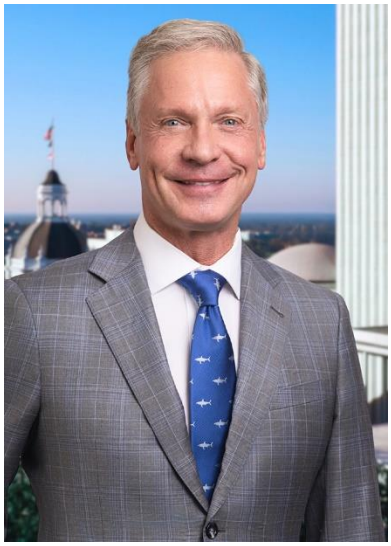
GRAYROBINSON



Dean Cannon

President and Chief Executive Officer

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Focus

- Administrative and Regulatory
- Election Law
- Government Affairs and Lobbying
- Litigation

Transformational leader and savvy strategist with deep roots in Florida law and politics. Former Speaker of the Florida House of Representatives collaborating with clients and colleagues to inspire change and accelerate growth.

Dean Cannon is president and chief executive officer of GrayRobinson. An agile and affable leader, he guides the strategic direction of the firm through a collaborative approach with a focus on delivering exceptional service to clients and empowering the firm's professionals. Respected and appreciated by clients and colleagues alike, Dean believes in the power of community as the driving force behind positive change. He understands that technology, innovation, and creativity are redefining the practice and profession of law and supports a culture where a diversity of ideas and collective thinking are the catalyst for growth.

Dean is a natural connector and curator of relationships. He draws on his many years of successful public and private sector leadership to inform his decision making and mobilize the collective energy of the firm's nearly 300 legal and lobbying professionals. A thoughtful and perceptive ally, he helps clients and colleagues break through limitations to advance their priorities and realize success.

Dean's depth of experience and insightful perspectives are among his most powerful assets. He served in the Florida House of Representatives from 2004 until 2012. During his eight-year tenure, he played pivotal roles in property tax reform, growth management reform, healthcare and Medicaid reform, and major transportation infrastructure policy initiatives, among many others. He was selected by his peers to become Speaker of the House for the 2010 to 2012 term and is credited with leading the Florida House effectively during a time of great economic and political turmoil.

Dean's legislative and executive branch lobbying experience includes representing private clients and local government entities on issues including transportation, education, healthcare, insurance, and appropriations matters. He has also handled civil litigation, administrative law, and regulatory matters before the Division of Administrative Hearings, and appellate matters before district courts of appeal and

the Florida Supreme Court. He represents several corporate clients, local governments, regional government entities, and local government-related associations.

Recognition

- *Best Lawyers in America*, Government Relations Practice, 2021-2027
- *City and State Florida*, Power 100 Most Influential Political Players in the Sunshine State, 2022
- *Florida Politics*, Florida Politician of the Decade, 2010-2020
- *Florida Trend*, Florida 500: Florida's Most Influential Business Leaders, 2019-2020, 2022-2025
- *Florida Trend*, Legal Elite, Government & Administrative, 2020
- *Florida Trend,* Legal Elite, NOTABLE Managing Partner, 2023, 2026
- Florida *Super Lawyers*, 2022-2026
- *INFLUENCE Magazine*, The INFLUENCE 150, 2022

Insights

- "GrayRobinson Florida Legislative Session Weekly Roundup," April 9, 2021
- "Restoring Bilateral Trade Between Canada and Florida," GrayRobinson Webinar, March 11, 2021
- "The COVID-19 Overdose Crisis: 2021 Legislative Session," Project Opioid, February 11, 2021
- "The Winners Circle: Covering Florida's Election Results," GrayRobinson Webinar, November 4, 2020
- "Kitchen Table Talk on Reopening Florida Schools," GrayRobinson 101 Virtual Pop-up Forum, June 18, 2020
- 2019 Future of Florida Forum, Florida Chamber Foundation, October 28, 2019
- "Navigating the Thorny Issues of Preemption and Home Rule," Florida Association of Counties 2019 Annual Conference & Educational Exposition, June 13, 2019
- "Legislative Temperature and Trends—Major Issues Facing Florida Legislature," Economic Development Council of St. Lucie County, February 5, 2019
- "Lobbying 101," Florida Association of Women Lawyers Lobby Days, February 1, 2018
- "Lobbying 101: Learn from the Pros on Effectively Communicating with Legislators," Florida League of Cities 57th Annual Legislative Conference, December 6, 2017

Media

- "October 1, 2026, On the Move," *The Florida Bar News*, October 1, 2026
- "Florida Newsmakers: GrayRobinson Grows Admiralty and Maritime Practice With Veteran Maritime Defense Attorneys," *Daily Business Review*, September 25, 2026
- "With Bankruptcy Filings Still on the Rise, GrayRobinson Adds Restructuring Team in Boca Raton," *Daily Business Review*, August 20, 2026
- "Folks Who Understand Law, Politics, and Business and How All Three Interact," *The Leadership Exchange Podcast*, Leadership Florida, August 19, 2026
- "Rising Star Continues to Rise," *Rick's Blog*, July 29, 2026
- "Legal Elite NOTABLE – Managing Partners," *Florida Trend*, July 1, 2026
- "GrayRobinson Expands In Fla. With Four Litigators," *Law360 Pulse*, February 17, 2026
- "GrayRobinson Unveils New Leadership At Florida Offices," *Law360*, November 14, 2025
- "Florida 500: Law – Dean Cannon," *Florida Trend*, October 22, 2025

- "Navy JAG and lawmaker Sam Greco joins GrayRobinson's Jacksonville litigation team," *Florida Politics*, October 21, 2025
- "GrayRobinson Appoints Elizabeth DeConti to Lead Regulated Products Section," *Wine Business*, October 14, 2025
- "GrayRobinson expands admiralty and maritime practice," *Jacksonville Daily Record*, October 14, 2025
- "GrayRobinson Taps Bank Exec For Chief Risk Officer Role," *Law360*, August 6, 2025
- "GrayRobinson Taps Employment Atty To Be GC," *Law360*, August 5, 2025
- "GrayRobinson Welcomes Former U.S. Attorney Roger B. Handberg to Litigation Practice," *The AI Journal*, June 18, 2025
- "Pensacola's Expanding Legal Sector," *Rick's Blog*, May 7, 2025
- "GrayRobinson Builds Relationships, Growing Where Clients' Needs Are," *Central Florida Development Council Blog*, November 8, 2024
- "Florida 500: Law – Dean Cannon," *Florida Trend*, October 31, 2024
- "Personnel note: John Ariale to lead GrayRobinson's Washington office," *Florida Politics*, May 30, 2024
- "2023 Golden Rotunda Awards: Legal Lobbying Firm of the Year – GrayRobinson," *INFLUENCE Magazine*, October 31, 2023
- "Florida 500: Law – Dean Cannon," *Florida Trend*, October 31, 2023
- "Legal Elite NOTABLE – Managing Partners," *Florida Trend*, July 3, 2023
- "Florida 500: Law – Dean Cannon," *Florida Trend*, November 1, 2022
- "The INFLUENCE 150: The most influential people in Florida politics," *Florida Politics*, September 23, 2022
- "Exclusive: Law firm GrayRobinson signs downtown Tampa office lease," *Tampa Bay Business Journal*, June 23, 2022
- "The State of FAMU Law Address," *FAMU News*, November 18, 2021
- "2021 Golden Rotunda Awards: Legal Lobbying Firm of the Year – GrayRobinson," *INFLUENCE Magazine*, October 20, 2021
- "Florida 500: Law – Dean Cannon," *Florida Trend*, October 4, 2021
- "KPMG, Costco among Orlando's 9 biggest office deals so far this year," *Orlando Business Journal*, May 12, 2021
- "How I Made Firm President & CEO: 'I Learned Early On That If I Was Going to Succeed, I Would Need the Right Combination of Focus, Confidence, and Help From Others to Make It Happen,' Says Dean Cannon of GrayRobinson," *Law.com*, May 11, 2021
- "Winners and losers emerging from the 2021 Legislative Session," *Florida Politics*, May 3, 2021
- "Fla. Gov. Signs Sweeping COVID-19 Liability Protection Law," *Law360*, March 29, 2021
- "Law firms grapple with rapid changes in office environments," *Business Observer*, March 5, 2021
- "Cash Crunch: Lawmakers' challenge will be to balance the budget," *Florida Trend*, March 1, 2021
- "4 Things Keeping Fla. Managing Partners Up At Night In 2021," *Law360*, January 4, 2021
- "Florida Legislation To Watch In 2021," *Law360*, January 3, 2021
- "INFLUENCE 100: "Dean Cannon - Lobbyist," *INFLUENCE Magazine*, October 25, 2020

- "Then and now: Charlie Gray, Dean Cannon on GrayRobinson's latest milestone," *Orlando Business Journal*, August 25, 2020
- "Florida lobbyists busier than ever, even amid a pandemic," *Florida Trend*, July 27, 2020
- "No. 7 on the list of Florida Politicians of the Decade: Dean Cannon," *Florida Politics*, January 2, 2020
- "2019 Golden Rotunda Awards: Legal Lobbying Firm of the Year – GrayRobinson," *INFLUENCE Magazine*, January 1, 2020
- "Q&A: GrayRobinson's New President on the Firm's Future and Culture of 'Libertarian Professionalism'," *Daily Business Review*, September 17, 2019
- "GrayRobinson announces new president, CEO," *Jacksonville Business Journal*, September 6, 2019
- "Former Florida House Speaker to head up GrayRobinson law firm," *Orlando Business Journal*, April 2, 2019
- "INFLUENCE 100: Dean Cannon – Lobbyist," *INFLUENCE Magazine*, June 17, 2018
- "2017 Golden Rotunda Awards: Lobbying Firm of the Year – GrayRobinson," *INFLUENCE Magazine*, October 8, 2017
- "INFLUENCE 100: Dean Cannon – Lobbyist," *INFLUENCE Magazine*, November 30, 2015
- "50 Most Powerful – No. 2 Dean Cannon," *Orlando Magazine*, June 9, 2011

Affiliations

- Enterprise Florida, Board Member, 2019-2022
- Florida Association of Professional Lobbyists
- Kissimmee/Osceola County Chamber of Commerce
- Leadership Florida Cornerstone, Class 19
- Orlando Economic Partnership, Board Member
- Space Florida, Board Member, 2019-2022

Credentials

- J.D., University of Florida College of Law, 1992
- B.S., University of Florida, 1989

Admissions

- Florida