



Georgia Governmental Advocacy

By: Terry Chastain





Balch & Bingham LLP

- 80 Year-old law firm, started in Birmingham.
- Full service firm, especially strong in regulated industries: Energy, Healthcare, Financial Services.
- 6 Offices: Jackson, Gulfport, Birmingham, Montgomery, Atlanta and Washington, D.C.
- Atlanta office relatively newer addition.
- Government relations a part of firm culture.

Personal

- History & Political Science at Georgia.
- US Representative Mac Collins (R-GA): 2001 – 2004
- Metro Atlanta Chamber, Government Relations: 2004 - 2010
- Served as loaned executive to Get Georgia Moving effort.
- Balch & Bingham: 2010 – current
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"Professional lobbyists know their territory. ...Essentially, they guide you through the jungle of government and public opinion."

Honorable John Reid

Guiding Clients is My Role

- Information & Interpretation
- Diagnosis & Strategy
- Timely Access...to right officials
- Advocacy—offense, defense & special teams
- State Agencies
- Procurement





Georgia has one national bank
HQ remaining in SunTrust.

In 2009, economic impact of
entertainment industry in
Georgia was estimated at
\$770M.

1-5 new jobs in metro Atlanta
now from international
corporations. Look for more
action in Global Commerce area
in years to come.

Gov. Actions Drive Business

- Banking: After federal deregulation, state moves to protect community banks, North Carolina reaps benefits.
- Entertainment: 2002, 2005 & 2008, state issues robust incentives for industry production.
- Ahead: Manufacturing in outstate and Global Commerce in metro



In the last 139 years
(from the end of the
Reconstruction Era in
1872 until 2011) Georgia
has had divided government
for two years: 2003-2004.

Georgia—A One-Party State

- Possible ‘constitutional majorities’ in both chambers: 120 of 180 in House & 38 of 56 in Senate.
- 9th District is center of the political universe: Gov., Speaker and Lt. Gov.
- Strong Governor, ‘united’ House, divided Senate.





Every member of the legislature is up for re-election in 2012.

Georgia's budget has been reduced by \$3.9B over the past 3 years to \$16.3B.

Revenue in Fiscal Year 2012 is up 6.8% or \$339M.

Georgia unemployment rate remains at 10.2%.

2012 Session: Jobs, Infrastructure & Revenue

- Competitiveness Initiative: Focus on Clusters, Deal Closing Funds, Incentives.
- Tax Reform: broadening and flattening; and taxing outputs vs. inputs.
 - Elimination of tax on energy used in manufacturing (\$170M).
 - Creation of 4-7% excise tax on telecommunications (cable).
- Port of Savannah & Transportation:
 - \$500M needed for deepening port.
 - Tweaks to Transportation Investment Act





“Ten people who speak make more noise than ten thousand who are silent.”
Bonaparte

“The human heart is the starting point for all matters pertaining to war...and politics.”
Marshall Saxe + Me

Who’s Telling Your Story?

“State Film Subsidies: Not Much Bang for Too Little Bucks”

or

“Reelin’ them in: Georgia tax credit brings more film crews to Cobb County”