

APAM Debrief

In less than two months, Charles Group Consulting (CGC) was successful in:

- 1) Drafting legislation to reverse a newly created adoption law adversely affecting the manner in which adoptions take place
- 2) Petitioning policymakers and a lobbying organization from 'the other side of the aisle' to get behind this legislation
- 3) Lining up legislative sponsors
- 4) Passing the legislation in both the House and Senate
- 5) Taking this bill all the way to the governor's desk.

While the governor did not sign this bill (nor even look at it), the time frame in which this legislation moved through all appropriate channels is astounding and all but unheard of on Beacon Hill.

In order for APAM members to better understand the work of CGC, outlined below is a synopsis of the professional advocacy CGC performed for APAM:

- October 27, 2006 a contract was signed by APAM and CGC
- CGC created legislation to reverse the adoption law, and accompanying talking points
- Verbal conversations with Mass Mentor were conducted and it was agreed that we needed to work together to reverse this legislation
- Many conversations were had with legislators and the administration to push this bill forward by the end of the year
- A meeting at the State House was scheduled (12/5/06) with key legislators, APAM representatives and CGC. Talking points and legislation were delivered to legislators.
- For proactive reasons, CGC worked with APAM to draft a letter to the Patrick/Murray Transition Team for the purpose of illuminating the adoption issue
- Many emails, telephone calls and visits to the State House were sent and made to gain momentum and *keep* it going so that the reversal would happen prior to the end of the year.
 - Memos were sent to Leadership, the staff of the Senate President and the Speaker, and members of the Committee on Children and Families
 - The legislation received broad and bi-partisan support
- To illustrate just how much work went into this effort, below are final emails dated in the last two weeks before the bill landed on the governor's desk:
 - 12/19/06: From Charles to APAM members – Charles spent the morning at the State House in meetings with House and Senate leadership and their staff
 - 12/19/06: Erin alleviated Mentor's concerns by clarifying the APAM bill
 - 12/20/06: The Speaker's Chief of Staff performed the language change; then called the Senate President's office and Sean Morrissey to get an agreement. Also called Sen. Creem's office (she then called the Senate President's office), Sen. Hart's office, Kay Khan's office (she wrote to the

Speaker directly), and the House Minority Leader's office as well. It was requested that Sy call Mentor and thank them.

- 12/21/06: Charles informed Sean that the bill from the third reading was being replaced with technical language corrections. The Senate President, Clerk and Counsel all agreed to do so.
- 12/21/06: Charles informed APAM of problems with the revision vehicle. Creem's office, Khan's office and Spilka's office jumped into action. Many conversations with Speaker's office and Senate President's office. Also spoke to Sean Morrissey.
- 12/21/06: Sean spoke to Christian Scorzoni, Mariann Calia and several legislators to inform them that he was working cooperatively with CGC to reverse legislation.
- 12/26/06: Senate engrossed (passed) S2776. It then went to House Ways and Means
- 12/27/06: Kay Khan indicated to Charles that she would speak to Ways and Means
- 12/27/06: Nancy Kaufman of the JCRC called Kay Khan and Cindy Creem and thanked them. Charles spoke with Kay several times on 12/26/06 and he also spoke to Ways and Means
- 12/28/06: Charles was on phone all day. Bill stuck in House Ways and Means but between Mentor and CGC's persistence, they released the bill.
- 12/27/06: Charles urged APAM to call Creem and Khan's offices and thank them for all their hard work.
- 1/2/07: Charles was informed that Bills in Third Reading was told to engross the bill. Speakers office told Charles they would engross the bill. Charles was told that the bill would then go to Senate for a quick vote on enactment and then back to House for the same.
- 1/2/07: Charles informed APAM that bill is on Gov's desk.
- 1/3/07: Charles contacted MENTOR and asked them to call Gov's office. They had Ron Kaufman, a Republican, call the Gov's office. Charles made calls to Ann Reale, Commissioner of the Dept. of Early Education and Care, and Harry Spence, Commissioner of the Dept. of Social Services. Faxes were sent to the Gov's office (CCed to his Chief of Staff, Legal Counsel, the Lieutenant Governor and her staff, Gov-Elect Deval Patrick and his staff, Comm. Reale, and Comm. Spence)
- 1/4/07: Charles informed APAM that Gov did not sign the bill. He pocket vetoed it.
- 1/7/07: Offices called contacted Charles about including the language in their Early Education bill for the next session.