

## Ideas for Governor Rick Scott

I am sure that some of these ideas have come your way. My experience is that not all good ideas can be pursued but they should be encouraged which I know you are already doing.

1. Close the defined benefit plan of the State Board of Administration. We proposed this and could only get the legislature to accept an option of a defined contribution. Even though the SBA has one of the best results in the country, all defined benefit programs are doomed.
2. Capitate the entire Medicaid program. I believe that there will be savings in the hundreds of millions of dollars.
3. Expand the diversion program for long term care. It was a success and can save money and improve care for the elderly.
4. Create the Base Commanders Meeting. There will be another BRAC process in the next five years and finding out what these commanders need to make their bases and commands successful is really important. I took this idea from Bob Graham and I am glad I did. We met two or three times a year and developed an agenda to make Florida the most military friendly state in the country. The legislature was a great help.
5. Do your first trade mission to Brazil and Columbia after the legislative session. Manny Mencia of Enterprise Florida has a first rate team that can make the trip a great success but he will need advance notice.
6. Eliminate funding for Institutes at Universities. My guess is that there are over \$150 million in recurring revenue for hundreds of Institutes that have no accountability and are not part of the direct mission of higher ed. Phase them out in your budget and make them justify their existence by securing private funding to exist.
7. Consider selling the Florida Virtual School. It is government owned and paid for and makes significant money. It could make more in the private sector and my guess is that there would be a high multiple for

its operation, which is the largest in the nation. I am guessing that the Florida Virtual School may have an EBITDA of \$20 million that might get a multiple of 20 or more. You could use the proceeds to fund a technology initiative that would lead the nation. You would have to probably sign a commitment to use the school on a medium term basis.

8. Advocate Education Savings Accounts. This would be a game-changer for education in our state in a very good way. I believe your transition team is proposing this to you. I am guessing lawyers inside Tallahassee will say that it is not constitutional. I don't know how our court will respond but it will be a game changer for the country and you might have the chance to change the makeup of the court.
9. Look at releasing prisoners who have served for a long time and are of a certain age. The ageing of our prison population is a huge cost driver. Two things are clear....very old prisoners are unlikely to commit crimes and they are certain to cost 10x more than young prisoners. This would require a lot of work but it is worth pursuing.
10. Privatize the mental health facilities owned and operated by the Government. We did this with the South Florida facility and millions were saved. The Baker County and Chattahoochee facilities could be bid out and millions saved.
11. Make Florida the online K-12 learning center of the United States. Create laws that open the doors for digital learning and encourage Florida content providers to be the national leaders.
12. Review the potential of taxing online sales and reducing corporate or sales tax in return. It seems to me that there has to be a way to tax sales done online in the same way that sales are taxed in brick and mortar establishments. My guess is that there would be hundreds of millions of dollars that then could be used to reduce taxes to fulfill campaign promises.

January 2<sup>nd</sup>, 2011

Dear Governor Scott:

You didn't ask for this, but it is the standard "envelope in the desk to the new guy" for words from the old guy. To be honest, I did the same thing to Governor Crist but he did nothing I suggested, so with the risk of being presumptuous, I am trying again. After a few suggestions, I am attaching some ideas and actions that you might consider advancing on behalf our wonderful State.

So here goes from lessons learned through trial and error:

1. *Listen, learn and lead.* You have many powers as Governor. One of the most understated is the power to convene to listen and learn. It is a complex job, full of opportunities. You can bring together the best and the brightest throughout the state and around the country and you should take advantage of it. If you have a view already, the power to convene can validate that view and allow for a greater chance of its implementation.
2. *Own the budget.* Dominate it. It is the path to good policy. The Office of Policy and Budget has been decimated. Repopulate it with idealistic, talented people and empower them to do their jobs. By aggressively dominating the budget, the legislature will grouse but it brings order to the whole process for them to be working off your budget and agenda. The budget drives policy.
3. *The legislature's agenda becomes yours when they go sine di.* Both the good and the bad will be yours in the eyes of Floridians. It is OK to veto stupid bills. Trust me, legislators get over it. That doesn't mean you should micromanage their process. To the contrary, setting broad guidelines and letting them do their thing is appropriate.
4. *Remind people how great Florida is!* Not the phony, superficial political way but a real exposition of our dynamic nature. I honestly believe that Florida is an exceptional, amazing place. I hope you do as well. Tell the Florida story in a way that lifts our spirits!

5. *Make sure the First Lady has an effective person helping her and if she wants to advance a cause, make sure your staff is her staff.* Her cause should be your cause.
6. *Don't make the job of the FDLE difficult.* They are professionals and will do anything for you. Both Governor Chiles and Crist put them in difficult positions by rejecting their involvement in their private lives. They are not intrusive but they need to protect you.
7. *Build a great team and realize that the best of them will leave.* Inside my office, I had four teams of really talented people over eight years. We were relatively successful because I worked hard to empower the next leaders by giving them challenging assignments that built their skills to take on more responsibility. It took a while for me to figure this out but I got the hang of it.
8. *Don't live the tyranny of the moment but don't ignore the moment.* My guess is that within the first month of your tenure, something will happen outside of your control that will require your attention and those types of events will happen on a very regular basis. You will have to learn how to deal with them without getting off your own agenda. Over time, we learned how to manage a crisis and stay focused on the grinding out of our agenda. In fact, one of the joys of my tenure of Governor was learning how to anticipate a crisis or a distraction and try to avoid them.
9. *Finally, have fun and bring joy to the job! It is contagious!*

Governor, if you want seek counsel from the old guy, I will be there for you. If you don't, I won't be offended. If you do, you can ignore my advice and likewise, I won't be offended. My commitment to you is that whatever we speak about will be confidential.

Sincerely,

Jeb Bush