Dear Lobbyists,

Welcome, you are receiving the opportunity to be a lobbyist for a week through the Florida 4-H Legislature program. As a lobbyist, you will play a key role in the legislative process. Your task is to persuade Senators and Representatives to vote for or against the bills you are lobbying. Through this experience, you will improve on your public speaking as well as getting to experience a hands-on opportunity in government. To prepare for your experience as a Lobbyist I suggest you look through Manual 1 and 2, which are located on the Florida 4-H website under the category events then click on Legislature anything you need to prepare can be found there. Manual 2 will outline all the bills that will be used during your week at Legislature. You will need to review the bills and choose a few to lobby. You will also be receiving an email at the begin of June, which will include the Lobby Lingo document. This document will outline your week as a lobbyist as well as supply you with all the information for you to have a successful week as a lobbyist. It will also instruct you on how to reserve the bills you want to lobby. Your week as a lobbyist at Florida 4-H Legislature will be one for the books. Not only will you get to explore the House and the Senate chambers of the Florida State Capitol building, but you will also meet youth from across the state from Escambia to Monroe, explore the Florida Natural History Museum, and visit the beautiful Florida Supreme Court. My team and I look forward to meeting and working with each one of you. For information: http://florida4h.org/programsandevents_leg/

Sincerely,
Montana Rose Smith
Head Lobbyist

Your 2017 Lobby Team: Montana Smith (Head Lobbyist), Molly Lovestrand (Assistant Head Lobbyist) and Megan Mahoney (Deputy Assistant Head Lobbyist)

What is Florida 4-H Legislature?

Intermediate and Senior 4-H’ers come together to develop their skills debating, analyzing legislation, and public speaking all while making new friends and having fun. At this civic event, youth write bills, then act as lobbyists, representatives, senators, or media correspondents to pass the bills through committees, then present and debate on them on the Capitol’s House and Senate floors. They can debate issues and experience the legislative process hands-on while having a phenomenal time with their friends. Legislature is traditionally open to 4-H’ers ages 13-18 as of September 1st of the current 4-H year.
**Your Weekly Plan**

**Monday, June 26, 2017**

**Schedule:**

11:00 a.m. - 1:30 p.m. **Registration at Cawthon Hall Dorm** - When you arrive, you’ll check in with your chaperone, receive your “bag” and settle in your dorm room. Make sure to visit the Lobbyist Table for your materials! If you drove yourself, you must give your keys to your adult-in-charge. Put on your nametag immediately!

1:30 p.m. - 2:00 p.m. **Dress for Afternoon Program** in **BUSINESS CASUAL & SNACKS ON THE GO**

2:00 p.m. **Snack and Depart for Capitol** on charter buses

2:30 p.m. - 4:30 p.m. **General Assembly** - During this time you will be introduced to the Planning Committee, learn about the Green and Gold Parties, and have a orientation, including rules. Dr. Nistler will give a 10-15 minute presentation on Civil Discourse, "How to debate and keep your Friends." This will be followed by Andrew Pantazi, 4-H Legislature Alumni, now a journalist for the Jacksonville Times Union.

4:30 p.m. - 5:00 p.m. **Tour** - The Lobbyists will visit every room used by committees so that you can find your way around on Tuesday. Take notes and pay attention!

5:15 p.m. **Buses depart for DORM**

6:00 p.m. - 7:00 p.m. **Dinner at Suwannee Dining** - When you return you can change into casual clothes.

7:00 p.m. - 7:45 p.m. **Strategy Sessions** - Get-acquainted activities, having your questions answered, Chair and Secretaries for lobby groups, bills assigned - you should have signed up prior to the event for 2-3 bills.

7:45 p.m. - 8:30 p.m. **Voter Registration** - At this time, you register as a member of the Green or Gold Party. These parties are 4-H’s versions of the Republican and Democratic parties. Each party supports or opposes certain bills and has leaders dedicated to forwarding their agendas. They will greet you and encourage your support. Lobbyists register last.

8:30 p.m. - 9:30 p.m. **Dance and Recreation**

9:45 p.m. **Closing Thoughts** - Go over the day and review the next day.

10:00 p.m. **Curfew** - You should be in your room. Floor Chairs will take roll.

**Dress Code:** Wear comfortable clothes to travel to Tallahassee, business casual for Capitol orientation (for girls: dress, slacks and blouse, skirt and blouse; for guys: slacks and nice shirt), and appropriate casual for dorms (jeans, t-shirts, shorts).

**Money:** You will probably want to bring some pocket money to buy breakfast and/or lunch on the way to Tallahassee. Dinner is included. There are usually refrigerators in the dorm rooms for drinks and snacks. Make sure that this is permitted by your chaperone/agent.

**Keys and Nametags:** Your key must be returned with the lanyard on Friday. Make sure you lock your room every time you leave. If you lose your key there is a significant charge. Your nametag must be around your neck - not hanging out of your pocket - and visible throughout your stay. It is required to get into dorms and for dinner.

**Rooms:** You may visit with other 4-H’ers on your floor but when curfew is called, you should be in your room. You may not sleep in another room - we must know where you are at all times. Please remember that you are representing Florida 4-H and this program is very special. Treat the facilities and people with great respect. Guys are not permitted on girls’ floors and girls should not be on the guys’ floors.

**Nurse:** There will be a nurse for this event. Medications will be collected and administered by the nurse. The nurse will be on call at all times. During the night, your Floor Chair will contact the nurse.

**Questions:** If you have questions, please ask the Planning Committee, Dr. Nistler, Mrs. Cash, or one of the adults. They will have gold nametags on.

**IMPORTANT REMINDERS!**

- Money for lunch each day! The cafeteria on the Capitol’s lower level is a great spot - no worries about being late!
- You may have cell phones on silent! Make sure your adult-in-charge has your phone number and you have his/hers!
- Bedding - single beds; personal grooming products; towels; shower shoes
- Alarm clock; laptop and chargers; office supplies; printed manuals; items for Lobby Hours

Legislature is something that can change your life. It certainly will influence it by making you more aware of the process, the need for an educated electorate, and your responsibilities as a citizen of the United States. As a 4-Her, it will teach you leadership, citizenship and life skills. **Be prepared, be flexible and be excited! Just so you know – I’ll be wearing purple each day so you can find me!** When we meet for field trips, it will always be by the seal on the ground floor!
Tuesday, June 27, 2017

6:45 a.m. Continental Breakfast Dorm Lobby - Cereal, granola bars and other items are available
7:55 a.m. Buses Depart for Capitol - Make sure you are dressed appropriately! Report to your agent in charge and/or the Planning Committee in case you have questions. Do not be late! Cawthon Hall on FSU Campus, 119 Honors Way, Tallahassee, FL 32304 (850) 644-7384

Tuesday - Thursday:
Guys: Three professional outfits including jacket, dress shirt, slacks and tie
Girls: Three professional outfits, such as: pantsuits, dresses, blouses and skirts, and comfortable dress shoes - sweater suggested

8:30 am Opening Session (House Chambers) - When you arrive, you will go through security. Backpacks and large items will go directly on the conveyor belt and small items, like nametags, will go in the provided containers on the conveyor belt. You will walk through a detector and a guard will use a wand. Wait until you are cleared. Be very respectful through this process each day.

Then, you will be directed to the Galleries above the House Chamber. Make sure your phones are turned off. During this time, the session will be opened and there will be many times you will rise and clap. Officers will be sworn in and you will also perform an oath.

9:00 a.m. - 9:45 a.m. Joint Session House Chambers - During this session, bills will be referred to the appropriate committees.

9:45 a.m. - 10:15 a.m. 1st Committee Meeting - During 1st Committee, the legislators rank their bills as to their importance. The Lobbyists meet in a separate room to plan strategy and to prepare. At the end of this period, the committees must post their rankings at the main desk. Lobbyists will gather there to find out where their bills were placed. This helps the Lobbyists plan where they need to be when they return from lunch.

10:25 a.m. - 11:00 a.m. House and Senate Sessions

11:00 a.m. Lunch On Your Own - Make sure you are on time! Do NOT go alone.

12:30 p.m. - 3:00 p.m. 2nd Committee Meeting - You are on! The purpose of this time is for bill sponsors to present their bills to the committee, answer questions, and debate. Your job is to sway them to vote your way! At the end of 1st Committee you should have written down how your bills were ranked and know what rooms you will visit in which order. The Head Lobbyists and I will be placed throughout the Knott, House and Senate buildings to help you get to where you need to be. When you arrive at each room, check the calendar outside of the door to see which bill they are discussing, quietly enter, hand the Appearance Record to the adult, and take a seat. When the Chair calls for Lobbyists to speak on the bill, raise your hand and then proceed to the front podium. Make sure you visit the Senate and House Committees. After your appearance, leave the room and head to the next room.

3:00 p.m. 3rd Committee Meeting - After 2nd Committee ends, you may go visit committee rooms to observe. Be quiet in the halls and use this time to learn.

4:30 p.m. Committee Meeting Adjourned

4:40 p.m. Buses Depart for Dorm

5:00 p.m. Healthy Snack, Relax, Change for Office Hours - Casual dress

5:20 p.m. - 5:45 p.m. Lobby Group Meeting - This time is for you to sign up to be pages and prepare for Lobby Hours.

6:00 p.m. - 7:00 p.m. Dinner Suwannee Dining

7:15 p.m. - 8:30 p.m. Office Hours (time may vary) - During Office Hours, you should visit EVERY committee and speak about your bill. Make business cards, and hand out candy and fliers! You get to speak for as long as you wish, and answer questions - it is very informal and a lot of fun.

8:45 p.m. - 9:30 p.m. Social, Dance & Recreation Dorm Lobby/Activity Room

9:50 p.m. Closing Thoughts

10:15 p.m. Curfew
WHY, WHAT, HOW, WHEN to LOBBY?

YOU NEED!  Manual 1 and Manual 2 - We will provide these, along with the Lobbyist Lingo and other resources.

You have been assigned to one of six Lobby Groups. The information about them can be found in Manual 1. There is a supplemental handout in this document and posted on the Legislature website that will let you know which bills your lobby group is for and against. Please remember that this is role-playing. You may not agree with your “position” but have fun with it and do the best you can. You will find all the bills in Manual 2.

Research ALL of the bills that your Lobby Group either endorses or opposes. Use the Internet, speak to a local legislator or individual/group that this “bill” would affect, and ask your 4-H Extension Agent, parents or club leader for ideas. Print this information out and have it ready for questions and to pass out to committee members.

During 2nd Committee meetings, you will be giving a short speech (a minute or two) – with a few crucial points. Committee rooms will be all over – on different floors and in different buildings, but never fear – we'll get you there. Your Head Lobbyists, the adult assigned to your lobby group, and I (your Lobbyist Coordinator) will be around to escort you or give you directions. You will introduce yourself, inform the committee which county you are from, which Lobby Group you represent, and your position on the bill. You could start your address with a question or a statistic - whatever will give weight to your argument and provoke the thought of the legislators listening. Think of yourself as a real lobbyist - a well-paid individual that represents a special interest organization. In reality, most legislators rely on lobbyists for up-to-date information to help them make a decision.

During committee meetings, you will speak with the committees directly responsible for those bills. You will speak to them in their committee rooms, behind a podium, with eyes on you. Do not be nervous - they are there to support you and help you. Remember that they were once in your shoes and want you to succeed. You may do this individually or with a partner! You have a short time to state your reasons and to thank them for their attention. Get to know the bill sponsor - perhaps you can compare notes, work together, and even draft an amendment!

They will probably ask you the most difficult questions - so be prepared. You will be asked if you if you will yield to NON-debatable technical questions. You may say, "Yes," "No," or "One at a time." Non-debatable questions can be answered with facts only, such as: "How much will this cost to implement?"; "When will it take effect?"; and "Where did you get your information?" Questions that call for your opinion are not permitted. If they ask a debatable question, inform the Chair of it.

If you enter the room after the bill has been discussed - do not worry! Give your Appearance Record to the adult and inform him/her that you need to speak about a bill already discussed. The adult will inform the Chair and you WILL be allowed to speak. Do not let getting lost or being late fluster you - do your best! When you finish in that room it's off to another! After you have presented all your arguments for all your bills, it is your chance to go back into the committee rooms and listen.

“Office Hours” is different - you visit dorm rooms where legislators are everywhere in their comfy clothes. You are too! You can also meet your Governor, Lt. Governor, Speaker of the House and President of the Senate. This is a more personal time - you can talk to them for as long as you - or they - wish. It is very important to work hard during Lobby Hours. Take business cards, candy, charts, fliers and brochures with you to pass out. Your job is to speak to ALL legislators, because if the bill hits the floor of the House and Senate, ALL of the legislators need reliable information so they will know how they should vote. They are responsible for a lot of bills so they require your help! Be working on amendments to the bills and seize your five minutes of fame! Make an impression! Many lobbyists report that Office Hours are the best part of their first year experience. Make sure you introduce yourself and do something original to stand out!
In Manual 1 there is a procedure for making amendments to bills. Amendments are modifications to the bill: either you omit, add, change, or perhaps provide clarification or correction. As a Lobbyist, you can write amendments BUT you need to have a Committee, Senator or Representative accept and propose it. The lobbyists will have a work session to teach you about this. You can also e-mail your Head Lobbyists before LEG for help.

Examples include:
- Lengthening or shortening the recommended prison sentences for criminals in the bill;
- Introducing language that nullifies the bill;
- Couching another bill that failed in the bill;
- Deleting confusing phraseology and substituting clearer language;
- Adding exemptions; and
- Changing the effective date for the bill.

Find the Amendment Form in Manual 1 and start today!

If you think a bill can be better, then do something about it and write an amendment!

Hey! Hang out by the doors to the House and Senate Chambers when the legislators break and LOBBY (that is how lobbyists got their name - they would hang out in the lobby in order to speak with the legislators)! Until your bill passes or fails your job is not over! Push your amendments too! This is the way to get the most out of your lobbyist experience. Play the role!

APPEARANCE RECORD
FLORIDA 4-H LEGISLATURE

DATE: 6/28/16

BILL TITLE: Possession of Firearms at School BILL NUMBER: CJ01

LOBBYIST NAME: Taylor Smith

LOBBYIST COUNTY: Miami-Dade

LOBBY GROUP: LEC - Law Enforcement Council

SPEAKING (CHECK ONE):     FOR______________          AGAINST  X

THIS FORM IS PART OF THE PUBLIC RECORD FOR THIS MEETING.

On Tuesday, during Second Committee Meeting, Lobbyists appear before the committees to lobby for or against bills. For each appearance, the above form must be completed and given to the adult chaperone in the room. These forms will be provided to you.
Wednesday, June 28, 2017

7:00 a.m.  Continental Breakfast
8:15 a.m.  Buses Depart for Capitol
8:45 a.m.  Group Picture North Steps Old Capitol Plaza Side - When we arrive by bus at the Capitol, walk to the right and go around the back of the Capitol building. There, on the steps of the Old Capitol, we will have the annual picture taken. Bring your best smiles! As soon as you are dismissed from the photo, report directly to the assigned Lobby room for a meeting.
9:00 a.m.  Lobby Group Meeting - At this time, Legislative Aides will be announced and those Lobbyists will leave for an orientation and to assume their duties. We will go over the schedule and review who has signed up to serve as Pages. The first group of Pages will be dismissed from the meeting to begin their duties.
9:15 a.m.  House and Senate Sessions - The remainder of the Lobbyists will travel to the galleries to watch the Salt and Hot Sauce bills. The Salt is awarded to the first Senator(s) and Representative(s) that have their bill fail. The Hot Sauce goes to the first legislators that have a passing bill. They are cool ceremonies! We will do our best to accommodate travel between the Senate and House so you can watch. Never go alone!
11:30 a.m.  Lunch on Your Own - - Please report to the Seal by 12:45 p.m. so we can walk over to the Museum of Florida History.
1:00 p.m. - 4:00 p.m.  House and Senate Sessions - Pages will be escorted by adults for their duties.
1:00 p.m. - 2:00 p.m.  Museum Tour - The museum has been redesigned and will be a wonderful trip - Florida history from pre-history to modern day. Have fun in your groups and make sure you visit Grandma’s Attic!
2:00 p.m. - 4:00 p.m.  Lobbyists Supreme Court - This is my favorite part! We are taken on a tour of the Supreme Court Building. Security is very similar to that in the Capitol. After the tour, we will try the cases! Each Lobbyist will be given a role - from Justices to the Clerk and Marshall. You need to know what the First and Fourth Amendments are! I know everyone wants to be a page – but the Supreme Court is an amazing experience and I strongly urge you to participate. The privilege alone is something you’ll never forget. Trust me, you’ll have an opportunity to be a page and still participate in the Supreme Court!
4:00 p.m.  Press Conference - When we return to the Capitol, report directly to the Gallery Floor and stand around the circle that looks down onto the floor below. Lobbyists view the Press Conference from above.
4:20 p.m.  Buses Depart for Dorm
5:00 p.m. - 5:30 p.m.  Change Clothes—4-H Appropriate Casual
5:45 p.m. - 7:00 p.m.  Dinner
7:00 p.m.  Movie Night
10:00 p.m.  Closing Thought
10:30 p.m.  Curfew

Carnations and Roses!

The State Council has an annual fundraiser each year - selling carnations and roses. Make sure you bring a few extra dollars to purchase some.

You will be making a friend's day and supporting the State Council. You will have many opportunities to purchase them - at the Capitol and at the dorms. The carnations sell for $1 and the roses for $2. Each one has a card that you can write a message on - make sure you know the correct spelling of the recipient’s name and their designation - Reporter, Lobbyist, Representative, Senator, Officer, or Adult.

On Thursday, Lobbyists help deliver them - hundreds of them! It is a tradition that we hope to always have.
Thursday, June 29, 2017

7:00 a.m.  Continental Breakfast
8:00 a.m.  Buses Depart for Capitol
8:30 a.m. - 11:15 a.m.  House and Senate Session Chambers - Pages report for duty.  Pages for this period will remain until 11:30 a.m. and do NOT go to lunch with the Representatives and Senators.
8:30 a.m. - 11:00 a.m.  Lobbyist District Court Experience - From the Capitol, the Lobbyists will travel to the First District Court of Appeals.  After a tour and orientation, the balance of the cases will be tried in one of the courtrooms.  Awesome place!
11:30 a.m. - 12:30 p.m.  Lobbyist Legislative Experience - House Chambers - Lobbyists will serve as Representatives for their own Legislative Session.  We will have bill sponsors and debate!  Make sure you bring your Manuals!
12:30 p.m. - 2:00 p.m.  Lobbyist Lunch on Your Own
12:45 p.m.  House and Senate Sessions - Lobbyists will watch the Senate and House while seated in the Galleries.
3:30 p.m. - 3:45 p.m.  Final Debates/Votes to Floor
3:50 p.m.  “Sine Die”/Closing Press Conference - Two Lobbyists will be selected to serve - one will come from the House side and one from the Senate side.  When they pass each other, they drop their handkerchiefs, symbolizing the close of session.  Lobbyists watch this ceremony from above.  Have your cameras ready - it happens quickly!
4:15 p.m.  Buses Depart for Dorm - When you return to the dorm, change into your Semi-Formal Banquet attire - and be ready for a lovely dinner, the awards ceremony, and a night of dancing and fun!
6:20 p.m.  Buses Depart for Civic Center
6:30 p.m.  Doors Open for Banquet Hall - Seating is where you wish, but some tables are reserved for guests.
7:30 p.m.  Banquet - LEG in Review and Recognition Program
8:15 p.m.  Social, Dance, and Recreation - There are games available for those not dancing.  Plenty of places to sit and talk!
9:30 p.m.  Early Bus Back to Dorm - If you are tired, take the early bus - but don’t go to bed!  We have a closing meeting!
11:00 p.m.  Last Dance
11:10 p.m.  Buses Depart for Dorm
11:30 p.m.  Senior Farewell Dorm Lobby - Senior 4-H’ers that are graduating are given a minute to say goodbye to this great organization, their friends and this event.
12:30 p.m.  Curfew

Friday, June 30, 2017

7:00 a.m. - 10:00 a.m.  Check out of dorm and turn keys in.  All of your garbage must be removed from your room.  The room should look just like it did when you arrived.  Hand your key, with lanyard, to your adult-in-charge.  You may not leave until you have checked with your adult-in-charge.

Breakfast is on your own.

SAFE TRAVELS!
BE AN ACTIVE CITIZEN IN YOUR COMMUNITY
The Chris Allen Awards by Megan Mahoney

The award is given to youth participating as lobbyists throughout the week, in memory of Chris Allen. Chris Allen was an active participant of the Florida 4-H Legislature Program. Lobbyists are nominated and selected for the Chris Allen Award by their peers throughout the week. Outstanding lobbyists will be voted on by youth that hold the Senator, Representative and Media Correspondent roles. Both youth and adults are invited to submit names for the all of the Chris Allen awards given, such as Outstanding Senator, Representative, etc. A committee made up of Legislature Planning Committee members will review the nominations and create a ballot for group voting during the final General Session of the Florida 4-H Legislature. Participants who receive an award are not eligible for the same award in future years. However, participants are eligible for a similar award in another category.

Legislative Aides by Megan Mahoney

A Legislative Aide is a Lobbyist who is chosen as an assistant to certain Legislators of the Florida 4-H Legislature program. The legislators that choose “LAs” are the Governor, Lt. Governor, President of the Senate, Speaker of the House, Clerk of the House and the Secretary of the Senate. Some possible responsibilities an LA may have include running errands, delivering messages, etc. The Legislative Aides are selected by being observed at various times, such as while presenting their bills in Committee Meetings and Lobby Hours. Once selected, the Lobbyists will be given a brief orientation and begin their duties. It is not only an honor to be chosen as an LA but also a wonderful experience throughout the week.

Do’s & Don’ts

**Do:**
* Be punctual
* Be professional
* Take it seriously
* Be knowledgeable of bills
* Be positive
* Respect adults and committee members
* Check in with your agent or adult each day
* Be respectful of your surroundings
* Be respectful to those around you
* Have fun!

**Don’t:**
* Chew gum in the capitol building
* Be out of dress code
* Run or horseplay in the capitol building
* Don’t use profanity
* Break curfew or leave dorm during sleeping hours
* Have food or drinks in Senate or House Chambers

By Montana Rose

Pages

Lobbyists who are interested may apply to be pages. Sign up sheets will be available Tuesday evening before Office Hours. Lobbyists may sign up for thirty minute periods for Wednesday and Thursday.

Pages sit in the back of the House or Senate Chambers while the legislators are in session. Pages take messages between legislators, to the Governor and/or others.

Messages may include facts about a bill, information to develop political allies, etc. Messages should be pertinent to the business of the Florida 4-H Legislature program. This a great way to meet other youth and be a part of the action!

Pages will work under the supervision of the Head Lobbyists and adults in the House and Senate Chambers. They may request that messages be read prior to delivery.

Pages are permitted, and encouraged, to attend the Supreme Court Experience.
What is the 4-H Mission?
The Florida 4-H Youth Development Program uses a learn-by-doing approach and caring adults to help youth gain the knowledge and life skills they need to be productive, responsible citizens. To achieve its mission, 4-H accesses the expertise and resources of the University of Florida and a nationwide network of Cooperative Extension Service faculty and staff.

What is the 4-H Vision?
Florida 4-H aspires to be the leading youth development program that creates positive change in youth, families, and communities.

Motto: To Make the Best Better

Slogan: Learn By Doing

Pledge: I pledge my head to clearer thinking, my heart to greater loyalty, my hands to larger service, and my health to better living. For my club, my community, my county and my world.

Resources to Help You!

Websites and Videos:
Legislature Preparation Series, Lessons 1 - 7 (See your 4-H Extension Agent)
http://florida4h.org/programsandevents_/leg/
http://my.brainshark.com/Lesson6-LobbyGroups-final-284813902
http://florida4h.org/youth/files/SourcesInfoInternet_Feb2014.pdf
https://www.youtube.com/watch?v=u1eXThpMKml&feature=youtu.be
https://www.youtube.com/watch?v=POPzygs-YgY&feature=youtu.be
https://www.youtube.com/watch?v=taFpFCIEBlg&feature=youtu.be
https://www.youtube.com/watch?v=QyHZWy6pbi4&feature=youtu.be

Green Party and Gold Party

As a participant you will have to choose which political party you will support, the Green Party or the Gold Party. Similar to actual Legislature, the 4-H Mock Legislature is divided into political parties based on different platforms. Upon arriving at the event you will be introduced to the Gold Party leaders and the Green Party leaders who will try to persuade you to support their platform. You will attend a large meeting on Monday along with all of the other Legislature participants. At this meeting, the party leaders will introduce their platforms and you will become familiar with the bills that each party supports and opposes. The Green Party traditionally supports more conservative bills, while the Gold Party generally supports more liberal bills.

TIPS FOR CONDUCTING RESEARCH

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- Obtain your information from credible sources.
- Use your local library.
- Call organizations or agencies your “bill” may impact and ask them for resources and information.
- Make sure you document and cite your sources - the legislators WILL ask.
- Statistics!
- Are there laws in Florida or other states already related to this issue?
- Who will be impacted by this bill? How? Why?
- What will happen if this bill passes or fails? Positives and negatives.
- Call your local legislators or talk to people you know - teachers, parents, neighbors, and your 4-H Extension Agent.
- DO NOT WAIT UNTIL THE LAST MINUTE! DO A LOT OF RESEARCH ON A FEW BILLS AND AT LEAST SOME ON THE OTHERS!
<table>
<thead>
<tr>
<th>Restaurant's Name</th>
<th>Average Prices</th>
<th>Style of Food</th>
<th>Location</th>
<th>Phone Number, Etc.</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>10th Floor Bistro Café</strong></td>
<td>&lt;$5.00 (breakfast)</td>
<td>Café shop (Hip coffee shop and sandwich shop)</td>
<td>10th Floor Capitol</td>
<td>850-222-4169 Delicious and nutritious hot and cold breakfast, lunch and snacks</td>
</tr>
<tr>
<td><strong>Andrew's Capital Grill &amp; Bar</strong></td>
<td>$12.00+</td>
<td>American, Bar</td>
<td>228 S. Adams St.</td>
<td>850-222-3444 Lunch, Dinner Outdoor Seating, Seating, Waitstaff, Takeout, Reservations</td>
</tr>
<tr>
<td><strong>Chili's Grill &amp; Bar</strong></td>
<td>$8.00+</td>
<td>Mexican, American, Southwestern</td>
<td>719 Apalachee Pkwy,</td>
<td>850-877-2148 Takeout, Seating Lunch, Dinner</td>
</tr>
<tr>
<td><strong>Goodies Eatery</strong></td>
<td>$1.50+ (breakfast)</td>
<td>American Meals Breakfast, Lunch</td>
<td>116 E. College Ave.</td>
<td>850-681-3888 Delivery, Takeout, Seating</td>
</tr>
<tr>
<td><strong>Harry's Seafood Bar &amp; Grille</strong></td>
<td>$13.99+</td>
<td>American, Seafood, Cajun &amp; Creole, Bar, Grill, Gluten Free</td>
<td>301 South Bronough St.</td>
<td>850-222-3976 Lunch, Dinner Takeout, Outdoor Seating, Seating, Free Wifi</td>
</tr>
<tr>
<td><strong>Jasmine Café &amp; Lounge</strong></td>
<td>$8.00+</td>
<td>Japanese, Sushi, Asian Meals: Lunch, Dinner</td>
<td>109 E. College Ave</td>
<td>850-681-6868 Takeout, Seating, Reservations</td>
</tr>
<tr>
<td><strong>Metro Deli of Tallahassee</strong></td>
<td>$12.00+</td>
<td>American, Delicatessen</td>
<td>104 1/2 S. Monroe St.</td>
<td>850-224-6870 Dinner, Breakfast, Lunch Takeout, Seating, Free Wifi</td>
</tr>
<tr>
<td><strong>Sharkey's Capitol Café</strong></td>
<td>&lt;$12.00</td>
<td>American Diner</td>
<td>Lower level of the Capitol building</td>
<td>850-222-4169 breakfast, lunch</td>
</tr>
<tr>
<td><strong>The Crepevine</strong></td>
<td>$10.00+</td>
<td>Cuisine French, American, European, Vegetarian</td>
<td>2020 Pensacola St. AND 1304 N. Monroe St. AND 809 Railroad Ave.</td>
<td>850-329-6754 Meals Breakfast, Lunch, Dinner, Seating, Takeout</td>
</tr>
</tbody>
</table>
4th Floor-House & Senate Chambers
HOB for rooms mean House side
S on Rooms means Senate side
Follow arrows to walkways-pay attention to floor numbers

Key:
- Ramp
- Crosswalk
- Historic Capitol Courtyard
- House Chamber
- Senate Chamber
- Capitol
- City Hall
- Duval Street
- Monroe Street
- Dolphin Side
- Knott
Florida 4-H Legislature 2017
Committee Room Assignments

House

Agriculture                                                                  12 House Building
Criminal Justice                                                           301 Senate Building
Juvenile Justice                                                            401 Senate Building
Government, Commerce & Transportation                28 House Building
Health and Human Services                                    221 Senate Building
Education

Senate

Agriculture and Gov., Commerce & Transportation   24 House Building
Criminal Justice and Juvenile Justice                     227 Senate Building
Health and Human Services and Education            229 Senate Building

Other Important Rooms

Lobby Group Headquarters/Adult HQ                         412 Knott Building
Governor & Lt. Governor Offices                              227 Senate Building
Adult Work Room                                                      110 Senate Building

KEY

PL - Plaza/Main Entrance      LL - Lower Level/Cafeteria
2nd Floor of Capitol = 2nd Floor of Senate = 4th Floor of Knott
4th Floor of Capitol = Senate & House Chambers/4-H Headquarters
5th Floor = Galleries
2nd Floor = Bridge to Knott Building
22nd Floor = View
4-H Legislature
Bill Analysis Worksheet & Lobby Group Bill Chart
E-mail Mrs. Cash at lcash@volusia.org with the bills you wish to lobby! Include Lobby Group, Bill(s), and County

Briefly, what does this bill do? State the current situation and what this bill will change? _____________________

Why is it needed? Who will benefit? ______________________________________________________________

How will it be enforced? ________________________________________________________________________

What is the cost? Who will pay the costs? ________________________________________________________________________

Constituents affected - who and how many? ________________________________________________________

Who might be supportive and why? Who might be opposed and why? ___________________________________

<table>
<thead>
<tr>
<th>Citizens Committee for Individual Rights (CCIR)</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>For:</strong> AG01, AG06, CJ07, CJ08, CJ09, GCT04, GCT05, HHS01, HHS04</td>
</tr>
<tr>
<td>HHS07, JJ03, JJ05, JJ08, JJ09</td>
</tr>
<tr>
<td><strong>Against:</strong> CJ02, CJ03, CJ05, ED02, ED03, ED04, ED05, ED07, ED08, ED10, GCT 07</td>
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<tr>
<td>GCT 10, HHS 02, HHS 03, HHS 05, HHS 08, HHS 09, HHS 10</td>
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<th>Churches of Florida (CFU)</th>
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<tr>
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<tr>
<td>JJ02, JJ03, JJ04, JJ05, JJ06, JJ07, JJ08, JJ09, JJ10</td>
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<tr>
<td><strong>Against:</strong> AG06, CJ04, ED07, ED10, HHS01, HHS03, HHS05, HHS07, HHS09, HHS10</td>
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<thead>
<tr>
<th>Florida Business Association (FBA)</th>
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<tbody>
<tr>
<td><strong>For:</strong> AG04, AG06, AG07, AG10, GCT02, HHS02, HHS03, HHS07</td>
</tr>
<tr>
<td><strong>Against:</strong> AG01, AG02, AG03, AG05, AG08, ED01, ED11, GCT05, GCT07, GCT11,</td>
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<th>Florida Parents for Education (FPE)</th>
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<td>GCT 10, HHS 05, HHS 08, HHS 09, JJ01, JJ02, JJ07, JJ08, JJ09, JJ 10</td>
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<tr>
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<td>JJ05, JJ06</td>
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</tr>
<tr>
<td><strong>Against:</strong> AG04</td>
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The DO’s and DON’Ts of PUBLIC SPEAKING

**DO**
- Smile and have fun
- Speak calmly
- Project your voice based on the room size
- Know your audience
- Be confident
- Don’t end abruptly
- Use simple and understandable language
- Practice and refine your introduction or hook
- Repeat your key messages
- Maintain eye contact
- Relax and have FUN!

**DON’T**
- Apologize or confess that you’re not prepared
- Tell them that you’re nervous
- Tell them something and then not deliver
- Look excessively at your notes
- Avoid eye contact
- Use long sentences and ramble
- Use words you can’t pronounce

A Sales Pitch Approach

A sales pitch or proposal seeks to persuade. The objective of the presentation is to sell a product, concept or idea. The ability to present sales pitches and proposals effectively can open the door to professional opportunities.

To organize ideas into an effective sales pitch or proposal, use the “inverted pyramid” approach, which gives an audience the most important information in the first few sentences (how much money might be saved, how lives might be improved, etc.). Support claims with logic and evidence, and end every sales pitch or proposal with a call to action. If an audience agrees with the initial message or point, the supporting material that follows will reinforce that agreement. If an audience disagrees, logic and evidence may win them over.

://www.toastmasters.org/Resources/Public-Speaking-Tips/Giving-Sales-Pitches

Offer a question-and-answer period following a sales pitch or proposal, which can supply you with valuable feedback about the effectiveness of the pitch. It also gives an audience the opportunity to further clarify specific points or data that was presented. Below are a few ways to effectively answer questions from an audience:

- Anticipate possible questions by rehearsing with colleagues or friends.
- Provide answers that support the sales pitch or proposal.
- Disarm loaded questions (those based on false premises or irrelevant assumptions) by being polite and asking the questioner to further explain his or her question.
- Divide complicated questions into several parts before answering them.

://www.toastmasters.org/Resources/Public-Speaking-Tips/Giving-Sales-Pitches/answering-them