



Lobbying: CFIC's #1 Priority

Legislative protection is the number one service provided by CFIC. The association has four full-time lobbyists: President Fran Preston, General Counsel Andrew Ellen, In-House Lobbyist Ann Edmondson (the Director of Government Relations position is currently open). Together they represent over 40 years of experience. In addition, CFIC occasionally hires a contract lobbyist for special help on very large projects.

It is our lobbyists' job to learn about retailers' concerns and to present those concerns to each legislator in the General Assembly. CFIC's lobbyists also attend hundreds of committee meetings during the legislative session, just as legislators do. Occasionally, our lobbyists engage in "grassroots lobbying," by asking association members to contact their legislators on particular issues.

The staff not only works to ensure the passage of positive legislation and the defeat of laws that impede retail store operations, they also make sure that what happens in Raleigh is translated to their members in a way that is understandable and useful.

When you are a member of CFIC, it is like having a Q&A Department added to your own staff. Members call or e-mail the association with their questions every day. Whether the question is about taxes, beer sales, gift cards, inspections, Medicaid, stop signs, or anything at all; we will present your questions anonymously to the appropriate person in any state agency or department. CFIC staff will get a clear layman's explanation for you without alerting any government agency that you or your company has an area of concern.

Our eight-page newsletter, *The Retailer*, is mailed twice each month, and the "Members Only" section of the web site is updated daily. It is the association's job to promptly answer each member's question or to find the answer - that often means calling the appropriate person in the Departments of Revenue, Agriculture, Health and Human Services, Transportation, the Attorney General's staff, ABC Commission, etc.

At the General Assembly:



*“All problems are emotional;
all solutions are technical;
all decisions are political.”*