

The Florida Senate
COMMITTEE MEETING EXPANDED AGENDA

REGULATED INDUSTRIES
Senator Stargel, Chair
Senator Braynon, Vice Chair

MEETING DATE: Thursday, December 6, 2012
TIME: 8:30 —10:30 a.m.
PLACE: 301 Senate Office Building

MEMBERS: Senator Stargel, Chair; Senator Braynon, Vice Chair; Senators Detert, Flores, Galvano, Gibson, Legg, Sachs, Sobel, and Thrasher

TAB	BILL NO. and INTRODUCER	BILL DESCRIPTION and SENATE COMMITTEE ACTIONS	COMMITTEE ACTION
1	Introduction of Committee Members and Staff		Presented
2	Overview of the Committee's Jurisdiction		Presented
3	Introduction of Agency Heads and Brief Comments:		Presented
	Ken Lawson, Secretary Department of Business and Professional Regulation Cynthia F. O'Connell, Secretary Department of the Lottery		
	Other Related Meeting Documents		

Introduction of Staff

Patrick L. “Booter” Imhof – Staff Director

Mr. Imhof has been employed with the Senate Regulated Committee since 2003, except for a brief period with the Public Service Commission. Prior to his service with the Committee, he was employed in the House for 19 years. Mr. Imhof received his undergraduate degree in Political Science from the University of Florida and his J.D. degree from South Texas College of Law in Houston.

Lynn Koon- Senior Administrative Assistant

Ms. Koon has been with the Committee and the Senate also since 2003. Prior to her service in the Senate, Ms. Koon was employed in the House of Representatives for 13 years. Ms. Koon received her AA degree from North Florida Community College.

Miguel Oxamendi – Senior Attorney

Mr. Oxamendi is the Senior Attorney for the Committee. He also has been with the Committee since 2003. He was employed by the Department of Insurance and the Department of Business and Professional Regulation. He received his undergraduate degree in Political Science from Florida International University and his J.D. degree from Florida State University.

Mary Kraemer – Chief Attorney

Ms. Kraemer is Chief Attorney for the Committee. She has been with the Committee since November 29, 2012. She practiced law in Tallahassee for 5 years and then moved to Destin where she practiced law for 26 years. Mrs. Kraemer received her undergraduate degree in Criminal Justice from Florida International University and her J.D. degree from Florida State University.

General Subject Areas and Committee Jurisdiction

General Subject Areas and Agency Oversight

Department of Business and Professional Regulation.

Professional Regulation, Education and Testing Services

- Architecture and Interior Design
- Asbestos Contractors and Consultants
- Athlete Agents
- Auctioneers
- Barbers
- Boxing, Kick Boxing and Mixed Martial Arts
- Building Code Administrators and Inspectors
- Certified Public Accounting Division Page
- Child Labor
- Community Association Managers and Firms
- Construction Industry
- Cosmetology
- Electrical Contractors
- Engineers
- Employee Leasing Companies
- Farm Labor
- Geologists
- Harbor Pilots
- Home Inspectors
- Labor Organizations
- Landscape Architecture
- Mold-Related Services
- Real Estate
- Talent Agencies
- Veterinary Medicine

Business Regulation

- Alcoholic Beverages and Tobacco
- Condominiums and Cooperatives (in conjunction with the Committee on Judiciary)
- Hotels and Restaurants (in conjunction with the Committee on Commerce and Tourism)
- Mobile Homes
- Pari-Mutuel Wagering (in conjunction with the Committee on Gaming)
- Timeshares
- Yacht and Ships Brokers

Department of the Lottery

Operation of the State Lottery (in conjunction with the Committee on Gaming)

Department of Financial Services

Division of Funeral, Cemetery, and Consumer Services (in conjunction with the Committee on Banking and Finance)

Department of Agriculture and Consumer Services

Board of Professional Surveyors and Mappers, Division of Consumer Services (in conjunction with the Committee on Commerce)

Other Issue Areas:

Homeowners and community associations (in conjunction with the Committee on Judiciary)

Travel clubs

Indoor Smoking Ban (implementation of constitutional language)

Building Code (in conjunction with the Committee on Community Affairs)

Tobacco Settlement Agreement/Master Settlement Agreement (in conjunction with the
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Construction Lien Law (in conjunction with the Committee on Judiciary)

Construction Industry Recovery Fund

Direct Shipment of Wine

Regulated Industries Committee

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Staff Assignments

Miguel Oxamendi – Senior Attorney:

Issues:

- Building Code
- Tobacco Settlement Agreement/Master Settlement Agreement
- Community Associations
- Direct Shipment of Wine
- Clean Indoor Air Act
- Underage and Binge Drinking
- Elevator Safety
- Irrigation Contractors

Department of Business & Professional Regulation:

- Division of Alcoholic Beverages and Tobacco
- Division of Hotels & Restaurants
- Division of Florida Condominiums, Timeshares, and Mobile Homes
- Division of Real Estate
- Division of Professions and Division of Regulation
 - Auctioneers
 - Barbers
 - Building Code Administrators and Inspectors
 - Athlete Agents
 - Employee Leasing
 - Cosmetology
 - Community Association Managers
 - Pilot Commissioners
 - Pilotage Rate Review Committee
 - Talent Agencies
 - Bureau of Education and Testing
- Division of Certified Public Accounting
- State Boxing Commission

Department of Financial Services

- Division of Funeral, Cemetery, and Consumer Services in conjunction with Committee on Banking and Finance

Staff Assignments

Mary Kraemer – Chief Attorney:

Issues:

- Construction Defects
- Construction Industry Recovery Fund
- Construction Lien Law
- Imported Dry Wall

Department of Business & Professional Regulation:

- Division of Pari-Mutuel Wagering in conjunction with the Committee on Gaming
- Division of Professions and Division of Regulation
 - Architects, Landscape Architects, and Interior Design
 - Asbestos Consultants
 - Construction Industry Licensing Board
 - Electrical Contractor's Licensing Board
 - Engineers Management Corporation
 - Farm and Child Labor Program
 - Home Inspection Services
 - Professional Geologists
 - Mold-Related Services
 - Veterinary Medicine
- Division of Drugs, Devices, and Cosmetics in conjunction with Committee on Health Regulation

Department of the Lottery

- In conjunction with the Committee on Gaming

Department of Agriculture and Consumer Services

- Surveyors and Mappers in conjunction with the Committee on Agriculture

Staff Assignments

Lynn Koon – Senior Administrative Assistant

Official custodian of the bills and records of the committee
Administrative Support
Committee coordination
LEAGIS Administrator for the committee

Staff Assignments

Booter Imhof – Staff Director:

General committee administration and direction
Liaison with Senate President's Office and Senate Appropriations Staff Directors
Liaison with House of Representatives staff
Liaison with Committee Chair and members

Department of Business and Professional Regulation

Office of the Secretary
Chief of Staff
Liaison on Auditor General and OPPAGA reviews

Department of the Lottery

Office of the Secretary
Chief of Staff
Liaison on Auditor General and OPPAGA reviews

Overview of the Department of Business and Professional Regulation¹

The Department of Business and Professional Regulation is the agency charged with licensing and regulating businesses and professionals in the State of Florida, such as cosmetologists, veterinarians, real estate agents and pari-mutuel wagering facilities. Its mission is to license efficiently and to regulate fairly. The department is under the executive branch of the Governor and is governed by ch. 120, F.S. The department is structured according to the requirements of s. 20.165, F.S.

Office of the Secretary

The head of the Department of Business and Professional Regulation is the Secretary, who is appointed by the Governor and is subject to confirmation by the Senate. There is no set term limit; the Secretary serves at the pleasure of the Governor. The Secretary is responsible for planning, directing, coordinating and executing the powers, duties and functions vested in the department, its divisions, bureaus and other subunits.

Agency Administration

Agency administration is managed by the Chief of Staff who is responsible for the day-to-day operations of the agency, including administrative services, personnel and human relations, technology, communications and legislative affairs.

The Division of Administration is responsible for the department's personnel, agency services and support services such as agency-wide award programs, safety and loss control, and facilities management. The division also performs the department's central planning and budgeting functions, including monitoring spending, revenue projections, fiscal impact statements, legislative budget requests, budget amendments, and the Long Range Program Plan. The division is also responsible for the payment of the department's bills.

The Office of Communications manages the department's media/press relations, public relations with stakeholders, licensees and consumers, and internal relations, such as the department's Intranet and Governor's Office of Citizen Services correspondence function. The office also develops brochures, reports and weekly internal newsletters and coordinates external newsletter development and publication.

The Office of General Counsel performs the department's legal functions, including hearings, depositions, arbitration and final orders. OGC staff maintains all legal documents; prepares,

¹ Information regarding the overview of the Department of Business and Professional Regulation was obtained from the department's website at <http://www.myfloridalicense.com/dbpr/os/os-info.html> (last visited October 29, 2012).

certifies and transmits records on appeal to appellate courts; responds to records requests; and maintains the statutorily mandated subject matter index of final orders.

The Office of Inspector General performs internal independent audits, reviews and examinations to identify, report, and recommend corrective action for control deficiencies or non-compliance with laws, rules or policies. The office also performs internal investigations to detect and investigate alleged misconduct by department employees involving fraud, waste or abuse of laws, policies, procedures and rules.

The Office of Legislative Affairs coordinates the department's lobbying efforts; prepares and reviews legislative proposals; and informs the legislature, the Governor's office, and other interested parties about the department's position on legislative issues. Additionally, this office coordinates the implementation plans for new laws that impact the agency. This office is the central point of contact for legislators and their staff, as well as committee staffs, for information regarding the department's programs.

The Division of Technology oversees the processes for system design, testing, planning, implementation and administration of the department's computer operations and desktop/field support. Development and maintenance of DBPR's corporate database application system, LicenseEase, is handled through this division, as is the development and maintenance of the department's Internet/Intranet presence and various web-based applications.

The Division of Service Operations manages the Central Intake and Licensure unit, the one-stop shop for intake of applications and payments. The division also oversees the Customer Contact Center, which handles all initial interaction conducted via telephone, email and the Web.

Business Regulation

The **Deputy Secretary of Business Regulation** administers six agency divisions within the department. These divisions are responsible for licensing and regulating six major areas: (1) Alcoholic Beverages and Tobacco; (2) Condominiums, Timeshares, and Mobile Homes; (3) Drugs, Devices, & Cosmetics; (4) Hotels & Restaurants (including elevator safety); (5) Pari-Mutuel Wagering; and (6) Drugs, Devices and Cosmetics.

The Division of Alcoholic Beverages & Tobacco issues licenses or permits that are required for any business or person to manufacture, import, export, store, distribute or sell alcoholic beverages or tobacco. The division issues permits required for any business or person engaging in business as a manufacturer, importer, exporter, distributing agent or wholesale dealer of cigarettes; for distributors, makers, manufacturers or fabricators of other tobacco products within the state; and for distributors of cigars within the state.

Division of Florida Condominiums, Timeshares, and Mobile Homes enforces and ensures compliance with the following statutes: the Condominium Act, ch. 718, F.S.; the Cooperative Act, ch. 719, F.S.; the Florida Mobile Home Act, ch. 723, F.S.; the Florida Vacation Plan and Timesharing Act, under ch. 721, F.S.; and the Yacht and Ship Brokers Act, ch. 326, F.S.

The division also has limited jurisdiction in regards to Homeowners' Associations under ch. 720, F.S. However, for Homeowners' associations, its jurisdiction is limited to the arbitration of election and recall disputes.

The Division of Hotels & Restaurants licenses, inspects and regulates public lodging and food service establishments in Florida under ch. 509, F.S. The Bureau of Elevator Safety within the division also licenses and regulates elevators, escalators and other vertical conveyance devices under ch. 399, F.S., for over for over 50,000 license conveyances.

During Fiscal Year 2011-2012, the division conducted 162,953 inspections of the 85,148 licensed food service and lodging establishments in Florida to ensure the health and safety of consumers. Regarding elevator safety, during Fiscal Year 2011-2012, the Bureau of Elevator Safety conducted 6,954 monitoring inspections. For the third year in a row, the elevator safety program achieved the highest rate of compliance in its history of 97.22 percent.

The Division of Pari-Mutuel Wagering is charged with the regulation of Florida's pari-mutuel, cardroom and slot gaming industries, as well as collecting and safeguarding associated revenues due to the state. Pari-mutuel wagering is governed by ch. 550, F.S., slot machine gaming is regulated by ch. 551, F.S., and the authorization for cardroom poker games is authorized by s. 849.086, F.S. Horse racing, harness horse racing, greyhound racing, jai alai games and cardroom poker games are authorized at three thoroughbred tracks, one harness track, four quarter horse tracks, 16 greyhound tracks, seven jai alai frontons and one limited intertrack wagering facility. Slot machine gaming at pari-mutuel facilities is authorized in Broward and Miami-Dade Counties at eight facilities, with seven in operation. There are currently 25 cardrooms in operation. Florida is also the only state in the United States where live jai alai games are conducted.

The Division of Drugs, Devices and Cosmetics administers the provisions of the Florida Drug and Cosmetic Act in ch. 499, F.S., to prevent injury due to the use of adulterated, contaminated, misbranded drugs, drug ingredients and cosmetics. This program carries out its responsibilities through three bureaus: Compliance & Enforcement, Licensing and Legal.

The program includes the Drug Wholesale Distributor Advisory Council, which is comprised of 11 members representing various aspects of the industry. Its role is to review ch. 499, part I, F.S., and the rules, provide input to the department regarding all proposed rules, make recommendations to the department to improve the protection of the prescription drugs and public health, make recommendations to improve coordination with other states' regulatory agencies and the federal government concerning the wholesale distribution of drugs, and make recommendations to minimize the impact of regulation of the wholesale distribution industry while ensuring protection of the public health.

Professional Regulation

The **Deputy Secretary of Professional Regulation** administers the divisions responsible for licensing and regulating individual professional licenses primarily through regulatory boards administratively housed within the department. This section of the agency is responsible for licensing a diverse group of professions, including real estate appraisers, brokers and sales associates, certified public accountants, boxers, community association managers, construction and electrical contractors, child and farm labor contractors, cosmetologists, geologists and veterinarians. The Florida Boxing Commission and the Florida Building Commission are also administratively housed in this section.

The Division of Professions is responsible for licensing nearly half a million professionals. The Division administers 12 professional boards, five department-regulated professions and one council. Each board office is responsible for the administrative functions of its board and for coordinating support functions provided by the department, including establishing meeting dates and locations, compiling and preparing agendas, noticing meetings in the Florida Administrative Weekly and ensuring the effective operation of board meetings and board business. After a board meeting, staff is responsible for notifying the Bureau of Education and Testing and the Central Intake Unit of all application approvals and denials, preparing executive summaries and meeting minutes.

The Division of Regulation is the enforcement authority for the professional boards and programs. The Division monitors professions and related businesses to ensure that the laws, rules and standards set by the Legislature and professional boards are followed by proactively monitoring the professionals and related businesses; investigating complaints of wrongdoing; using compliance mechanisms such as notices of noncompliance and citations; and performing statutorily mandated inspections. The Division is divided into six program areas – Complaints, Alternative Dispute Resolution, Unlicensed Activity, Compliance, Farm Labor and Child Labor. Regional offices are located in Tallahassee, Jacksonville, Gainesville, Orlando, Ft. Myers, West Palm Beach, Margate (Ft. Lauderdale) and Miami, with satellite offices in Pensacola and Tampa.

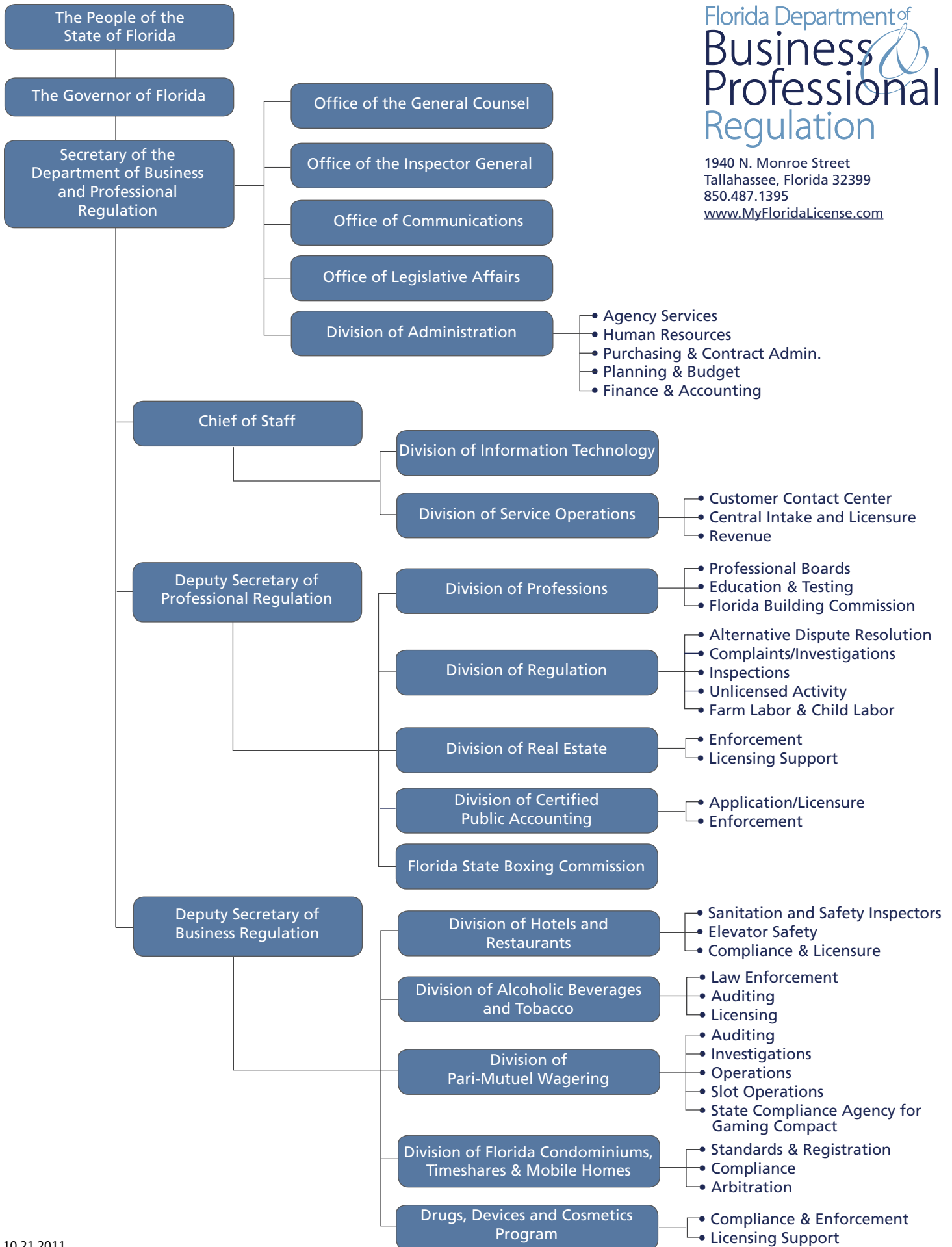
The Division of Real Estate protects the public by regulating real estate and appraisal licensees through education and compliance. The Division is responsible for the examination, licensing and regulation of more than a quarter of a million individuals, corporations, real estate schools and instructors. Located in Orlando, the Division also provides administrative support to the Florida Real Estate Commission (FREC) and the Florida Real Estate Appraisal Board (FREAB).

The Division of Certified Public Accounting is responsible for the regulation of more than 35,000 Certified Public Accountants (CPAs) and accounting firms. Located in Gainesville, the Division also provides administrative support to the Board of Accountancy.

The Florida Building Commission is a 25-member technical body responsible for the development, maintenance and interpretation of the Florida Building Code through a consensus-building process. The Chair is appointed by the Governor, subject to confirmation by the Senate, and serves at the pleasure of the Governor. Other Commission members appointed by the Governor represent architects, engineers, contractors, building owners, insurance, public

education, local governments, building and fire officials and persons with disabilities. The Commission also approves products for statewide acceptance and administers the Building Code Training Program.

The Bureau of Education and Testing is housed within the Division of Professions. The bureau administers numerous examinations, including DBPR-developed and national exams, and monitors contracts with private testing companies for the department. The bureau also monitors continuing education and compliance of the licensees as well as approving providers and their courses.



Florida Department of
Business
Professional
Regulation

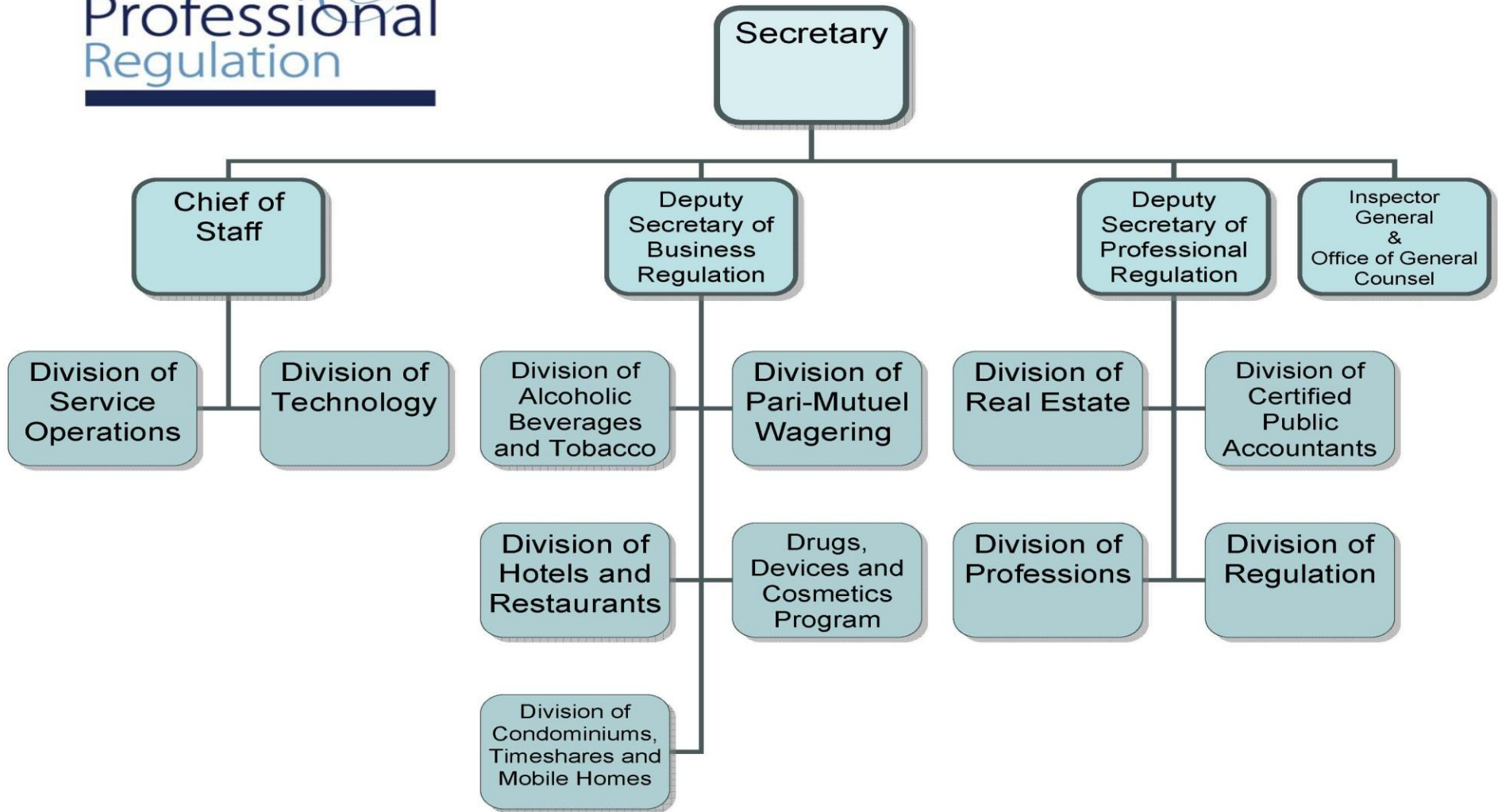
License efficiently. Regulate fairly.

Ken Lawson
Secretary

Guiding Principles

- Smart De-Regulation
 - Working to identify and remove rules that don't make sense and get in the way of businesses.
- Fair But Strong Enforcement
 - The goal is always to get businesses into compliance. Enforcement will be strong, but fair, and our licensees deserve to have a voice in the enforcement process.
- Open Door Policy
 - I have met with and will continue to meet with anyone who walks through the door.

Organizational Structure



Business Regulation

- Division of Pari-Mutuel Wagering
- Division of Hotels and Restaurants
- Division of Alcoholic Beverages and Tobacco
- Division of Florida Condominiums, Timeshares and Mobile Homes
- Drugs, Devices and Cosmetics Program

Professions We Regulate

- Architecture & Interior Design
- Asbestos Contractors & Consultants
- Athlete Agents
- Auctioneers
- Barbers
- Boxing, Kick Boxing & Mixed Martial Arts
- Building Code Administrators & Inspectors
- Certified Public Accounting
- Child Labor
- Community Association Managers & Firms
- Construction Industry
- Cosmetology
- Electrical Contractors
- Employee Leasing Companies
- Farm Labor
- Geologists
- Harbor Pilots
- Home Inspectors
- Labor Organizations
- Landscape Architecture
- Mold-Related Services
- Real Estate
- Real Estate Appraisers
- Talent Agents
- Veterinary Medicine

Department Statistics

- **CUSTOMERS:** More than **one million** licensed businesses and professionals
- **FY 12-13 BUDGET:** \$136.6 million
- **STAFFING:** 1,586 Full Time Employees
- **REVENUE SOURCES:**
 - 100% State Trust Funded*
 - Collect approximately \$2.37 billion in fees and taxes that is contributed to General Revenue and other agencies.

Strategies

- Focus on consolidating and streamlining duplicative business processes.
- Encourage DBPR employees and divisions to compete with each other and other state agencies to become better, faster and smarter.
- Regularly and aggressively seek out feedback from our licensees about how we can better serve them, analyze, understand and remedy any burdensome barriers for license holders and applicants.

Improved License Processing Times

- In October 2008, the average license processing time was 41 days.
- As of the end of October 2012, the average processing time has decreased to less than two and a half days.
- This success is attributed to three main principles:
 1. Leverage technology to maximize use of employees;
 2. Focus on core business functions to guide improvements;
 3. Capture metrics for evaluation and analysis.

What We've Done Lately

- 2012 Legislative Session
- ApplyNow! & Application Workshops
- Licensee Survey
- Continually Decreasing License Processing Time

Department Outreach

- Mobile Food Vendor Fair



Department Outreach

- Business Tours & Delivering Licenses



Department Outreach

- Unlicensed Activity Media Campaign



Inspection Bill of Rights Card

Florida Department of
Business
Professional
Regulation

Your Bill of Rights

As a licensee with DBPR, you have the right to:

- Know the reason for your inspection
- Have knowledgeable, helpful, objective and courteous inspectors
- Have professional inspectors who use safe and minimally disruptive practices in completing your inspection
- Receive a copy of the completed inspection
- Question the findings of your inspection
- Ask for reconsideration of those findings
- Be efficiently and fairly treated in all dealings with DBPR

Our Commitment

We will diligently work to make Florida and DBPR great places to conduct business everyday. In keeping with this purpose, we will treat our licensees as valued customers and partners, invest in our employees, and uphold laws that protect the public and enhance Florida's competitiveness.

Overview of the Department of the Lottery

Following voter approval of a constitutional amendment, the 1987 Legislature enacted the Florida Public Education Lottery Act. The act created the Department of the Lottery to generate funds for education and to enable the state's citizens to play state-operated lottery games.

Section 24.104, F.S., requires the department to operate the state lottery “so as to maximize revenues in a manner consonant with the dignity of the state and the welfare of its citizens.” Proceeds from the sale of lottery tickets are transferred to the Educational Enhancement Trust Fund and are used to benefit public education.¹

The Lottery sells both on-line and scratch-off games. On-line games allow players to pick from a range of numbers on a play slip. On-line game tickets are printed by terminals that are connected to the Lottery's central computer system for a drawing at a later date. Scratch-off games are tickets with latex covering that players scratch off to determine whether they have won. The Lottery is headquartered in Tallahassee with nine district offices that serve the dual role of providing field support services to retailers and acting as prize redemption and sales centers.

The department currently offers a mix of online and instant games, raffles, and second chance drawings. The online games consist of the multi-state Powerball game and Florida-only games, which include the Florida Lotto, Mega Money, Fantasy 5, Play 4, and Cash 3.² The department conducts a quasi-instant ticket game called Lucky Lines in which the player selects the numbers, in a similar manner as an online game, but where the player instantly matches and could win up to \$3 million per ticket.³ The department has offered a millionaire raffle, a Lucky 7 Raffle, and conducts a Second Chance Drawing for prizes on non-winning tickets. In addition, the department offers instant tickets or scratch-off tickets. Currently there are over 60 instant tickets available for retailers to offer with ticket prices ranging from \$1 to \$20. During fiscal year 2010-2011, the department's games generated \$4.009 billion in sales, which resulted in \$1.192 billion in transfers to the Educational Enhancement Trust Fund. Players can purchase tickets at over 13,000 retailers; retailers have received \$223 million in commissions. Approximately \$2.5 billion were paid out as prizes.

The first online games, Florida Lotto and Cash 3, were introduced with a dual launch on April 29, 1988. The Fantasy 5 game was launched as a bi-weekly game in April 1989 and Play 4 was added to the daily games in July 1991. Finally, Mega Money was introduced in 1998. In July 2008, the Lottery announced that it would join the Multi-state Lottery Association (MUSL) and launch Powerball in early January 2009. In October 2010, the instant-win game Lucky Lines launched; there are seven online games currently offered.

¹ See s. 24.121(2), F.S.

² Online games are games where the player picks numbers and the drawing occurs at a later time and location and which are connected to a central computer.

³ Lucky Lines started on October 11, 2010, and is the most recent online game introduced by the department.

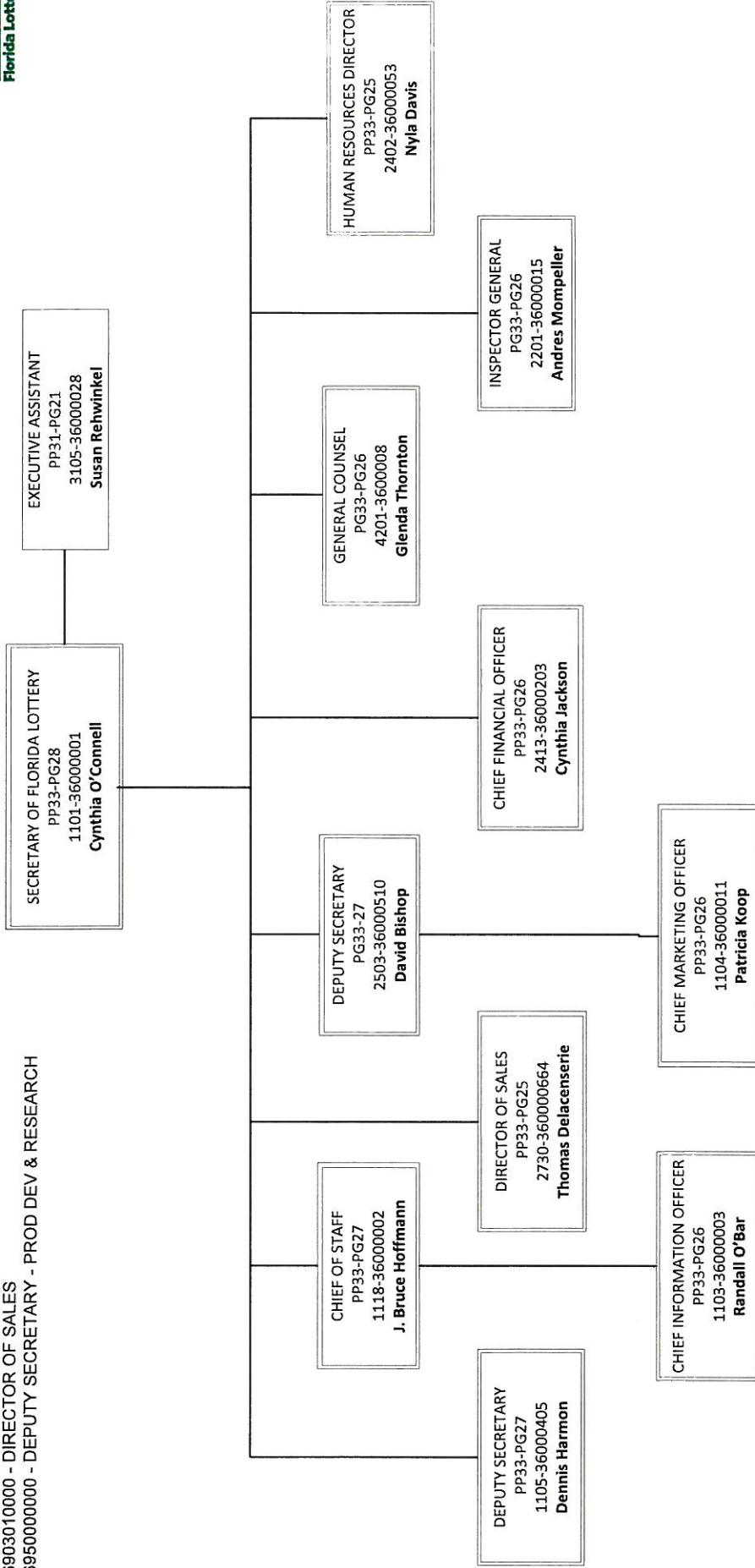
Section 24.105(9), F.S., requires the department to adopt rules governing the establishment and operation of the lottery. The rules must govern the type of games played, the sale price of tickets, the number and size of prizes, the method of selecting winning tickets, the manner of prize payment, the frequency of drawings, the number and type of locations where tickets may be purchased, the method to be used in selling tickets, the compensation for retailers, and such other matters necessary for the efficient or economical operation of the Lottery or for the convenience of the public.

Section 24.105(9)(a), F.S., provides limitations on the type of games the department may offer for play. Specifically, the name of an elected official cannot appear on the ticket for any game. Money cannot be dispensed from any electronic lottery terminal or device. The section also limits the type of player-activated machines that may be utilized.

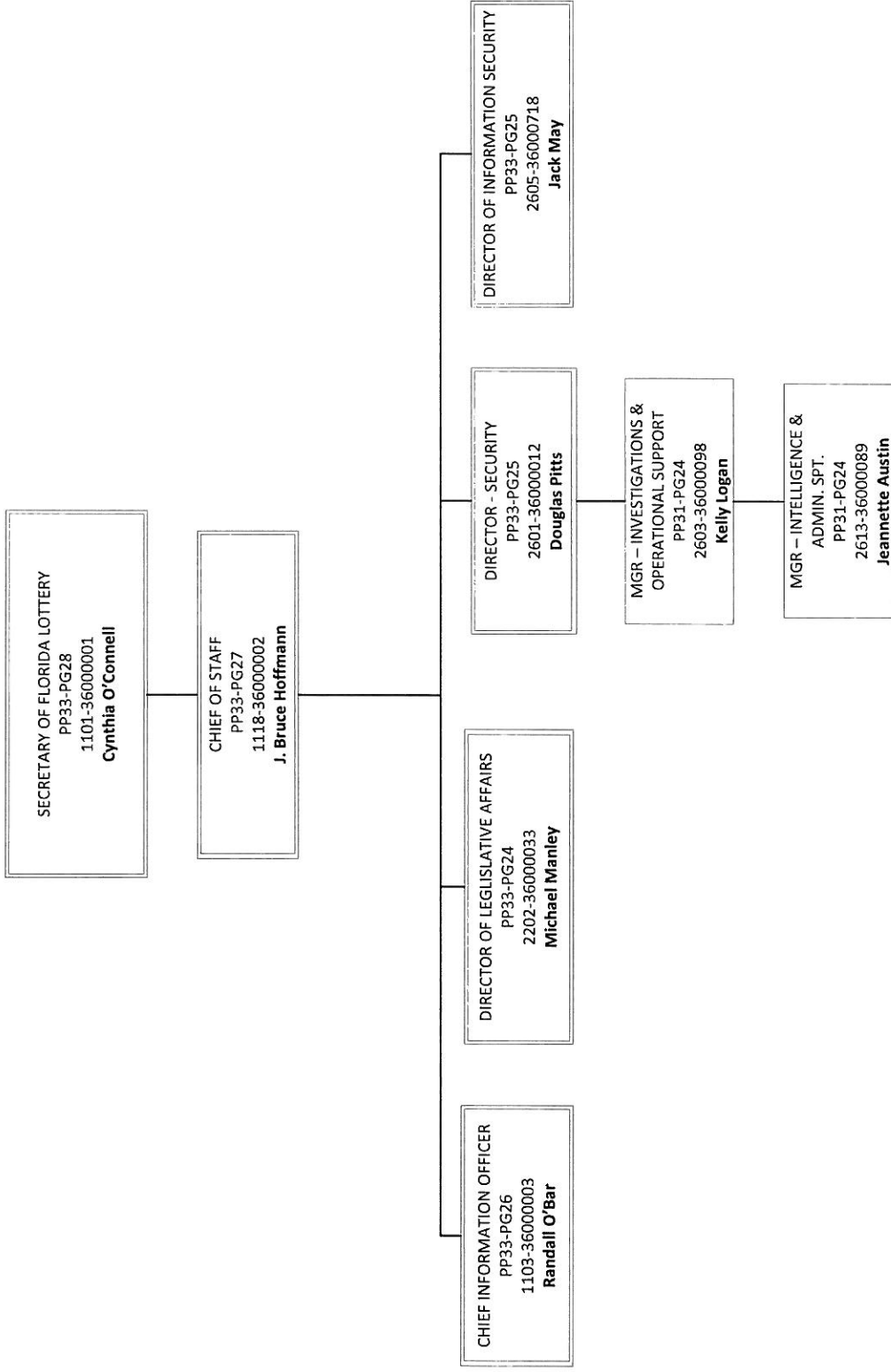
Section 24.105(9)(a)4., F.S., provides that a player-activated machine must: be under the supervision and within the direct line of sight of the lottery retailer to ensure that the machine is monitored and only operated by persons at least 18 years of age; be capable of being electronically deactivated by the retailer to prohibit use by persons less than 18 years of age through the use of a lockout device that maintains the machine's deactivation for a period of no less than 5 minutes; and be designed to prevent its use or conversion for use in any manner other than the dispensing of instant lottery tickets. Authorized machines may dispense change to players purchasing tickets but may not be utilized for paying the holders of winning tickets of any kind. Currently, on-line and instant tickets are sold through the player-activated machines.

3610000000 - OFFICE OF SECRETARY
 3610100000 - CHIEF OF STAFF
 3615000000 - OFFICE OF INSPECTOR GENERAL
 3630000000 - GENERAL COUNSEL
 3660200000 - DEPUTY SECRETARY - BRAND MGMT
 3680100000 - CHIEF FINANCIAL OFFICER
 3690301000 - DIRECTOR OF SALES
 3695000000 - DEPUTY SECRETARY - PROD DEV & RESEARCH

DEPARTMENT OF THE LOTTERY



DEPARTMENT OF THE LOTTERY
 36101000000 - CHIEF OF STAFF
 36101010000 - LEGISLATIVE AFFAIRS
 36101015000 - SUPPORT SERVICES
 36101020000 - HUMAN RESOURCES
 36201510000 - SECURITY



Florida Lottery Presentation

Senate Committee on Regulated
Industries

Cynthia F. O'Connell
Secretary, Florida Lottery

Year of the Flamingo



Purpose

“...to operate the state lottery... so as to maximize revenues [for the Educational Enhancement Trust Fund] in a manner consonant with the dignity of the state and the welfare of its citizens.”

Intent

“That the lottery games be operated by a department of state government that functions as much as possible in the manner of an entrepreneurial business enterprise.”



Year of the Flamingo



The Games of the Florida Lottery



Year of the Flamingo



District Office Operations

Lottery Headquarters Tallahassee

- 236 Staff

Nine District Offices Statewide

- 113 Sales Representatives (SR's)
Servicing 13,400 retail locations.
- 74 Office Support Staff
Selling tickets and paying prizes to players
up to \$250,000



Year of the Flamingo



The 2012 Lottery Dollar

Ticket Vendor Fees: 1.5%

Prizes: 62.1%

Over **\$37.7 billion**
in player prizes LTD.

Education (EETF): 29.5%

Over **\$24 billion** to
Florida Education LTD.



Operations: 1.3%*

The Florida Lottery remains one of the
most efficient lotteries in the nation.

*Operations include advertising, staff and all office
operations. As of 6/30/2012.

Retailer Commissions: 5.6%

Over **\$3.8 billion** to
Florida businesses LTD.

Year of the Flamingo

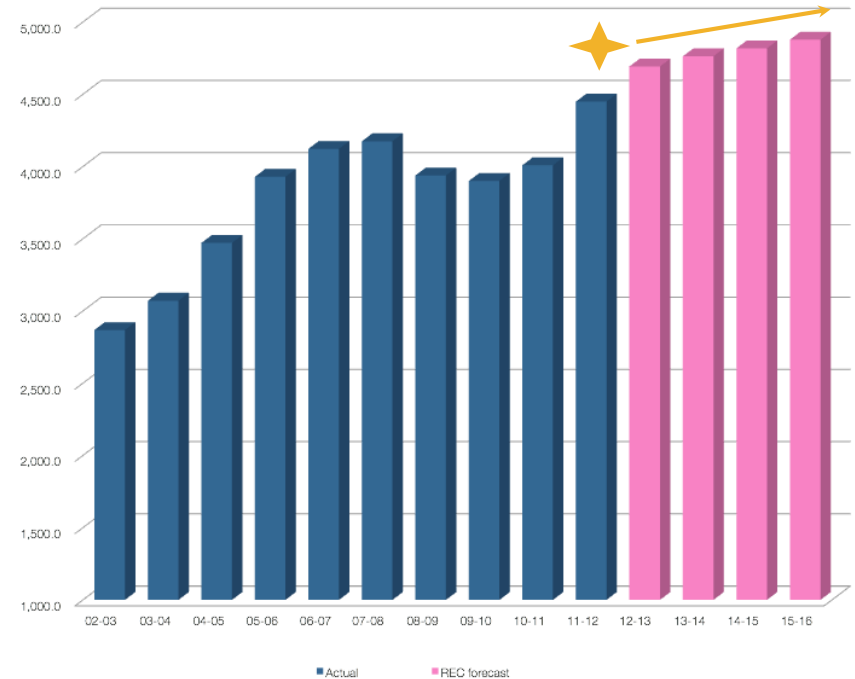


Sales Trend

(In Millions – based on actual July REC forecast)

The \$587.5 million jackpot roll over from October 6th – November 28th led to a record high sales week for the Florida Lottery.

- Florida’s Powerball sales’ pace exceeded 35,000 tickets per minute between 6 and 7 p.m. on Wednesday evening.
- **Education:** \$58.0 million in education funding from Powerball alone during the 8-week series.
- **Businesses:** \$7 million in sales commissions to our retailers and greatly increased store traffic.
- **Powerball Prize-Winners:** Eight \$1 million prizes won in Florida and nearly 766,000 Florida prize-winners in all.
- **Florida’s Image and Leadership:** National media attention for Tallahassee-based Powerball drawing location.



★ **New Florida Lottery Record \$4.4B**
 2012 Sales Goal REC \$4.26B
 Online 42% - Scratch 58%

Year of the Flamingo



THE FLORIDA SENATE
APPEARANCE RECORD

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

12/6/2012
Meeting Date

Topic DBPR Overview

Bill Number _____
(if applicable)

Name Ken Lawson

Amendment Barcode _____
(if applicable)

Job Title Secretary - DBPR

Address 1940 N. Monroe St.
Street

Phone _____

Tallahassee
City

FL
State

32303
Zip

E-mail _____

Speaking: For Against Information

Representing DBPR

Appearing at request of Chair: Yes No

Lobbyist registered with Legislature: Yes No

While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.

This form is part of the public record for this meeting.

THE FLORIDA SENATE
APPEARANCE RECORD

(Deliver BOTH copies of this form to the Senator or Senate Professional Staff conducting the meeting)

12-6-12

Meeting Date

Topic LOTTERY PRESENTATION

Bill Number N/A
(if applicable)

Name SEC. CINDY O'CONNELL

Amendment Barcode _____
(if applicable)

Job Title SECRETARY OF LOTTERY

Address 250 MARIOTT DR

Phone 487-7777

Street

TALLAHASSEE

FL

32301

City

State

Zip

E-mail _____

Speaking: For Against Information

Representing FL. LOTTERY

Appearing at request of Chair: Yes No

Lobbyist registered with Legislature: Yes No

While it is a Senate tradition to encourage public testimony, time may not permit all persons wishing to speak to be heard at this meeting. Those who do speak may be asked to limit their remarks so that as many persons as possible can be heard.

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S-001 (10/20/11)



THE FLORIDA SENATE

Senator Maria Lorts Sachs
Minority Leader Pro Tempore
District 34

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STAFF:

Rebecca Baer
Legislative Assistant

August Mangeney
Legislative Assistant

Tina Panettz Zaza
Legislative Assistant

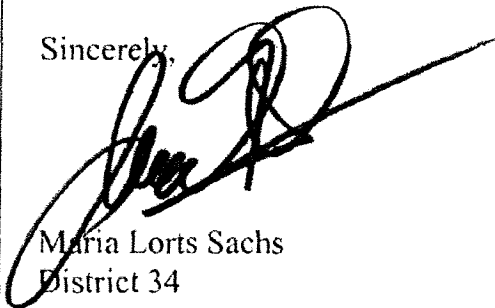
The Honorable Don Gaetz
President of the Senate
420 Senate Office Building
404 South Monroe Street
Tallahassee, FL 32399-1100

November 21, 2012

President Gaetz,

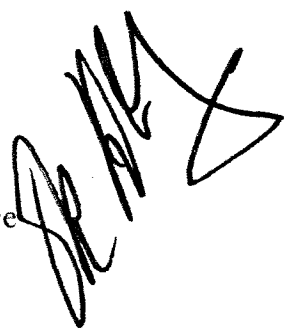
Please excuse my absence from committee meetings scheduled for the week of December 3, 2012, as I will be traveling out of the state to previously scheduled appointments. Thank you for your kind consideration.

Sincerely,


Maria Lorts Sachs
District 34



CC: Theresa Frederick
Staff Director
Senate Democratic Office

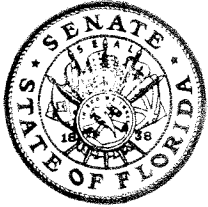


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Senate Office Building, 404 South Monroe Street, Tallahassee, Florida 32399-1100 (850) 487-5091

Senate's Website: www.flsenate.gov

Don Gaetz
President of the Senate

Garrett Richter
President Pro Tempore



THE FLORIDA SENATE

Tallahassee, Florida 32399-1100

SENATOR AUDREY GIBSON

9th District

COMMITTEES:

Military Affairs, Space, and Domestic Security, *Vice Chair*
Appropriations Subcommittee on Health and Human Services
Appropriations Subcommittee on Transportation, Tourism, and Economic Development
Communications, Energy, and Public Utilities
Criminal Justice
Regulated Industries

SELECT COMMITTEE:

Select Committee on Patient Protection and Affordable Care Act

November 29, 2012

Chair Kelli Stargel
Regulated Industries
330 Knott Building
404 South Monroe Street
Tallahassee, Fl 32399

Chair Stargel,

I respectfully ask to be excused from the Regulated Industries committee being held on Thursday, December 6, 2012 at 8:30 a.m.

Thank you in advance for your time and consideration.

Sincerely,

A handwritten signature in cursive script, appearing to read "Audrey Gibson".

Audrey Gibson
State Senator
Senate District 9

Handwritten initials in cursive script, possibly "RMS".

REPLY TO:

- 101 E. Union Street, Suite 104, Jacksonville, Florida 32202 (904) 359-2553 FAX: (904) 359-2532
- 205 Senate Office Building, 404 South Monroe Street, Tallahassee, Florida 32399-1100 (850) 487-5009

Senate's Website: www.flsenate.gov

DON GAETZ
President of the Senate

GARRETT RICHTER
President Pro Tempore