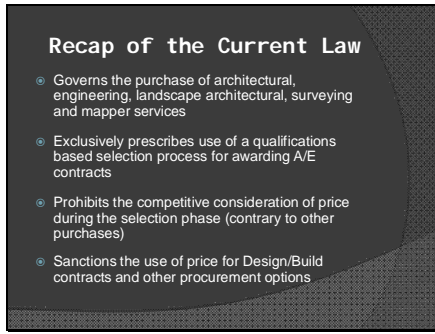


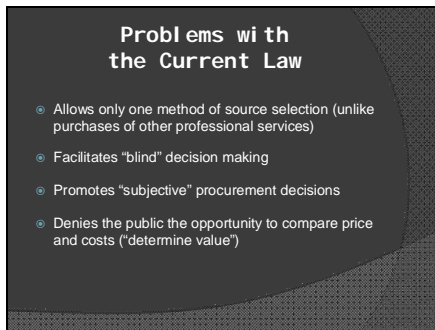
Slide 1



Slide 2



Slide 3



Slide 4

2011 Legislation

- Introduced by Senator Mike Bennett and Representative Fred Costello
- Struck down all prohibitions in current law against the consideration of price in the selection process
- Allowed agencies to re-open negotiations with a shortlisted firm after negotiations had been previously terminated

Slide 5

2012 Proposed Legislation

- Leaves existing OBS process in place
- Agencies could use alternative "best value" process:
 - "Shortlist" top firms based strictly on qualifications
 - Ask the top firms for a fee proposal
 - Re-rank and select the "best overall" firm(s)
 - Price would be a "minority" factor in the final selection

Slide 6

Supporters of the Reform

- FAPPO
- NIGP
- FAC
- FGFOA
- FLC
- Several City and County Commissions

Slide 7

**What the Reform is...
(the opportunity to...)**

- Give agencies *flexibility* and added *leverage* in how they procure A/E services
- Increase *transparency* in the selection and negotiation of these purchases
- Afford qualified *small businesses* a competitive advantage
- Save \$ and/or increase value for the tax dollar

Slide 8

What It Does Not Do...

- Eliminate or alter the current "QBS" process
- Allow unqualified firms to submit price offers
- Make price the "majority" factor in the award process
- Condone or constitute "sealed bidding"

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2012 Legislation

- HB 155 (Representative Fred Costello)
- SB 246 (Senator Mike Bennett)

Slide 10

**2012 Legislation
Committee References**

HOUSE:

- Government Operations
- Rulemaking & Regulation
- Government Operations Appropriations
- State Affairs Committee

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**2012 Legislation
Committee References**

SENATE:

- Regulated Industries
- Governmental Oversight and Accountability
- Budget

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**House Government Operations
Subcommittee**

• Jimmy Patronis	Panama City
• Dana Young	Tampa
• Cynthia Stafford	Miami
• Larry Ahern	St. Petersburg
• Doug Broxson	Milton
• Jeff Clemens	Lake Worth
• Janet Cruz	Tampa
• Ana Rivas Logan	Miami-Dade
• Debbie Mayfield	Vero Beach


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**House Government
Operations Subcommittee
(Cont..)**

- George Moraitis Ft. Lauderdale
- Bryan Nelson Apopka
- Marlene O'Toole The Villages
- Kenneth Roberson Port Charlotte
- Irving Slosberg Boca Raton
- Barbara Watson Miami Gardens

Slide 14




**Industry Misinformation
Johnson & Blanton 9/23/11**



CCNA - Rep. Costello and Sen. Bennett have **refilled legislation**, SB 246 and **HB 113**, that we actively opposed last session relating to the Procurement of Professional Architectural, Engineering, Landscape Architectural, or Surveying and Mapping Services. Florida's Consultants Competitive Negotiation Act (CCNA) allows public entities to contract for design services through a competitive and qualifications-based procurement process. **This bill would do away with the CCNA process and would instead move instead to a low-bid process.**

Slide 15

Those Who Are Helping..



- Cheryl Shanaberger
- Joe Burch
- Neil Appel
- Al "Jack" Butler
- June Johnson
- Local Lobbyists
- Elected Officials

Slide 16

We Need Your Help!!!

- Contact members in your area 
- Talk up the reform with your local A/E firms
- Urge them to support it 
- Resources available to help you

Slide 17

Key Individuals

- Any member of the referred committees
- Rep. Steve Precourt (Orlando)
- Senator Jack Latvala (St. Petersburg)
