GRAYROBINSON



Joseph R. Salzverg

Shareholder
Miami/Tallahassee

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Focus

- Administrative and Regulatory
- Government
- Government Affairs and Lobbying
- Land Use Law
- Real Estate

Joseph is a Miami native with over a decade of experience in Florida's political and public policy arenas. He has served as a campaign manager and political consultant to several members of the Miami-Dade Legislative Delegation dating back to the 2010 election cycle. He continues to enjoy very productive relationships with members of the delegation.

Joseph lobbies Florida's legislative and executive branches of government on issues including food manufacturing and distribution, growth management and construction, healthcare, insurance and financial services, local government, regulated industries, transportation, utilities, vessels and waterways, and appropriations.

He also represents clients before local governments on procurement, land use, and general government matters. Joseph has successfully represented clients before Miami-Dade County and its various agencies, as well as municipalities throughout Broward, Miami-Dade, Monroe, and Palm Beach Counties.

Notably, Joseph assists corporate and nonprofit interests in market entrance strategies and community engagement initiatives throughout South Florida. During his representation, Joseph has developed a market entrance and community network strategy for a Fortune 50 company that engages local government and nonprofit partners. This strategy has become a national model for similar efforts.

While in law school, Joseph served as a Legislative Analyst on the Regulatory Affairs Committee in the Florida House of Representatives. During this time, he was responsible for researching, analyzing, and drafting proposed legislation related to banking and insurance regulation, business and professional regulation, and energy and utilities regulation. Subsequently, he was a law clerk with the City of Miami, Office of the City Attorney. In that capacity, he handled zoning, land use, municipal legislation, and general government matters.

Recognition

- *Best Lawyers* in America, Ones to Watch, 2021-2027
  - Administrative / Regulatory Law

  - Government Relations Practice
  - Land Use and Zoning Law
- Florida *Super Lawyers*, Rising Stars, 2022-2026
- "Lobbying Industry's Rising Star," *Influence* Magazine, 2016
- "30 Under 30 Rising Star," *Florida Politics*, 2014

Insights

- "GrayRobinson 2026 Virtual Legislative Session Wrap-Up," July 28, 2026
- "GrayRobinson 2025 Virtual Legislative Session Wrap-Up," July 22, 2025
- "GrayRobinson 2024 Legislative Session Wrap-Up," Miami, April 9, 2024
- Panelist, "Tallahassee Takeover," Urban Land Institute (ULI) Southeast Florida/Caribbean Chapter Leadership Institute Roundtable, April 17, 2024
- "2022 Midterm Election Wrap-up," GrayRobinson Webinar, November 14, 2022
- "GrayRobinson 2022 Special Session Wrap-Up: Property Protection in Florida," Webinar, June 16, 2022
- "GrayRobinson 2022 Legislative Session Wrap-Up," Miami, April 14, 2022
- "GrayRobinson 2022 Legislative Session Wrap-Up," Fort Lauderdale, April 13, 2022
- "What Does a Lobbyist (Actually) Do?" American Bar Association, July 6, 2021
- "GrayRobinson 2021 Legislative Session Wrap-Up," Webinar, May 18, 2021
- "Commercial Real Estate Legal Updates," CREW Fort Lauderdale/Boca Raton "Coffee with CREW," May 11, 2021
- "GrayRobinson Florida Legislative Session Weekly Roundup," March 26, 2021
- "The Winners Circle: Covering Florida's Election Results," November 4, 2020
- "How has the pandemic affected legislative enactments?" National Association of Industrial and Office Properties, South Florida Chapter Webinar, October 22, 2020
- "Who's in and Who's Out?" GrayRobinson Post-Election Pop-Up Forum, August 19, 2020
- "Being a Lawyer in the Modern World," Florida State University College of Law, Cuban American Bar Association, February 18, 2020
- "GrayRobinson 2019 Legislative Session Wrap-Up," Fort Lauderdale, May 22, 2019
- "GrayRobinson 2019 Legislative Session Wrap-Up," Miami, May 21, 2019
- "Look-Back at 2018 Legislative Session; Look-Ahead to 2019," Florida Section Air and Waste Management Association 54th Annual Conference and Expo, Jupiter, Florida, October 24, 2018
- "GrayRobinson 2018 Legislative Session Wrap-Up," Miami, April 10, 2018

Media

- "Lobbyist File — Doing Business on the Fourth Floor, September 22, 2023," *News Service of Florida,* September 21, 2023
- "How South Florida's Growing Transportation Projects Are Setting Up a Feeding Frenzy for Law Firms," *Daily Business Review,* December 6, 2022
- "GrayRobinson Promotes Four Attorneys to Shareholder," *Law360*, September 9, 2021
- "Personnel note: Joseph Salzverg Elevated to Shareholder at GrayRobinson," *Florida Politics*, September 7, 2021
- "Winners and Losers Emerging From the 2021 Legislative Session," *Florida Politics*, May 3, 2021

- "Fourth Floor Files," *INFLUENCE Magazine*, April 2021
- "What's the Status of a Bill to Overturn Key West's Cruise Vote? It's Getting Narrower," *Miami Herald*, March 10, 2021
- "South Florida Real Estate Calendar for the Week of Oct. 19," *Miami Herald*, October 19, 2020
- "Downtown Development Authority to Seek Baywalk Funds," *Miami Today*, October 3, 2019
- "Downtown Tallies Legislative Wins but Worries About Vetoes," *Miami Today*, June 5, 2019
- "State Rep Provides Housing, Update," *Keys News*, May 9, 2018
- "Santa Fe College Looking to Expand Career Opportunities," WUFT TV/FM, February 14, 2018
- "Longboat Key Gains Exemption from State Utilities Bill," *YourObserver.com*, May 5, 2017
- "Florida House Keeps Chipping Away at 'Liquor Wall,'" *Palm Beach Post*, March 14, 2017

Affiliations

- Cuban American Bar Association
- The Florida Bar
  - Governmental and Public Policy Advocacy Committee
- Florida International University Real Triumphs Faculty Award Committee, 2021-2022
- Florida International University President's Council
- Miami-Dade County Community Relations Board, Commissioner-Appointed Member
- The WOW Center, Board Member
- Zoo Miami Foundation, Board of Directors

Credentials

- J.D., Florida State University College of Law, 2015
  - College of Law Cuban American Bar Association
    - President, 2012 - 2015
    - Founder, 2012
  - Jewish Law Students Association
    - Founder, 2012
    - Vice President, 2012 - 2015
  - Peer Advisor, Office of Student Affairs
  - The Justice Raoul G. Cantero, III Diversity Enhancement Scholarship, Recipient
- B.A., University of Miami, Political Science and Business Administration, 2010

Admissions

- Florida

Languages

- Proficient in Spanish