

AssociaPAC

LOBBYING FOR A BRIGHTER TOMORROW

Legislative 101: HOW A BILL BECOMES LAW

1. A bill is drafted by a Representative or Senator and staff with outside consultations, usually from industry professionals or constituents.
 2. The legislator who introduces a bill is the "author" of the bill. The legislator who carries the bill in the other body is the bill "sponsor."
 3. The bill has its first reading by publication in the Journal and if it originates in the House, it is referred by the Speaker to the committee with jurisdiction over the subject matter of the legislation. If it originates in the Senate, the President refers it to the appropriate committee.
 4. The bill author/sponsor will appear before the committee to introduce the legislation and hear testimony. The committee can amend the bill and vote to approve the legislation as amended, or vote to pass the introduced version. The bill must pass with majority vote.
 5. The bill is printed in the Calendar or is read by the Clerk and advances to second reading in the Chamber, where it is open for debate and amendments and voted on by the entire body.
 6. The engrossed bill appears for the third and final reading. Passage of legislation may happen with or without amendments and must be approved by a majority of the members to which the body is entitled.
 7. Once the bill passes through one body it goes through the same procedure as it did in the house of origin.
 8. If the House amends a Senate bill, or the Senate amends a House bill, and the house of origin disagrees with the amendment, a conference committee (members from each legislative body) may be formed to resolve the differences.
 9. After the bill passes both houses it becomes enrolled. Once the presiding officers of each chamber sign the enrolled copy, it is transmitted to the Governor for approval. The Governor may sign the legislation, veto it, or allow it to become law without signature.
- * The above is a general outline as the process varies slightly on a state by state basis. Please visit your state's legislative website for a more specific outline.*

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ASSOCIA LEGISLATIVE DAYS

Tennessee "Who are y'all and what do you do?" was a familiar sound around the halls of Tennessee's State Capitol on February 2, 2010. Associa's first ever Legislative Day was a huge success, politically, educationally, and most surprisingly from a business development perspective. Morris Property Management had a great turnout of participants, wearing their blinking red buttons and armed with an important message of "who we are and what we do," all of which made for quite an impression on the legislators, staffers, and other visitors to the State Capitol.

As the nation's leader in community association management, Legislative Days are an opportunity for Associa and member companies to increase its grassroots efforts on behalf of our industry. Although you might hear the term "grassroots" all over the news, it refers to "the common people." In our industry, that means involvement at the most basic level beginning with our employees in the many states where we operate, and it is strengthened by establishing and maintaining



The enthusiasm of the employees has energized our office and those who participated have a new sense of what Associa PAC is all about.

— JUDY ROSE

relationships with the elected officials. Through the establishment and success of Associa PAC we were fortunate to be able to have Legislative Days in Tennessee, Virginia and Florida in 2010.

Tennessee's Legislative Day began with a morning meeting outlining the purpose of the day, followed by scheduled meetings with the participants' respective elected officials, lunch in the former State Legislative Library, a tour of the Capitol, and finally a visit to the committee where legislation affecting our industry will appear. Employees from Morris Property Management did a fantastic job of making their way through the Capitol, drawing

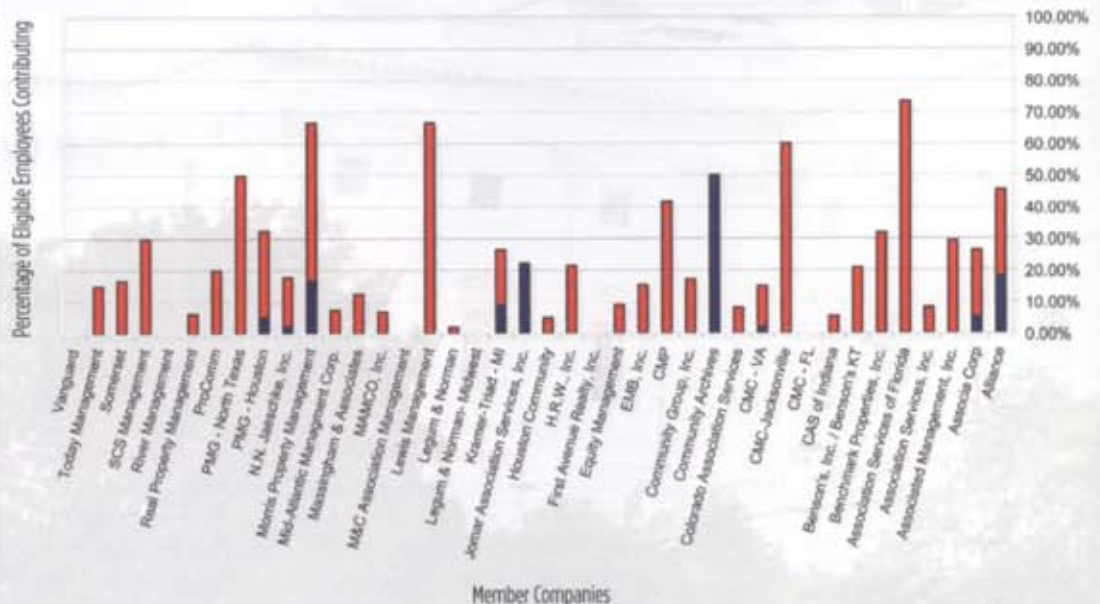
attention from their blinking buttons, explaining to their elected officials and anyone willing to listen who we are and what we do. The services that Associa and its member companies provide are invaluable, and it is our responsibility to share that message with legislators.

A big thank you to those who participated in Tennessee Legislative Day! On behalf of Associa, we encourage you to continue to maintain the relationships you established on Legislative Day and increase your grassroots efforts by staying connected with the political process throughout the year.

Congratulations to the branch offices (listed below) that have achieved the Associa PAC goal of 50% participation!

Associa PAC Participation

■ Percentage of new contributors as of March 2010 ■ Percentage contributing as of June 2009



Associa
Association Services of Florida

Associa
Community Management Concepts, Inc.

Community ARCHIVES
DOCUMENT PROCESSING SOLUTIONS

Associa
Lewis Management Resources, Inc.

Associa
Morris Property Management, Inc.

Associa
Principal Management Group of North Texas

Florida Similar to Legislative Day in Tennessee, the Associa PAC blinking pins worn by the participants were quite the attention grabber. Again, strangers were stopping Associa employees in the halls asking who they were and what they did; which provided the perfect opportunity to demonstrate our professionalism and our dedication to improving the community management industry.

Although the general format of Legislative Days in Tennessee, Florida and Virginia are similar they vary based on the legislative calendar in the state, last minute meetings called into session, and legislative issues being



considered by the legislature. The climate in Florida is such that there are many pieces of harmful legislation which address a host of issues, but mainly focus on foreclosure issues. While this is true in most states, such legislation affects Florida differently because of the large number of managed

I came away with a sense that our conversations were met with open ears and will be conveyed to the right people who will take a positive role in helping to protect our clients' interest. — KIRK BLISS

condominiums in the state. Everywhere we went we were asked what our issues were and almost all of the legislators were familiar with community management and homeowner issues in their respective districts. Associa's presence at the Capitol was the first for any management company which left a significant impression on the legislative body.

Relationships were established, legislative issues were discussed, and in many cases personal connections through current homeowner issues were confronted. The participants had the opportunity to learn the legislative process and were encouraged to continue communicating with their elected officials by acting as a resource for the community management industry. Associa is in a much better position to affect future community management legislation in Florida.

Virginia Associa member companies in Virginia, including CMC VA, Legum & Norman, SCS Management, and Community Group had their first Associa Day at the State Capitol on Monday, February 22, 2010. Although the originally scheduled Legislative Day was cancelled due to extreme weather conditions, we were still able to travel to Richmond to visit the Capitol on behalf of the community management

We made our presence well-known as we were able to forge new relationships with multiple elected officials at the informative Legislative Day hosted by Associa PAC

— SCOTT MEARDON

industry. The turnout was incredible, with more than 50 people in attendance. As in Tennessee and Florida, the agenda for the day included a morning meeting explaining the purpose of Legislative Day, the layout for the day, and an introduction to the political process. While CAI's Virginia Legislative Action Committee (LAC) and the



Virginia Association of Community Managers are both very engaged advocacy groups in the state, the legislators were very impressed that a management company traveled to the Capitol to answer many questions relating to our industry and were very interested in talking to all of their constituents. As was our hope with all of the Legislative Days, the feedback we have received reflects that most participants left Richmond with a much better understanding of the political process and more importantly feeling like their visit made a difference whether it was by educating their legislator on our industry or establishing a relationship with their elected officials.

We are incredibly fortunate to have the assistance of our lobbyists Tray Adams and

Felix Sarfo-Kantanka on a continual basis, but their help in organizing the day and scheduling legislative appointments was invaluable. They also provided insight on the legislative process in the Commonwealth of Virginia as well as an explanation of the strategies behind Associa's position on specific legislation addressed this session.

As with Legislative Days in Tennessee and Florida, the day consisted of meeting with the legislators, attending the House and Senate floor debates, introduced by legislators from the House and Senate floors during the morning announcements, attending committee hearings to better understand the process of how a bill becomes a law, and wrapped up with a tour of the Capitol building.

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