STATE OF FLORIDA

IN RE: MEETING OF THE GOVERNOR AND CABINET

CABINET MEMBERS: GOVERNOR RON DESANTIS
ATTORNEY GENERAL ASHLEY MOODY
CHIEF FINANCIAL OFFICER JIMMY PATRONIS
COMMISSIONER OF AGRICULTURE NIKKI FRIED

DATE: FRIDAY, JANUARY 11, 2019

LOCATION: CABINET MEETING ROOM
LOWER LEVEL, THE CAPITOL
TALLAHASSEE, FLORIDA

REPORTED BY: LISA SNYDER
COURT REPORTER

C & N REPORTERS
POST OFFICE BOX 3093
TALLAHASSEE, FLORIDA 32315-3093
(850) 697-8314 / FAX (850) 697-8715
candnreporters.com
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PROCEEDINGS

GOVERNOR DESANTIS: Good morning and welcome to the January 11, 2019 Cabinet meeting.

To begin our meeting, I would like to recognize Tim Perrier to lead our invocation.

After the invocation, please remain standing for the Pledge of Allegiance led by Johnny and Theo Patronis.

* * * *
GOVERNOR DESANTIS: Thank you for that.

So, our first item is the adoption of a calendar for Cabinet meetings, Cabinet Aide meetings, and Clemency meetings for the remainder of the calendar year.

This week my staff has circulated a calendar with potential dates for these meetings. You have a final version before you. If we adopt this calendar, it will be made available to the public on the Cabinet's website.

Adopting this calendar does not preclude us from changing meeting days or time, or adding additional meetings, but it does allow our agencies and the public to have a better idea of when we will meet moving forward.

Are there any questions or concerns regarding the calendar?

CFO PATRONIS: Move acceptance.

GOVERNOR DESANTIS: Is there a motion to approve adoption of the calendar?

ATTORNEY GENERAL MOODY: Move to approve.

GOVERNOR DESANTIS: Is there a second?

COMMISSIONER FRIED: Second.

GOVERNOR DESANTIS: All right. Motion is approved.
Should any issues arise for any of you regarding dates on the calendar, just reach out to my staff and we will be happy to work with you.

Before we move on to our next agenda item, I just wanted to note that the Cabinet guidelines that were adopted in March of 2015 are going to need to be reconsidered, as this is a new Cabinet, and readopted in some form or another by the Cabinet. So, I'm going to ask my Cabinet aides to initiate a process with your aides for doing so.

Today we are going to proceed under the requirements of the Weidner Agreement here for the consideration of some of the appointments that we have.

The Executive Director of the Department of Veterans Affairs is a Governor appointment, per Section 20.37 of Florida Statutes. And, in accordance with the Weidner Agreement, we will conduct a public interview today of the Governor's appointee.

The Executive Director of the Department of Revenue is a Cabinet appointment, per Section 20.05 of Florida Statutes. And, in accordance with the Weidner Agreement, we will conduct a public interview of Dr. Jim Zingale today.

So, we will then move on to Department of Veterans Affairs.
EXECUTIVE DIRECTOR

DEPARTMENT OF VETERANS' AFFAIRS VOTE

GOVERNOR DESANTIS: Danny Burgess, is he here?

COMMISSIONER FRIED: Governor, may I interject for a second?

GOVERNOR DESANTIS: Sure.

COMMISSIONER FRIED: While I look forward to working with everybody this year, and -- I would like to remind everybody that we are a collegial body, and these agency heads, including those of FDLE, serve at the pleasure of the entire Cabinet.

Their application process, interviews, selection of appointments deserve the full measure of transparency under the Sunshine Laws.

The people of Florida expect it, and it's the law.

The candidates here today were brought forth without a proper and transparent process, in the darkness and not in the light.

I ask that we move the agency head discussions and procedures until which time that we actually have an agreement about this Cabinet of moving forward with the process, and to make sure that we are affirming our commitment to make these choices.

GOVERNOR DESANTIS: Well, for the Veterans
Affairs, the Statute require the Governor-- it's a Governor appointment. It's not a Cabinet appointment. So, I am going to go ahead and have Danny be interviewed. I think that that's appropriate.

I do think we do need to discuss the Cabinet appointments, that are not Governor appointments, and arrive at the best way to be able to do that.

So, Danny-- is Danny here today? Oh, there you are.

He is a captain of the Judge Advocate General Corps of the United States Army Reserves. He has been a tireless advocate for veterans during his time in the legislature, and a respected public servant for many years.

I believe Danny has had the chance to meet with each of you individually, and I would now like to appoint him to serve as the Executive Director of the Department of Veterans Affairs.

Will you approach the podium, Danny, so we can conduct your interview.

And, I will open it up to whoever wants to get it started.

CFO PATRONIS: I'll start, Governor.

Danny, thank you-- Representative, thank you for coming by and making an appointment with my office,
meeting with me, answering my questions.

I feel like this is more ceremonial now, because you took the time out to meet on my officials calendar, to meet with me in my official timeline, and as I understand, as you told me, you were meeting with all members of the Cabinet.

I really feel comfortable and confident that you are the-- capable to do the job.

As I monitored you, your service over through the legislature for the last few years, I know you have a servant's heart. But, more importantly I know that your love for country and service, and taking care of your fellow man, and ensuring that all veterans that have served this country, and those that have served our state, are being taken care of.

So, Governor, good nomination. I support your pick.

REPRESENTATIVE BURGESS: Thank you, Mr. CFO.

GOVERNOR DESANTIS: Attorney General?

ATTORNEY GENERAL MOODY: Thank you, Governor, for giving us the opportunity to speak with Representative Burgess.

What struck me is your experience in the law, and your service to our state and our country.

And, as the top legal officer in the state, I
have, and as a judge, I often saw veterans that are residents of this state intersect with our criminal justice system.

There are mental health issues that are issues that have affected them because of their service, and I was very excited to see that our Governor nominated someone that has experience with our legal system, so that we might work together to improve the lives of our veterans in Florida.

Have you given that thought, and what might be some of your ideas for doing that?

REPRESENTATIVE BURGESS: Thank you, General Bondi-- or, General Moody. I'm so sorry.

ATTORNEY GENERAL MOODY: (Laughter) It's not the first time it's happened.

CFO PATRONIS: You want to invite Mr. Zingale up now, because I think--

ATTORNEY GENERAL MOODY: Usually it comes from the media.

REPRESENTATIVE BURGESS: Strike that. (Laughter) So, it was great meeting with you yesterday. It was great meeting all of you yesterday.

Governor, thank you so much for your confidence, and your nomination here.

I couldn't be more passionate when it comes to
serving our veterans.

As a person that's in the military myself right now, I think that there are a number of things that we need to continue to build upon, and a lot of those revolve around transitional services.

We have the largest number of post-911 veterans coming to the State of Florida, and moving to the State of Florida, than the entire country. And we need to be there for them, as they are just starting their lives. They are just transitioning out of the military. We need to be there for them, and all of our service members, when it comes to helping them overcome-- our combat veterans overcome post traumatic stress, traumatic brain injury, helping reduce the suicide rate that is just a state of emergency among our veterans.

Ways we can do that is through transitional services, through occupational licensing, streamlining all of that, to help them find good solid careers here in the State of Florida, and not have to reinvent the entire wheel when they are highly trained, highly skilled operators over there, overseas, in very intense environments. They can come and do that here in Florida, and we want that. We want to attract that.

Veterans Court; we had a great discussion on Veterans Court. I think there should be a Veterans
Court in every circuit in the State of Florida. What an awesome, awesome opportunity. I know you have presided over those, and that is something that I would love to work on, going forward, and seeing how we can take that state-wide.

And, I just believe fully that we also need to work on veteran homelessness. We do have a large number of homeless veterans in the state. Too many. One is too many. And, so there are things that we can do there to help do—to help mitigate what I think is just a dire problem. We need to be there for them. They served us, we should serve them in every way we can. They were there for us in our darkest hour, and this is how we can be there for them in theirs.

COMMISSIONER FRIED: Governor, if I may.

GOVERNOR DESANTIS: Sure.

COMMISSIONER FRIED: Danny, you and I also had—Representative Burgess— a fantastic conversation as well yesterday. I respect a lot of the experience and expertise that you bring to this position, and to this role.

We had a very in depth conversation about being able to deal with mental health issues, and PTSD, and giving our veterans an opportunity to have access to medical marijuana, and alternative relief.
So, I do think that you are highly qualified.

Know that I will have to vote no today, just based on the process and procedure, but that I do think that we need to have transparency in this process. But, know that I have the utmost respect for what you have done for our country, for our state, and do look forward to working with you in the future.

REPRESENTATIVE BURGESS: Thank you, Commissioner.

GOVERNOR DESANTIS: Anymore questions for Mr. Burgess?

CFO PATRONIS: I got one.

GOVERNOR DESANTIS: Sure.

CFO PATRONIS: Thank you, Governor.

Representative, one of the missions of the Department of Veterans Affairs that you will monitor and carry through, I think it's important for the audience to know, and that's with our VA liaisons.

Can you-- because I think this is almost like a secret. I don't think people realize that you will have the opportunity to manage a team of experts, service personnel, that will essentially save the State of Florida money. Could you explain how that program works?

REPRESENTATIVE BURGESS: Sure. Thank you very much for the question. Great question. Great point.
The return on investment from the expert benefits and claims analyst within the Florida Department of Veterans Affairs, I believe—and the team may know better than I—but, I believe it's close to a $90 return investment to every one dollar. And, so we save the State money by the service we provide veterans. And, whether it's in our nursing homes, or through the claims and helping soldiers realize what they are eligible for. Some soldiers just—they don't want to ask, or they don't know. They don't know what they are eligible for. There has been situations, just in my short reserve service, where I didn't know what I was eligible for.

So, we need to improve upon our ability to disseminate that information so all our veterans know that we have services here for them.

And, we also cover now—the great thing about the FDVA is that we work hand in hand with Federal VA, and we do help assist those people who may have fallen through the cracks, through no fault of anyone necessarily, and help get them the benefits that they deserve.

GOVERNOR DESANTIS: Anymore questions?

ATTORNEY GENERAL MOODY: I have no other questions. I think you are imminently qualified,
Representative Burgess.

I would like to thank Governor DeSantis for placing this on the agenda in advance, giving us time to interview him, getting to know Representative Burgess, what he has to offer our great state. Thank you very much, Governor.

GOVERNOR DESANTIS: And, I just appreciate, Danny, your, you know, your passion. It comes through. Your energy. And, I think that, you know, to get a young guy like you out there helping our veterans community I think will do a lot of really good things, and I think you have the passion for it, and, you know, really—that's important. So, we appreciate you coming to conduct this interview. Obviously, we will like to have a vote at a later time, but I thank you for your willingness to serve.

REPRESENTATIVE BURGESS: Thank you, Governor. It's an honor to be able to even be considered for this post, and it's awesome to see a fellow JAG in the Governor's seat.

Thank you all very much.

* * * *

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EXECUTIVE DIRECTOR
DEPARTMENT OF REVENUE VOTE

GOVERNOR DESANTIS: Next I'd like to discuss the appointment by the Governor and Cabinet of the Executive Director of the Department of Revenue.

Dr. Jim Zingale has a wealth of experience in state government, including more than seven years as the Executive Director of the Department of Revenue.

He has a PhD in economics from Florida State.

I think his resume' speaks for itself.

In fact, you know, we really are lucky that he would be willing to want to serve again. I don't think we could possibly find anyone who would be more qualified.

I believe he has had a chance to meet with each of you individually, but will you, Doctor, approach the podium so that we may conduct your public interview.

If any members have questions, let her rip.

CFO PATRONIS: Thank you, Governor.

Dr. Zingale, thank you for your time yesterday, and meeting with me and going through my questions and concerns at the Department of Revenue.

I think more importantly, I guess, was what we shared regarding being a small business owner, and the
challenges that small businesses have becoming established in the State of Florida, and ensuring that the leadership at Department of Revenue is there with an open--open door to allow these small businesses to understand the challenges, and making sure that they are in compliance. And, understanding that when these small businesses do truly have a problem, being a brand new business owner, that it probably wasn't willful. But, that the fact that our agency is there to help them develop a business, grow a business, create jobs. And, I saw that through your-- through our Q and A yesterday.

I am curious, what-- if you were to vision when you were there previously, and what you have seen change-- you left the Department of Revenue and then went into a private business, running your own restaurant. And, I love it because I came from the restaurant business. Did that experience running-- it's still operating, that business, does that change your perspective of how the Department of Revenue-- maybe you said, gosh, if I was there-- I didn't know this business was having to deal with this?

DR. ZINGALE: Yeah. Making payroll is pretty tough, some months. Sales tax got to get taken out first, returned to the state.
I think yes, um. But, when you went back to how the revenue department was run for many, many, many years, it was the understanding that taxpayers, large and small, really do want to pay the legal amount due. Everybody does. You know, big business, small business, they realize that our primary tax is sales. We administered many corporate, but in sales tax, the citizens are paying the tax. You know, when they come to your restaurant, and they come to my restaurant and bar, they pay the tax. And, we have to succeed in the state remitting that to the State of Florida to run government.

That said, from time to time, you get a delivery fee, you get a late payment, you get audited, and the Department of Revenue needs to not think they are a computer, okay, just cranking out delinquency notices.

Over in your area, when the hurricane hit, I hope-- I wasn't over there. I really hope when businesses went out of business they weren't flooded with delinquency notices for the next three months after they were out of business. But, that human interface between a fantastic computer that they have, okay, and humans at the other end that are just trying to make payroll, okay, trying to serve their customers, needs to be a priority. I think it is. It needs to
continue to be a priority.

When members would come to me and say, I have a
constituent, you know, that has been audited, and they
are concerned about their payments, you know, you sit
down, say you can't talk to them because they are not
representing the client, and you talk to the taxpayer.
And, that interface with the taxpayer kind of goes like
this, do you think you legally owe the tax? If you do,
you are gonna pay the tax. We can make out stipulated
payments. We can waive penalty. We can make it as
easy for you to comply, and stay in business, as you
can. And, that was the culture when I left. I think
that still is the culture today, and it is what a
Department of Revenue needs to be trying to do. It
needs to try to be making compliance easy for
everybody. They all want to pay their legal tax.

CFO PATRONIS: And, just follow-up, sir

The only thing, and if you have a habitual
offender, I don't care if you bury them under the
Capitol. You know, habitual offenders, you know, have--
I have no forgiveness for. But, when you have a small
business, who's truly just trying to get established,
you know, understanding the complexities of sales tax
on equipment, and sales tax, whether it be included in
the food price or drink price, or vis-a-vor [sic], I
think all of that is just so critical to have-- and, then, look, I'm selfish. We both come from the same business. And, I appreciate your-- your empathy.

So, Governor, good selection. I'm happy to support it.

ATTORNEY GENERAL MOODY: I appreciate the opportunity to ask questions, and thank you for meeting with me and spending so much time.

What I was impressed with was your extensive experience with the State, and how do you believe that will bear on your leadership with the Department?

DR. ZINGALE: Well, it starts with here. You know, this is-- the position that I'm seeking is an Executive Director position. It's not a secretary position serving the Governor. It serves the Cabinet. You are the head of the Department of Revenue. I am your, if I get the job, Executive Director. And, so keep policies over time, you know, that are significant in terms of issues that have popped up, or a change in the direction that the world might like to go, needs to come and be brought in front of the Governor and Cabinet, and vetted. And, it's you at the end making many of those decisions.

On the administrative side, you know, sitting down there and making it run efficiently, much of what the
first part of the Department of Revenue tour that I had
was designed to take agencies that were very expensive
to run, not very efficient, and to transform them using
today's technology. And, we had massive
transformations of the tax system that went from 26
disparate taxes that didn't talk to each other to an
integrated tax administration system.

On the child support side, it went from the
welfare model to a business model. On the child
support side it went from 47th in the nation, when the
Governor and the Legislature moved the program from
Children and Families over to the Department of
Revenue. And, so it ground through and enabled a
complete transformation of the way the business was
done.

My primary experience within the Department of
Revenue, for most of the time I was over there, was
business process transformation. How to make the world
run better. How to make it run cheaper. How to serve
better within those systems.

And, that experience is going to be hopeful in the
future, because Florida has a lot of challenges.

I truly believe, in listening to the swearing in
ceremonies, that, you know, I hope the passion you are
looking from me was certainly exhibited by you taking
the oath. A lot of energy. A lot of excitement that
this Cabinet brings. I think the citizens did a great
job electing this Cabinet.

I am here as a tool, okay, as problems come up, to
channel your energy into the Department of Revenue, to
channel your passion into the Department of Revenue,
because that's really who the head of the agency is;
it's the Governor and the Cabinet.

I think my experience has taught me how to get
things done, you know, but leadership starts there. It
flows through me down into the agency, and we are here
to help. You know, that's the kind of experience I
have had over my career, and it's what I believe the
Department of Revenue needs to be an integral part in
the future.

Hurricanes-- when we had Andrew, we had to totally
transform the way we were doing things in the
Department of Revenue. We weren't prepared.

Michael has taught us, I think, when I get over
there, if I get over there, that a rural area going
through disaster, that went over there, needs to get
thought through in somewhat of a different way also.

But, I think that experience helps me there to
serve you better, in terms of issues that you have come
up. Issues that have to be resolved.
The problems and challenges that the Governor has articulated do fall back down into the Department of Revenue, particularly as we talked about on the property tax side in terms of how that's going to transform.

If the economy slows, those things affect the Department of Revenue. They affect child support. They affect property taxes. And, that experience, I hope, helps me get the solutions that you find acceptable.

And, I am really, really, really excited about the people that are in front of me. I think this is a great Cabinet. I just wish I get to serve.

COMMISSIONER FRIED: Governor, I, too, had the opportunity to meet with the doctor yesterday, and we had a very lengthy conversation about your resume', and your history. And, I think the State of Florida needs to hear from you, because I enjoyed your response yesterday, of why you want to do this.

DR. ZINGALE: Why I want to do this. Um, I-- I am the old man in the room. I've done this for many, many, many years. Um, and, and, uh, I am a professional public servant. Always been that way. I have enjoyed my time in the legislature. I enjoyed my time in the executive branch. But, it's a passion for
service.

What I tried to do, when I was at Revenue before, was get the agency to understand that we serve. Okay. To get the agency to understand child support; that every child needs to know who their father is, and every father needs to be responsible for that child.

On the tax side, they weren't the enemy. Taxpayers are not the enemy. Taxpayers are people that are trying to run businesses, and we need to work with them.

So, it comes from what public servants are; it's reaching out to the citizens, believing you make a difference, and that's all I've ever done. So, I think I have the same passion you do.

GOVERNOR DESANTIS: Any other questions?

Well, thank you for being willing to serve. I mean, you don't have to do this. You could have other things that you could do, and I think your experience, and your public spirit, I think would really serve the people of Florida well. So, thank you for coming in and answering other questions of the Cabinet today.

DR. ZINGALE: Thank you very much.

* * * *
GOVERNOR AND CABINET AGENCY HEAD APPOINTMENTS
DISCUSSION

GOVERNOR DESANTIS: So, our next item is the discussion regarding the agency head appointment process.

CFO Patronis, we all received a letter from you yesterday regarding the Commissioner of the Office of Financial Regulation. Would you like to start?

CFO PATRONIS: Thank you, sir.

The Office of the Financial Regulation and the commissioner's vacancy was something that we started the process last Cabinet.

We had debated about putting it on the December agenda, and I hesitated because I felt like it wouldn't be fair to the new incoming Cabinet to try to fill that vacancy without the input, and guidance, and feedback from the new governing board of the Commission.

So, the Department of Financial Regulation houses-- we have OFR underneath our office. We've already-- what I would suggest is we open up the process, allowing everybody who has applied before to come forward, reapply if they'd like, and then allow for a period of time where new applications would come
in. We will get those all out to you, those resumés. And, then try to bring it in for a landing before the legislative session, so that whoever the new commissioner might be, that he or she might be able to be prepared for whatever the legislature tries to re-write, or do, or change the scope of that job.

COMMISSIONER FRIED: I agree. I think the process that you put forth yesterday, and the process that was in the settlement agreement for future appointments-- and thank you for hearing us as far as moving the actual appointments and the votes today-- but, I agree that the settlement agreement from before, and the process for transparency, is key for us to be successful.

GOVERNOR DESANTIS: And, I think, you know, these Cabinet appointments are collegial.

I do not agree with your view on Danny, because I think that was an executive appointment. I think that's pretty clear in the statute. And, so on those executive appointments it's my prerogative to nominate somebody, and then obviously the Cabinet, you know, has a vote, and some of those appointments require more than others. This one requires the whole Cabinet to agree. But, you know, you have acknowledged that he is clearly qualified and would do a good job.
So, I think we just-- it'd be good if we could agree on a process for the Cabinet, like Patronis has put out, but certainly for the executive appointments, you know, that is my prerogative, and I think that's what the legislature wanted to do.

Is there any other discussion regarding just the procedure we are going to use for appointment?

CFO PATRONIS: No, sir.

GOVERNOR DESANTIS: Okay. Well, thank you all for attending. This meeting is concluded.

We are going to move into an Executive Board Clemency meeting, which will be called to order momentarily.

WHEREUPON, the Cabinet meeting adjourned at 9:32 a.m.
CERTIFICATE OF REPORTER

I HEREBY CERTIFY that I, Lisa C. Snyder, Court Reporter and Notary Public, did report the foregoing proceedings and that these proceedings were reduced to computer transcription under my personal supervision and is a true and accurate record of the proceedings;

THAT the proceedings were taken at the time and place as specified.

THAT I am neither of kin nor counsel to any of the parties involved in this matter, nor in any manner interested in the results thereof.

THIS 17th day of January 2019.

LISA C. SNYDER, FPR
Court Reporter/Notary Public
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