

# THE IOWA LEGISLATIVE PROCESS

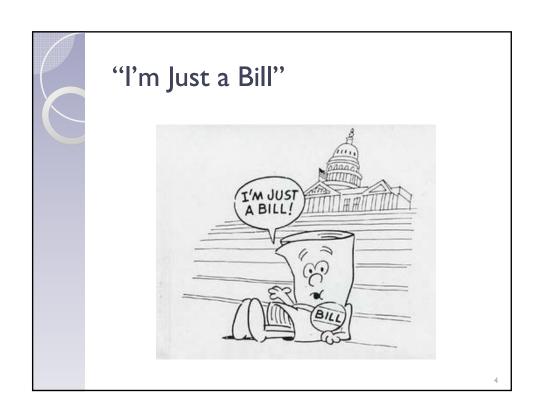
Mary Beth Mellick Fiscal & Public Policy Specialist Iowa State Association of Counties (ISAC)

Iowa State Assessors Association (ISAA) Annual Conference October 2, 2012



- Part I The Legislative Process
  - Iowa General Assembly
  - Redistricting
  - Legislative Services Agency
- Part II Fun Facts and Resources
- Part III Getting Involved







- Ideas come from government agencies, constituents, interest groups. Legislator sponsors a bill based on an idea.
- Legislator requests the idea be drafted by the non-partisan Legislative Services Agency (LSA).
- Bill draft sent to the House or Senate, assigned SSB (Senate Study Bill), HSB (House Study Bill).

## How an Idea Becomes a Law

- Subcommittee
- Assigned HF (House File), SF (Senate File).
- Standing (Full) committee
  - Committee may vote the bill out and refer it to the floor.
  - Committee may vote the bill out without recommendation and refer it to the floor.
- Bill placed on calendar, amendments filed and debated.



# House & Senate Standing (Full) Committees

- Agriculture
- Appropriations
- Economic Growth
- Education
- Human Resources
- Local Government
- Transportation
- Ways and Means
- Etc.

7

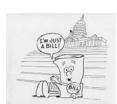


- Floor Debate: First Chamber
  - A constitutional majority, at least 5 I
     Representatives and 26 Senators, must vote
     "yes" in order for the bill to proceed to
     second chamber.
  - Fewer than a constitutional majority bill fails.



- Floor Debate: Second Chamber
  - Bill passes without amending to Governor.
  - Bill is amended back to originating chamber for approval of amendments.
    - If the originating chamber refuses to concur with the amendments – bill returns to second chamber.
    - If neither chamber can come to an agreement conference committee appointed to consider the differences.

## Along the Way



### Caucus

- · Members of a particular political party in a house.
- Also refers to a meeting of members of a chamber of one political party. The meeting may be either open or closed to the public (almost always closed).
- Can be a source of frustration.

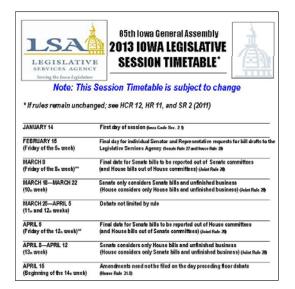




- "Funnel"
  - Deadlines for bill requests, bills voted out of committees, amendments filed.
  - After the final funnel date, only certain bills remain alive.

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## Legislative Session Timetable



## Legislative Session Timetable

#### APRIL 15 (Beginning of the 14s week)

Only the following bills are eligible for consideration: (leintRule 20)

- Only the following bills are eligible for consideration: (seeRule 2)

   Appropriations Bills

   Ways and Means Bills

   Government Oversight Bills

   Legalizing Acts

   Bills co-sponsored by Majority and Minority Leaders of one House

   Companion Bills sponsored by Senate and House Majority Leaders

   Conference Committee Reports

   Concurrent or Simple Resolutions

   Bills passes by the Minority Leaders

   Concurrent or Simple Resolutions

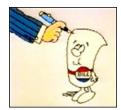
   Bills passes the byth Houses in different forms

- Concurrent or Simple Resolutions
   Bills passed by both Houses in different forms
   Bills on the Veto Calendar (Joint Rule 23)
   Administrative Rules Review Committee Bills
   Committee Bills related to delayed Administrative Rules (Joint Resolutions nullifying Administrative Rules
   Joint Resolutions nullifying Administrative Rules
   Unfinished Business

110s calendar day of the session [Per diem expenses end - lowa Code Sec. 2.10(1)]

\*\*The March 3 and April 3 committee deadlines do not apply to Appropriations Bills, Ways and Means Bills, Covernment Oversight Bills, Bills co-sponsored by Hisjority and Minority Leaders oftone House, Companion Bills sponsored by the Mignity Leaders of both Houses after consultation with the respective Minority Leaders, Contented Reports, Concurrent of Simple Residentians, Joint Recoldings and the Applications and Hisjority Applications and Hispority Applications (Place 2020) and Applications

## **Governor Action**



- Veto
  - ∘ Veto Entire bill
  - Item veto Appropriations bills only
  - Pocket veto Governor's failure to take action within 30 days.
- Signature
  - In general, the Governor has 30 days from the end of session to sign a bill into law.
  - A bill goes into effect July 1 unless otherwise specified in the bill.



#### October – December

- Departments submit budget requests to the Department of Management (DOM) by October I for the following fiscal year.
- DOM reviews budgets, submits them electronically to Legislative Services Agency (LSA).

15

## **Appropriations Process**

#### December

- Revenue Estimating Conference (REC)
  - Meets by December 15th to set revenue estimates which will serve as a basis for the General Fund budget for the following fiscal year.
  - The REC is made up of three members: The Governor's designee, the Director of Legislative Services Agency, and a third member agreed to by the other two.



- January March
  - Using the REC estimate, the Governor and DOM develop a tentative budget.
  - Legislative appropriations subcommittees (joint) meet to review department requests.
  - Governor submits "his" budget to the appropriations subcommittees; i.e., what the Governor is recommending to appropriate to each department.
  - Legislative Services Agency begins bill preparation and fiscal analysis.
  - Legislative leaders and Governor set "targets" based on the REC estimate.

## **Budget Targets**

	Estimated	Governor's	Senate Target	House Target	
	FY 2012	FY 2013	FY 2013	FY 2013	
Administration and Regulation	52,669,829	57,116,294	57,116,294	48,309,976	
Ag and Natural Resources	32,287,828	34,487,828	34,487,828	35,721,892	
Economic Development	36,312,425	62,202,980	62,202,980	30,095,102	
Education	809,937,186	856,142,838	908,142,838	775,197,196	
Health and Human Services	1,493,379,363	1,604,740,844	1,515,540,844	1,563,470,540	
Justice Systems	662,487,672	686,878,390	691,878,390	660,901,542	
Standings	2,774,490,748	2,796,406,834	2,949,347,352	2,809,654,802	
Property Tax Credits	145,940,518	145,940,518	(included in	201,457,000	
Property Tax Credits			Standings)		
Government Efficiencies	0	0	0	-62,900,000	
Reversions	-9,700,000	-2,000,000	(Not indicated)	-2,000,000	
Total	5.997.805.569	6.241.916.526	6.218.716.526	6.059.908.050	



- March May
  - Recommendations from the joint budget subcommittees are passed on to the full Appropriations Committees and to the floor for debate in each chamber.
    - If necessary, conference committees works out differences.

## **Appropriations Process**

- March May
  - Once approved in the same form by both chambers, a budget bill is sent to the Governor.
  - The lowa Constitution grants the Governor line-item veto authority in appropriations bills.
    - The General Assembly may override an item veto with a 2/3 majority vote.
  - Unless otherwise specified, the budget is then in effect beginning July 1.



## **Conference Committees**

- 10 members (5 House, 5 Senate) from both political parties.
- Analyze points of disagreement in an attempt to reach a compromise.
  - If compromise a report that includes the compromise portion of the bill is presented to both chambers.
  - Neither chamber can amend the report.
  - If no compromise second committee appointed.
  - If still no compromise bill fails.
  - If report is adopted, chambers vote again on the bill.
  - Once approved, sent to Governor.

21



## Iowa General Assembly

- House 100 Representatives
  - Currently
    - 60 Republicans (Republican controlled)
    - 40 Democrats
- Senate 50 Senators
  - Currently
    - 24 Republicans
    - 26 Democrats (Democrat controlled)



- Ethnicity
  - 97% Caucasian
  - 3% African American
  - 0% Latino
  - 0% Asian
  - 0% Native American/Native Alaskan

## Iowa General Assembly

- Gender
  - 79% Male
  - 21% Female
- Age
  - 5% 20-34 years old
  - ∘ 23% 35-49 years old
  - 48% 50-64 years old
  - 25% 65+ years old

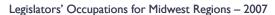
## Iowa General Assembly

- Religion
  - 41% Protestant
  - 39% Unspecified
  - 17% Catholic
  - 3% Other Christian
  - 0% Jewish
  - 0% Mormon
  - 0% Other

25

## Iowa General Assembly

- Education
  - 33% Bachelors
  - 21% Masters
  - 11% JD
  - 11% Some College
  - 9% Unknown
  - 7% High School
  - 5% Associates
  - 3% Doctorate



Occupation	Illinois	Indiana	Iowa	Kansas	Michigan	Minnesota
Attorney	18.60%	11.40%	11.40%	13.30%	7.50%	12.60%
Full-Time Legislator	47.20%	6.70%	12.80%	1.80%	56.50%	11.10%
Business Owner	4.60%	11.40%	2.70%	8.50%	11.60%	4.00%
Agriculture	2.30%	4.70%	16.10%	12.70%	1.40%	6.10%
Retired	1.15	15.40%	10.10%	12.70%	7.50%	10.60%
Business:	4.00%	10.70%	7.40%	13.90%	4.10%	13.10%
Executive/Manager						
Educator: K-12	4.00%	8.10%	2.70%	2.40%	0.70%	10.10%
Business: Non-manager	0.60%	4.70%	3.40%	5.50%	3.40%	2.00%
Consultant/Professional/	1.70%	8.70%	11.40%	7.90%	1.40%	8.60%
Nonprofit						
Real Estate	4.60%	2.00%	3.40%	4.90%	0.00%	3.00%
Insurance	1.70%	0.70%	2.70%	1.80%	0.70%	0.00%
Communications/Arts	0.00%	2.70%	4.70%	1.80%	0.70%	6.10%
Medical	2.30%	5.40%	3.40%	5.50%	1.40%	3.00%
Government Employee:	4.00%	2.00%	4.00%	1.20%	0.00%	0.00%
Local						
Educator: College	1.70%	2.70%	2.00%	1.80%	0.00%	1.50%
Homemaker	0.00%	0.00%	0.00%	1.20%	0.00%	1.50%
Engineer/Scientist/Archit	0.00%	0.70%	1.30%	2.40%	0.70%	4.60%
ect						
Accountant	0.00%	1.30%	0.00%	0.60%	0.00%	0.00%
Government Employee:	0.60%	0.00%	0.00%	0.00%	0.70%	1.00%
State						
Clergy	0.60%	0.70%	0.70%	0.00%	1.40%	0.50%
Labor Union	0.60%	0.00%	0.00%	0.00%	0.00%	0.50%
Student	0.00%	0.00%	0.00%	0.00%	0.70%	0.00%
Information Not	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
Available						
Insufficient Information	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%

# Iowa General Assembly – Salaries & Expenses

- Salaries
  - ∘ Members \$25,000
  - Most Leadership Positions \$37,500
- Per Diem
  - \$134 per day, except travel (Polk County legislators receive \$100.50 per day).
  - Limited to the time period of a regular or special legislative session.



## Iowa General Assembly – Key Players

- House Speaker Oversees construction of the legislative agenda with the Majority Leader.
- House Majority Leader Leads floor action by selecting which items to call up for debate.

29



## Iowa General Assembly – Key Players

- President of the Senate Presides over debate and rules on parliamentary questions; refers bills to appropriate standing committees.
- Senate Majority Leader Oversees construction of the legislative agenda; leads floor action by selecting which items to call up for debate.



- House and Senate Minority Leaders
- Committee Chairs
- Caucus staff (partisan)
  - House/Senate Democrat, House/Senate Republican research staff.
  - Many have 20+ years experience (more than most legislators)...lots of influence.
- Legislative Services Agency (non-partisan)

## Iowa Redistricting

- Definition: The process of drawing U.S. electoral district boundaries in response to population changes based on the results of the decennial census.
- lowa conducts redistricting unlike any other state:
  - The legislature votes on the plans instead of a commission.
  - The Legislative Services Agency develops maps for legislative and congressional districts without taking into account any political data.



- After the LSA receives population data, they present a reapportionment plan for congressional and state legislative districts to the legislature.
- A reapportionment commission conducts public hearings on the plan and submits a report to the legislature.

## Iowa Redistricting

- Lawmakers can accept or reject the plan but cannot alter it. If it's rejected, the LSA draws another plan that the legislature can either approve or reject.
- If both are rejected, the LSA submits a third plan, and lawmakers can amend it.



- On April 14, 2011, HF 682, the bill including the first proposed redistricting plan passed the House on a vote of 90-7, and passed the Senate on a vote of 48-1.
- The bill was signed into law on April 19, 2011, making lowa one of the first states in the nation to have enacted both a congressional redistricting plan and a legislative redistricting plan.

## Legislative Services Agency (LSA)

- Computer Support
- Legal Services
  - Bill drafting
- Fiscal Services
  - Fiscal Note
  - ∘ NOBA (Notes On Bills and Amendments)



- Outlines the monetary effects of pending legislation.
- Required for all legislation having a fiscal impact of \$100,000 or more in a fiscal year or \$500,000 or more in a five-year period.
- Required, regardless of fiscal impact, if requested by a legislator.
- Can make or break legislation.

## Fiscal Note



#### Fiscal Note





HF 2475 – EffC Rate Increase & Property Tax Changes (LSB 6140HV)
Analyst: Jeff Robinson (Phone: 515-281-4614) (jeff.robinson@legis.state
Fiscal Note Version – New

Description

House File 2475 modifies lowa's property valuation system for property tax purposes, creates a new business property tax credit, limits city and county property tax revenue growth, and increases the Earned Income Tax Credit from 7.0% to 10.0%. Alway of the changes are phased in over a five-year period, beginning in the assessment year 2013 (FY 2015).

- in over a five-year period, beginning in the assessment year 2013 (FY 2015).

  Significant provisions of <u>HF 2475</u> include:

  I. Increases the Earned Income Tax Credit from the current level of 7.0% of the federal credit to 10.0% of the federal credit.

  Creates a codified rollabox (the percentage of a property's actual value that is subject to property tax) for commercial, industrial, and railroad property. The Bill requires the percentage to be reduced by two percentage points each year until it reaches 90.0% by the fifth year. The percentage remains at 90.0% for subsequent years.

  Creates a business property tax credit smillar to the Homestead credit for residential property. The property tax credit smillar to the Homestead credit for residential property. The property tax credit smillar to the Homestead credit for residential property. The property tax credit smillar to the Homestead credit for residential to the difference between the residential and commercial (or industrial) rollback for that year, and the maximum property value the credit applies to is determined each year by the amount of money available in that year for credit psyments. The maximum value will be calculated each year by the Department of Revenue (DR). The Bill appropriates \$24 0 million in FY 2015 and that appropriation grows to \$120 0 million for FY 2019 and beyond.

  After she taxation of property taxed under forwar Code chapter 433 felephone companies). Over five years, the Bill phases the taxation system for telephone companies into a system similar to commercial property.
- similar to commercial property.

  Reduces the maximum annual increase in statewide taxable value of agriculture due to revaluation of existing property, from the current 4.0% to 3.0% per year.



## Fiscal Note

The fiscal impact of the Earned Income Tax Credit percent increase was completed by the DR using a tax impact simulation model.

The fiscal impact estimate for the property tax provision of HF 2475 is established by first producing a property tax estimate, by property class and by taxing authority category, through FY 2022 (baseline estimate). A property tax and State General Fund estimate is then established based on the tax system changes directed in the Bill. The fiscal estimate for the property tax system and the State General Fund represents the fiscal differences between the baseline estimate and the provisions of the Bill.

Attachment A provides background fiscal information, including taxable value, property tax rate, and property tax revenue history, as well as baseline and <a href="HF-2475">HF-2475</a> projections. The information is statewide and is provided by property class and by taxing authority category. Tax horement Financing (TF) revenue is included with the taxing authority tax rate that generates the TF revenue, not with the taxing authority that actually receives the revenue. Attachment A also provides the rollback projections, by class for assessment years 2012 through 2020, for the baseline and <a href="HF-2475">HF-2475</a> projections.

- Baseline projection assumptions:
   School allowable growth, as directed by future legislation, will equal 2.0% each year.
   Stabe enrollments and weighfings are assumed.
   Going forward, local government property tax revenue will increase at the same average annual rate of increase experienced from FY 2001 through FY 2012, taxable value growth is not sufficient to achieve the increase, rates will be increased to make up the difference. By major category of taxation, those rates over the 11 water include.
  - years include:

    Revenue from city tax rates = +4.9% per year
  - ars include:

    Revenue from city tax rates = +4.9% per year

    Revenue from county tax rates in urban areas = +5.6% per year

    Revenue from county tax rates in urban areas = +4.1% per year

    Revenue from all other taxing authorities (not school, city, or county) = +5.5%

    Company tax revenue from all tax rates, including schools = +4.8% per
- HF 2475 projection assumptions:
   a. School allowable growth, as directed by future legislation, will equal 2.0% each year.
   Static enrollments and weighting are assumed.

39



## Fiscal Note

- Revenue from city tax rates = +4.1% per year Revenue from county tax rates in urban areas = +4.3% per year Revenue from county tax rates in rural areas = 43.5% per year Revenue from all other taxing authorities (not school, city, or county) = +2.9%
- \*2.9%
  d. Telecommunications properly that revenue from all tax rates, including schools = +3.5% per year
  d. Telecommunications properly that its subject to the phase out provisions of the Bill
  totals \$1.42 billion in taxable value.
  e. Apartment, assisted living, nursing home, etc., properly that will be converted to the
  new multi-residential classification totals \$4.5 billion in taxable value.

#### Fiscal Impact

Earned Income Tax Credit
The Earned Income Tax Credit provision of the Bill will reduce net General Fund revenue by approximately \$11.6 million per tax year, beginning tax year 2012. By fiscal year, the General Fund reduction is estimated at:

• FY 2013 = \$13.1 million
• FY 2014 = \$11.6 million

- FY 2015 = \$11.6 million
   FY 2016 = \$11.5 million

The General Fund impact is projected to be similar in future fiscal years. Since the tax credit is refundable, there is no impact on the local option income tax surcharge for schools.

#### Property Tax Provisions

Property lax revoisions

House File 275 will decrease property taxes paid by all classes of property and will reduce property tax revenue across all taxing authority categories. The Bill will require increased General Fund appropriations for school finance and to reimburse local governments for a portion of the property tax revenue reduction dictated by the provisions of the Bill.

The Bill impacts General Fund appropriations for school finance by reducing the amount of commercial, industrial, railroad, telecommunications, residential, and agricultural property subject to property taxation. Through action of the school aid formula, those provisions will require increased General Fund appropriations to fully fund schools.

The Bill also provides an annual General Fund appropriation to replace (backfill) property tax decreases that result from taxable value reductions associated with the commercial, industrial, and railroad rollback. Table 1 below provides estimates of the new or increased General Fund

## **NOBA**

• Side-by-side analysis of appropriations bills

Agriculture and Natural Resources Appropriations Bill Senate File 509 Last Action: Senate Floor March 21, 2011

An Act relating to and making appropriations involving state government entities involved with agriculture, natural resources, and environmental protection, and including effective date provisions.

Fiscal Services Division Legislative Services Agency

NOTES ON BILLS AND AMENDMENTS (NOBA)

Available on line at latty "www.legis.com.gov/LSAReports/nobs.ar LSA Contact: Debra Rozel (515-281-6767)

4

## NOBA

# 7 15 percentage of reduction imposed on the college of veterinary 7 16 medicine is also imposed on all of lows state university's 7 17 budget units. 7 18 3. If by June 90, 2012, lows state university of science and 7 19 technology fails to allocate the moneys appropriated in this 7 20 section to the college of veterinary medicine in accordance 7 21 with this section, the moneys appropriated in this section for 7 22 that fiscal year shall rever to the general flund of the state. 7 23 DIVISION V 7 24 ENVIRONMENT FIRST FUND — GENERAL APPROPRIATIONS 7 25 Sec. 15. DEPARTMENT OF AGRICULTURE AND LAND 7 26 STEWARDSHIP. There is appropriated from the environment first 7 27 flund created in section 8.74 to the department of agriculture 7 28 and land stewardship for the fiscal year beginning July 1, 7 29 2011, and ending July 80, 2012, the following amounts, or so 7 31 designation 7 32 in the conservation reserve enhancement program to 8 3 b. Not more than 10 percent of the moneys appropriated in paragraph "a" may be used for costs of administration and 5 implementation of sol and water conservations of sol and water conservation and implementation of sol and water conservation practices. 8 6 c. Notwithstanding any other provision in law, the 8 7 floor propositions, for costs of administration and implementation of sol and water conservation practices. 8 6 c. Notwithstanding any other provision in law, the 8 7 floor propositions of sol and water conservation practices. 9 8 fund appropriations, for costs of administration and implementation of sol and water conservation practices. 9 9 fund appropriations, for costs sharing to match United States 9 10 department of agriculture, natur

## Bill Explanation

## • Another "lowa original"

4 authorization of indebtedness may be submitted to the voters at
5 the same election as the election more section 357E.8.

EXPLANATION
7 This bill makes changes claim complete 357E relating to
8 benefited recreational lake districts, water quality districts,
9 and combined recreational lake and water quality districts,
10 The bill specifies that districts under Code chapter 357E
11 are incorporated as public entities.
12 The bill increases from three to seven the number of trustees
13 on the board governing a benefited recreational lake and
15 water quality district, or combined recreational lake and
15 water quality district, or combined recreations in the state
17 owns a certain amount of land contiguous to a lake within the
18 district. The bill makes corresponding changes to the trustee
19 selection procedure for newly established districts.
20 The bill also provides that for districts in existence on
21 July; 2011, the beard of supervisors is required to appoint
22 four additional trustees. One trustee shall be appointed to
23 serve for one year, one for two years, and two for three years.
24 Following expiration of those initial appointments, vacancies
25 are filled by election.
26 Current law requires trustees to be residents of the
27 district. The bill would also allow property owners within the
28 district to serve as trustees.
29 The bill strikes and replaces Code section 357E.1, relating
10 to a district's authority to issue bonds in anticipation of
31 revenue. New Code section 337E.11 authorizes a district to
21 issue bonds, including both general chilagation and revenue
32 bonds, in the same manner as cities. The bill provides,
35 designated by the board of trustees. The bill provides,

43

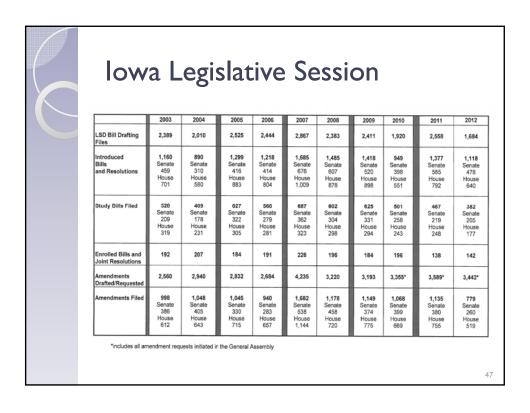
# PART II FUN FACTS AND RESOURCES

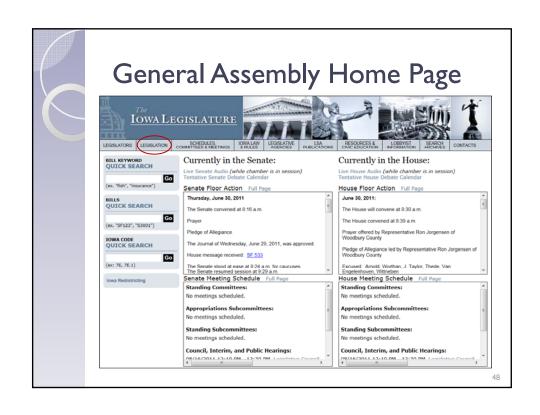


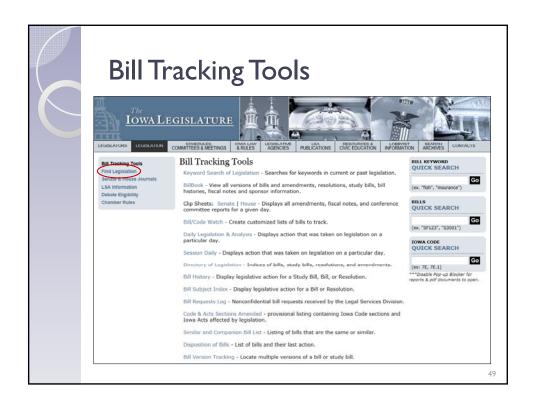
- A General Assembly is a legislative period that consists of two regular sessions.
  - The first session is held in odd-numbered years and lasts for "approximately" 110 calendar days.
  - The second session is held in even-numbered years and lasts for "approximately" 100 calendar days.

## Iowa Legislative Session

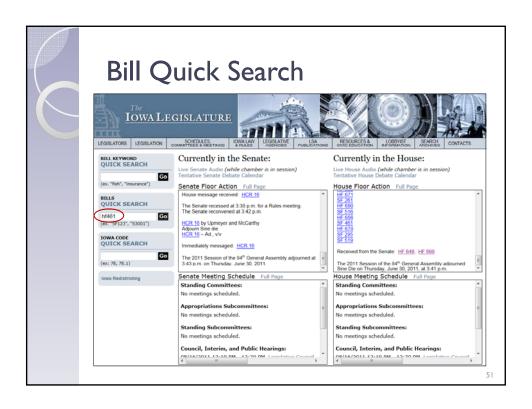
YEAR	CONVENE	ADJOURN	NUMBER of DAYS	GA	SPECIAL SESSION	SPECIAL SESSION
2000	January 10	April 26	108	78 <sup>th</sup>		
2001	January 8	May 8	121	79 <sup>th</sup>	6/19	11/8
2002	January 7	April 12	89	79 <sup>th</sup>	4/22	5/28
2003	January 13	May 1	109	80 <sup>th</sup>	5/29 - 6/4	
2004	January 12	April 20	100	80 <sup>th</sup>	9/7	
2005	January 10	May 20	131	81st		
2006	January 9	May 4	115	81st	7/14	
2007	January 8	April 28	111	82nd		
2008	January 14	April 25	103	82nd		
2009	January 12	April 26	105	83 <sup>rd</sup>		
2010	January 11	March 30	79	83 <sup>rd</sup>		
2011	January 10	June 30	172	84th		
2012	January 9	May 9	122	85 <sup>th</sup>		

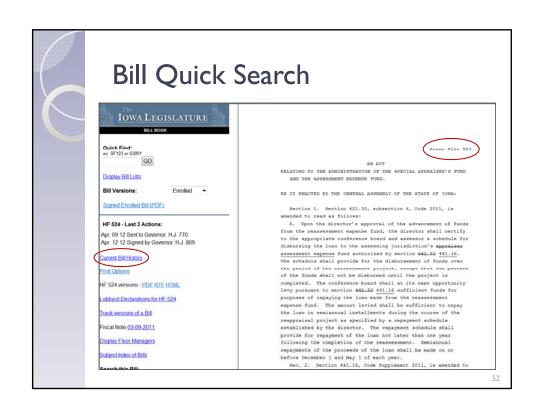


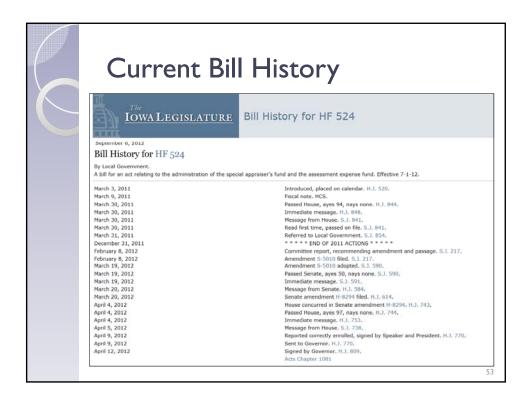


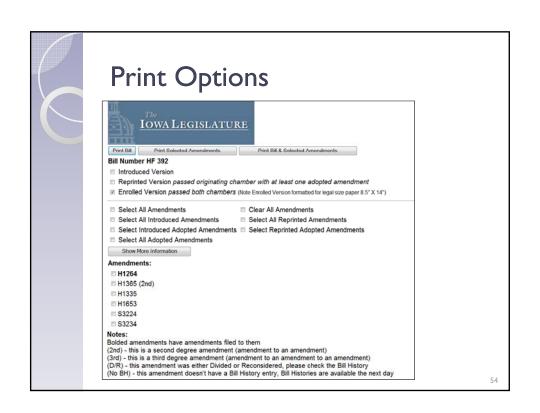


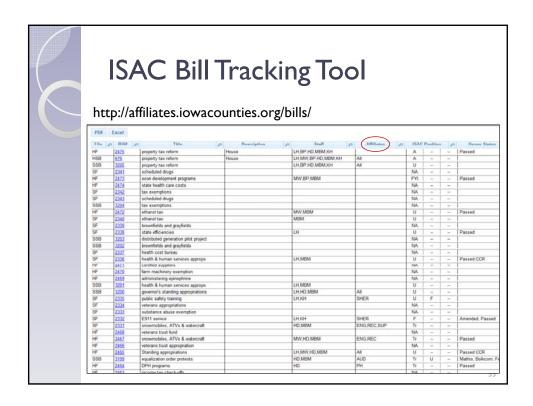












## Social Media

- Twitter
- Facebook
- Linked-In
- Political Blogs





- 30 members (two from each affiliate).
- Develop legislative objectives for ISAC's policy team to pursue for the upcoming session.
- Assessors:
  - Deb McWhirter Butler County
  - Dale McCrea Muscatine County
- August and September Meet to develop legislative platform and top priorities.
- October ISAC Board reviews proposals for approval.



# ISAC Legislative Policy Committee (LPC)

- When approved, ISAC compiles the proposals into a manual for legislators.
- LPC meets periodically throughout the legislative session via conference call/webinar for updates from ISAC policy staff.

59



## ISAC's Top Legislative Priorities for 2013

- Property Tax Reform
  - Including capturing the value of new ag buildings, developing guidelines for the classification of ag property, and uncoupling ag and residential properties.
- Road Funding
- Mental Health & Disability Services Funding



- It's Your Right
  - lowa Constitution Article I. Bill of Rights.
     Section 20. Right of Assemblage Petition:
     "The people have the right freely to assemble together to counsel for the common good; to make known their opinions to their representatives and to petition for a redress of grievances."

## Get Involved!

- Through Your Legislative Liaisons Mike and Paula
- Through ISAC's Legislative Policy Committee – Deb and Dale
- 3. Contact Legislators Directly



## Get Involved!

- Contacting your legislator
  - County Day at the Capitol March 13, 2013
  - Phone calls
  - E-mail (<u>clearly</u> state your subject in the subject line)
  - Letters

63



- Get to know your legislators
  - $^{\circ} \ \textbf{Build credibility}$
  - Become a resource of information
  - Attend meetings and events
- Know the institutional elements
  - Majority/minority
  - Leadership
  - Legislative process



- Assess the political climate
  - What is the mood of session?
  - What are the salient issues?
  - How legitimate are your goals?
- Respect Your Opponents
  - There are more than simply your interests being presented
  - Stick to issues and facts
  - Stay away from "he said/she said" traps

6.

## Get Involved!

- Be on the offensive
  - Make sure your legislative platform is clearly defined and supported by the county/organization
  - Make sure appropriate legislators are fully informed
  - Circulate accurate but brief information
  - Be sure your organization and supporters are ready to respond to legislators' concerns and questions



- Important Axioms
  - Honesty is not the best policy...it's the only policy!
  - Remember, today's opponent may be tomorrow's ally
  - Be patient, courteous
  - Legislative staff are important

## Questions?

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