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## Governmental Relations Team

Tom Gehl, Director

Charlotte Davis, Deputy Director

Ryan Bowersox, Associate

DeMetris Causer, Associate

Noah Roenitz, Outreach Associate

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## Tom Gehl

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## Lessons From The Godfather

- Make your case
- Be concise and prepared
- Tell your story with facts
- Be realistic
- Be specific
- Politics = Relationships
- Relationships require sacrifices

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## Why Does GMA Exist?

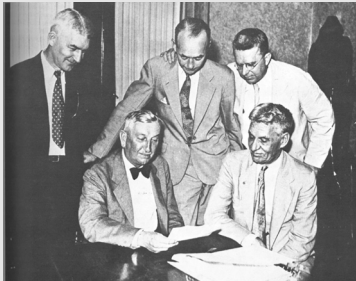


Photo Courtesy of Odis Stephens, Mayor of East Point

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## Foundations of the Intergovernmental Environment



Ryan Bowersox

&

DeMetris Causer

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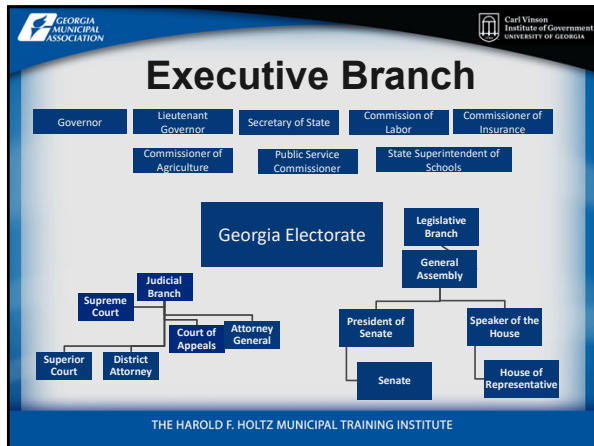
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## Executive Branch

- Enforces law and administers programs
- Governor is head of the executive branch
- Governor appoints individuals to head agencies, boards, authorities and commissions

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## Governor Brian Kemp

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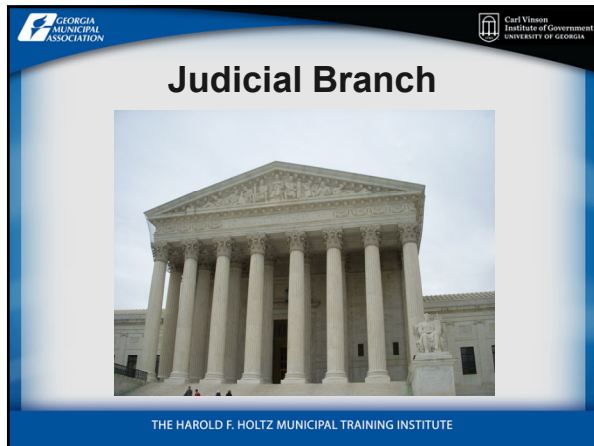
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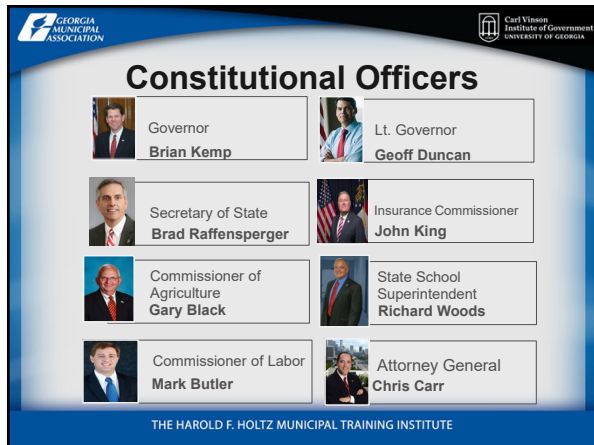
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## Legislative Branch

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## Georgia General Assembly

- Republicans became the majority party in the Senate in 2002
- Republicans became the majority party in the House in 2004
- Previously, the last time Republicans controlled both houses of the Legislature was in 1870

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## Chamber Facts

- How many members are there in the State Senate?  
56
- How many members are there in the House of Representatives?  
180

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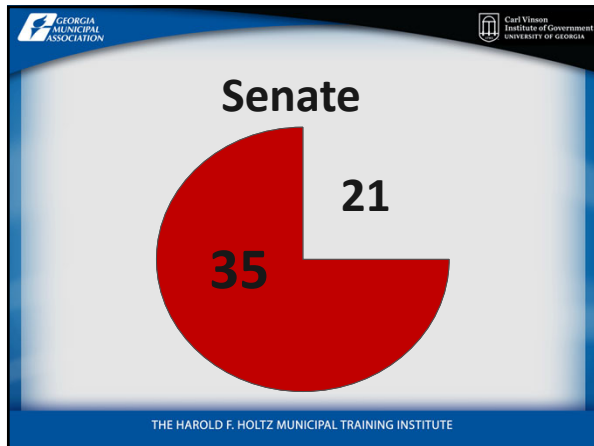
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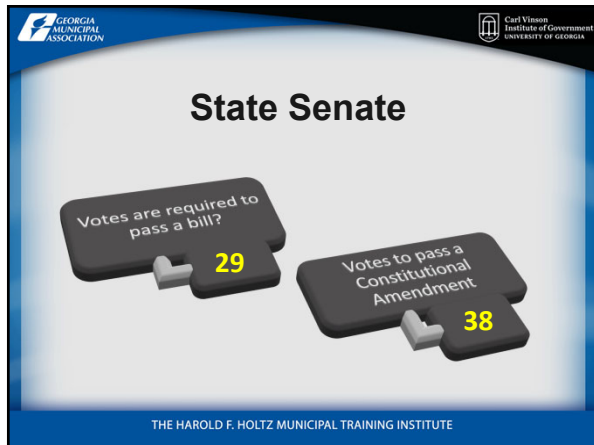
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## Senate Leadership

Mike Dugan  
Majority Leader  
Carrollton

Gloria Butler  
Minority Leader  
Stone Mountain

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## House of Representatives

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## State House of Representatives

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• Votes to Pass a Bill

120

• Votes to Pass a Constitutional Amendment

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## House Leadership

**David Ralston**  
 Speaker  
 Blue Ridge

**Jan Jones**  
 Speaker Pro Tempore  
 Milton

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## House Leadership

**Jon Burns**  
 Majority Leader  
 Newington

**James Beverly**  
 Minority Leader  
 Macon

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GEORGIA  
DEPARTMENT OF NATURAL RESOURCES

Georgia  
Department of Community Affairs

Welcome to the  
Georgia Department of Revenue

Georgia Department of Transportation

Georgia  
USA

GEFA  
ENERGY • LAND • WATER

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Department of Economic Development (GDEcD) is the state's sales and marketing arm and lead agency in economic development initiatives



Commissioner Pat Wilson

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Tasked to sustain, enhance, protect and conserve Georgia's natural, historic and cultural resources for present and future generations.



Commissioner Mark Williams

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Environmental Protection Division (EPD) protects Georgia's air, land and water resources through the authority of state and federal environmental statutes.



Director Richard Dunn

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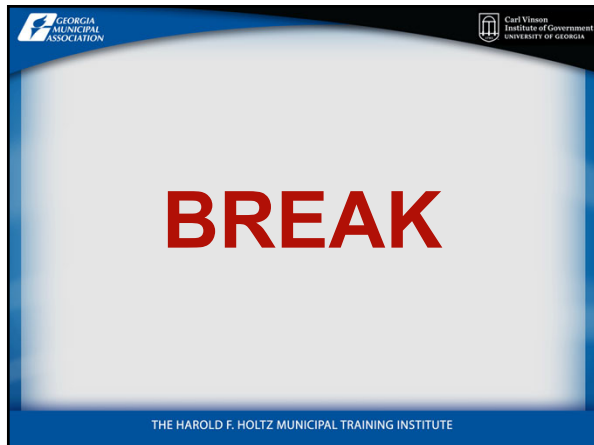
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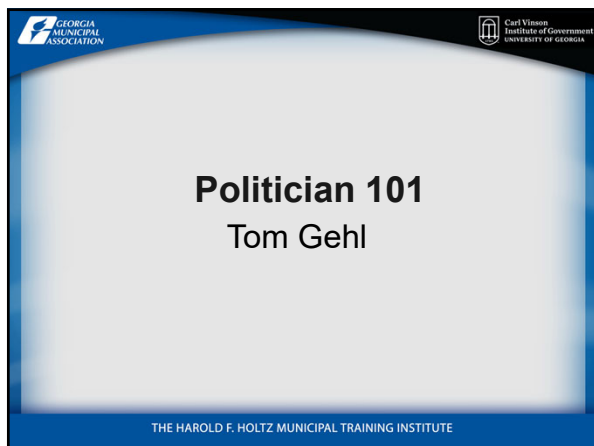
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## Politician 101 - Exercise

Politician 101 -  
How to *Not*  
Answer a  
Question

Constituent 101  
– How to Make  
Politicians  
Answer  
Questions

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## Legislative Process

Ryan Bowersox  
&  
DeMetris Causer

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## How Does a Bill Become a Law?

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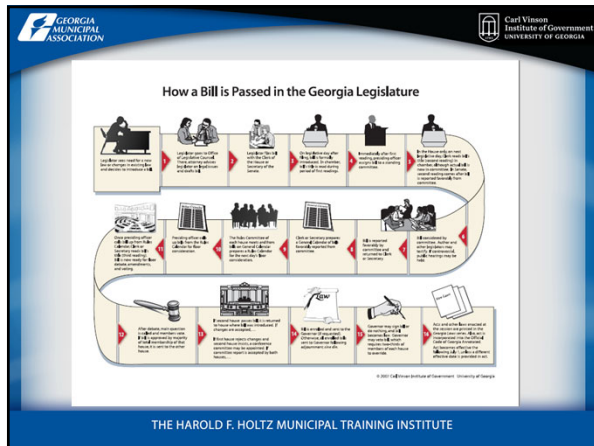
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**Not Your High School Civics Class**

Reality is somewhere in between

Listen to experts

Catchy titles can work wonders

'Germaneness' is in the eye of the beholder

Expect the unexpected

Watch for end of session surprises

Teamwork, teamwork, teamwork

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# The Legislative Process without Good Communication

Legislation as Introduced

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# The Legislative Process without Good Communication

Legislation as Explained by Author

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# The Legislative Process without Good Communication

Legislation As Passed Committee

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# The Legislative Process without Good Communication

Legislation As Passed General Assembly

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# The Legislative Process without Good Communication

What Constituents Actually Wanted

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# I. Idea

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## II. Drafting

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## III. Introduction and Readings of a Bill

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## IV. Committee Action

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## Senate Committees

**Lt. Governor  
Geoff  
Duncan  
President of  
the Senate**

- Works with the Committee on Assignments to appoint senators to committees
- Assigns bills to committees

**Most  
Powerful  
Committees  
in the  
Senate are:**

- Appropriations
- Rules

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## House Committees



House Speaker **David Ralston** (R-Blue Ridge) created a special Committee on Assignments to interview and pick chairs.

The Speaker assigns legislation to committees.

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## V. Rules, then Floor Vote(s)



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## VI. To the Senate, and Repeat the Process



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## VII. If Bill Changed, Return to House



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## VIII. Bill Goes to Governor



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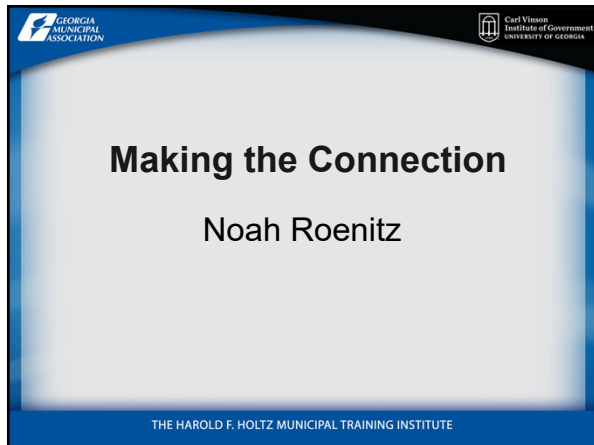
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# gacities.com

- What We Do
  - Advocacy
    - Georgia Advocacy
- From the Georgia Advocacy page, you can access our ***Find your Legislator*** page, our updated ***Legislative Policies***, and our ***Legislation Tracking Page***



**Find Your Legislator**

Find the contact information for the state and federal elected officials that represent your city.



**Legislative Policies**

GAMA's 2022 Legislative Policies were approved by the GMA Membership during the August 8, 2021 meeting.



**Legislative Session**

Keep track of the legislation GMA is following during the 2021 Legislative Session.



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The slide has a blue background. At the top left is the Georgia Municipal Association logo. At the top right is the Carl Vinson Institute of Government logo. The title 'Gold Dome Update' is centered at the top in a large, white, serif font. Below the title, on the left, is a photograph of the Georgia State Capitol dome. To the right of the photo, the text 'January 7, 2012' and 'Georgia Municipal Association' are displayed in white. At the bottom right, the hashtag '#CitiesUnited' is shown in a large, white, sans-serif font.

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UNIVERSITY OF GEORGIA

# Twitter - #gmapol

**Georgia Cities** 

@gacities Follows you

**tom q. gehl**

@TomGehl Follows you

**charlotte davis**

@charann\_davis Follows you

**Ryan Bowersox**

@R8Baox Follows you

**Meet** 

@912DelMettis Follows you

**noah**

@dignitaryrain



noah  
@dignitaryrain

@gacities working to set the record straight. #gmapol

Reply Retweet Like

Hey! Mason  @HeyMasonTV · 15h  
Tom Gehl of the Georgia Municipal Association tells the group bond ratings will be impacted ending. The creation of a Blue-chest city would not hurt Atlanta, it would hurt other cities across the state. Other cities could begin to carve out the stability away from unaffairty.  
[Show this thread](#)



Ron Bowersox  
@R8Baox

Legislative session day 7 down. Appreciate the photo [@charann\\_davis](#) [@912DelMettis](#)

Reply Retweet Like





Charlotte Davis  
@charann\_davis

day 11 of the legislative session was like being in the middle of a [#gmapol](#) / [#gmapol](#) - wooo-oo

Reply Retweet Like



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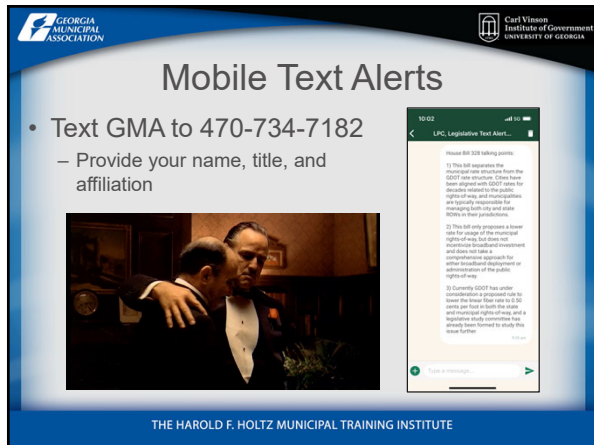
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## Hometown Connections

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## Hosting a Hometown Connection

Here are some suggestions for making your Hometown Connection a success:

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## Let GMA Be a Part of Your Plans!

- Let us know what you're doing and invite a GMA Governmental Relations staff member to attend
- For more information contact any GR team member or visit [this page](#).

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## Pick a Date

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## Identify Attendees

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## Hit the Road!

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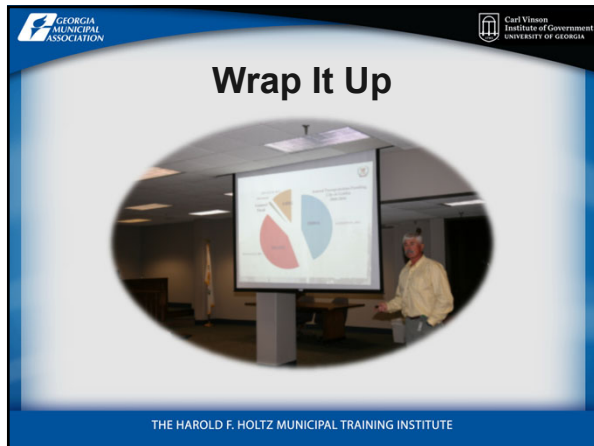
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### Six Policy Committees Review Policy Chapters

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### Legislative Policy Council Reviews and Adopts Proposed Platform

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### Convention Business Session

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### Ad Hoc Task Forces or Working Groups

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### Fall Legislative Policy Council Meeting

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### Hometown Connections

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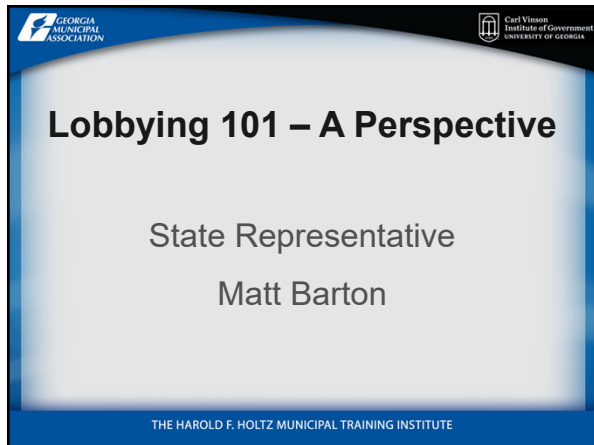
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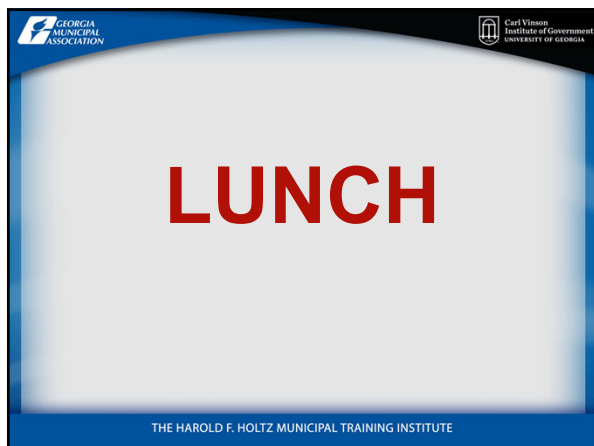
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## Second Step

**Messaging:** Develop talking points and a “sound bite” that effectively explains your position.

Elevator pitch

Catchy title

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## Third Step

**Who will be your legislative champion:**  
Which “powers-that-be” do you plan to contact?

Allies in your community?

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## Final Step

**Follow-up:**  
What actions do you plan to take to keep these issues in the minds of those who can help you?

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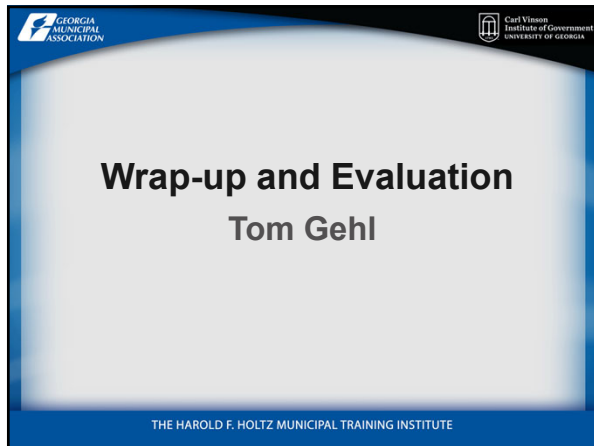
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