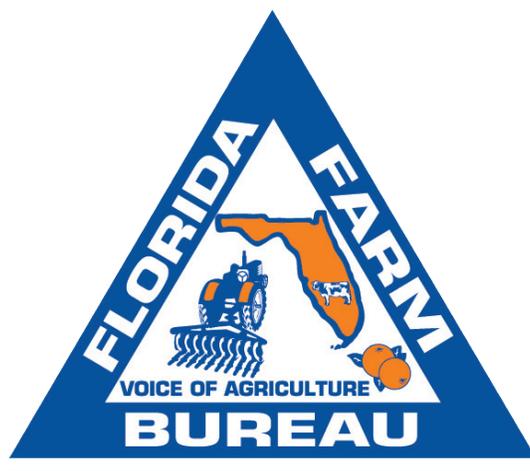




2018

FLORIDA FARM BUREAU FEDERATION

BRIEFING PACKET



FIELD TO THE HILL



President's Message

Florida Farm Bureau Federation Field to the Hill 2018

Dear Field to the Hill Attendee:

Thank you for joining me in Washington, D.C. for our annual Field to the Hill Trip! This is one of Florida Farm Bureau's premier events throughout the year, and we are grateful you have chosen to participate. As you know, it remains an exciting, yet challenging, time, in the agricultural policy arena, which is why your voice is as important as ever in our quest to advocate effectively on behalf of our treasured calling.

As we begin to prepare for our time in D.C., I encourage you to familiarize yourself with this briefing packet. Inside, you will find the tentative agenda, information about navigating our nation's capital, talking points on our three key issues and the most effective ways to communicate with federal officials.

This year, we will focus our collective efforts on **agricultural labor reform, renegotiation of the North American Free Trade Agreement (NAFTA)** and **the 2018 Farm Bill**.

The suggested attire for the entirety of our fly-in is business attire (coat and tie). Depending on your departing flight schedule on Thursday, you should have adequate time to return to the hotel after our session at the Environmental Protection Agency and change into travel attire before the noon check-out time.

Please note all appointments and arrangements are coordinated by Florida Farm Bureau staff and will be subject to change as needs and opportunities arise to make this an informative and productive trip for each of you.

Finally, if you have any problems once you arrive in Washington, D.C., please contact John Walt Boatright at (352) 275-2392 or any staff listed on the attendee list. We want to ensure your visit to Washington is enjoyable and worthy of your time away from home.

I have great confidence in your ability to share the message of Florida agriculture at this critical time, and I look forward to working in the trenches with you for a successful Field to the Hill 2018.

Kind Regards,

A handwritten signature in blue ink that reads "John L. Hoblick". The signature is written in a cursive style.

John L. Hoblick



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FIELD TO THE HILL

Agenda

Florida Farm Bureau Federation Field to the Hill 2018

11:00 am – 2:30 pm

Registration

Holiday Inn Capitol Lobby
550 C Street SW, Washington, DC 20024

1:30 pm – 5:00 pm

Welcome and Briefing Session

American Farm Bureau Federation
600 Maryland Ave SW, Suite 1000W, Washington, DC 20024

- o *FFBF Welcome – President John Hoblick*
- o *AFBF Welcome – Dale Moore, VP of Public Affairs*
- o *Ag Labor Reform Briefing – Paul Schlegel*
- o *Refreshment Break*
- o *2018 Farm Bill Briefing – Andrew Walmsley*
- o *Advocacy Overview – Randy Dwyer*

5:00 pm

Free Evening in DC

Wednesday- May 9, 2018



7:00 am – 8:45 am

Briefing Breakfast

Holiday Inn Capitol, Capitol Ballroom
550 C Street SW, Washington, DC 20024

- o *Trade Issue Briefing – Dave Salmonsens*
- o *Appointment Updates*
- o *USDA Disaster Relief – Jamie Clover-Adams*

9:00 am

Day on the Hill

- o *Appointments Scheduled by Staff*
- o *Small Group Capitol Tours by Request*

5:30 pm – 8:00 pm

Taste of Florida Agriculture Legislative Reception w/ UF/IFAS

National Press Club
529 14th Street NW, Washington, DC 20045

Thursday- May 10, 2018



10:00 am

Meetings @ Environmental Protection Agency (EPA)

1200 Pennsylvania Avenue NW, Washington, DC



Business Dress



FIELD TO THE HILL

President

John Hoblick – Volusia

Treasurer

Rod Land – Lafayette

Secretary

Steve Johnson – Hardee

Broward

Fred Segal – President
Mark Fagan

Clay

Gayward Hendry—President

Collier

Tony Kalogridis

Columbia

Stephen Dicks – President
Katrina Mosely
Troy Mosely
Michael Tice

DeSoto/Charlotte

Brian Norris
August Riola

Duval

Greg Tison—President
Bonnie Bailey

Hardee

Tommy Watkins—President
BJ Johnson
Brittany Nickerson-Thurlow
Jeremy Thurlow
Anna Watkins
Taylor Watkins
Charles Wright

Highlands

Frank Youngman– President
Ryan Armstrong
Judy Bronson
Rob Bullock
Aalyiah Kirouac
Scott Kirouac
Jennifer Swain
Wyatt Youngman

Holmes

Jeremy Rolling – President
Teresa Rolling

Jefferson

Clay Fulford
Kari Fulford

Lafayette

Brenda Gayle Land

Lake

C.E. Norris – President
Brooke Hill
Michael Hill
Donetta Norris

Lee

Matt Griffin

Madison

Buck Carpenter
NoraBeth Carpenter

Manatee

Daniel West

Martin

David Hafner

Miami-Dade

Erik Tietig—President
Jorge Abreu
Kern Carpenter
Sal Finocchiaro
Charles LaPradd

Nassau

Thomas Ford
Timothy Stokes

Okaloosa

Keith Free—President

Okeechobee

Ben Butler

Orange

Michael Patterson—President
Bobby Beagles
Billy Butterfield
Bill Lennon
Camdyn Madison
Blakesly Madison
Jennifer Madison
John Madison
Kathrein Markle

Osceola

Herb Harbin – President

Attendee List

Florida Farm Bureau Federation Field to the Hill 2018

Polk

Daniel Lanier
Randi Lanier

Putnam/ St. Johns

Amy Hedstrom

Seminole

Hannah Wooten

St. Lucie

Clayton Humphries

Sumter

James Sutton – President
Laura Bondurant

Suwannee

Sarah Carte
Ray Hodge
Rachel Garland

Volusia

Victoria Register

Walton

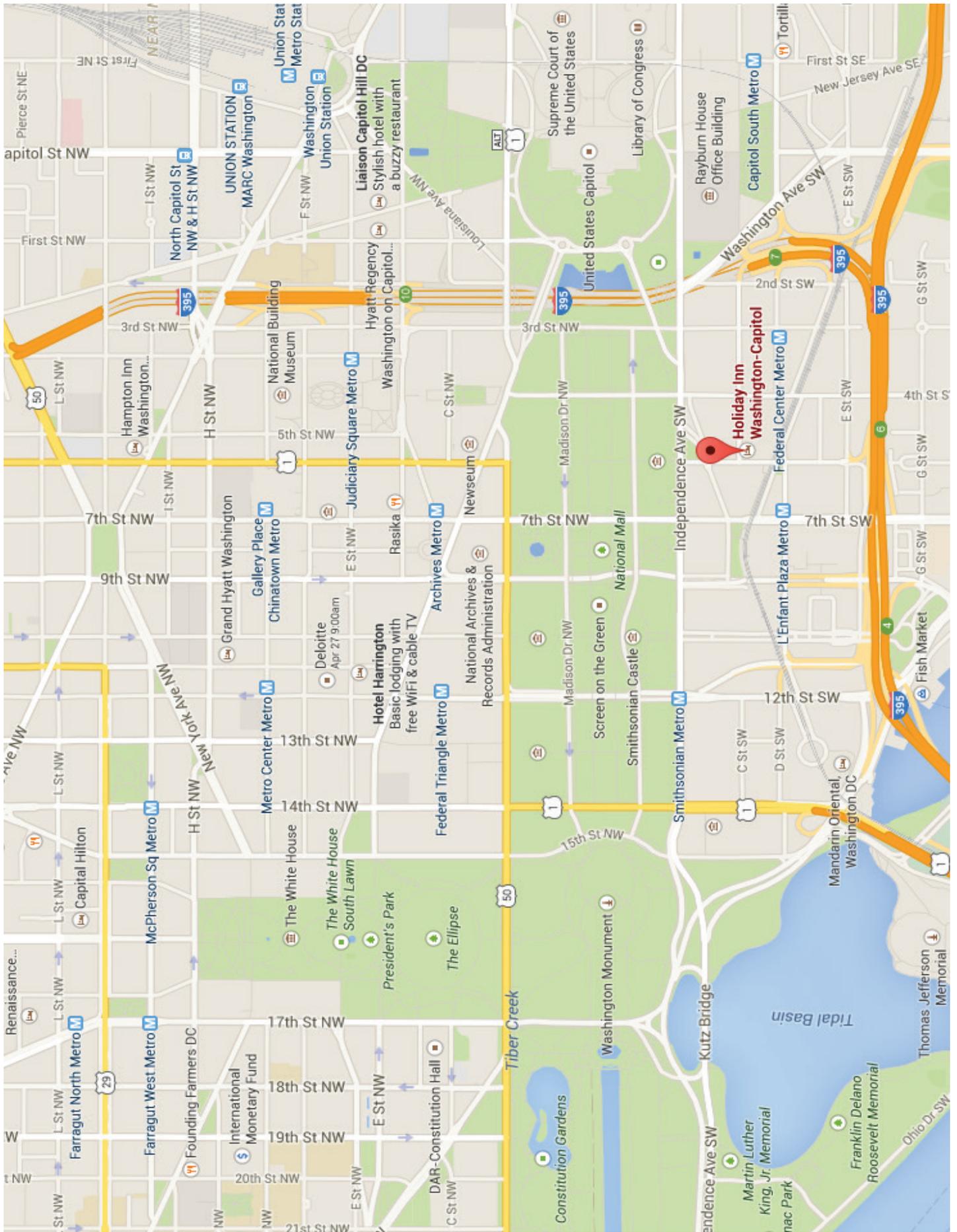
Daniel Leonard
Andrew Taylor

Western Palm Beach

JW Orsenigo
Rick Roth
Balin Webb
Trey Webb

Staff

Kevin Morgan — 352.317.0903
Jaime Jerrels — 352.672.0872
John-Walt Boatright — 352.275.2392
Audra Weeks— 863.448.2524
GB Crawford — 352.538.6156
Rachael Smith — 352.316.9213
Jason Davison — 352.672.1160
Michele Curts—352.317.6013
Andy Neuhofer — 352.318.2506
Greg Harden— 352.538.3346
Eva Webb— 352.317.0902





FIELD TO THE HILL

Maps

Florida Farm Bureau Federation Field to the Hill 2018

M System Map

wmata.com
Customer Information Service: 202-637-7000
TTY Phone: 202-962-2033
Metro Transit Police: 202-962-2121

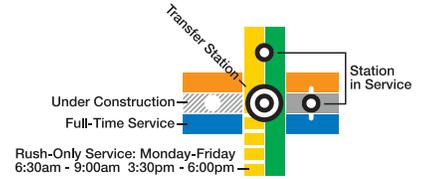
Legend

- RD** Red Line • Glenmont / Shady Grove
- OR** Orange Line • New Carrollton / Vienna
- BL** Blue Line • Franconia-Springfield / Largo Town Center
- GR** Green Line • Branch Ave / Greenbelt
- YL** Yellow Line • Huntington / Fort Totten
- SV** Silver Line • Wiehle-Reston East / Largo Town Center

Station Features

- Bus to Airport
- Parking
- Hospital
- Airport

Connecting Rail Systems



Metro rail Operating Times
Mon-Fri
 5am-midnight
Sat-Sun
 7am-midnight
 Times are approximate

WASHINGTON METROPOLITAN AREA TRANSIT AUTHORITY © 2014

Map is not to scale
REV. 12/31/15

- No Smoking
- No Eating or Drinking
- No Animals (except service animals)
- No Audio (without earphones)
- No Littering or Spitting
- No Dangerous or Flammable Items



Traveling Around D.C.

Florida Farm Bureau Federation
Field to the Hill 2018

Metrorail

Metrorail provides safe, clean, reliable transit service for more than 700,000 customers a day throughout the Washington, D.C. area.

The Metrorail system has five color-coded rail lines: Red, Orange, Blue, Yellow, and Green. The layout of the system makes it possible to travel between any two stations with no more than a single transfer.

Buying a Metro fare card:

- Each person must have their own card
- To and from the airport is about \$4.00 one way
- You can pay with cash, debit or credit
- **Keep card away from phone and other cards so it does not demagnetize**
- You will use the card to tap in and out of the station, so keep it close by!

Traveling from the airport to the hotel:

- Board the yellow train
- Travel until you reach the L'enfant Plaza exit
- Exit the train station onto Maryland Ave
- Turn right on SW 6th St and the hotel will be on the left hand side of the street



Finding the Metro Station

Look for tall brown columns with a large "M" identifying the station entrances. Colored stripes around the column show which lines serve the station.



Waiting for the Train

Read station signs to learn which train platform to use for your destination. Stand behind the bumpy tiles along the platform's edge. Watch for flashing lights along the platform's edge, which signal a train's arrival. Station signs will also alert you to a train's arrival.



Boarding the Train

Check the destination of the train, which is posted above the side windows. Stand clear of the train car doors and let riders get off before you board. Listen for the chimes that signal the car doors are closing. If the train is full, step back and wait for the next train. Unlike elevator doors, train doors do not reopen automatically.



Exiting the Train and Station

Use the same fare card you used to enter the system when you exit the system.



Traveling Around D.C.

Florida Farm Bureau Federation
Field to the Hill 2018

Uber



Download the Uber app BEFORE you need it! After app is downloaded, sign up and log in to Uber. Then, input credit card information, verify email, and verify phone number.



Select ride type:

- Taxi
- Uber X or Uber XL
- Uber Black
- Uber Black SUV



Set pickup location:

- Make sure the pin is near your actual location! This will assist the drivers in picking you up.



FIELD TO THE HILL

Dining Options

Florida Farm Bureau Federation
Field to the Hill 2018



Acadiana

- Contemporary Louisiana fish house
- Monday-Thursday 11:30-11 pm
- Approximately \$20-\$30 per person
- 901 New York Ave NW
- Location: Convention Center/Chinatown



Beuchert's Saloon

- "Farm American" dining experience
- Sunday-Thursday 5:30 pm-10 pm
- Approximately \$15-\$30 per person
- 623 Pennsylvania Ave SE
- Location: Eastern Market
- <http://bit.ly/2oMiVQc>



The Capital Grille

- Fine dining in D.C.
- Monday-Wednesday 11:30 am-10 pm
- Approximately \$30-\$50 per person
- 601 Pennsylvania Ave NW
- Location: Capitol Hill
- <http://bit.ly/2plNgs1>



Cedar Restaurant

- Contemporary take on country fare
- Monday-Saturday 5:30 pm-10 pm
- Approximately \$24-\$30 per person
- 822 E ST NW
- Location: South Chinatown
- <http://bit.ly/2oMjpG0>



Dining Options

Florida Farm Bureau Federation
Field to the Hill 2018



Georgia Brown's

- Low-Country Cuisine
- Monday- Thursday 11:30 am- 10 pm
- Approximately \$25-\$30 per person
- 950 15th ST NW
- Location: White House
- <http://bit.ly/1r5NQH8>



Hill Country BBQ

- Texas-style BBQ in D.C.
- Sunday-Thursday 11:30 am- 10 pm
- Approximately \$15-\$25 per person
- 410 7th ST NW
- Location: South Chinatown
- <http://bit.ly/1URQ5Ha>



Old Ebbitt Grill

- Upscale American saloon food
- Monday-Friday 5 pm- 12 am
- Approximately \$15-\$25 per person
- 675 15th ST
- Location: White House
- <http://bit.ly/2oMmgyo>



Ted's Bulletin

- Classic food, just-like-home experience
- Sunday-Thursday 7 am- 10:30 pm
- Approximately \$15-\$20 per person
- 505 8th ST SE
- Location: Eastern Market
- <http://bit.ly/2pioTt5>

Agricultural Labor Reform

FLORIDA FARM BUREAU



FIELD TO THE HILL

AGRICULTURAL LABOR – IMMIGRATION REFORM

Issue:

U.S. agriculture faces a critical shortage of workers every year, as citizens are largely unwilling to engage in these physically demanding activities and guest worker programs are unable to respond to farmers' and ranchers' needs. This situation makes our farms and ranches less competitive with foreign farms and less reliable for the American consumer. Securing a reliable and competent workforce for our nation's farms and ranches is essential to agriculture and the U.S. economy.

Background:

Farmers and ranchers have long experienced difficulty in obtaining workers who are willing and able to work on farms and in fields. Jobs in agriculture are physically demanding, conducted in all seasons and are often transitory. To most U.S. residents seeking employment, these conditions are not attractive. Yet for prospective workers from other countries, these jobs present real economic opportunities.

Farmers who can document labor shortages in their area are permitted to bring in foreign workers under a government sponsored temporary worker program known as H-2A. This program, however, is not open to some sectors of agriculture (such as dairy) and historically has been expensive, bureaucratic and difficult for farmers to navigate. The demand for foreign workers is heightened due not only to a lack of a domestic workforce, but also the reverse migration of workers from the U.S. to Mexico, historic levels of immigration enforcement and, in some states, increased demands for employers to use E-Verify. Those factors, combined with an increasingly rigid and burdensome H-2A program, demonstrate the need for a new approach.

Reforms to the immigration system can ensure that American agriculture has a legal, stable supply of workers, both in the short- and long-term, for all types of agriculture. This requires a legislative solution that deals with the current unauthorized and experienced agricultural workforce and ensures that future needs are met through a program that will admit a sufficient number of willing and able workers in a timely manner. Past legislative proposals have attempted to reform the H-2A program to ensure a future workforce in agriculture. However, it is apparent that those proposals are no longer viable to meet agriculture's needs.

Agriculture needs a program that functions as efficiently as the current free market movement of migrant farm workers while providing the security of a contractual relationship in areas where there is little migration. Having lost confidence in the H-2A structure as a framework for future success, Farm Bureau is seeking a new approach to ensure a legal, reliable, long-term workforce for all sectors of the industry.

Legislative Status:

AFBF continues to advocate to Congress to pass responsible legislative immigration reform that addresses border security, fixes the legal immigration system and provides farmers access to a legal and stable workforce.

AFBF Policy:

Only reform through legislation can solve the agricultural worker problem. In seeking a meaningful legislative solution to agriculture's worker shortage, AFBF believes that immigration reform must include the following:

Agricultural Worker Program

The uncapped Agricultural Worker Visa Program (AWP) will ensure agriculture's future legal workforce. The AWP allows both employer and employee choice and flexibility by including two options:

1. "At-Will" Visa employees have the freedom to move from employer to employer without any contractual commitment, replicating the way market forces allocate the labor force now.
2. Contract Visa employees commit to work for an employer for a fixed period of time, giving both parties increased stability where it is mutually preferred.

Current Workforce

In order to provide stability for American agriculture as we transition to a new program, AFBF supports an adjustment of status for experienced but unauthorized agricultural workers who currently reside in the U.S. This adjustment should include the following components:

1. These workers have a future obligation to work for a number of days annually in agriculture for several years.
2. Upon completion of this future work obligation, the workers could obtain permanent legal status and the right to work in whatever industries they choose, including agriculture.

Contact: Paul Schlegel, 202-406-3687, pauls@fb.org

2018



AGRICULTURAL LABOR – E-VERIFY

Issue:

E-Verify is a computer system operated by the federal government to determine a job applicant’s work authorization. Requiring agricultural employers to use E-Verify without assuring that a workable guest worker program is in place could have a significant, negative impact on U.S. farm production, threatening the livelihoods of many farmers and ranchers in labor-intensive agriculture.

Background:

The Immigration Reform and Control Act of 1986 (IRCA) made it unlawful for employers to hire or employ individuals not authorized to work in the United States. Since that time, employers have been required to use the Immigration and Naturalization Service (INS) Form I-9, which is completed by job applicants who submit the form to employers with specified documents that testify to their identity and work authorization. IRCA, however, prohibits employers from questioning the documents offered by applicants, and any employer who questions the documents offered by job applicants or refuses to hire based on reasonable-appearing documents can be sued, not only by the job applicant, but also by the Department of Justice (see the website of the Department of Justice at <https://www.justice.gov/crt/types-discrimination>). The Department of Agriculture website explicitly advises farmers that “Employers must accept any of the documents or combination of documents listed on the back of the INS Form I-9 to establish identity and employment eligibility.”

As a result of these policies instituted nearly 30 years ago, use of fraudulent documents by workers has become prevalent, in agriculture and elsewhere, and farmers are caught in a lose-lose situation: few if any American workers apply for jobs and at the same time, farmers are legally required to accept documents which often are false. There have been bills introduced in the past that would mandate that employers use E-Verify and phase in the requirement over several years. For many agricultural producers, the requirement would begin in three years; for others, the requirement could start sooner. Most importantly, the legislation contains no worker program for agriculture—either in remedying problems with the H-2A program or in instituting any additional program to assist agricultural employers. If the mandatory E-Verify program goes forward by itself, without providing producers a source of legal workers, it would present a potentially insurmountable challenge for many agricultural employers. Agricultural production would decline significantly if Congress passes enforcement-only reform (including border security, interior enforcement and E-Verify). Farm Bureau economists estimate fruit production would fall 30 to 61 percent, vegetable production would decline by 15 to 31 percent and livestock production would fall 13 to 27 percent. These reductions in agricultural production would lead to an increase in food prices by 5 to 6 percent.

Legislative Status:

In October, 2017 the House Judiciary Committee adopted legislation to mandate the use of E-Verify by all employers, including agricultural producers. The Committee also adopted legislation (the AG Act) to provide a new guest worker program for agriculture. While the AG Act contained many positive elements, it needs to be strengthened to assure that during the transition to the new program, agriculture is not threatened by the loss of our existing workforce.

AFBF Policy:

Farm Bureau could support a mandatory E-Verify if: 1) the employment eligibility verification system is simple, conclusive, and timely; 2) it provides an affirmative defense for employers acting in good faith; 3) it allows for status adjustment of workers not authorized prior to implementation; and 4) it is preceded by full implementation of a usable agriculture worker program. Any federal mandatory E-Verify legislation must be coupled with legislation that includes these elements. Farm Bureau opposes any mandate on employers to use E-Verify until there is an acceptable agriculture worker program that allows work authorization for workers not currently authorized.

Contact: Paul Schlegel, 202-406-3687, pauls@fb.org

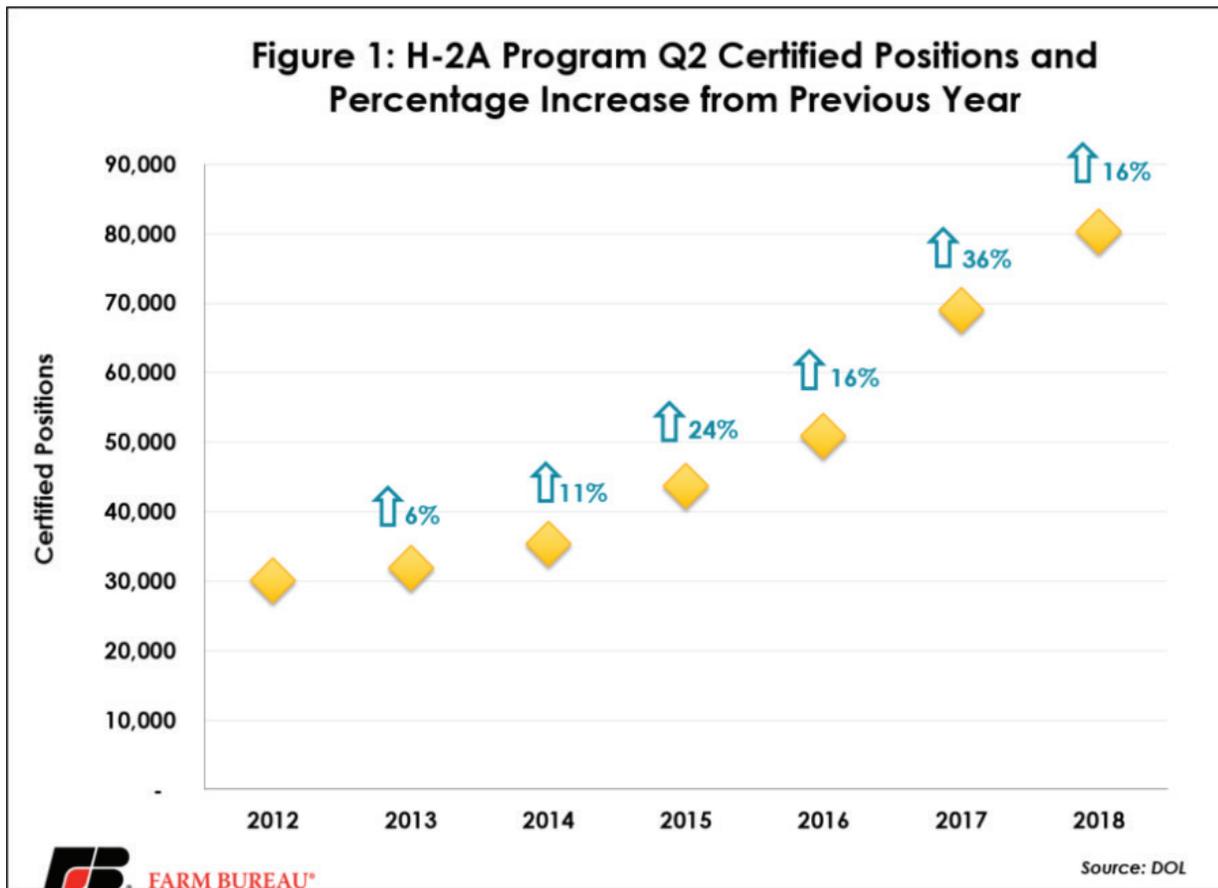
2018

Q2 H-2A Certified Positions Show Continued, Strong Growth



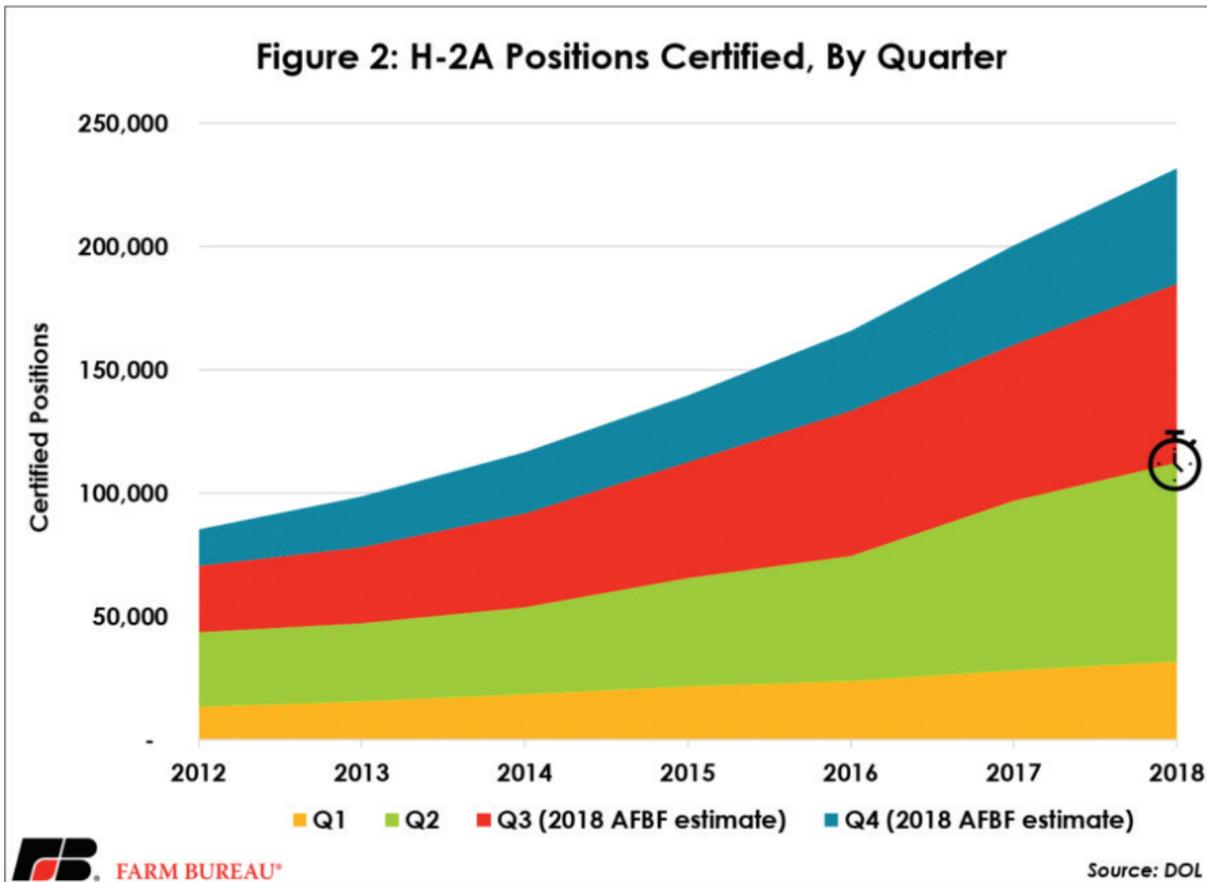
Market Intel / April 19, 2018

Data recently released by the Department of Labor’s Office of Foreign Labor Certification indicates that U.S. farmers and ranchers continue to demand an increasingly large number of foreign workers via the H-2A program. In the second quarter of fiscal 2018, DOL certified 80,348 H-2A positions nationally, up more than 16 percent from the second quarter of fiscal 2017 when DOL certified 68,999 positions. Even more impressive, Q2 2018 position certifications are more than 150 percent higher than the same period just five years ago.



Higher certifications in the second quarter follow the 15 percent year-on-year increase from the first quarter. When combined, the total number of positions certified in the first two quarters of 2018 exceed the total number of positions certified in all of 2013. If the total number of positions certified

in the third and fourth quarters follow a similar growth path of 15.7 percent, the U.S. will have certified more than 231,000 positions in fiscal 2018. The previous record was set in fiscal 2017, when DOL certified 200,320 total positions.



Contact:

Veronica Nigh

Economist

(202) 406-3622

veronican@fb.org

NAFTA Renegotiation

FLORIDA FARM BUREAU



FIELD TO THE HILL



FLORIDA FARM BUREAU FEDERATION

THE VOICE OF AGRICULTURE

North American Free Trade Agreement (NAFTA) and Florida

Mexico and Florida directly compete for winter fresh fruit and vegetable markets. Mexico realizes several cost saving benefits in the form of lower labor costs and environmental standards-even when they play fairly. Mexico has a history of “dumping” – selling goods in our market for less than even their cost of production.

During winter, Mexico supplies the west coast and Florida supplies the east coast, and the two compete for the Midwest market on the basis of delivered costs. However, Mexican crops come in before those in California, and fresh California produce fills the market just as the supply of Mexican produce is being depleted. Thus, the output and growing cycle of Mexican agriculture both complements and competes with U.S. agriculture depending on the specific good, the time of year, and location in the market.

Florida Farm Bureau Policy

Since 1994, Florida Farm Bureau has been a leading voice in communicating the detrimental effects of unfair Mexican trading practices to Florida producers in the context of NAFTA. A modernization of the agreement is desperately needed to strengthen seasonal and perishable provisions for Florida growers while not harming U.S. agriculture as a whole.

216. Import Relief for Perishable Products

We favor the development, enactment and timely enforcement of regulations such as production, volume or price triggers that would deal with the dumping (on a rapid and timely basis) of foreign perishable commodities into the U. S. No open or consigned loads should be allowed to be imported.

We support the renegotiation and enforcement of the North American Free Trade Agreement (NAFTA) to protect the producers of domestically grown, seasonal and perishable agricultural commodities from unfair trading practices.

217. International Trade

Import sensitive crops (i.e., citrus, specialty crops and sugar) should not be negotiated on a bilateral or regional basis.

Future trade negotiations should take into account advantages that are realized by foreign producers through subsidies, differential chemical use, labor costs, and environmental, labor or safety standards.

We should not sacrifice our domestic producers to gain export markets for certain commodities.

Trade relief within free trade agreements should be negotiated to protect regional producers of fresh fruits, vegetables and nursery products.



FLORIDA DEPARTMENT OF AGRICULTURE AND CONSUMER SERVICES
COMMISSIONER ADAM H. PUTNAM
THE CAPITOL

April 5, 2018

Ambassador Robert E. Lighthizer
Office of the United States Trade Representative
600 17th Street NW
Washington, DC 20508

Ambassador Lighthizer,

Florida's agriculture industry generates \$155 billion in annual sales revenue, supports more than 1.5 million jobs in Florida, and produces more than 400 agricultural products. One of Florida agriculture's unique strengths is its specialty crops industry, which produces fresh fruits and vegetables predominantly during the winter months. As you are aware, producers of perishable and seasonal agricultural products in Florida and other regions have been decimated by unfair trading practices resulting in a strong and unprecedented growth in imports from Mexico. Family farms in Florida and other states have found no relief from these unfair practices in our current trade laws or the current NAFTA agreement.

In fact, recently a group of Florida bell pepper producers, representing roughly half of Florida's production, worked with Commerce to seek self-initiation of a dumping investigation in light of a disastrous 2017 season. Despite strong data showing Mexican peppers had been dumped into US markets causing adverse impacts on our producers Commerce was unable to self-initiate based on the level of support nationwide. Had the Administration's perishable agricultural provisions for antidumping and countervailing duties been available, Commerce could have considered self-initiation based on the growing season of concern to Florida and the level of industry support represented and I believe the outcome would have been different.

Current remedies available to address unfair trade practices are simply insufficient to protect Florida's specialty crop producers. It is critical that the NAFTA negotiations result in policy that ensures producers of seasonal and perishable crops have access to trade remedy law that applies to every other commodity or manufacturer in the U.S. I feel that any agreement that does not specifically address this issue is not fulfilling the mandate of Congress for TPA.

I sincerely appreciate President Trump's commitment to negotiating a better, more equitable North American Free Trade Agreement on behalf of both Florida and US producers and your efforts in this endeavor.

Sincerely,

Adam H. Putnam
Commissioner of Agriculture



1-800-HELPFLA

(850) 617-7700

www.FreshFromFlorida.com

NEAL P. DUNN, MD
2ND DISTRICT, FLORIDA

COMMITTEE ON AGRICULTURE
COMMITTEE ON VETERANS' AFFAIRS

COMMITTEE ON SCIENCE,
SPACE, AND TECHNOLOGY

Congress of the United States
House of Representatives
Washington, DC 20515-0902

840 WEST 11TH STREET
SUITE 2250
PANAMA CITY, FL 32401
(850) 785-0812

300 SOUTH ADAMS STREET
TALLAHASSEE, FL 32301
(850) 891-8610

423 CANNON HOUSE OFFICE BUILDING
WASHINGTON, DC 20515
(202) 225-5235

August 31st, 2017

The Honorable Robert Lighthizer
United States Trade Representative
600 17th St NW,
Washington, DC 20006

Dear Ambassador Lighthizer,

As members of the Florida Congressional Delegation, we would like to express our support for the Administration's goal included in the *Summary of Objectives for the NAFTA Renegotiations* to seek "a separate domestic industry provision for perishable and seasonable products" in antidumping (AD) and countervailing duty (CVD) proceedings. That improvement is critically needed to ensure that the perishable and seasonal sectors in Florida, the Southeast, and the broader nation have viable access to remedies that address the unfair trading practices being used by importers of Mexican of fresh fruits and vegetables.

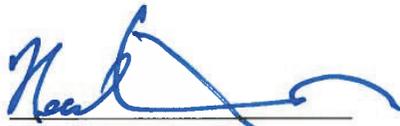
Mexico's exponential growth in fresh fruit and vegetable exports to the United States under NAFTA has had a profoundly negative impact on Florida and other regions of the country, resulting in estimated losses of agricultural cash receipts of between \$1 to \$3 billion a year in Florida alone. To a great extent, it appears that Mexican fruit and vegetable producers have been able to achieve this extraordinary growth because of unfair Mexican subsidies and prices that are significantly below costs of production.

The new rules for seasonal and perishable products that are contemplated in the NAFTA negotiating objectives will ensure that these producers, who can only sell during certain periods of the year and are especially vulnerable to trade surges, have recourse to viable trade remedies when faced with unfair trade practice. New rules of this nature will also help fulfill the Bipartisan Congressional Trade Priorities and Accountability Act of 2015 (TPAA) objectives, which call for "eliminating practices that adversely affect trade in perishable or cyclical products, while improving import relief mechanisms to recognize the unique characteristics of perishable and cyclical agriculture."

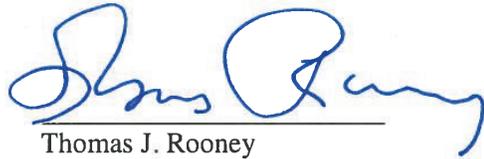
Because Mexico's unfair trade practices have become so unsustainable for Florida's fresh fruit and vegetable sector, the industry is also asking the Administration to consider using more near-term remedial tools to help correct Mexico's unfair trade practices. These include recourse to Department of Commerce AD/CVD self-initiation and monitoring authority and increased US Government advocacy to make clear to Mexico that its unfair pricing and subsidy practices are being monitored and will be subject to action if they continue.

We applaud the Administration's support for US perishable and seasonal sectors and stand ready to work with the Administration on improving trade remedy coverage for these sectors, as well as taking the other near-term steps needed to alleviate the Mexican unfair trading practices that are putting Florida and other regions of our nation's important fresh fruit and vegetable industry at risk.

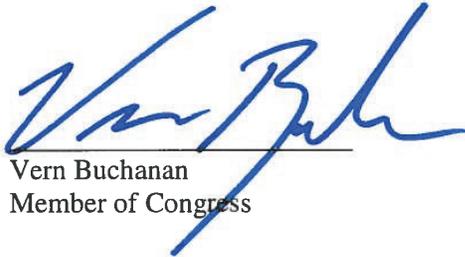
Sincerely,



Neal P. Dunn, M.D.
Member of Congress



Thomas J. Rooney
Member of Congress



Vern Buchanan
Member of Congress



Carlos Curbelo
Member of Congress



Gus Bilirakis
Member of Congress



Alcee Hastings
Member of Congress



Ted Yoho, D.M.V.
Member of Congress



John Rutherford
Member of Congress



Ron DeSantis
Member of Congress



Stephanie Murphy
Member of Congress


Darren Soto
Member of Congress

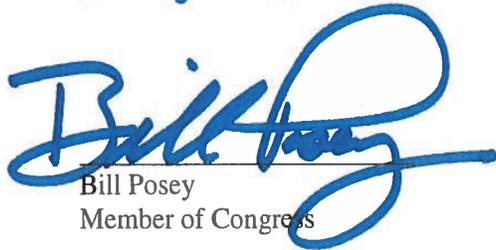

Daniel Webster
Member of Congress


Dennis Ross
Member of Congress


Francis Rooney
Member of Congress


Mario Diaz-Barrat
Member of Congress


Ileana Ros-Lehtinen
Member of Congress


Bill Posey
Member of Congress


Al Lawson
Member of Congress


Charlie Crist
Member of Congress


Brian Mast
Member of Congress

cc: Secretary Sonny Perdue, U.S. Department of Agriculture
Secretary Wilbur Ross, U.S. Department of Commerce
Mr. Ray Starling, White House Special Advisor for Agriculture and Trade

2018 Farm Bill

FLORIDA FARM BUREAU



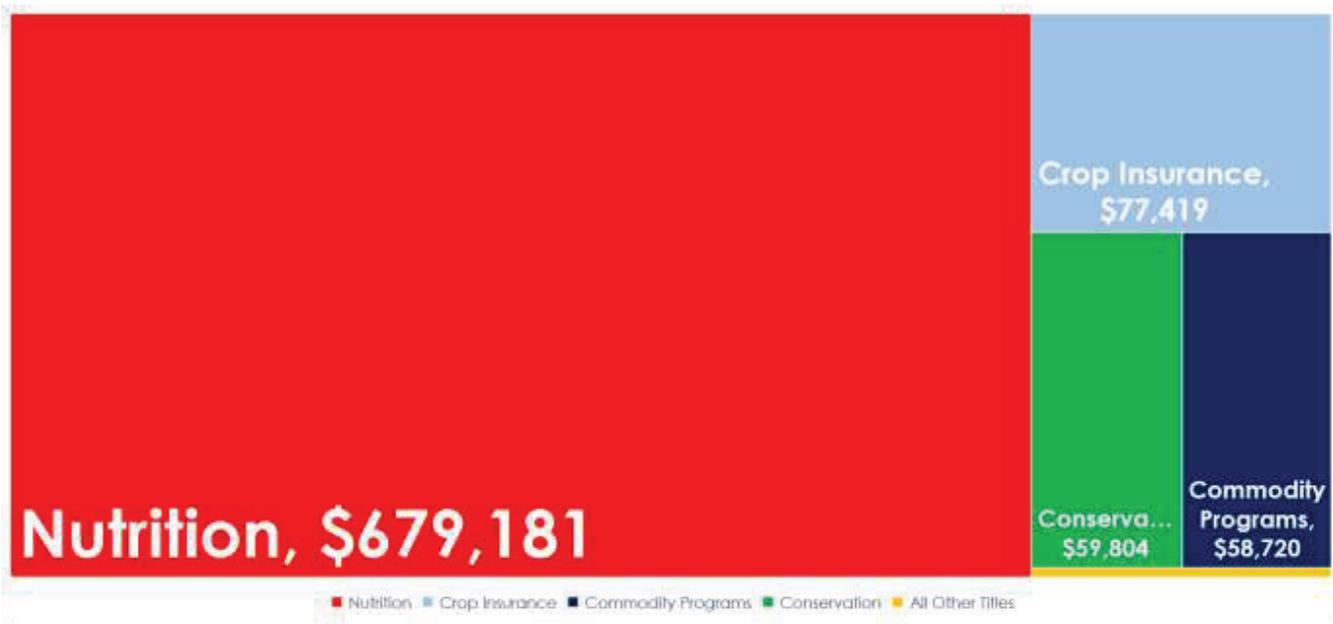
FIELD TO THE HILL

FARM BILL

The farm bill is omnibus, multi-year authorizing legislation that governs an array of agricultural and food programs. It is typically renewed about every five years. The 2014 Farm Bill contains 12 titles encompassing commodity price and income supports, crop insurance, farm credit, trade, conservation, research, rural development, energy, and foreign and domestic food programs, among others.

Virtually all of the estimated total net outlays in the 2014 Farm Bill are in four farm bill titles: nutrition, crop insurance, conservation, and farm commodity support. The following chart gives a breakdown of the projected outlays as of June 2017.

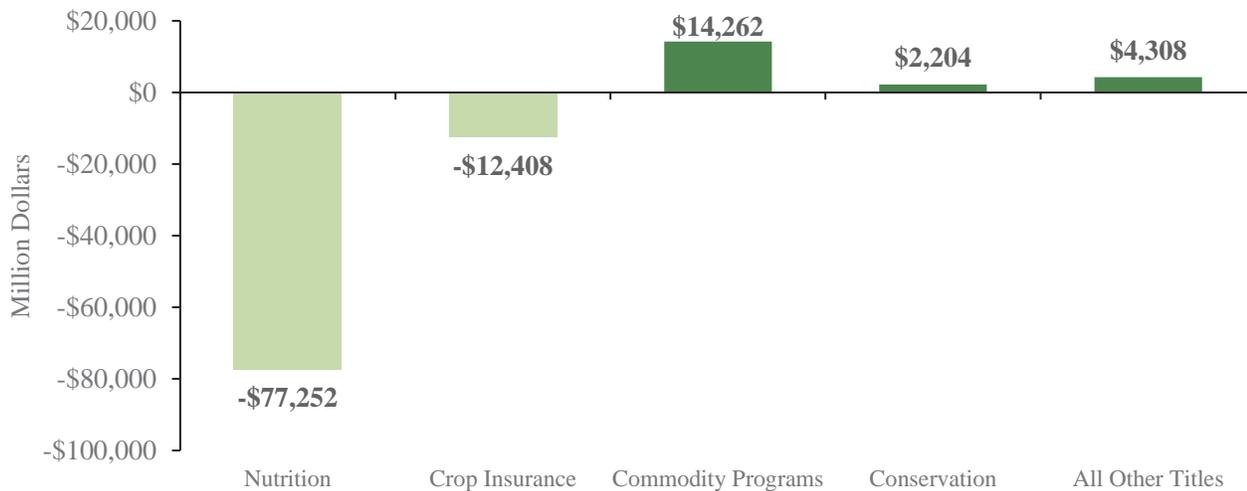
Figure 1. 2014 Farm Bill Spending, June 2017 Congressional Budget Office 10-Year Projections



At the time of passage, the 2014 Farm Bill was projected to cost \$956 billion over the next 10 years (FY2014-FY2023). The bill also made a \$23 billion contribution to reduce the deficit over 10 years. It was the only reauthorization bill in that session of Congress that voluntarily offered savings. These difficult cuts resulted from hard choices made in order to reform and reduce the farm safety net, conservation initiatives, and nutrition assistance.

The Congressional Budget Office’s (CBO) June 2017 baseline estimates that the 2014 Farm Bill has cost far less than projected. According to CBO, the bill will spend \$77 billion less, while mandatory federal spending outside the Agriculture Committees’ jurisdiction has risen over the same time period.

Figure 2. Change in Projected Farm Bill Outlays at Passage and in June 2017.



Passing a 2018 Farm Bill with additional funding reductions would be extremely damaging to agriculture and rural America. Therefore, it is imperative that the House and Senate Ag Committees not be hamstrung by further budget or appropriations cuts to any farm bill program. Congress must recognize the substantial savings already achieved, which far exceed expectations, and provide the committees the opportunity to complete their work without arbitrary budget cuts or caps. With the agriculture and rural economy struggling, households across the country fighting to meet their basic needs for nutrition, and farm income down 46 percent from only three years ago, it would be perilous to hinder development and passage of the 2018 Farm Bill with further cuts.

In 2018, American Farm Bureau Federation (AFBF) delegates completed action on the Farm Bureau policies for 2018. AFBF aims to:

- Protect current farm bill spending;
- Maintain a unified farm bill that includes nutrition programs and farm programs together;
- Ensure any changes to current farm legislation be an amendment to the Agricultural Adjustment Act of 1938 or the Agricultural Act of 1949;
- Prioritize our top funding priorities -- risk management tools, which include both federal crop insurance and Title I commodity programs; and
- Ensure programs are compliant with the World Trade Organization agreements.

For additional information, contact the Washington Office staff person who serves your state.

With regard to specific program areas, we provide the following recommendations:

Commodity Programs

We support:

- Continuation of a counter-cyclical program like the Price Loss Coverage (PLC) program and a revenue program like the Agriculture Risk Coverage (ARC) program. Specific recommendations for the ARC and PLC programs include:
 - The opportunity for farmers to re-elect or re-enroll in ARC and PLC;
 - Basing Title 1 payments on historic, rather than planted, acres;
 - Using Risk Management Agency (RMA) data as the primary source to determine a more accurate county yield as long as RMA data at the farm level is protected from a Freedom of Information Act request; and
 - Making ARC-CO payments using the ARC-CO payment rate for the county in which the land is physically located rather than the rate for the administrative county used by the farmer.
- A cottonseed, cotton lint and/or seed cotton farm program in Title I that provides an option for generic base acres to be reallocated to a new cotton farm program.
 - In the process of reallocation, generic base acres that have been in agricultural use but not planted to an ARC/PLC crop must be allowed to maintain base acres.
 - We support a cotton marketing loan at 52 cents per pound.
- The current provisions for the peanut and sugar programs.
- All Title 1 payments be based on historic, rather than planted, acres.
- Modifying “actively engaged” rules to more broadly define family by including non- lineal familial relationships, such as first or second cousins, and the family farm exemption from the “actively engaged” management restriction and recordkeeping requirements not be altered.
- A dairy program that gives farmers an option to select either a program that provides protection against a decline in milk price or a decline in milk margin; and significant enhancements to any dairy gross margin program including:
 - Adjusting the program trigger to function monthly;
 - Increasing Tier 1 coverage from 4 to 5 million pounds of milk;
 - Increasing the catastrophic margin level from \$4.00 to \$5.00 per hundredweight;
 - Maintaining the ability to buy up to \$8.00 margin coverage; and
 - Making strategic adjustments to the feed formula.

We oppose income means testing, payment limitations, and targeting of benefits being applied to farm program payment eligibility.

Insurance Programs:

We support:

- Further development and availability of the new Dairy Revenue Protection insurance product and the ability for producers to use it in conjunction with the Dairy Livestock Gross Margin program and the Title I dairy program.
- The removal of the \$20 million annual cap on livestock insurance products.
- Expansion of RMA risk management programs for dairy producers, with the inclusion of milk as a defined commodity.

For additional information, contact the Washington Office staff person who serves your state.

- The availability of crop yield and/or revenue insurance for all producers of all crops.
- Continuation of the federal government financial support, at a percent not less than current levels.
- Maintaining a revenue-based policy with the opportunity to use the Harvest Price Option.
- The currently legislatively approved farmer premium discount schedule.
- Continuation of the Whole Farm Revenue Protection (WFRP) program as a pilot program. Premiums should be based on the amount of risk and coverage should be based on a five-year Olympic average. The current \$1 million eligibility cap for animals and animal products, as well as nursery and greenhouse production, should be increased. The minimum qualifying requirements for the 80 and 85 percent coverage level should be reduced from three to two commodities.

We oppose income means testing, payment limitations, targeting of benefits being applied to farm program payment eligibility and the public release of crop insurance indemnity payments made to individual producers

Conservation Programs

We support:

- Maintaining funding for federal conservation programs that maintain environmental benefits;
- Working and retirement land conservation programs, but prioritize working lands conservation programs in a tight budget environment.
- Reforming sodbuster and swampbuster programs to ensure clarity, transparency and consistency in the regulations, including promulgating rules subject to notice and comment regarding definitions and procedures for prior-converted wetlands, non-wetlands and wetland determinations; and severing the conservation compliance requirement for federal crop insurance in there is not sufficient progress in this regard.
- Improvements in the way the State Technical Committees operate in order to make them more ag friendly by encouraging producers' participation and input.
- The timely issuance of wetland determinations by qualified Natural Resources Conservation Services staff.
- Requiring USDA to update rental rate data for the Conservation Reserve Program (CRP) every year rather than every other year to ensure they mirror but do not exceed the rental rates of comparable land in the immediate area.
- Limiting the size of pollinator tracts with an emphasis on smaller parcels and capping pollinator rental rates. In addition, adequate flexibility should be provided in establishment practices and mid-contract maintenance for acres enrolled in the CRP to completely control any noxious weeds or problem species that may have been introduced in the pollinator plot.
- Marginal and highly erodible land returning as the main focus of the Conservation Reserve Program (CRP).
- Benefits to incentivize the leasing or selling of acres under CRP contracts to beginning farmers.
- Limiting land enrolled in CRP to only those site-specific locations in critical need of conservation measures, such as highly erodible land. In regions where working land conservation programs are better for the rural economy, general whole farm enrollments should be eliminated unless all acres on the farm meet the local criteria for conservation measures.
- Targeted acreage signups for the CRP that provide enhanced environmental protection, conservation and renewed economic opportunities in those areas.
- The current rule limiting CRP acres to 25 percent of the total county crop acres including

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Conservation Reserve Enhancement Program (CREP) and all experimental pilot projects except for small acreage enrolled in continuous CRP.

- Maintaining the provision in current law that requires 60% of the Environmental Quality Incentives Program (EQIP) funding being targeted to livestock producers.
- Adequate funding for the Environmental Quality Incentives Program (EQIP) for fencing, fresh water and other livestock programs.
- Funding for CSP with greater accessibility to farmers.
- Annual open enrollment for the CSP with shortened contracts if funding for the program cannot fully accommodate all applicants.

We oppose:

- Increasing the cap on the CRP above the current 24-million-acre cap.
- CRP contracts similar to the current CRP program but only require short-term (3-5 year) enrollment.
- Allowing the same parcel of land to be re-enrolled in the general CRP after the conclusion of two contracts.

Specialty Crops:

We support:

- Maintaining an \$80 million annual outlay for the Specialty Crop Block Grant Program with emphasis on fundamental research, marketing and promotions, and pest management programs.
- Collaborating with USDA on how the Specialty Crop Block Grant Program (SCBGP) funds can be better spread among numerous entities and an appeals process for grants that have been awarded.
- Incorporating all types of fruits and vegetables (fresh, frozen, canned and dried) into the Fresh Fruit and Vegetable Program providing an affordable option for increasing the variety available year-round for low income school children and more market opportunities for producers. Priority must be given to fresh and locally grown product when available notwithstanding price.

Livestock:

We support:

- Exploration of new risk management tools for livestock producers.
- Programs for livestock and tree producers, which include the Livestock Forage Program (LFP), the Emergency Assistance for Livestock (ELAP), Honey Bees, and Farm-Raised Fish Program, the Livestock Indemnity Program, the Tree Assistance Program, and the Emergency Haying and Grazing of CRP authorities.
- Livestock producers being able to obtain both Pasture Range and Forage insurance assistance and LFP.
- Increased funding for livestock disaster assistance programs, such as ELAP.

Trade

- We support increased funding for the Foreign Market Development and Market Access Program.

For additional information, contact the Washington Office staff person who serves your state.

Credit

- We support increasing the amount of funding authorized for the Farm Service Agency loan guarantee programs while maintaining the current caps on individual amounts a farmer may be granted.

Research

- We support maintaining current funding levels for agricultural research and education and federal investment in research that provides a mix of formula, competitive and special grants and reauthorization of the competitive research facilities program for land grant universities.

Acreege Crop Reporting Streamlining Initiative (ACRSI):

We support:

- Simplifying procedures, reducing paperwork requirements and streamlining interactions between the Farm Service Agency, the Natural Resources Conservation Service and the Risk Management Agency.
- Requiring that all information obtained by government agencies on specific individuals or farms be kept confidential and not made available for public information.
- Efforts to harmonize methods of property descriptions between FSA and RMA to streamline information sharing between the two agencies and to develop a common method to establish crop yields for the various programs.
- Upgrading computer technology and appropriate software to allow the NRCS, FSA, RMA, and National Agricultural Statistics Service (NASS) to utilize and share the same farm program enrollment information and production, provided appropriate privacy disclosures and safeguards are utilized.
- "One-stop shopping"—all farm program agencies, where feasible, should be located in the same building.
- The exemption of growers from the registration and reporting requirements associated with the System for Award Management.
- Allowing the System for Award Management (SAM) number to be valid for the length of the USDA project for the individual producer.

We Oppose:

- The Data Universal Number System being a requirement for participation in farm, conservation and other USDA programs.

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2018



HOUSE AGRICULTURE COMMITTEE

FARM BILL: SPECIALTY CROPS

Specialty crops play an important role in the success of U.S. agriculture and are an essential part of healthy diets. Diversity among the crops—ranging from fruits and vegetables to tree nuts, nursery crops, and floriculture—makes the task of developing the specialty crop safety net particularly challenging. Despite those challenges, significant investments have positively impacted our specialty crop producers.

SPECIALTY CROP RESEARCH INITIATIVE (SCRI)

The Specialty Crop Research Initiative provides resources for research and extension projects specifically for specialty crop farmers. The farm bill provides \$80 million per year and refines priorities to better serve specialty crop farmers.

CITRUS DISEASE RESEARCH

Citrus greening remains a serious threat to domestic citrus production. Despite significant federal, state and farmer investment, there is currently no known cure for an infected tree. The disease continues to spread to citrus trees in Florida, Texas, Arizona, and California. Florida's crop reports indicate that citrus greening has been the primary cause of a 60% decrease in citrus production over the past 10 years. USDA's most recent economic estimates place the 2017 citrus crop yield at 81 million boxes, compared to 204 million boxes in 2007.

This farm bill provides \$25 million per year for the citrus research and extension program within SCRI, reauthorizes the citrus disease subcommittee of the National Agricultural Research, Extension, Education, and Economics Advisory Board, and, in accordance with the industry's request, adds two committee seats for California/Arizona stakeholders.

SPECIALTY CROP BLOCK GRANTS PROGRAM

The farm bill provides \$85 million per year for Specialty Crop Block Grants, and clarifies performance evaluation language to ensure that the federal bureaucracy does not unnecessarily interfere with project implementation at the state level.

PLANT PEST & DISEASE MANAGEMENT & NATIONAL CLEAN PLAN NETWORK

The farm bill maintains the Plant Pest and Disease Management program and the National Clean Plant Network. The program will continue to have \$80 million per year in funding.

MECHANIZATION

Specialty crops are very labor-intensive and the availability of a stable workforce has long been one of the greatest challenges facing growers. Research to promote development of mechanization and automation of labor-intensive tasks on farms and in packing facilities remains a top priority for the specialty crop industry. The farm bill makes changes to priority language within two important agricultural research and extension programs: SCRI and the Agriculture and Food Research Initiative (AFRI). This prioritization will help ensure that proposals addressing these cutting-edge technologies will be considered for funding.



HOUSE AGRICULTURE COMMITTEE

FARM BILL: AGRICULTURAL TRADE

- Given other countries' increasing use of trade distorting subsidies and tariffs and the threat of unjustified retaliation from our global trading partners, the farm bill provides tools necessary for U.S. producers to remain competitive on the global stage.
- America's farmers and ranchers are incredibly efficient and can compete with anyone in the world on a level playing field, but they cannot be expected to compete with foreign treasuries.
- While the U.S. is now among the lowest ranked nations in in the Organization for Economic Cooperation and Development (OECD) in terms of providing support to producers, other countries like China are doing the opposite. According to USTR, in 2015 for three commodities (corn, rice and wheat), China illegally exceeded permitted spending levels by more than \$100 billion —just in one year.
- Despite the actions of our competitors, U.S. farm policy fully complies with U.S. trade obligations, and the farm bill requires the administration ensure that U.S. farm policy never violates WTO permitted support levels.
- In addition to maintaining and strengthening the farm safety net, the farm bill restores and increases funding for critical trade promotion efforts.
- Our trading partners—like the EU, which spend more promoting wine than the U.S. spends promoting all crops combined—have been substantially increasing publicly funded support for export promotion in recent years.
- In an effort to keep American agriculture competitive, the farm bill streamlines existing authorities for the Market Access Program (MAP), the Foreign Market Development (FMD) Program, the Technical Assistance for Specialty Crops (TASC) program, and the Emerging Markets Program (EMP) under one International Market Development Program, restoring funding for FMD and TASC, and establishing overall funding at \$255 million per year moving forward.
- This streamlining effort is intended to complement the recent reorganization within USDA by ensuring the newly established Under Secretary for Trade and Foreign Agriculture Affairs has the tools necessary to continue tearing down barriers to trade and opening up new markets to U.S. agricultural products.
- Finally, the Consolidated Appropriations Act of 2018 fully restored the emergency authorities available to the Secretary under the Commodity Credit Corporation (CCC) Charter Act, providing USDA with the tools needed to address the current threat of any trade retaliation.

Face-to-Face with Congress:

Before, During, and After
Meetings with Legislators



THE PARTNERSHIP FOR
A More Perfect Union
at the
CONGRESSIONAL MANAGEMENT FOUNDATION

CongressFoundation.org

Made possible by grants from

Blue Cross Blue Shield Association
Professional Women in Advocacy Conference
RAP Index

4. Be prepared to meet with a staffer.

If the Senator or Representative is not available, the Scheduler will often set up a meeting with a staffer. Sometimes the meeting will be with a staffer, even if it was on the legislator's schedule, due to a last-minute schedule change. Meeting with a staffer does not mean the legislator does not care about the meeting or the issue. It simply means the he or she is not available, and the office wants to accommodate the group. Congressional aides are knowledgeable and have the trust of the legislator, so a meeting with them can be as effective as a meeting with the legislator. "A meeting with staff can be VERY beneficial and much more likely to happen. There is only one congressman with only so many minutes in his day. There are usually three to five legislative staffers with more availability than the Member," said one House Scheduler.

"A meeting with staff can be VERY beneficial and much more likely to happen."

—House Scheduler

Conducting a Meeting

Meetings with Senators and Representatives in Washington, D.C. are usually brief (15 minutes or less), often interrupted, and they can be intimidating for a lot of people. As a result, it pays to be well-prepared before setting foot in the office. Meeting attendees will be most effective if they have: clear goals in mind for the meeting; *brief* talking points to convey; a clear sense of what they are asking the legislator to do; and a good idea of what to expect during the meeting. Following are some of the things to keep in mind when meeting with legislators.

1. Be on time.

Individuals who are early for meetings with Senators and Representatives often have to wait until the legislator is available. In most Washington offices, this means crowding into the reception area and having to get out of the way as staffers dart to and fro. If people are late for a meeting, they risk not being able to meet at all. Try to arrive no more than five minutes before an appointment and let the Scheduler know if attendees are going to be even a few minutes late. He or she can help manage the Member's time during the wait or possibly provide another time later in the day if the Member cannot wait.

"Please be in touch with the office if you will be late. Members are scheduled so tight that tardiness can impact the ability of the meeting to occur."

—House Chief of Staff

2. Be flexible.

When meetings are scheduled in Washington, there is no way for Senators, Representatives or their staffers to predict when committee and floor votes will occur. On any given day, legislators can be called to vote at any time. For this reason, it is important to be flexible. If the legislator is unavailable, the group will either be asked to wait or they will meet with a staffer. If they meet with a staffer, they should do and say exactly

what they had planned to with the legislator, and, if he or she walks in during the meeting, there is no need to start again. The legislator will ask questions, as needed, and will follow up with the staffer after the group leaves.

3. Stay on topic.

It can be tempting for attendees, when faced with what might be the only meeting they will ever have with their Senator or Representative, to raise issues other than the one they came for. However, they need to focus on the issue at hand. The limited time allotted should be used to accomplish the goals for the meeting by making a clear, focused, and persuasive case and asking the legislator to do the thing they feel is most important to advance the issue. Future meetings can be scheduled to discuss other issues.

4. Keep politics out of it.

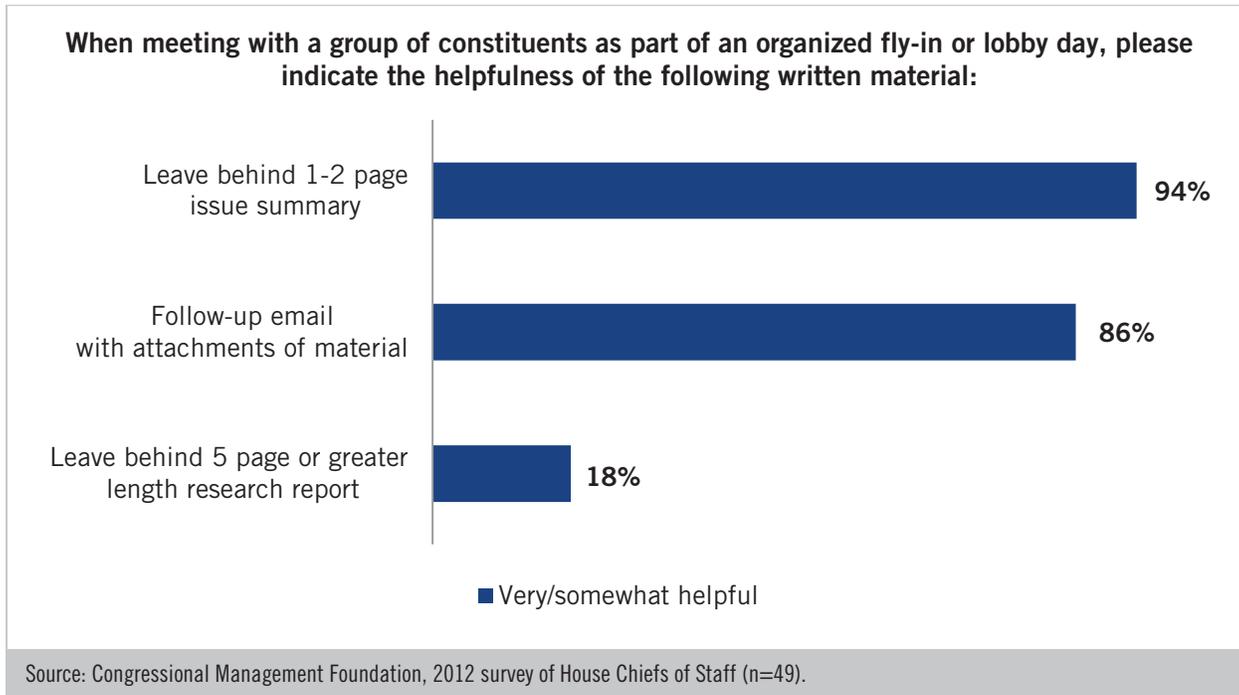
Attendees may disagree with the legislator on some or all of the issues that matter to them, but they need to set that aside if they want the meeting to be as successful as possible. It is important that attendees be respectful and leave general political feelings out of the meeting. Winning a Representative over depends on effective communication, engaging dialogue, and persuasive arguments. A meeting in a legislator's office is not the time or place to bring up elections or campaign contributions unless the meeting is about campaign finance reform.

5. Provide a brief summary document.

Persuasion does not have to stop when attendees leave the office if they leave a summary of their issue and stance behind, as long as it is brief. As Figure 4 shows, it is very helpful to leave a one to two-page summary of the issue and to send some information to a staffer via email after the meeting. These serve as reminders of the group and the issue, and they provide staff with something to refer to as the issue moves through the legislative process. If the meeting is coordinated through an organization (e.g., an association or employer), having clear, concise, Congress-focused information on the organization's website can also extend the usefulness of the meeting. Many people leave reports, marketing folders and longer issue briefs behind, but these are not likely to be read. Keep it simple and short, and it will be useful.

“Mentioning campaign contributions or other political support should be avoided. It is against the rules and it intimates that they and the Member of Congress are for sale.”

—House Chief of Staff

Figure 4. What to Leave Behind

Following Up after a Meeting

Citizens who follow up and keep in touch after they meet with a Senator or Representative can become more trusted resources for the legislator and staff, which makes them more effective advocates for their issues. Some of the things to consider doing after the meeting are below.

1. Answer questions if the office asks them.

Sometimes a legislator or staffer will ask a question during the meeting that the attendees cannot answer or will follow up with a question after the meeting. These questions should be answered, even if the answers do not wholly support the attendees' case. It is better to be reliable and trustworthy than cagey or silent. "In the event that the Member or attending staffer requests technical or specific information it is extremely helpful to receive that information in a future contact. It is surprising how often a constituent, or even a paid lobbyist, will fail to respond to requests for technical information," said one House Chief of Staff.

"It is surprising how often a constituent, or even a paid lobbyist, will fail to respond to requests for technical information."

—House Chief of Staff

2. Follow up with the staffer.

Senators and Representatives almost always have a staffer attend meetings, usually the advisor on the issue being discussed. This person will usually hand out business cards with his or her title and contact

information. Attendees should use that information to send a follow-up email a few days after the meeting. The message should be brief, thanking the staffer for his or her time and reiterating the issue and the request. Including an electronic version of the leave-behind and a link to reliable online information about the issue will serve both as a reminder of the issue and a resource the staffer can easily locate when the issue comes up in the legislative process.

3. Attend events in the district.

If attendees show up, from time to time, at town hall meetings and other public events the legislator is hosting or attending, they start to build a relationship with the office. If meeting attendees are seen visibly engaged in advocacy and public policy in the district or state—especially in a constructive, non-confrontational way—legislators and their staff view those individuals as more trustworthy advocates for their issues. If attendees are in a position to plan an event or site visit for the Member, even better. The Member can see, first-hand, what the group is advocating for and, if other constituents are involved, both the issue and the Member receive broader attention.

“[My Member] prefers to be out in the district meeting with constituents in their own venue. He gains insight to their issues, challenges and needs by being present on the ground.”

—House District Director

4. Keep in touch.

It is unproductive to become what congressional staff call a “pen pal,” or someone who over-communicates with them, but it is a good idea to touch base every once in a while. If new information about the issue is released, attendees should contact the office to call their attention to it. If there is movement on key legislation in committee or a floor vote is expected, attendees can remind the legislator of their stance. If there is a new or creative way for the Member to fulfill the request made during the meeting, attendees should point it out. If communications are informative, respectful, concise and direct they can go a long way toward helping the Member and staffer keep the issue on their radar.

Conclusion

From the founding of our country, in-person meetings with Senators and Representatives have been the most effective way for citizens to shape public policy. Even with the many and diverse communications venues now available, meetings still trump any other interaction between legislators and their constituents. Anyone who wishes to help shape public policy on the issues about which they care deeply should consider scheduling meetings with their Senators and Representatives, using this primer as a guide.

How to Maximize Your Impact on Congressional Decision-Making

The following is based on a survey conducted by the Congressional Management Foundation of congressional staff taken October-December 2010. 260 congressional offices in both the House and Senate participated

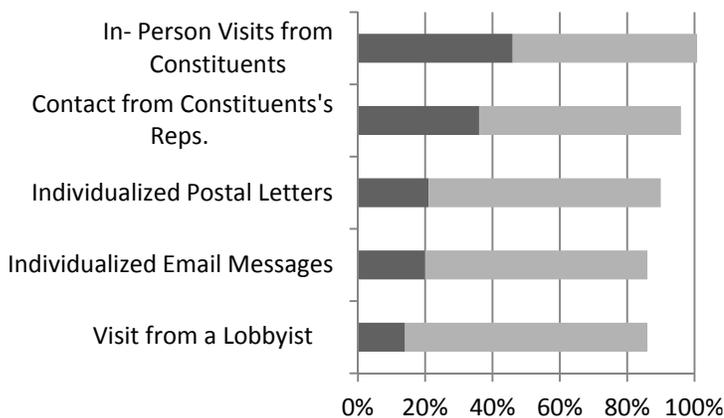
Visit CongressFoundation.org for more details.

INFLUENCE FACTORS ON LEGISLATIVE DECISION-MAKING:

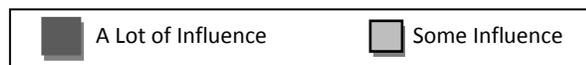
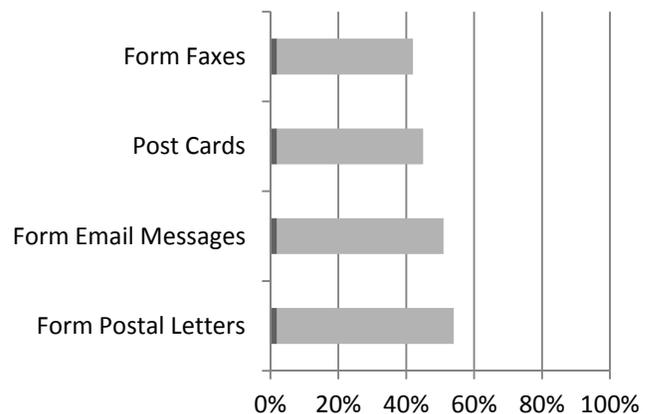
Survey Question:

“If your Member/Senator has not already arrived at a firm decision on an issue, how much influence might the following advocacy strategies directed to the Washington office have on his/her decision?”

MOST EFFECTIVE:



LEAST EFFECTIVE:

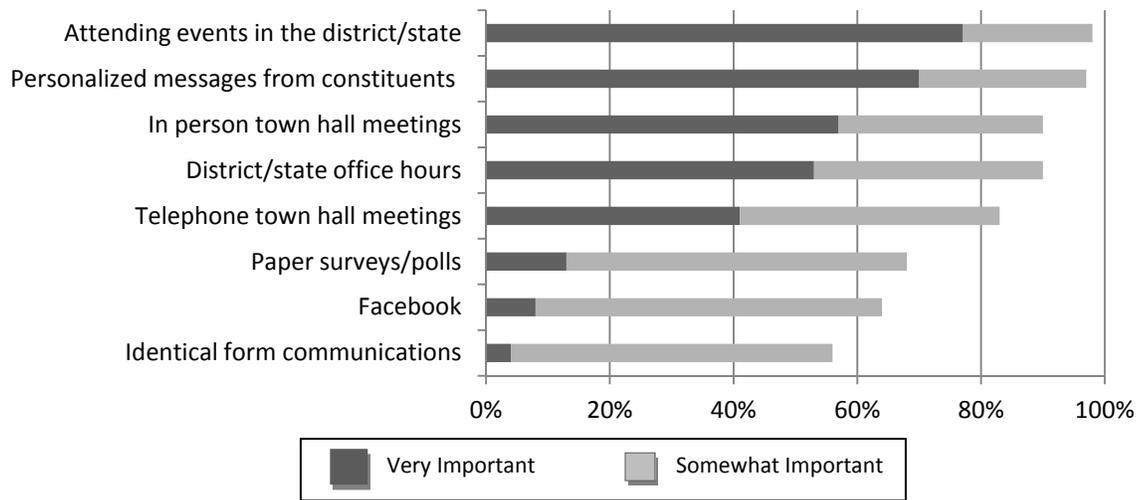


“I have told paid lobbyists for years that any lobbyist worth his salt will concentrate on getting my constituents to tell me what they think...not what he thinks. He better spend his time getting them to write me because that’s what I listen to.”

- Republican Senator

Survey Question:

“In your opinion, how important are the following for understanding constituents’ views & opinions?”



5 Rules for Influencing Lawmakers:

1. **Learn About Your Legislator:** Know their background and their positions.
2. **Be a “Normal” Expert:** Understand the ins and outs of your issue so you know what you’re talking about.
3. **Tell A Personal Story:** Most effective way to influence a legislator is to discuss how policy impacts *you*.
4. **Communicate Frequently:** Once or twice a week with an individualized message; aim for in-person office visit.
5. **Follow Up to Get Firm Answers:** After connection is established, request updates on any progress being made.

Advocate’s Pledge:

- Article 1:** I will politely petition my legislator with all appropriate measures.
- Article 2:** Under the Constitution, my legislator must listen to me...but I must know what I’m talking about.
- Article 3:** I will encourage my fellow citizens to aid in our cause.
- Article 4:** Success is realized in both the result and my participation in the democratic process.

<p>The Congressional Management Foundation provides research, training, and other materials to organizations engaged in advocacy efforts through its <i>Partnership for a More Perfect Union</i>. The goal of the <i>Partnership</i> is to improve communications, understanding, and the relationship between citizens and Congress.</p>	<p>Resources for Partners:</p> <ul style="list-style-type: none"> - Advanced Training for Experts - Access to Raw CMF Research & Data - Surveys of Congressional Staff - Lobby Day/Fly-in Day Training - Webinars for Grassroots Supporters - On Demand Video Training
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Congressional Meeting Report

Please use this form as a guide for your debriefing report. Filling this out completely will provide valuable information to Florida Farm Bureau staff on our policy efforts.

Legislator: _____ **and/or Office Staff:** _____

Farm Bureau Attendees: _____

Will the Representative support H.R. (insert bill name here)? Yes _____ No _____

If the Representative will not support (insert bill name here), what was their stated reason?

Were they invited to the Taste of Florida Reception? Yes _____ No _____

Did they, or their staff, attend? Yes _____ No _____

Does Florida Farm Bureau staff need to follow up with the Representative or their office? Yes _____
No _____

How and with whom do we need to follow up? _____

What topics were discussed? What was the feedback?

Topic 1: _____

Feedback from Representative/ Staff: _____

Topic 2: _____

Feedback from Representative/ Staff: _____



Appointments

Florida Farm Bureau Federation
Field to the Hill 2018

Capitol visitor policies are designed to keep visitors and staff safe and secure and to preserve the collections, facilities and historic building and grounds for generations to come.

Before entering the Capitol Visitor Center, all visitors are screened by a magnetometer and all items that are permitted inside the building are screened by an x-ray device. The following items are strictly prohibited in the Capitol, including the Capitol Visitor Center:

- Liquid, including water
- Food or beverages of any kind, including fruit and unopened packaged food
- Aerosol containers
- Non-aerosol spray (Prescriptions for medical needs are permitted.)
- Any pointed object, e.g. knitting needles and letter openers (Pens and pencils are permitted.)
- Any bag larger than 18" wide x 14" high x 8.5" deep
- Electric stun guns, martial arts weapons or devices
- Guns, replica guns, ammunition, and fireworks
- Knives of any size
- Mace and pepper spray
- Razors and box cutters



Social Media

Florida Farm Bureau Federation Field to the Hill 2018

Connect with Florida Farm Bureau on social media!

Field to the Hill hashtags: #FFBTakesDC and #FFBHillSelfie

If there is not someone that can help you take a picture, take a selfie!

Selfie tips:

- Hold camera horizontally
- Hold your camera slightly above eye level
- Be sure to get your full face and background in the picture
- Smile!

Good pictures to share:

- With your Delegates (be sure to tag him/her on social media)
- In a scenic background (D.C. landmarks)

Tag Us!



@FlaFarmBureau