

The Florida Senate
COMMITTEE MEETING EXPANDED AGENDA

REGULATED INDUSTRIES
Senator Hutson, Chair
Senator Hukill, Vice Chair

MEETING DATE: Wednesday, December 14, 2016
TIME: 2:00—4:00 p.m.
PLACE: 301 Senate Office Building

MEMBERS: Senator Hutson, Chair; Senator Hukill, Vice Chair; Senators Benacquisto, Bracy, Brandes, Braynon, Gibson, Perry, Steube, Thurston, and Young

TAB	BILL NO. and INTRODUCER	BILL DESCRIPTION and SENATE COMMITTEE ACTIONS	COMMITTEE ACTION
1	Introduction of Committee Members and Staff		Presented
2	Presentation on the Department of Business and Professional Regulation - Secretary Ken Lawson		Presented
3	Presentation on the Department of Lottery - Secretary Tom Delacenserie		Presented
Other Related Meeting Documents			



Ken Lawson
Secretary

Department Overview

Senate Committee on
Regulated Industries

December 14, 2016

Guiding Principles at DBPR

➤ **Smart De-Regulation**

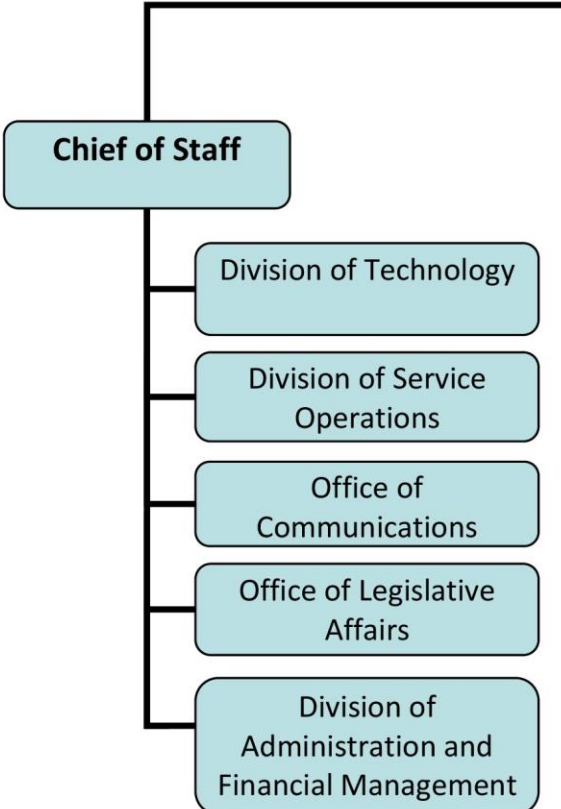
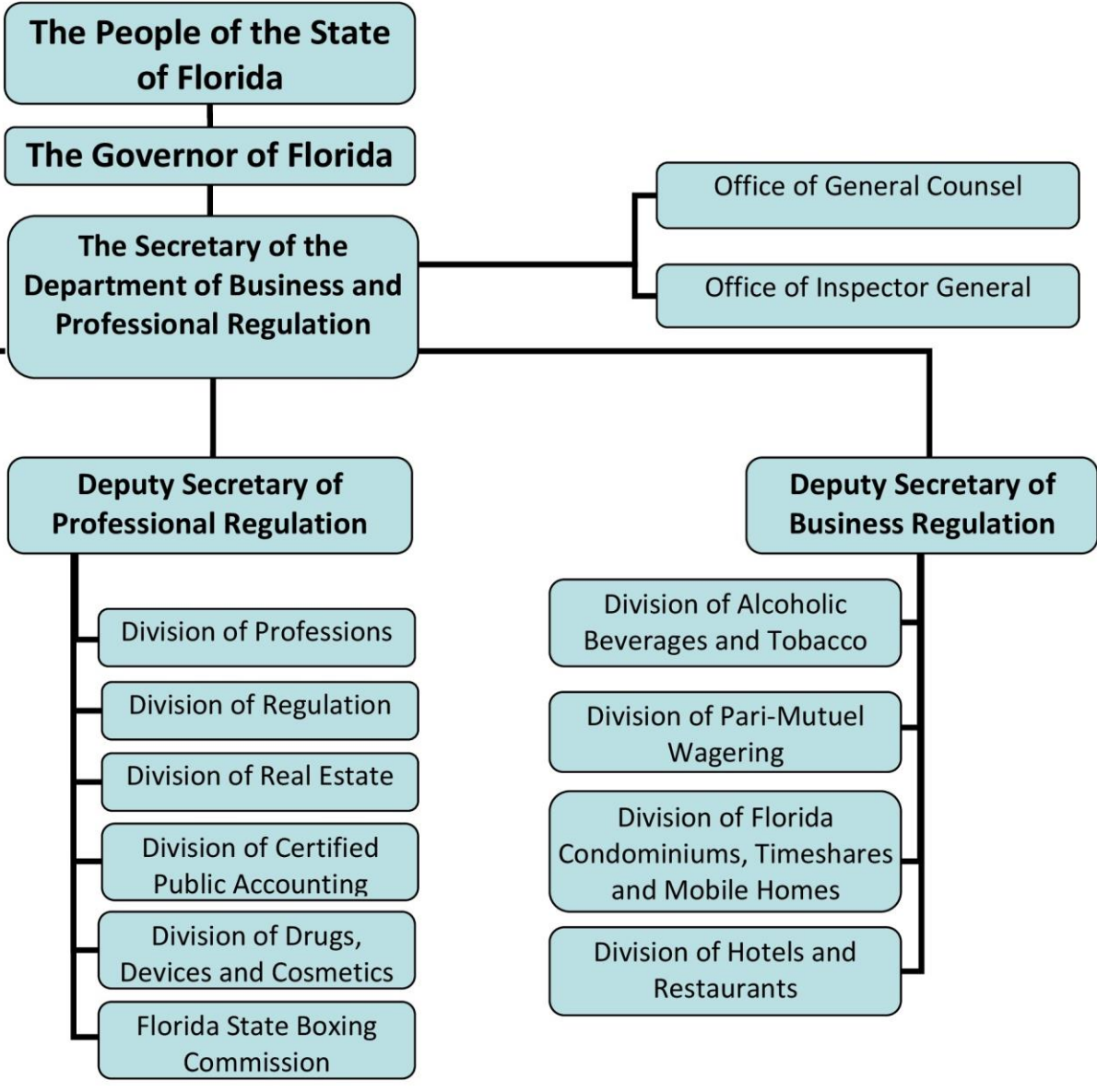
- Working to identify and remove rules that get in the way of businesses.

➤ **Fair But Strong Enforcement**

- Our goal is a pro-business approach that includes fair regulation. Enforcement will be smart and fair, and our licensees will always have a seat at the table.

➤ **Open Door Policy**

- I have met with many of you, and my door is always open.



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

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
- Drugs, Devices and Cosmetics
- 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 16-17 BUDGET:** \$155.7 million
- **STAFFING:** 1,618.25 Full Time Employees
- **REVENUE SOURCES:**
 - Nearly 100% State Trust Funded
 - Collect approximately \$2.5 billion in licenses, fees and taxes that is contributed to General Revenue and other agencies.



ACCOMPLISHMENTS

REDUCED BURDENSOME REGULATION

213

The number of burdensome rules that have been cut since 2011, allowing licensees to get to work more quickly.

LICENSEE FEE CUTS

Over \$19 million

The amount professional licensees have saved since 2011 in fee cuts and holidays.

EFFICIENT LICENSE PROCESSING TIME

Less than 3 days

The current average license application processing time.

CUSTOMER CONTACT CENTER

Over 1 million

Calls annually to the Customer Contact Center.

17 seconds

Average wait time to connect to a Customer Contact Center customer service representative.

COMBATTING UNLICENSED ACTIVITY

922

educational outreaches

828

compliance checks

Were conducted by the Division of Regulation between July 1, 2015 and June 30, 2016 to combat unlicensed activity.

MILITARY LICENSING EXAMS GO GLOBAL

69

Active testing sites in Florida.

49

Active testing sites overseas.

For more information, please visit www.myfloridalicense.com

Updated October 2016 | Based on Fiscal Year 2015-2016 data, unless otherwise specified.



Inspection Bill of Rights Card



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

Unlicensed Activity Fee Cut

- A portion (\$5) of most professional license fees goes toward combating unlicensed activity (ULA).
- In 2016, the legislature passed House Bill 303 waiving the \$5 fee for professionals with a surplus in their ULA account balance.
- This fee waiver is projected to save licensees **\$3.2 million** over the next two years!



DBPR MOBILE APP

DOWNLOAD OUR FREE APP

- ✓ Search food service and lodging inspection results
- ✓ Verify licenses by name or license number
- ✓ Report suspected unlicensed activity
- ✓ Read the department's weekly newsletter, The Bottom Line



www.myfloridalicense.com

Contact Information

DBPR Office of Legislative Affairs
850-487-4827

THE FLORIDA SENATE
APPEARANCE RECORD

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

Meeting Date

Bill Number (if applicable)

Topic DBPR Overview Presentation

Amendment Barcode (if applicable)

Name Ken Lawson

Job Title Secretary of DBPR

Address 2601 Blair Stone Road

Phone (850) 487-4827

Street

Tallahassee

FL

32399

City

State

Zip

Email Ken.lawson@myfloridalicense.com

Speaking: For Against Information

Waive Speaking: In Support Against
(The Chair will read this information into the record.)

Representing _____

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.

S-001 (10/14/14)



The Florida Lottery

Senate Regulated Industries
Committee

Wednesday, December 14, 2016

Tom Delacenserie
Secretary

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.”



Florida Lottery Keys to Success

- The Florida Lottery's success depends on its effective implementation of an entrepreneurial business model that focuses on the development of new revenue streams.
- The Lottery constantly evaluates its operating expenses in order to maximize profits, a practice that has resulted in the Lottery having one of the lowest expense rates among domestic lotteries. The Florida Lottery is also recognized as one of the most efficient Lotteries in the Nation.
- Funds generated by the Florida Lottery comprise the vast majority of the Educational Enhancement Trust Fund which in turn represents between six and seven percent of the state's total education budget each year.

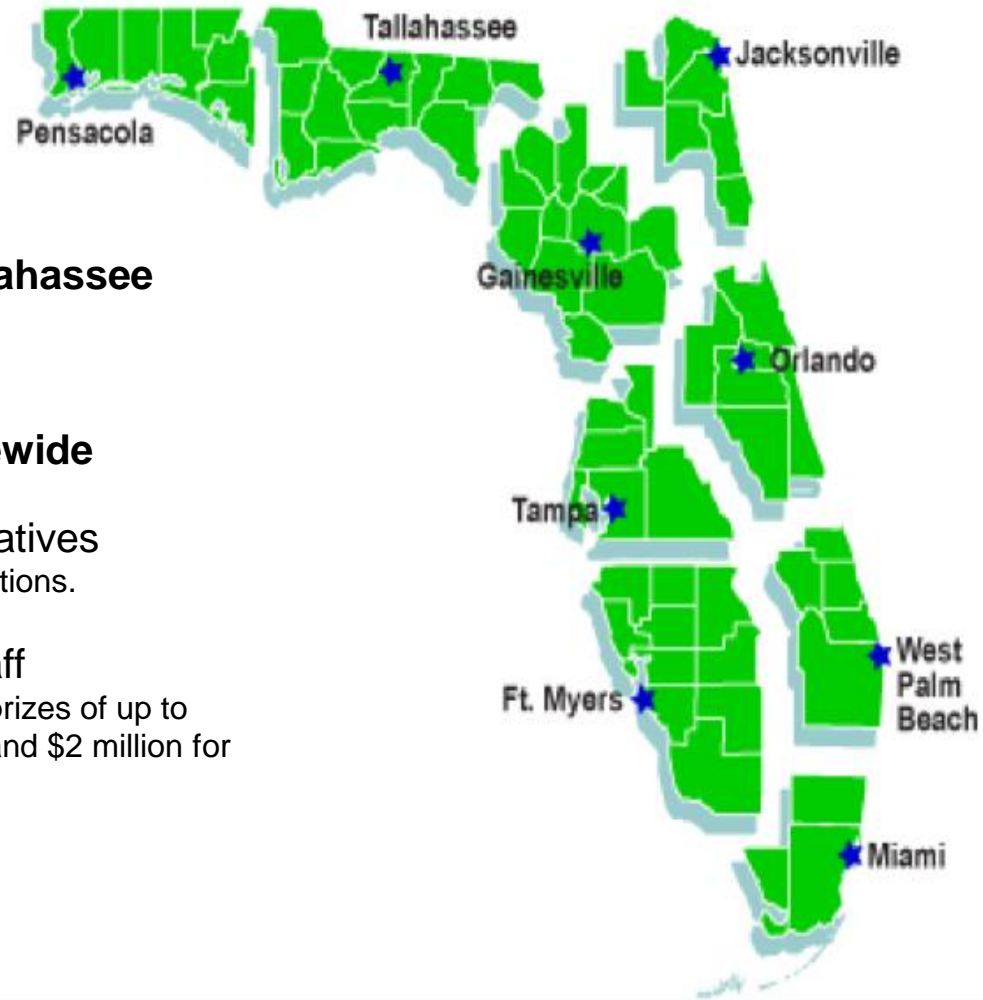




The Games of the Florida Lottery



District Office Operations



Lottery Headquarters Tallahassee

- 233 Staff

Nine District Offices Statewide

- 113 Sales Representatives
Servicing 13,200 retail locations.
- 74 Office Support Staff
Selling tickets and paying prizes of up to \$250,000 on most games and \$2 million for Powerball to players.

Total Staff - 420



How is Each Lottery Dollar Spent?

Ticket Vendor Fees: 1 cent

Prizes: 64 cents

Over \$52.4 billion
in prize payouts to date.

Education: 28 cents

Over \$30 billion to
Florida students and schools life to
date.



*Operations Admin category total
includes staff and all office operations.

Operations: 1 cent

Breakdown for FY16:

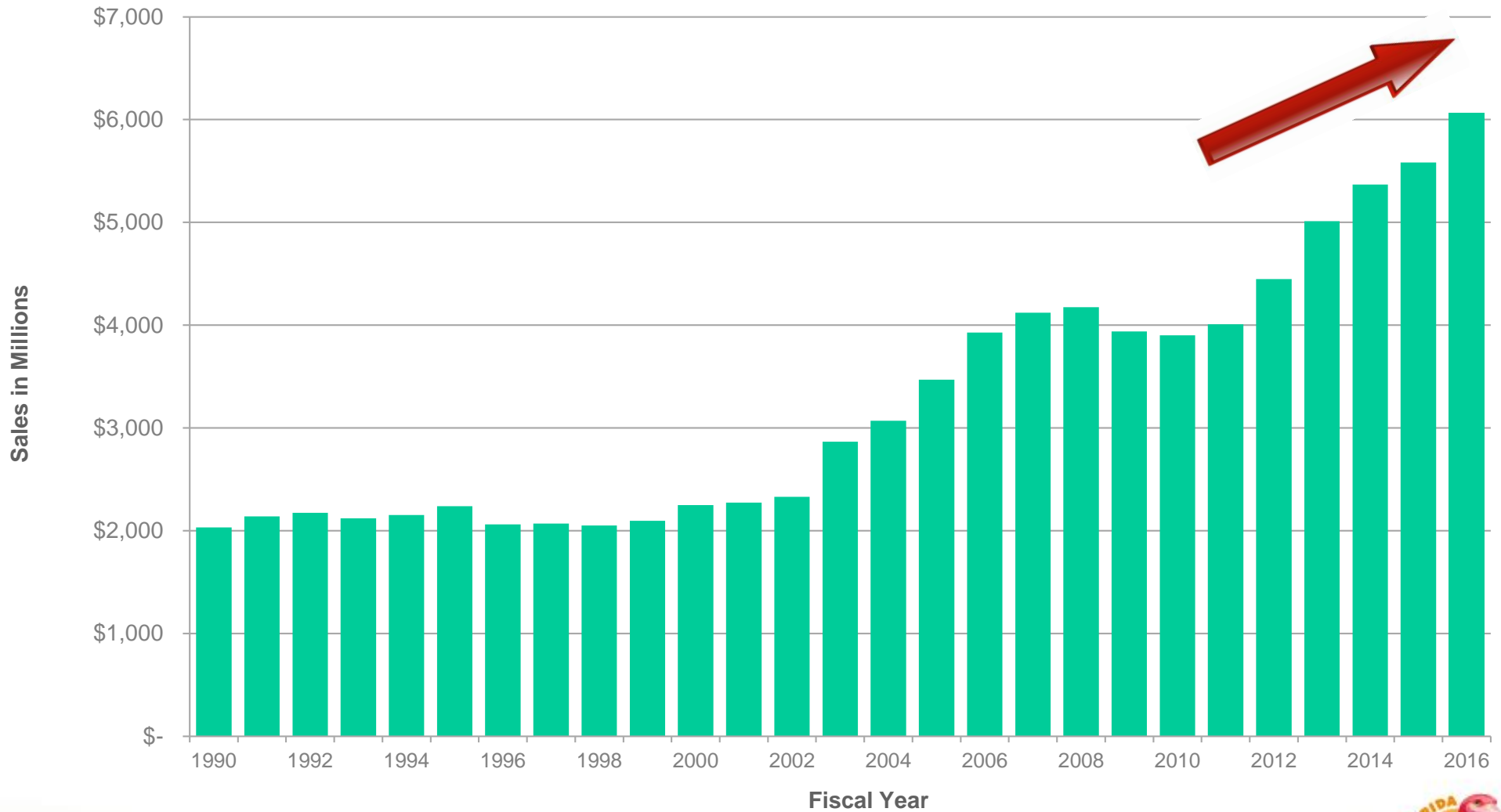
- Promotions: \$2.3 million
- Advertising: \$38.5 million
- Ad. Fees: \$2.7 million
- Admin.: \$38.9 million

Retailer Commissions: 6 cents

Over \$5 billion to
Florida businesses life to date.



Florida Lottery Life to Date Sales

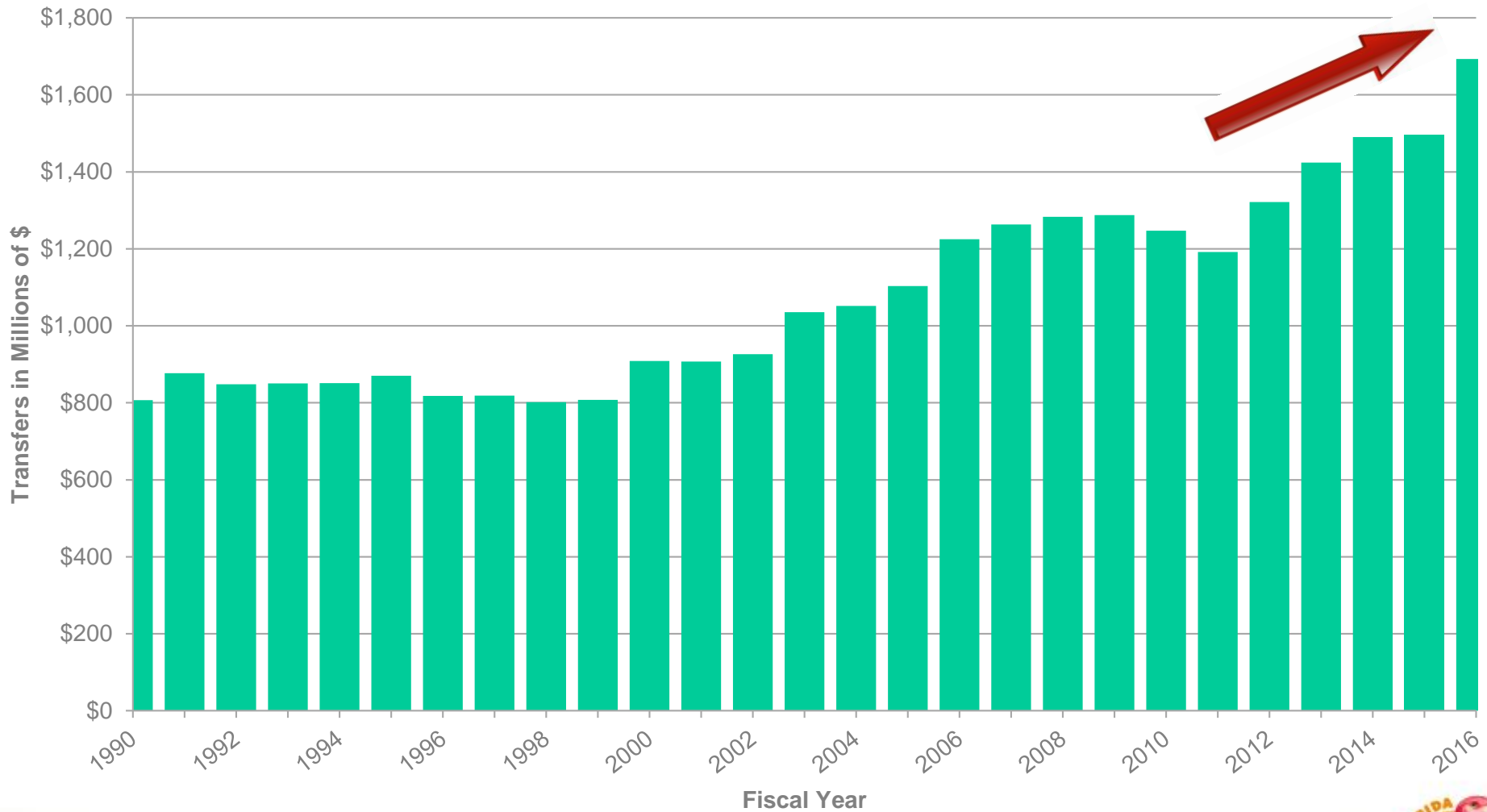


The Florida Lottery has seen tremendous sales increases since it's inception in 1988.



Source: Fiscal Year 2016 Florida Lottery Data - Unaudited

Florida Lottery Historical Contributions to EETF



Source: Fiscal Year 2016 Florida Lottery Data - Unaudited

Florida Lottery Milestones

- June 30, 2015 – Fiscal year 2014-15 ends with sales of \$5.58 billion and \$1.5 billion generated for education, marking the fourth consecutive year of record sales.
- June 30, 2016 – Fiscal year 2015-16 ends with sales of more than \$6 billion and \$1.6 billion generated for education, leading to a total of more than \$30 billion in transfers to education since 1988. This marked a fifth consecutive record-breaking sales year for the Florida Lottery.
- January 13, 2016 - A Florida POWERBALL® ticket was one of three nationally to win the world-record \$1.58 billion POWERBALL jackpot. This jackpot rollover series generated more than \$114.6 million for Florida's students and schools and created 18 new Florida millionaires.
- August 1, 2016 - The Florida Lottery introduced two new Draw games, PICK 2™ and PICK 5™. The CASH 3™ and PLAY 4™ games were rebranded to PICK 3™ and PICK 4™ to complete the daily PICK family game product line.
- January 12, 2017 – The Florida Lottery will celebrate it's 28th Anniversary.





Questions?



THE FLORIDA SENATE
APPEARANCE RECORD

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

12/14/16
Meeting Date

Bill Number (if applicable)

Topic LOTTERY PRESENTATION

Amendment Barcode (if applicable)

Name TOM DELACENSERIE (DEL-A-SIN-SARY)

Job Title SECRETARY OF LOTTERY

Address 250 MARRIOTT DR.
Street

Phone 487-7728

TALLAHASSEE
City

FL
State

32301
Zip

Email _____

Speaking: For Against Information

Waive Speaking: In Support Against
(The Chair will read this information into the record.)

Representing FLORIDA 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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CourtSmart Tag Report

Room: SB 301
Caption: Regulated Industries

Case No.:
Judge:

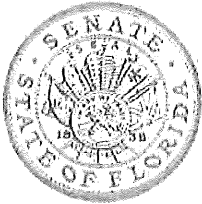
Type:

Started: 12/14/2016 2:00:15 PM

Ends: 12/14/2016 2:27:11 PM

Length: 00:26:57

2:00:19 PM Call to Order
2:00:23 PM Roll call
2:00:45 PM Senator Hukill is excused
2:00:51 PM Chair opening comments
2:01:06 PM Introduction of Senators
2:02:59 PM Introduction of committee staff
2:05:23 PM Chair comments housekeeping issues
2:06:06 PM Take up Tab 1 - Secretary Ken Lawson
2:06:36 PM Presentation on the Department of Business and Professional Regulation
2:07:41 PM Organization chart
2:09:05 PM DPBR Overview
2:09:58 PM DPBR Accomplishments
2:12:04 PM DBPR Mobile App
2:12:52 PM Questions?
2:13:02 PM Senator Brandes
2:14:26 PM Take up Tab 2-- Secretary Delacenserie Department of Lottery
2:14:37 PM Overview of the department
2:15:12 PM Keys to our success
2:17:18 PM District Office Operations
2:18:48 PM How are lottery dollars spent?
2:20:45 PM Lottery Milestones
2:22:09 PM Questions?
2:22:23 PM Senator Gibson
2:24:05 PM Secretary for a response
2:25:46 PM Follow-up
2:26:35 PM Secretary for a response
2:27:02 PM Senator Braynon moves we adjourn



THE FLORIDA SENATE

Tallahassee, Florida 32399-1100

COMMITTEES:
Education, *Chair*
Regulated Industries, *Vice Chair*
Appropriations Subcommittee on the Environment
and Natural Resources
Health Policy
Transportation

JOINT COMMITTEE:
Joint Committee on Public Counsel Oversight

SENATOR DOROTHY L. HUKILL
14th District

December 8, 2016

The Honorable Travis Hutson
Regulated Industries Committee, Chair
330 Knott Building
404 S. Monroe Street
Tallahassee, FL 32399-1100

A handwritten signature in black ink, appearing to read "Travis Hutson".

Re: Request for Excusal from Committee Meeting

Dear Chairman Hutson:

Please excuse me from the Regulated Industries Committee on December 14, 2016 at 2 p.m. as I will not be able to attend due to illness.

If you have any questions, please do not hesitate to contact me.

Sincerely,

A handwritten signature in black ink, appearing to read "Dorothy L. Hukill".

Dorothy L. Hukill
State Senator, District 14

cc: Ross McSwain, Staff Director of the Regulated Industries Committee
Lynn Swoon, Committee Administrative Assistant of the Regulated Industries Committee

REPLY TO:

□ 209 Dunlawton Avenue, Unit 17, Port Orange, Florida 32127 (386) 304-7630 FAX: (888) 263-3818

Senate's Website: www.flsenate.gov

JOE NEGRON
President of the Senate

ANITERE FLORES
President Pro Tempore