601 Golf Terrace Drive

~ Oct 27 ~

Cyber Security Presentation by:
Ben Graybar, VP Commercial Banker, Hancock Bank & Michael Rosciam, IT Audit Sr. Mngr./CPA, Thomas Howell Ferguson

~ Nov. 24 ~
TBD

~ Dec. 8 ~

NEBA Holiday Party
The Egg Café 6-8 p.m.

**guest speakers subject to change without notice*

To receive email notices for NEBA meetings, please contact NEBA at info@nebatallahassee.org



Network of Entrepreneurs & Business Advocates

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