SERLIN REPRESENTING BUSINESS BEFORE GOVERNMENT HALEY

Public Affairs Council: State Legislative Monitoring: Ensuring Due Diligence

> Andrew Hackman Serlin Haley LLP

A Little Perspective...

"Never blame a legislative body for not doing something. When they do nothing, that don't hurt anybody. When they do something is when they become dangerous."



SERLIN Representing business before government HALEY

-Will Rogers



1. Key Questions

2. Approaches to Monitoring

- 3. Finding the Right Mix
- 4. Evaluating Performance



Key Questions to Consider

• Staffing of Your Organization?

 What is Your Overall Legislative Engagement Approach?

• Timeliness of Legislative Information?



Key Questions to Consider

• Your Audience for Legislative Information?

 What Are Your GOALS for State Legislative Engagement?

• Your Budget?



Approaches to Monitoring

- State Legislative Tracking Platform
 - Key Words
 - Issue Buckets
 - Human Intel?
 - Predictive Modeling?
 - Local Legislative Tracking?



Approaches to Monitoring

- In-State/Municipal Lobbyists
 - -Select States/Municipalities
 - -Blanket Approach
 - -Retainer?
 - -"Call me if …"



Approaches to Monitoring

- In-State/City Coalitions
- Local Organizations
- Your Grassroots
- Your Network & Presence in the State
- Predictive Social Media?



Finding the Right Mix

• Can I find the bad legislation?

- Can I take appropriate action in time?
- Am I delivering effective information to my organization?



Evaluating Performance

- Timeliness?
- Accuracy?
- Effective Analysis?
- <u>Streamlined Enough</u>?
- Appropriate for my Organization?
- Can I be <u>Proactive</u> Now?





The Best Way to Predict the Future...

Is to Create It.



Thank You

Andrew Hackman Office: 202-770-2231 Mobile: 202-570-8526 <u>ahackman@serlinhaley.com</u>

