



2023 Year-End Update


CICERO
INSTITUTE

Bold Policy.
Bold Future.





Bold Policy in 2023 and Beyond — A Message from the Chairman

Dear Supporters and Allies,

We had a record year at the Cicero Institute: over twenty-five successful legislative reforms across the country, a lobbying presence in eighteen states, and national attention on the impact of our work.

Our team is rightly proud of this progress – just five years after our founding as an organization. But we are focused on the future: our major victories this year are a foundation that enables us to pursue even bolder reforms in 2024 and beyond. There are bigger dragons to slay.

Governance in the United States of America is too often unaccountable, inept, captured by cronies, and otherwise divorced from the principles of a free society – which leads to bad results for millions of people. We must maximize liberty and push for more competent government that echoes the functional, innovative parts of our society as best we can – where ownership and accountability create the right incentives, and ideas have to compete and win.

Cicero Research, our 501(c)(3) organization, has developed a suite of new reforms for 2024 in all our policy areas — e.g. increasing legal scrutiny on regulations, promoting transparency in education spending, and empowering state legislatures to help troubled communities with new legal tools to fight street homelessness and violent crime.

In 2024, our 501(c)(4) advocacy organization Cicero Action will have a direct lobbying presence in twenty states, and an impact in twenty-seven total—more than half of the states in the Union.

That is a significant milestone.

As we put points on the board with new reforms, we are gearing up for battles that will last for years, like with the healthcare lobby. We'll fight for functional markets in healthcare to allow innovation and get better results for patients.

In this annual report, you'll read about our inaugural Courage Awards, where we honored a group of state leaders for principled leadership that doesn't make it into the political press – especially on the issue of homelessness.

You'll read about how we are demanding accountability and excellence from our government, and standing up against special interests that stand in the way of better results. We're fighting to shrink wasteful bureaucracies and eliminate kludge through new and more innovative means.

In just a few weeks, our advocacy team will be in the midst of the annual state legislative marathon, crisscrossing the US to make the case directly to legislators and governors.

We are optimists about the future of America. The ingenuity of our country is a special gift. But the fruits of innovation can only be realized if we develop a policy backbone to protect the values of our free society.

Thank you for your partnership. Please enjoy the update on our work this year and beyond.

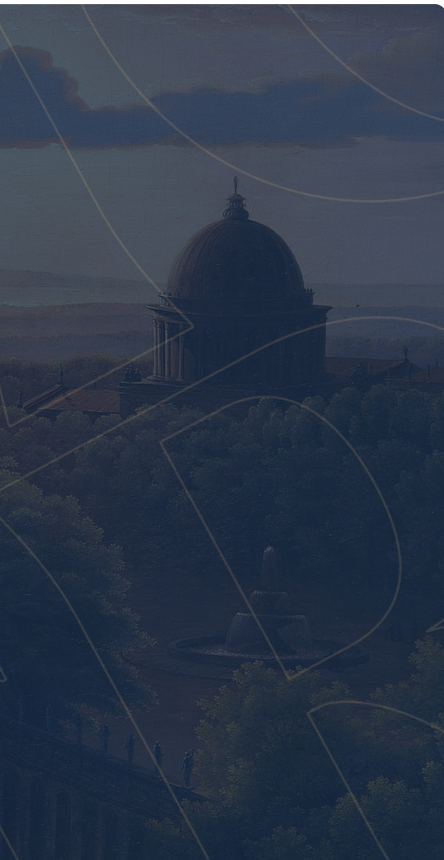
*Sincerely,
Joe Lonsdale*

Founder and Chairman, The Cicero Institute

December 2023

About Us

The Cicero Institute is a nonpartisan public policy organization with deep experience in government, legislation and the law, technology, and entrepreneurship. Together, we develop and fight for policies at the state level that restore liberty, accountability, and transparency in American governance.



The Cicero Vision & Mission

Since its founding, the United States has been a deeply entrepreneurial project. The Cicero Institute exists to preserve that spirit by promoting innovative public policies at the state level that channel the best elements of building and entrepreneurship.

By crafting and applying policies modeled on the most functional parts of American society, we can fix broken public systems that need urgent attention. By doing so, we can create prosperity, reinforce the value of competent government, and preserve the promise of American liberty for future generations.

Policy Principles for a More Functional Future

Our nonpartisan policies are grounded in the principles of liberty, accountability, and transparency — all hallmarks of a functional system. At a time when public institutions are failing Americans, these principles are critically important.

We must demand competence from our institutions – and reward it with proper incentives and accountability; we must hold bureaucracies to a higher standard; and we must protect the liberty of Americans to self-actualize in a free society for years to come.

Cicero Research Policy Areas

Cicero Research, a 501(c)(3) organization, develops highly levered policies to make an impact in as many states and lives as possible. Cicero Research also publishes material to inform leaders and the public on issue areas, including whitepapers and model legislation.

Healthcare

Healthcare costs in America are rising faster than almost any other category of product, often thanks to bad policy, special interest capture, and arbitrary rules that prevent innovation and new products from emerging. It's making our country sicker and poorer.

Healthcare innovation and regulatory alignment can deflate the costs of care and improve results for patients. Our healthcare policy can alleviate system pressures, open up the sector to innovation, create new markets and new types of care, and help hundreds of millions of Americans save on healthcare costs. State leaders can implement our policies to save lives and public resources.

Homelessness

The United States has a growing homelessness problem — and bad policies at the local, state, and federal level exacerbate that problem.

For nearly two decades, failed, ideologically driven policies promulgated by HUD and embraced by local bureaucrats and activists have resulted in more and more spending on homeless services — for worse and worse results. That must change.

We offer the strongest reform package to state leaders who want to fix bad incentives, hold service agencies accountable for results, and get the homeless the help they need instead of doubling down on failure.

Public Safety

Our aim is to equip policymakers with outcome-based solutions that encourage competition and innovation, inspire quality leadership, and ultimately strengthen correctional institutions from the ground up.

Instead of relying on bureaucracy, policymakers should empower local leaders—probation chiefs, prison wardens, and officers—to use their first-hand knowledge of their communities to innovate unique approaches to rehabilitation and reward them for achieving better results than the status quo.

When needed, state legislatures can and should empower special prosecutors to lower the burden of crime on communities.

Education & Workforce

States spent more on education than on hospitals, highways, and roads combined. However, the public often lacks information about how money is spent and whether the state gets a good return on its significant investment. States should make it easy for citizens to see where their tax dollars are spent, and schools that specialize in preparing workers for the workforce should have incentives to prepare their graduates for their highest and most productive work.

Work not only provides a paycheck but also dignity. Policies that discourage work, or make it harder to be hired, stifle opportunities for everyone— especially the least well-off. States can bolster the workforce by opening pathways for workers to gain the skills they need to enter and advance in their careers, without the burden of a degree requirement. Optimizing hiring practices to prioritize skillsets removes unnecessary roadblocks to fulfilling careers and, in turn, increases innovation.

Bureaucracy & Regulation

State government exerts significant pressure on citizens every single day. Whether it is a regulatory requirement that a business must follow, required fees citizens must pay, or paperwork a new business must file to launch, state and local government is ever-present. Ideally, government restrictions will be the least burdensome pathway to advance important state interests.

And when the government requires citizens to use government-provided services, those services should be delivered in an efficient manner. Unfortunately, many unaccountable bureaucracies often prioritize their own power, job security, and comfort over the government's “customers” – the state's citizens. To remedy these misaligned incentives, government should open its behavior, rules, and obligations to citizen scrutiny and should also make scrutiny easy by promoting transparency.

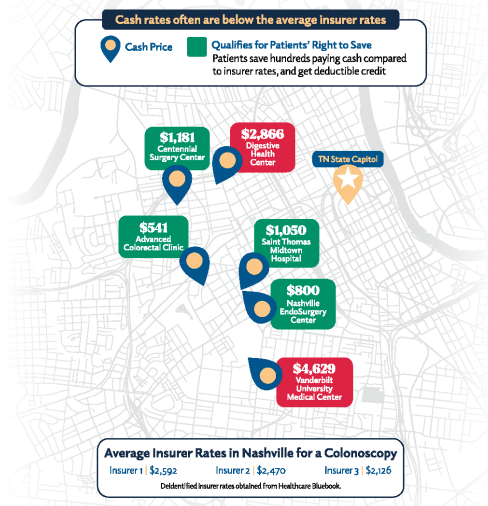
Cicero's government reforms focus on bringing transparency and accountability to regulations, state obligations, and state programs.

Cicero Research Policy Development & Publishing

Cicero Research publishes valuable information on all our policy areas for the benefit of the public and policymakers, including economic research, polling, legal analysis, state rankings, and other materials.

In our recently-published Nashville Cash Price Survey, we showed how patients can save on common medical procedures by paying in cash and splitting the difference with their insurer, as allowed in our **Patients Right to Save** reform.

Colonoscopy Cash vs. Average Insurer Rates in Nashville, Tennessee

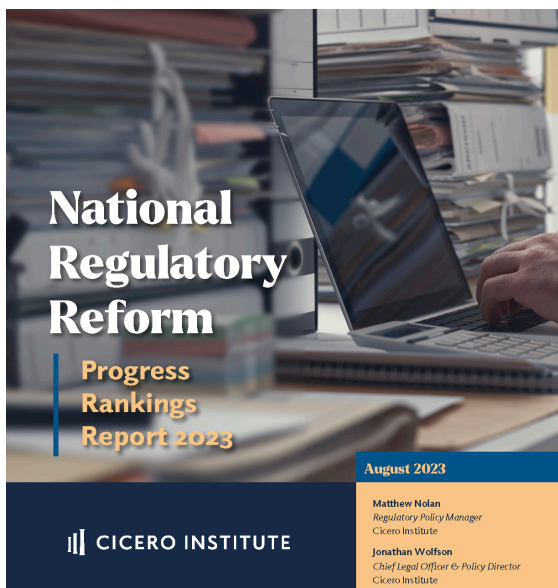


Patient's Right to Save

Our Patient's Right to Save reform requires providers to publish cash prices for procedures, gives patients deductible credit for paying cash prices below their insurer's lowest negotiated rate, and finally incentivizes shopping after a patient's deductible by letting the patient split the insurer's cost savings when the patient pays a cash price below the insurer's lowest negotiated rate.



Our National Regulatory Reform Progress Rankings gave each state detailed scores on regulatory issues.



National Regulatory Reform Progress Rankings

Cicero's 2023 National Regulatory Reform Progress Rankings Report is a comprehensive, forward looking annual report that uniquely addresses state regulatory environments across metrics that are derived from policy solutions. The research directly informs our future policy and serves as a tool for policy makers and members of regulatory agencies and communities nationally to assess where their state stands along the path to an accountable, reviewable, and transparent regulatory system.



CICERO ACTION

Our Unique Advocacy: The Cicero Action Difference

Dear Supporters,

As a 501(c)(4) organization, Cicero Action embraces its ability to lobby and bring positive change to the lives of millions of Americans. We have lobbied around the country so for several years now, and our footprint is growing rapidly, as shown in the maps on the following pages. Our Cicero Action network of legislators, governors, staffers, and lobbyists is also growing.

With special interests and bureaucracies running rampant in the public policy sphere, an expert and bold team is essential. Our goal, very simply, is to have the best state advocacy team in the United States so that we can nimbly and effectively get things done on any subject, and in (almost) any state.

We deliver results to our donors by passing the Cicero Policy Portfolio of model bills in many states. Our issues are different than many groups, but Cicero Action is doing the hard work to build consensus and stand up to special interests alongside many principled leaders of both parties.

*Thank you,
Bryan Sunderland*

Director of Advocacy
Executive Director, Cicero Action



2023 Legislative Highlights

This year we saw a record number of Cicero-inspired laws go on the books – in a record number of states thanks to Cicero Action. Including:

Georgia's SB 62

Georgia's SB 62 introduces accountability to homeless service organizations in the state, and will redirect state funds away from ideological programs.

Texas' HB 1038

Texas' HB 1038 makes public debt reporting in the state more transparent and accountable.

Arizona's HB 2055

Arizona's HB 2055 gives probationers and parolees credit for maintaining employment – benefiting taxpayers and communities.

Tennessee's HB 1213

Tennessee's HB 1213 improves healthcare pricing transparency in the state – and helps patients and insurers save on excess costs.

Utah's HB 159

Utah's HB 159 increases options for high-demand telehealth and telemedicine visits.

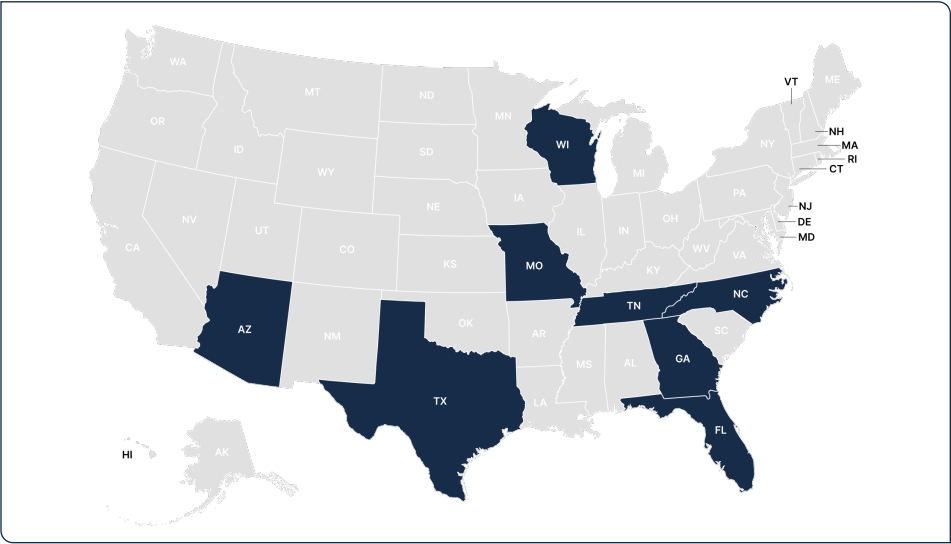
Tennessee's HB 1312

Tennessee's HB 1312 eases restrictions on highly-qualified international physicians to practice at hospitals amid the acute doctor shortage in the US.



PHOTO: Georgia Governor Brian Kemp signs SB 62. Also pictured: Bryan Sunderland, Director of Advocacy, and Senator Carden Summers

Cicero Action Growth 2021-2023

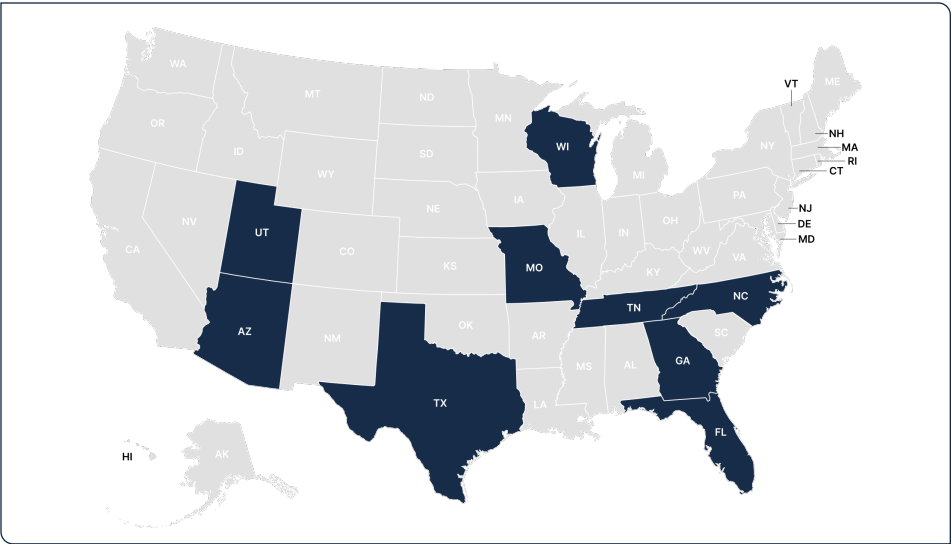


2021

8
Lobbying States

9
Reforms

■ Cicero States

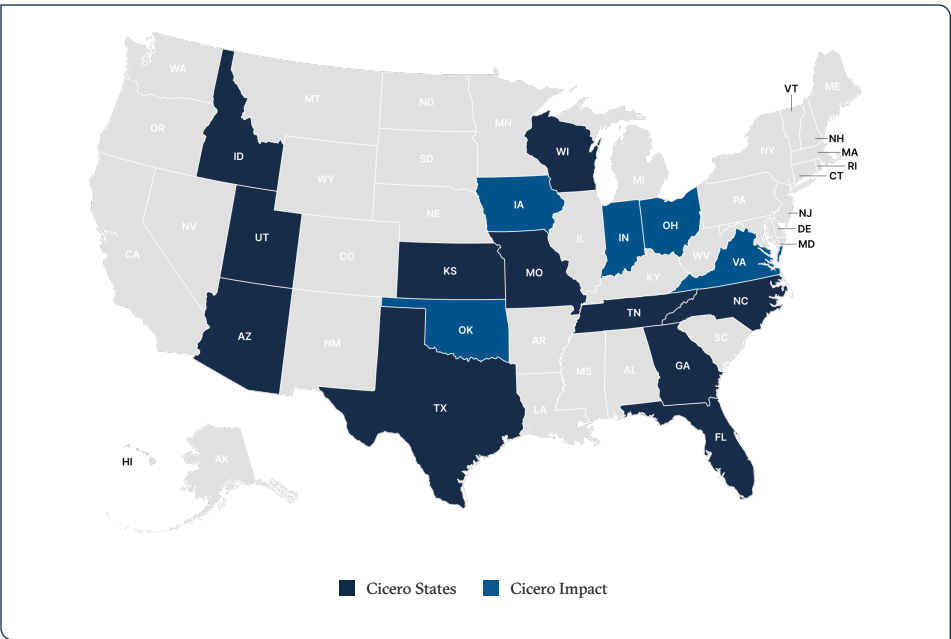


2022

9
Lobbying States

16
Reforms

■ Cicero States



2023

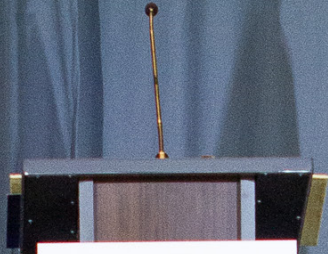
11
Lobbying States

5
Impact States

25+
Reforms

■ Cicero States ■ Cicero Impact





4

12

Cicero in the Media

New York Post

NEW YORK POST

How to make homelessness policy work

By [Joe Lonsdale](#)

Published Dec. 2, 2023, 8:00 a.m. ET

City Journal

/ CITY JOURNAL

Rehabilitate First, Release Second

Rather than pushing dangerous policies, reformers should focus their efforts on making prisons better at “correcting” individuals.

[/ From the Magazine](#) / Public Safety, Politics and law

Nov 16 2023

Wall Street Journal

WSJ | **OPINION**

OPINION | COMMENTARY [Follow](#)

Help Wanted: No Degree Necessary

Georgia and Florida remove an outdated obstacle to employment in state government.

By Stacey Guber and Jonathan Wolfson

June 19, 2023 5:38 pm ET



Giving to Cicero

There are multiple ways to support the Cicero mission.

Cicero Research is a 501(c)(3) tax-exempt charitable organization and contributions are tax-deductible for income, gift and estate taxes. The Cicero Research federal tax identification number is 86-1325445.

Cicero Action is a 501(c)(4) tax-exempt charitable organization. Donations to Cicero Action, which are not tax-deductible, support its mission of legislative advocacy. The Cicero Action federal tax identification number is 85-4374227.

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Those of us who have benefited from American opportunity have the obligation to preserve it for future generations. As an American optimist I know we can—and must.

— Joe Lonsdale, Founder

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