



State of New Hampshire
Governor's Office
FOR
EMERGENCY RELIEF AND RECOVERY
(GOFERR)
STAKEHOLDER ADVISORY BOARD

PUBLIC MEETING

TUESDAY, MAY 5, 2020

1:00 p.m.

In

One Eagle Square

Concord, NH 03301

Stakeholder Advisory Board Members:

Bill	Ardinger
Dean J.	Christon
Lisa	Drabik
Jim	Jalbert
Amy	LaBelle
Al	Letizio Jr.
Donnalee	Lozeau
Scott	Mason
Michelle	McEwen
Nancy	Merrill
Jeffrey	Myers
Hollie	Noveletsky
Kathleen	Reardon
Benjamin	Wilcox

DISCUSSION TEMPLATE

- Congress has Enacted Four Acts.
- NH Allocations of Federal Funds.
- Federal Guidelines on Coronavirus Relief Fund
- Discussion Map of Possible Distribution Process
- Possible Program Points for Discussion

1 P R O C E E D I N G S

2 * * * * *

3 1:00 p.m.

4 JOE DOIRON: Good afternoon and welcome to a duly
5 noticed meeting for the Stakeholder Advisory Board to the
6 Governor's Office of Emergency Relief and Recovery.

7 The Governor's Office for Emergency Relief and
8 Recovery was created when Governor Sununu issued
9 Executive Order 2020-06. That order is publicly
10 available on the Governor's website.

11 Today's meeting is an official meeting of the
12 Board. It's open to the public, and will be run in a
13 manner compliant with RSA 91-A.

14 We have someone on the phone taking minutes, which
15 will be posted to the GOFERR webpage. Meeting
16 materials for the Board and the public can be found by
17 visiting the GOFERR webpage at GOFERR.nh.gov. Again,
18 that's GOFERR.nh.gov.

19 And again, today's meeting is being recorded. I
20 will help facilitate today's meeting.

21 Because the Board is meeting by phone, on RSA 91-A
22 there are a few initial logistics that we need before I

1 turn it over to our Chair, Donnalee Lozeau. First,
2 each of us must state our names, where we are located,
3 and who is with us.

4 As we move through our agenda today, each Board
5 member and anyone else speaking is asked to identify
6 themselves before speaking. Should you choose to take
7 any votes today, they must be done by roll call. We
8 will now proceed with the attendance roll call.

9 I will begin -- and again, we're going to mention
10 your name and where you are located, and who is with
11 you. I am Joe Doiron, Deputy Director of the GOFFER,
12 in the GOFERR office, 1 Eagle Square, in Concord.

13 With me, appropriately socially distanced, is:

14 WENDY GILMAN: Wendy Gilman.

15 LISA ENGLISH: Lisa English.

16 RHONDA HENSLEY: Rhonda Hensley.

17 JOE DORIAN: Thank you. We're now going to
18 proceed with Board members. Bill Ardinger?

19 BILL ARDINGER: Yes, thank you Joe. My name is
20 Bill Ardinger. I am in my home office in Concord, New
21 Hampshire. Thank you.

22 JOE DOIRON: Thank you, Bill. Dean Christen?

1 DEAN CHRISTON: Good afternoon Joe and everyone
2 else. This is Dean Christon. I'm at my office in
3 Bedford and I'm alone.

4 JOE DOIRON: Thank you, Dean. Lisa Drabik?

5 LISA DRABIK: Hi, this is Lisa Drabik. I am at my
6 home office in Londonderry, and I'm alone.

7 JOE DORIAN: Thank you, Lisa. Jim Jalbert?

8 JIM JALBERT: Good afternoon, everyone. This is
9 Jim Jalbert. I'm at my Portsmouth, New Hampshire
10 office, and I am alone.

11 JOE DOIRON: Thank you, Jim. Amy LaBelle? Amy,
12 are you with us? And we see that you're on. Could you
13 please press 5*? Okay. I will come back to Amy in a
14 moment.

15 Al Letizio, Jr.?

16 AL LETIZIO, JR. This is Al Letizio, Jr. Good
17 afternoon, everyone. I am at my office in Windham, New
18 Hampshire, and I am alone.

19 JOE DORIAN: Thank you, Al. Donnalee Lozeau?

20 DONNELL ELOZO: 'Afternoon, this is Donnalee
21 Lozeau, and I am alone in my office in Manchester.

22 JOE DORIAN: Thank you, Donnalee. Scott Mason?

1 SCOTT MASON: This is Scott Mason. I am at my
2 farm office in North Stratford, New Hampshire.

3 JOE DORIAN: Thank you, Scott. Michelle McEwen?

4 MICHELLE MCEWEN: Hi, good afternoon. This is
5 Michelle McEwen. I am in my office at Speare Memorial
6 Hospital in Plymouth, and I am alone.

7 JOE DORIAN: Thank you, Michelle. Nancy Merrill?

8 NANCY MERRILL: Hi, this is Nancy Merrill, and I
9 am at my work office in Claremont, and I am alone.

10 JOE DORIAN: Thank you, Nancy. Jeff Meyers?

11 JEFF MEYERS: Good afternoon. I'm at my home
12 office in Concord, New Hampshire, and I'm alone.

13 JOE DORIAN: Thank you, Jeff. Hollie Noveletsky?

14 HOLLIE NOVELETSKY: Good afternoon, this is Hollie
15 Noveletsky. I am in my office in Greenland, New
16 Hampshire and I'm alone.

17 JOE DORIAN: Thank you, Hollie. Kathleen Reardon?

18 KATHLEEN REARDON: Hi, this is Kathleen Reardon.
19 I'm in my home in New Boston, and I'm alone.

20 JOE DORIAN: Thank you, Kathleen. Benjamin Wilcox?

21 BENJAMIN WILCOX: Hi, this is Ben Wilcox. I am in
22 North Conway at my office at Cranmore Mountain Resort,

1 and I am alone in my office.

2 JOE DORIAN: Thank you, Ben. Just want to circle
3 back. Amy, are you -- Amy LaBelle, are you on?

4 AMY LABELLE: Can you hear me now?

5 JOE DORIAN: We can.

6 AMY LABELLE: Oh, it's a miracle. Amy LaBelle,
7 and I am at my office at LaBelle Winery and I am alone.

8 JOE DORIAN: Thank you, Amy. Donnalee that
9 completes the roll with all members in attendance. The
10 roll call is completed, and I'd like to turn it over to
11 you.

12 DONNALEE LOZEAU: Thank you, Joe, much
13 appreciated.

14 As everyone knows, we changed a little bit today's
15 agenda, and are not having the housing sector
16 presentation today.

17 And so, we'll go right into Item #2 which is a
18 GOFERR presentation and update. There are three
19 different components to that. And Joe, I'll turn it
20 back to you, so that you can manage who from GOFERR is
21 going to be presenting on each of those items. Thank
22 you.

1 JOE DORIAN: Absolutely. Thank you, Donnalee.
2 And again, we're appropriately socially distanced here
3 at the Department of Business and Economic Affairs
4 around a large conference room. I'd like to turn it
5 over to Lisa English. Take it away, Lisa.

6 LISA ENGLISH: All right! So, very quickly, I'm
7 sure everyone here is well aware of Friday's
8 announcement, where Governor Sununu announced
9 implementing a new, modified stay-at-home order, the
10 Stay at Home 2.0, which will be in effect for the rest
11 of May.

12 And part of this guidance outlines steps to reopen
13 our economy, while at the same time monitoring the
14 situation with COVID-19 and working with public health
15 experts.

16 That Stay at Home 2.0 talks about industries that
17 can continue to operate with new, modified guidance,
18 and that's available on the Governor's website, and
19 that addresses public and private campgrounds, New
20 Hampshire state parks and manufacturing.

21 Industries that were able to phase in services
22 starting yesterday, Monday May 4, were certain health

1 care services.

2 And then industries that may begin to phase in or
3 expand services on May 11 include retail stores, drive-
4 in movie theaters, public and private golf courses,
5 barbers and hair salons.

6 And finally, industries that -- the one industry
7 to begin phasing in or expand services on May 18 are
8 restaurants.

9 So I think it's helpful to just keep that in mind
10 as the Board continues to evaluate the information, and
11 pivot toward what kinds of recommendations the Board
12 may want to make.

13 Diving into additional federal guidance, I don't
14 know what time the guidance went up. I know it was
15 sometime before 11:00 last night. So I -- we haven't
16 had a chance to dive into it in detail, but a couple of
17 quick highlights.

18 One is seven pages, so it's a lot more -- it's an
19 FAQ, it's not really additional guidance, and it's done
20 through Frequently Asked Questions. It's much more
21 expansive than it was previously.

22 It does not answer some of the questions that have

1 been out there.

2 For example, it does not talk about whether or not
3 longer-term loans can be used. In fact, the only
4 reference to loans was in a reference to the ability
5 for the state to provide grants for short-term loans,
6 so there's still some question there.

7 And they addressed a couple of real specific
8 examples. So for example on page 4, there is a
9 reference to the ability for a consumer grant program
10 designed to prevent eviction and its assisting
11 preventing homelessness as an eligible expense.

12 There is a couple of paragraphs about small
13 business, talking about what kinds of expenditures or
14 grants would be allowable there.

15 And I think the one thing that goes throughout --
16 that's the commentary on businesses -- is that any
17 assistance should be tailored to assist those
18 businesses in need of assistance.

19 And this term of, "necessary cost" is something
20 that you find throughout the guidance.

21 Let's see. I think that is it for the guidance
22 for now. We can certainly have a more robust

1 discussion as we continue to take a look at it.

2 And I think the last thing on our presentation or
3 update is the lab update. So many of you may be aware,
4 if you were listening in to the Legislative Advisory
5 Board, that Board as well is starting to look more
6 closely at pivoting towards developing recommendations
7 for GOFERR and for the Governor.

8 They're working on specific -- on essentially an
9 Excel spreadsheet that outlines a number of different
10 areas with intended uses in those areas, as well as
11 questions or areas for further study.

12 And so, that's an ongoing process. I know that
13 there's been discussion about possibly having a
14 combined meeting between the two Advisory Boards. And
15 I believe Donnalee may have more information than I
16 have on that point.

17 So unless there are questions about any -- either
18 the guidance or the lab updates from GOFERR, I think we
19 can toss it back to Joe.

20 JOE DORIAN: And real fast, just for the Board
21 members, a copy of that updated guidance from Treasury
22 was sent to your inboxes. We're going to work on

1 getting that to the website. But that is publicly
2 available on the Department of Treasury's website. So
3 for members of the public, you know, if you want to
4 take a look at those updated FAQs, we're going work on
5 getting that on the website.

6 But Board members, that should have reached your
7 inboxes, and of course, you know, with questions, you
8 know, always feel free to reach out. But I'd like to
9 turn it over to you, Donnalee.

10 DONNALEE LOZEAU: Thank you, Joe. Good afternoon
11 again, everybody. The next item on our agenda is a
12 PowerPoint discussion template you've all received, and
13 it has been posted with our meeting agenda, an eight-
14 page slide deck walking through different points that
15 we think would be helpful in setting the table and
16 helping us to get to some clear or clearer direction in
17 where we're going to go.

18 I've asked Bill and Lisa to help out in the
19 presenting of this PowerPoint, and what I'd ask
20 everybody to do is hold your questions until the end,
21 if you could.

22 I'm going to have Joe read the roll when we

1 complete the presentation of this, and then each person
2 will be able to ask their questions and give their
3 thoughts as it relates to -- you know, what's laid out
4 here for discussion purposes.

5 And hopefully, that will help us to get through
6 without bouncing back and forth between hand raising as
7 we move forward.

8 So with that, the first page in the slide deck and
9 the second page in the slide deck I've asked Lisa to
10 present on. If you would, Lisa?

11 JOE DORIAN: And Donnalee, this is Joe. Just for
12 the members of the public that -- just so everyone can
13 have it in front of them, if you go to the website,
14 it's under Advisory Board presentations. And if you
15 scroll down, you'll see today's date, May 5, 2020 -
16 GOFERR Stakeholder Advisory Board Discussion Template.

17 So if -- and again, that's not our website. And
18 if you go to Advisory Board, the tab "Advisory Board
19 Presentations" the dropdown there and scroll to the
20 bottom, you'll find May 5 that attachment there. So
21 it's in a .pdf version for folks there.

22 So sorry to interrupt Lisa, just so folks could

1 have a moment to pull it up.

2 LISA ENGLISH: Excellent. So, the first slide
3 outlines the four legislative acts that Congress has
4 taken in response to COVID-19. And we spoke a little
5 bit about this last week, but just to have pen to paper
6 on this.

7 We have the March 6, 2020 Coronavirus Preparedness
8 and Response Supplemental Appropriations Act. That had
9 CDC funding to states, and provided for some changes to
10 allow for social distancing, such as expanded
11 telehealth related to Medicare.

12 The Families First Coronavirus Response Act, which
13 was enacted on March 18, that established a number of
14 things.

15 It established tax credits for COVID-related sick
16 leave, increased federal support, waived certain
17 Medicare, Medicaid and shipped cost sharing for COVID-
18 related treatment, and approved funding for agencies
19 for COVID-related needs, including additional funds for
20 SNAP, the school lunch program, WIC, and enhanced
21 unemployment benefits.

22 The one that we speak the most about is March 27,

1 the CARES Act, which is the \$2.7 trillion dollar amount
2 that has 880 pages of various financial support: The
3 one-time direct payments to households, forgivable
4 loans to small businesses, there's a lot of the things
5 that we spoke about that we'll see on the next slide,
6 and this is where the \$1.25 billion dollars, the scope,
7 the focus of our collective mission, comes from.

8 And then finally the Paycheck Protection Program
9 and Health Care Enhancement Act from April 24, which
10 builds on programs that were established in the CARES
11 Act, appropriating more than \$300 billion dollars
12 additional for the Paycheck Protection Program, as well
13 as some additional funds for the public health and
14 Social Services Emergency Fund, which is funding for
15 health care providers.

16 So going into the next slide, I promise you I am
17 not going to read through every single aspect of these
18 various provisions.

19 But I think that the most important thing to focus
20 on is this highlighted provision. So it's good to
21 understand the context, so that we know where there are
22 other sources of funds for other entities.

1 But our focus, both GOFERR, and the Stakeholder
2 Advisory Board, is this \$1.25 billion-dollars that
3 comes out of the Coronavirus Relief Fund. And that is
4 the highlighted provision that has the \$150 billion
5 national, so one point two five here in New Hampshire.

6 And so, I think going to the next slide, I'm going
7 to kick it over to Bill.

8 BILL ARDINGER: Thank you, Lisa. On the next
9 slide, Lisa has covered all -- the whole universe of
10 federal legislation and federal appropriation.

11 Those are obviously national aggregate numbers.
12 To us here in New Hampshire, the key question is how
13 much of that federal aggregate money is going to get
14 allocated to New Hampshire.

15 And slide 4 presents a listing of allocations, as
16 prepared last week by our excellent Legislative Budget
17 Assistant Office -- perhaps one of the best group of
18 hard-working budget numbers people I know.

19 So this is a list that shows of all of those
20 federal bills, this is the current as of this day the
21 best estimate of what each one of these programs in New
22 Hampshire will have allocated to us.

1 On -- you can see the highlighted item,
2 Coronavirus Relief Fund that is really -- as Lisa said
3 -- our scope is really directly focused on that fund,
4 which is \$1.25 billion dollars. Our job is to create
5 recommendations on how that money could be allocated,
6 and we give that recommendation to the GOFERR team, who
7 would then work with the Governor.

8 What's interesting about this is this list does
9 not show actual expenditures yet of these allocations.
10 That list is still being worked on by many folks,
11 including the team at GOFERR, so that the state will
12 have a very clear and transparent listing of, you know,
13 how much of this money has been expended.

14 With respect to our \$1.25 billion number. So far,
15 I think that we've seen information come to us -- to
16 actually to the GOFERR Legislative Advisory Committee
17 that showed that almost -- \$125 to 150 million dollars
18 for reimbursing costs of COVID response programs and
19 state agency spending on COVID direct costs, there is a
20 reserve on this \$1.25 for that, I think.

21 And that will be clarified as the transparent
22 accounting goes forward.

1 In addition, the Governor yesterday at his press
2 conference announced an allocation to cities, towns and
3 counties -- local government, and to some first
4 responders -- at least \$40 million dollars.

5 So with this, we see about \$193, maybe \$194
6 million that has been kind of reserved or identified
7 for expenditure. And I'm sure that that number will
8 get clarified and made more precise.

9 The focus of our attention is on that \$1.25 and
10 how do we spend it. And I think what I do is just turn
11 it back over to Lisa for page 5 for a quick reminder of
12 the guidance we're receiving on what the rules are
13 about what we can spend, recommend, what a state can
14 spend that money on.

15 LISA ENGLISH: Thank you, Bill. I should have
16 deferred my update on the guidance until this exact
17 moment.

18 But, very quickly, the CARES Act has three main
19 provisions, the expenditures that we can use the funds
20 for have to be incurred due to the public health
21 emergency. They have to not have been accounted for in
22 the budget, and the expenses need to be incurred during

1 the period that begins on March 1, 2020 and ends on
2 December 30, 2020.

3 These may include expenditures that the state
4 incurs to respond directly to the emergency, so work
5 being done by public health; contact investigation,
6 COVID testing.

7 Also covered can be expenditures incurred to
8 respond to what's called the second order effects of
9 the emergency. That would include providing economic
10 support to those suffering as a result of a business
11 having to be closed, or even a business that has
12 suffered a dramatic loss in revenue as a result of the
13 pandemic.

14 A couple of things that we cannot do: Funds may
15 not be used to fill shortfalls in government revenue.
16 That has been reiterated in the latest guidance, when
17 it says, "These funds cannot be used for example for
18 property tax payments."

19 Expenses associated with the provision of economic
20 support can be covered. So for example expenditures
21 related to the provision of grants is something that
22 can be covered by this.

1 And may government retain assets purchase with the
2 funds? Yes, if the purchase of the asset was
3 consistent with the limitations on the eligible use of
4 funds provided in the CARES Act.

5 In other words, it is one of those challenging
6 places to draw a bright line, and the guidance hasn't
7 entirely fleshed that out for us either.

8 Did I miss anything, Bill?

9 BILL ARDINGER: I would just -- no, I think those
10 words are directly from the actual Federal Treasury
11 Guidance, in the new Guidance that came out last night.

12 And again, as Lisa said, everyone's got to take
13 some time to looking through it. It is said that
14 governments may use fund payments in the case -- it
15 says that just in the case, it doesn't limit it to it,
16 but public or private hospitals in the form of a grant
17 or short-term loan.

18 That's the first term the Guidance has addressed -
19 - the use of short-term loans as potential qualifying
20 expenditures.

21 DONNALEE: Thank you, Bill, thank you Lisa. Do
22 you want to add anything else, either of you?

1 BILL ARDINGER: No, ma'am.

2 LISA ENGLISH: No, thank you.

3 DONNALEE: Okay. So the first five slides were
4 designed to kind of set the table for where things are,
5 what the different provisions were, and the federal
6 acts. As all of you know, when people call us and talk
7 to us, or even when we're looking at some of these
8 things, you're not certain how many times, you know,
9 which federal act it might fall under, or which funding
10 people are referring to.

11 And so I think that -- you know, hopefully this is
12 helpful in making those distinctions for all of us.

13 Slide 6 is an opportunity to talk about a possible
14 distribution process. As we have been rolling out our
15 meetings, we have set them up in a way that we hear
16 from different organizations, and then as I've referred
17 to it, we have a capstone of a broader organization.
18 That could potentially be a distribution entity, so to
19 speak.

20 And so if you look at this map, it again focuses
21 on -- you know, the money that we're talking about in
22 our role. And then it lays out direct grants -- you

1 know, right to state government, right to local
2 government -- as the Governor did this week --
3 hospitals, potentially others that could be a broader
4 group that might get something direct.

5 And then indirect grants. And how those indirect
6 grants could go out would also include some different
7 state agencies like DHHS, BFA, CDFA -- I'm using all
8 the acronyms, so Business Financing Authority, the
9 Community Development Finance Authority, the Housing
10 Finance Authority.

11 Could also -- local government, others.

12 And then the nongovernment organizations, such as
13 the Charitable Foundation, Regional Development Corps -
14 - you know, other groups.

15 This is not meant to be an all-inclusive list.
16 It's meant to demonstrate the idea of using this type
17 of process with entities that are designed in such a
18 way that they typically will get money out to others,
19 whether it's grants or loans.

20 They manage the application process, the support
21 process, the guidance, the compliance, the review --
22 all of those types of things in a way that I think

1 would be hard to recreate from whole cloth and ignore
2 some of the things that are already workable and in
3 place.

4 So, you know, that is kind of a process for
5 discussion and your input.

6 And then the last two slides 7 and 8 are meant to
7 be just discussion points. They certainly aren't all
8 the discussion points, but it was just kind of a
9 rolling train of thought about things that we might
10 want to discuss or weigh in on.

11 So the prioritization of recipients: How would we
12 recommend a priority for various possible recipients?
13 Would it be like we talked about in the beginning, you
14 know, based on where we are in the process? The
15 immediate crisis, the recovery, or the -- you know,
16 what do we look like going forward?

17 The timing of distribution: Should we be trying
18 to match the reopening process? Prioritize in such a
19 way. You know, as Lisa said in the beginning, the
20 Reopening Task Force is working with the Governor and
21 making recommendations about who's going to open next.

22 The hair salons are opening. Should we be --

1 excuse me -- looking at providing funds to them if they
2 need it in order to open properly.

3 Restaurants are coming up in another week or so.
4 You know, would they be something that we would
5 prioritize? So that we were matching kind of that
6 rollout.

7 Doesn't mean that they'd be the only ones we'd
8 recommend, but does that process make sense?

9 The direct grant versus using the existing
10 distribution entities, which is what we talked about on
11 that map, you know, comparing the effectiveness of
12 direct grants to ultimate recipients, using those
13 distribution entities.

14 The formula distribution, versus the reviewed
15 distribution, right? Is it possible to develop
16 automatic formula for fast distribution, or should all
17 the grant applicants be reviewed in advance for their
18 needs up front.

19 So could we just say based on this formula, we're
20 going to give you money which there are many federal
21 grants like that. You know, fuel assistance is a good
22 example of something like that.

1 So based on [this] amount of people in [these]
2 areas, [this] amount of money is the formula that will
3 go to Hillsborough County, versus what might go to
4 Stratford County.

5 Prescribing the use of funds: No restrictions or
6 limited restrictions? Would we, you know, should
7 grants be for specific approved uses? Should
8 recipients have full discretion on how to spend?

9 Permanent grants versus reconciliation of actual
10 needs? Should there be reporting and review after the
11 grant, to evaluate whether funds were actually
12 necessary. I mean, we want to make sure that people
13 aren't just getting money for the sake of getting
14 money.

15 The impact of receipt of other relief funds from
16 other sources, like you saw in slide 4. Plus
17 charitable contributions. Plus, you know, money that's
18 been raised through fundraising and donation receipt.

19 Should we be looking at some of that as we
20 determine greatest need? You know, the grants versus a
21 forgivable loan versus a payable loan. Should we be
22 looking at distribution as grants, loans, with possible

1 repayments, or all of the above? I mean, that's
2 certainly possible as well.

3 I think there's some businesses and non-profits
4 that are afraid to take on payable loans because
5 they're worried about carrying more debt on their
6 books, and what does that mean to their future.

7 What happens to funds that are returned? If the
8 loans are repaid, how would repaid funds be used?
9 Should they be directed towards, you know, what the
10 future might look at? The business resiliency, you
11 know, the continuity of business and delivery networks.

12 And then the last item on the page is talking
13 about unintended consequences. You know, what
14 unintended consequences should we watch for?

15 You know, I would say, you know, instead of
16 getting all these funds out door lickety-split, I think
17 we want to be very careful, you know -- and no
18 aspersions, but we certainly don't want to be in a
19 situation of Shake Shack or the Lakers for how money
20 went out, and then people, you know, regretting that it
21 happened and trying to get the money back.

22 So how do we look at those things in a way that

1 makes sense and gives fair consideration? Clearly,
2 it's not going to be easy to make all things fair and
3 equal and have a level playing field, but we can
4 certainly encourage efforts in that direction.

5 So overall, those were kind of a thought process
6 to try to give us an opportunity to talk some of these
7 things through. I did ask you all to be prepared, and
8 reminded you several times that we'd be calling on you
9 for you to weigh in on this.

10 And again, rather than having hands up, and joe
11 having to watch that deck and try to do things in
12 order, I think we'll just go with the same order as
13 roll call, have folks weigh in, and then from there
14 we'll decide kind of how we talk through what everybody
15 has said.

16 And with that, Joe, I'm going to get back to you
17 to let's try that approach.

18 JOE DORIAN: Thank you, Donnalee. And so, we're
19 going to go down to roll call.

20 But again, I just want to remind folks who might
21 have joined the call, this is a duly noticed meeting of
22 the Stakeholder Advisory Board. This call is being

1 recorded, and we are running the meeting compliant
2 with RSA 91-A.

3 So we will go -- like Donnalee said, we're going
4 to go down the roll call, and its 5* to -- or I should
5 say 5* to speak if you haven't already entered in. So
6 we're going to go to Bill Ardinger alphabetically.

7 BILL ARDINGER: Thank you, Joe, and thank you
8 Donnalee for setting this out for our group. I think
9 what my comment is that it is very important, I
10 believe, as one member, for our group when we
11 contemplate what kind of recommendations we can give to
12 GOFERR for their work with the Governor is that we
13 think about what the actual program recommendation
14 would be.

15 And that need -- that has a process, at the end of
16 the process, once we know what kind of our various
17 types of recommendations might be as a matter of form,
18 we'll get to the process that the legislative group is
19 already kind of starting on, where they're starting to
20 identify amounts of money into which recipient.

21 In this case, I think the Stakeholder Board has
22 not yet heard from very important sectors and

1 businesses and non-profit interests and government
2 interests.

3 And so, it's important -- I think it's very
4 helpful for us to take the time to look at this and say
5 if we could recommend to the Governor a format for how
6 he should think about implementing and operationalizing
7 these grant and disbursements from this fund, we would
8 want to say things like for example -- and this is
9 where it jumped out for me very strongly -- he should
10 try to the extent possible to use existing intermediary
11 agencies like Housing Finance, like the Department of
12 Health and Human Services, like Business Finance
13 Authority or CDFA.

14 And it doesn't necessarily just have to be
15 government agencies, it could also be nongovernment
16 agencies like New Hampshire Charitable Foundation, who
17 made a great presentation.

18 You know, using those existing distribution
19 systems, which have their own connections to many
20 businesses -- many nonprofits, many organizations -- is
21 a more efficient way to get the money out than simply
22 direct grants.

1 Like the Government said yesterday to local
2 governments, that's a limited pool. I think direct
3 grants make sense there -- perhaps even direct grants
4 to licensed hospitals. That makes sense.

5 But I think I wanted to just very strongly support
6 the use of our existing intermediaries who have staff,
7 and who have capabilities of reporting. Because I
8 think reporting is going to so important to the federal
9 government on this.

10 That completes my thoughts, and I thank you for
11 doing this work.

12 JOE DORIAN: Thank you, Bill. Proceeding
13 alphabetically to Dean Christon. Go ahead,

14 DEAN CHRISTON: Thank you, Joe. So Donnalee, thank
15 you for this very thoughtful and comprehensive sort of
16 way of thinking about the challenge that we have before
17 us.

18 I'll start by I guess agreeing with Bill that I
19 think that it makes a lot of sense to focus on using
20 existing infrastructure where that's possible, and
21 making recommendations to use those intermediary
22 organizations that already are in place that have the

1 reporting capability, that have the networks, the
2 structures and sort of the experience to be able to do
3 this responsibly and also, quickly -- I think or at
4 least as quickly as can feasibly be done.

5 Moving from there, some of the other points you
6 make I think it would make a lot of sense for us as a
7 group to take the data that we're collecting, and then
8 make recommendations that say here are some sectors or
9 areas where we believe it is appropriate to make some
10 investments.

11 Because the data, the information we've received
12 and can that there are significant issues, challenges
13 there, that the state needs to deal with and these
14 resources are available to help with that.

15 And within those sectors, perhaps to establish
16 some priorities for areas for the types of activities
17 that we think ought to be given priority for funding --
18 again without necessarily getting into the notion of
19 making specific recommendations about specific grants,
20 if you will, for particular organizations or even
21 specific industry, but making it clear that a
22 particular sector or subsector is an area of focus, and

1 here are some priorities, here are some concerns, per
2 HPI.

3 We have to go to your point about things to sort
4 of watch out for.

5 And to do all that in a way that allows for the
6 release of these dollars in a -- not only an efficient
7 way, but also expeditiously.

8 Because I think one of the concerns that people
9 have is that there's a lot of angst, there's a lot of
10 pain now. These resources are available. We want to
11 distribute them as quickly as we responsibly can.

12 So I think the idea of figuring out where our sort
13 of primary focus points are, making some good
14 recommendations about that, and then using really the
15 opportunity that GOFERR has working with hopefully
16 those intermediary organizations to refine that down
17 makes a lot of sense. Thank you.

18 JOE DORIAN: Thank you, Dean. Proceeding
19 alphabetically, Lisa Drabik. Go ahead, Lisa.

20 LISA DRABIK: Hi, everyone. So I am new to this
21 group, but I want to let you know that I have done my
22 best to go back and listen to the audio recordings of

1 the meetings that I was not a part of, review the
2 minutes, and I've also spoken with Donnalee in order to
3 try and get caught up a little bit.

4 As far as chiming in with what I've learned so far
5 and reviewed, I have to say I'm in agreement with both
6 Dean and Bill in that we need to focus on a framework
7 for recommending sort of pass through entities or
8 distribution systems who already have the capability to
9 do this and do it somewhat quickly, but also
10 responsibly, given that I don't think we want to be in
11 the business of recommending certain amounts to certain
12 entities -- as was mentioned I think by Dean, but
13 rather focusing on a priority of certain sectors.

14 And while I would like to do it if at all
15 possible, in terms of the reopening trying to tie to
16 the timeliness of funds where they're needed as things
17 reopen, I don't know that would actually be possible in
18 practical reality, given what the Governor has done so
19 far -- how quickly some things are going to come online
20 in terms of restaurants and hair salons and those sort
21 of things.

22 But maybe that could be included as part of the

1 larger priority list as to sectors.

2 As to a formula, boy I would love to be able to
3 come up with one, but I think that again it's going to
4 have to be left to the capable hands of some of these
5 distribution entities that have already been
6 identified. And that's all I have to add at this time.

7 Thank you for all the work that you all have done
8 thus far, and I'm honored to be a part of this group.

9 JOE DORIAN: Thank you, Lisa. Proceeding
10 alphabetically to Jim Jalbert. Go ahead, Jim.

11 JIM JALBERT: Totally agree with the first three
12 individuals that spoke. I would expand on the
13 intermediaries and include more state agencies -- cite
14 a specific example, there are some lesser community
15 programs that provide transit that were not included in
16 the FTA funding that came through; out of \$158 million
17 dollars, I think New Hampshire got "\$38.7."

18 These agencies desperately need some form of
19 revenue or source of funding. Easter Seals, as an
20 example presented last week would be one of them, and
21 the DOT already has programs in place, because they
22 administer other FTA funding that could be very

1 helpful.

2 The other thing is I think that some of the
3 framework that came out from the various funding
4 vehicles in CARES 3 represents a good baseline for us
5 to work with. They need to be improved upon.

6 I think about the Main Street program and certain
7 pieces of the PPP, and also the airline programs. So
8 we could perhaps learn from that, as we start having
9 the discussion about grants versus forgivable loans
10 versus payable loans.

11 And finally, getting back to grants versus loans,
12 we have to be very careful that if we have viable,
13 essential businesses or essential services that are
14 provided in the state of New Hampshire that we try to
15 balance what people borrow versus what they get for a
16 grant, because they can borrow themselves out of
17 business.

18 And it is bothersome to me when, you know, if we
19 get into a situation where people are getting PPP
20 funding, and then they want to come to us and then they
21 want to borrow money for supplies and things like that,
22 they may not be in the best financial condition. And

1 regardless of what we do for them, they may not make it
2 after the fact.

3 And so, we want to make sure that we help people,
4 help entities, organizations that are viable and have a
5 real solid chance of not only getting to the other
6 side, but becoming vibrant and becoming self-sustaining
7 after a period of time. Thank you.

8 JOE DORIAN: Thank you, Jim. We're going to
9 proceed alphabetically to Amy LaBelle. Go ahead, Amy.

10 AMY LABELLE: Hi there. Can you hear me??

11 JOE DORIAN: We can.

12 AMY LABELLE: Excellent. Thank you all for taking
13 the time to go through this, and I wanted to be here
14 with all of you trying to shape this very difficult
15 landscape.

16 I won't repeat what I've already heard, all good
17 thoughts, but I guess what I'm feeling is an extreme
18 sense of urgency. Whatever we do needs to be done
19 quickly -- you know, as quickly as we can to help these
20 folks.

21 You know, I -- obvious I'm in the event,
22 restaurant and winery industry. And I heard two more

1 restaurants yesterday -- friends of mine -- people who
2 have very solid, good businesses, say they threw up
3 their hands and said, "That's it, we're out, we can't
4 do this, we're not going to make it."

5 If relief and help doesn't come quickly, we're
6 going to see that happening more and more, and it will
7 forever change the landscape of the fabric of our
8 cultural -- you know, restaurant industry in New
9 Hampshire.

10 Small family businesses are not making it, where
11 large corporate -- you know, chains will. And I
12 strongly urge us to make the decisions we need to make
13 quickly, so that we can get the help to these folks
14 when they need it now.

15 And I'm not just talking about restaurants. You
16 know, I also have a friend who told me yesterday that
17 she's going to close her school/day care, because she
18 doesn't have the cash to continue.

19 This is a very difficult time for these smaller
20 family businesses -- many of whom, you know, this is --
21 many of whom had strong businesses before this started.
22 It's not their fault, this is an untenable situation.

1 And I think I would urge speed. And yes, I also think
2 that going through existing -- you know, government
3 channels -- is the right thing to do.

4 So that's my contribution for today.

5 JOE DORIAN: Thank you Amy. We're going proceed
6 alphabetically to Al Letizio, Jr. Go ahead, Al.

7 AL LETIZIO, JR.: Okay. Hey, I'm not going to
8 repeat what was said by those before me, but I think
9 we're all on the general same page so far, from
10 everything I'm hearing.

11 But I'm going to concur here with Amy that I think
12 that we do have to keep in mind that there is a sense
13 of urgency in what we're doing. And we've been asked
14 to do something.

15 So we have not been asked so much to be as much
16 visionary as I think we need to be sort of on the
17 strategic/tactical, and with recommendations that are
18 concrete and not too lofty, so they can be put in the
19 practice.

20 So in an effort to proceed with that urgency, I
21 might just go a couple steps further with some
22 specifics and throw that out there for folks'

1 consideration.

2 So I am -- I would agree with Bill Ardinger as
3 well, that I prefer using distribution entities to
4 administer the application process, which I think there
5 should be an application process for folks to obtain
6 funding.

7 So I think using established systems and
8 continuances of these organizations is the way to go,
9 rather than trying to reinvent the wheel.

10 Much like you look at organizations -- federal
11 entities like the USSDA model, and, you know, they
12 provide funds for folks to use for 504 and 78 Loans,
13 but they don't directly distribute them. They have a
14 network of agencies and banks, and that whole group
15 essentially implements the process.

16 So in modeling that, using that as a model, I
17 think using the distribution entities and existing
18 distribution systems, these intermediary agencies, both
19 government and nongovernment, is the way to go. Their
20 capabilities to administer and report are it.

21 So to get a little bit more tactical in it, I
22 would look at us using these entities and organizations

1 to get the word out to advertise the availability of
2 the funding and how to apply for it for folks who need
3 it.

4 I would then further suggest that we ask the
5 distribution entity to devise maybe a simple page
6 application -- one page application that can be sent
7 out to our group for approval. So that could be a
8 template that could be used for folks to concretely
9 apply and express their needs.

10 The next step is I would suggest that we look to
11 distribution entities to then take in applications and
12 process applications for folks who are in need on some
13 type of a fixed timeline, so that when these are
14 collected at the end of that period, whether it be --
15 and I'm proposing probably a matter of weeks, a couple
16 weeks -- that the distribution entities would report
17 back to us so that we know how much is being requested.
18 I mean, what's the universe of what the need is.

19 Because we have a finite amount of funds. It
20 sounds like a lot of money, but, you know, that's
21 somehow going to be reconciled with what the need is,
22 in a realistic way.

1 So I would then take a look at what our Board
2 would do next in a couple steps. So I would look at
3 another session being that our Board brainstorm and
4 divide the list of the sectors, that we -- the
5 university of what we believe the general sectors are.
6 Not specific entities or companies or organizations,
7 but the actual sectors. Let's come up with a complete
8 list ourselves as to what we think those sectors could
9 be.

10 And then I think that, you know, we do -- what
11 I've seen done in many of these community and
12 government groups of prioritizing is that we assign
13 each Board member with 100 points, and we set up a
14 spreadsheet, and, you know, across one axis is a list
15 of all the sectors and across the other axis is a list
16 of all the Board members.

17 And we take our 100 points and we individually
18 apply them to the sectors that are, in our opinion, if
19 we were to give out 100 points, where would these
20 points be applied to by sector, we aggregate that to
21 the whole Board, and see where we come up with.

22 You know, what is the general thought of how it

1 adds up with everybody's equal input. And then we can
2 come up with some rough percentages there of what we
3 could apply to the \$1.25 billion to say, you know, X
4 amount towards this sector, X amount towards that
5 sector.

6 So as we're doing that, we could then maybe
7 compare what we have to what comes back in reality from
8 these entities that are coming back with actual
9 applications of needs.

10 And then at that point do some type of
11 reconciliation ourselves, so that we could make a
12 recommendation to review with the Governor.

13 And I also think -- and I'm going to, you know,
14 again, a little bit more technical in some of the
15 things that I've heard.

16 But I would propose that everything that is given
17 out should be given out in the manner of forgivable
18 loans; not meant to be a loan, but just having the
19 capability to have accountability.

20 So not making it impossible for someone to have,
21 you know, receive the money for what they need, but to
22 just have some type of follow-up that provides a follow

1 up on the application like the PPP process has, to show
2 that yes, funds were used consistently with what the
3 need was that was expressed in the application.

4 If in fact some funds do get given out, and not
5 get used that way, and then turn into a loan, in that
6 strange circumstance, then I do think that there's a
7 time period that that could get paid back, and that
8 that go into a fund that is specifically used at the
9 Governor's discretion, specify to be allocated for aid
10 for COVID-19.

11 I would not be opposed to a prioritized rollout,
12 based on the most timely need, based -- you know, based
13 on whose opening first. And that should be a question
14 asked on the initial application.

15 So I hope that's not too granular or tactical, but
16 I do think, like Amy says, we have to really be
17 thinking about next steps and moving the ball forward.

18 JOE DORIAN: Thank you, Al. We're going to go
19 Donnalee Lozeau. Donnalee, go ahead?

20 DONNALEE LOZEAU: Thank you, Joe. I want to be
21 careful, because I feel as though I've laid all of this
22 out for everybody, and I don't want to take up too much

1 time. And I do think that we do have to take next
2 steps, which is why I pivoted for today's meeting, was
3 to say, "Okay, let's make sure that we're not spending
4 week after week simply hearing from cross-sections of
5 groups."

6 We also need to read the responses of the people
7 that are not verbally presenting, because they have
8 very different flavors and ideas. And we also should
9 try to put a structure in place similar to what Al is
10 describing in the sense of moving forward with next
11 steps.

12 I agree with the urgency. I know the clock is
13 ticking. I don't want to do it in a manner that we
14 regret. And as much as I understand sectors and a
15 voting system like with so many points, I'm not sure
16 that we have the time for something quite that deep.

17 Looking at the North American Industry
18 Classification System, which I did a couple of weeks
19 ago, and recognizing that they have 20 sectors, and
20 trying to figure out how all that plays I think is very
21 difficult.

22 So I thought maybe some of our first

1 recommendations would be about process. The
2 expectation of those distribution entities were because
3 they already had things in place to develop the
4 application.

5 What do we want to make sure they think about is
6 something I think we could recommend as well; that this
7 is important or that's important, whatever those top
8 three or four things are.

9 And they of course will probably think of things
10 that we wouldn't think of.

11 And part of this is because of the challenge of
12 how our meetings have to be conducted right now, and
13 the time in which we have to do our work.

14 The other thing that I would put on the table is
15 support entities. So -- and let me explain what I mean
16 by that quickly.

17 So typically if you go to the BFA or to a bank for
18 a business loan, you normally go in with a business
19 plan -- something that you're going to present, people
20 are going to sit back, they're going to measure whether
21 that's a solid plan or not, whether it needs some
22 attention. They may send you back to tweak it, you

1 know, that sort of thing.

2 There are entities that are out there in our state
3 now that help businesses determine whether their plans
4 are sustainable, and where they might be able to add or
5 take away something that would make them more
6 sustainable or what level of capacity they're going to
7 build.

8 The same is true in the non-profit world. You go
9 to the Charitable Foundation program. They may say,
10 "Hey Donnalee, that's a great idea, but it's not ready
11 for primetime, you need to go back." We have staff
12 that's going to help you redevelop that idea.

13 And the same for -- so we've got businesses --
14 non-profits, which are also businesses, but then you
15 also have children and families.

16 And the support entities that are out there, when
17 those doors open, and we're faced with children that
18 have been victims of horrible things that have gone on
19 in a few months without any adults in their life, when
20 the child care organizations need to open again and be
21 prepared, when mental health needs to be able to
22 support things, all of those would -- those three

1 separate areas I think need us to recommend supporting
2 financially for capacity building to those support
3 entities in those arenas that could be doing work right
4 now, so that we're not in a situation when all of this
5 hits... you can't get all the applications through BFA,
6 or can't get them all through the Charitable
7 Foundation, can't get them all through a state agency.

8 So how do we help support, so that people are
9 putting their best foot forward, eyes wide open real-
10 time?

11 So that would be another thing that I would just
12 add to the table. Thank you.

13 JOE DORIAN: Thank you, Donnalee. We're going to
14 proceed alphabetically to Scott Mason. Go ahead,
15 Scott.

16 SCOTT MASON: Just a couple thoughts as I read
17 through the list and as I listen to other people's
18 comments. I think one of the things we need to think
19 about as we engage agencies or other distribution
20 systems is the cost of what these folks are going to
21 charge for their services.

22 And that needs to be -- you know, we're not asking

1 those questions in our questions, and if we're going to
2 be trying to set this up, I think we need to have
3 somewhat of an understanding of what these folks are
4 going to need to get in order to perform some of these
5 tasks.

6 I do agree with the concept of trying to set
7 funding priorities with an eye towards helping the
8 economic system recover.

9 And I think it's important that we -- you know,
10 there are certain things that have got to be up and
11 running and working as the economy starts to recover.
12 And I think, probably obviously one of the biggest ones
13 is child care systems.

14 And it's going to -- it may take a little bit more
15 help from the GOFERR to get some of these programs up
16 and running that are essential to the economy coming
17 back to normal.

18 And finally, my last thought is that I think we
19 need to make sure that whatever we're doing we are
20 encouraging the free market system to work, and we're
21 not getting in the way of new ideas and new thoughts on
22 how to do business under the COVID-19 conditions that

1 will probably continue at least into the next year or
2 two.

3 And I would hate to think that we are encouraging
4 folks not to change basic business practices that need
5 to be changed. Thank you.

6 JOE DORIAN: Thank you, Scott. We're going to go
7 -- we're going to proceed alphabetically to Michelle
8 McEwen. Go ahead, Michelle.

9 MICHELLE MCEWEN: Hi, thank you, yes. I'm not
10 going to repeat everything I've heard and agree with,
11 other than say I believe proposing a structure for
12 getting the funds out there to the government makes a
13 lot of sense, as does using the distribution agencies.

14 They provide us with an efficiency, a network,
15 communication, education, all the different things that
16 I've heard are really important to try to get the funds
17 out as soon as possible.

18 Scott brings up a good point to make sure that,
19 you know, there's some expectations from our group in
20 regards to fees if they charge fees. And of course
21 they're going to have to staff up to do this. So they
22 will incur costs.

1 I also move to the tactical, like Al did, and I
2 believe it should be a forgivable loan process. It
3 should be an application. It should describe what
4 their needs are. It should take into consideration
5 other funding mechanics they've already gotten, and
6 have certain expectations around those funds.

7 I do worry small businesses are going to borrow.
8 And that may be the wrong decision for their long-term
9 viability. But if it's a forgivable loan, they
10 understand what the expectations are, it provides them
11 an opportunity to prosper in the future.

12 And what else do I have? One of the thoughts I
13 had -- I know there's a sense of urgency, and I feel
14 it as well -- the concern I have is we really don't
15 know, if I had to identify what our needs are for any
16 sector, it's -- part of that is unknown, since we
17 really don't know when this is going to end. When will
18 we sort of come back to normal? It may not be the same
19 for everybody.

20 And whether or not we would consider sort of two
21 waves of financing. You know, do you set aside two-
22 thirds of whatever today to get out there quickly, and

1 then maybe a second wave to identify maybe those that -
2 - geez, the slope to return was much longer than
3 expected, their needs are much more than they
4 originally expected.

5 So just to take that into consideration. I think
6 we'd all love to be able to feel like, you know, COVID
7 goes away, we all turn our lights back on, and it's
8 back to normal. But I just don't think that's going to
9 be the way things are.

10 If in the event there's a situation that the
11 forgivable loan doesn't become forgivable, they don't
12 meet the criteria -- I mean loans need to get paid back
13 -- I would just love to be able to see New Hampshire
14 reinvest in public health, whether that's vaccinating
15 our residents or doing something to try to prevent
16 something like this from happening again in the future.

17 So other than that, everything else I have is sort
18 of repetitive, so I won't go any further. But thank
19 you.

20 JOE DORIAN: Thank you, Michelle. Proceeding
21 alphabetically, we're going to go to Nancy Merrill. Go
22 ahead, Nancy.

1 NANCY MERRILL: Hi. I as well don't want to be
2 repetitive. I'm in agreement really with the rest of
3 the group so far, in terms of using the existing
4 systems we've got in place. They're ready -- once
5 funding is available, they are ready to move those
6 funds out, they don't have to really set anything up.

7 I think that just following up on the last
8 comment, I also see at least two waves in this. And I
9 know that funds need to be sort of out the door by the
10 end of the year, but we've got immediate which Amy
11 mentioned, we've got places that have been without
12 revenue now for eight weeks.

13 So, you know, they're already into this for a
14 couple of months. So they're -- if we want our Main
15 Streets back in any sort of condition, there is an
16 immediate need. But there also is a recovery period.
17 And for some, especially in hospitality, it's going to
18 be a period of time.

19 And I think we are going to see a second wave of
20 need sort of come in June and July when some of the
21 federal recovery programs run out, like the PPP.

22 So anyway, I get a little concerned about formulas

1 that are just sort of based on population, because I
2 don't know that they really reflect need. So I would be
3 a little concerned about that.

4 I think an application process of some type, easy
5 and quick that would ensure that funds were really
6 being distributed to small and large throughout the
7 state, where the need exists is great.

8 And in terms of Donnalee's comments on, you know,
9 the business incubators, the SBDC and those around the
10 state that are working to help small businesses retool,
11 rethink business plans -- really important right now.
12 So I would love to see them somehow get into the mix of
13 this.

14 I think that's all I've got.

15 JOE DORIAN: Thank you, Nancy. We're going to go
16 to -- we're going to proceed alphabetically, and Jeff
17 Meyers, the floor is yours.

18 JEFF MEYERS: Thank you so much, I appreciate it.
19 First off, Donnalee, thank you for pulling together
20 this presentation and coordinating with others to do
21 so. I think it's very helpful in framing up a lot of
22 the issues.

1 I've got a few thoughts. First, I think it's
2 going to be essential that our recommendations reflect
3 the abilities of both our governmental partners and our
4 nongovernmental partners across the state to be able to
5 push this money out to a process.

6 I can tell you from my own personal experience as
7 Commissioner of health and Human Services for four
8 years, that it's not easy to spend money quickly and do
9 in a thoughtful, in an effective manner.

10 You can always just push money out, but you've got
11 to be able to do so in an efficient way, and in a
12 purposeful way, as I'm sure you all appreciate.

13 And, you know, one of the questions that I don't
14 think is fully answered yet is what does this December
15 31, 2020 deadline mean in terms of our distribution of
16 these funds.

17 Does it mean that if we give money to HHS for
18 example, or to BFA for example, or to one of the non-
19 profit organizations that would put money out?

20 Is the distribution or the allocation of funds to
21 that organization, is that the only thing that has to
22 be done by the thirty-first of this year, or does the

1 money actually have to be spent?

2 And I've had a lot of personal experience with
3 spending the state's money, as most of you know, and it
4 doesn't happen overnight.

5 And so, there's a sense of urgency not only to
6 respond to the crisis that we're in, but there is a
7 sense -- there should be a sense of urgency in quickly
8 coming to agree upon methodology in process of putting
9 the money out so that we know it will go out.

10 And we're not risking -- in the absence of any
11 other guidance to the contrary that we ensure that it
12 is able to be spent fully by the end of the year, so
13 that it does address the needs that are out there.

14 Secondly, I think its incumbent upon us to come up
15 with a methodology. Lisa English said at the beginning
16 of the meeting today that we are focused on the \$1.25
17 billion. And I agree with that, we are focused on how
18 we will allocate through various means \$1.25 billion
19 dollars.

20 But on the other hand, that can't be done in a
21 vacuum. There are -- as slides 3 and 4 in the
22 presentation kind of referred to -- there is a lot of

1 money -- other money that's come into New Hampshire
2 that does not address all needs. I'm not suggesting
3 that at all, but certainly starts to address these in
4 many sectors.

5 And I think that those funds have to be taken into
6 account, in deciding how to utilize the \$1.25 billion.
7 We want this -- in my view, we should be attempting to
8 prioritize the \$1.25 for needs that may not have been
9 able to be addressed yet through other funding, and
10 coordinated with other funding.

11 And it's called "the coordination of benefits" is
12 how I think about it.

13 So as we prioritize how this money should be
14 spent, we need to take into account everything that's
15 come into the state, everyone who's had access to some
16 funds, so that that can be taken into account in our
17 recommendations.

18 And to that point, I would just add very quickly -
19 - I think it's on slide 4, I know LBA has done a good
20 job of pulling this together as of the twenty-ninth,
21 but I can tell you that last Friday another \$115
22 million was allocated to the states through the rural

1 hospital program under the CARES Act. So that money is
2 not on that list.

3 There's also a very significant claims
4 reimbursement program that's been authorized by HHS.
5 So they will be using CARES Act funds from the initial
6 \$100 billion dollars that was allocated to CARES that
7 paid to reimburse providers who's tested or treated
8 COVID patients who were uninsured.

9 And there's no cap on the total amount of that
10 program right now is estimated that HHS will spend
11 through PURSA, the health resources agency part of HHS,
12 that they'll spend somewhere between \$10 and \$20
13 billion.

14 So there will be a very significant amount of
15 those funds that will come in New Hampshire as well.
16 And there's maybe some ways of estimating what that
17 impact may be. That program just started. There's no
18 funding that's been released yet.

19 The funding will -- those claim reimbursements are
20 being applied for now, and the funding will start being
21 disbursed I think around the middle of this month.

22 So I think we need a sense of urgency in our work.

1 I think we need an agreed upon methodology that takes
2 into account all of the money coming into the state,
3 and I -- as I said at the outset, I think we have to
4 rely heavily on both our governmental partners and on
5 our non-profit and private-sector partners in order to
6 kind of get this money out effectively. So thank you
7 very much.

8 JOE DORIAN: Thank you, Jeff. We're going go next
9 alphabetically to Hollie Noveletsky. Hollie, the floor
10 is yours.

11 HOLLIE NOVELETSKY: Thank you. I like the
12 distribution process framework that's been laid out. I
13 would suggest that in looking at all these submits that
14 we've had, there seems to be a division of requests for
15 larger amounts of capital versus very small amounts.
16 Some organizations are looking for very minimal
17 amounts.

18 And trying to break down the channels that they
19 access that money into maybe those that are looking for
20 larger amounts and smaller amounts. So that you have
21 looking at the distribution framework that's presented,
22 you still have the direct grants to the state, local

1 hospitals.

2 But under the indirect grants still using the
3 government's NGOs, breaking that down even further to
4 the non-profits that are looking for less than \$50,000
5 and those looking for greater than \$50,000 and maybe
6 streamlining those processes in each of those areas.

7 And then again on the for-profit side, there are
8 the businesses that are looking for small amounts of
9 money -- less than \$50 and more than \$50.

10 But then also separating out the homeowners and
11 renters who are just looking to make their mortgages
12 and payments, and making them not have to go through
13 the same process.

14 That -- I also agree with the idea of a forgivable
15 loan, as these are public dollars, and we need to have
16 some accountability for them.

17 And there is truly going to be a second wave of
18 sequelae from this, and I think we need to make sure
19 that there is some money there for the long-term mental
20 health and the hospitality -- as somebody else had
21 mentioned, the mental health I think is going to be a
22 big issue.

1 And lastly, looking at priorities, day care -- the
2 loss of day care became a triggering event for
3 unemployment. And I think if we don't address day
4 care, it's going to be different to get different
5 sectors up and running, because that's still going to
6 be an issue. That needs to be a priority. That's it
7 for now.

8 JOE DORIAN: Thank you, Hollie. Again, we're
9 going to proceed alphabetically. And next is Kathleen
10 Reardon. Kathleen, the floor is yours.

11 KATHLEEN REARDON: Hi, thank you. I agree with a
12 fair amount of what has been said, particularly around
13 using existing intermediaries or infrastructure --
14 whether that's non-profit or for profit folks.

15 I think within that, we've already heard a few
16 areas that would be a priority, like we heard from the
17 Business Finance Authority and New Hampshire Charitable
18 Foundation and CDFA, who partner together.

19 So I might suggest as we think about our work and
20 the process and priorities, that we might think about
21 who those intermediaries are and their audiences or
22 their sectors that we prioritize, and really think

1 about making those recommendations soon, because even
2 though they've had very good proposals, as folks have
3 suggested, if there's an application process, you know,
4 there is a little bit of time for them to pull that
5 together from a capacity standpoint.

6 I do think that those intermediary groups bring a
7 level of experience that can be helpful to ensure that
8 funds are used and in a prudent manner. And I think
9 that that's really important.

10 From a forgivable loan versus grant, I would
11 strongly suggest that non-profits really need grants,
12 and that if our concern is around accountability, there
13 are a lot of ways to have accountability, and that that
14 can be -- you know, done in the application reporting
15 process, and that is something that those intermediary
16 groups are very skilled at.

17 And even when we heard from Business Finance
18 Authority, they have a lot of experience with making
19 sure that federal funds are used in the manner that is
20 appropriate. So there may be even grants that would be
21 appropriate on the business side of things as well.

22 I think that's -- those are my major points for

1 now. Again, many of my thoughts have been kind of
2 covered by other members as well.

3 JOE DORIAN: Thank you, Kathleen. Proceeding
4 alphabetically to Benjamin Wilcox. Ben? The floor is
5 yours. Go ahead.

6 BEN WILCOX: All right. Well, thank you. And
7 thanks to everybody for your input, because I can't
8 agree more with the perspectives that have been shared
9 so far. Really, the intermediary groups is exactly
10 where I was going when I reviewed all of the submitted
11 questions and process testimony that's been put forth.

12 And it really -- I almost got into the exercise of
13 connecting them with those intermediary groups when I
14 read a lot of the one-off organizations seeking money.
15 So I think to reiterate that point is critical.

16 I'm glad the part of the loan process came up,
17 where we can gain some definition on that, because the
18 forgiveness aspect of that I think is really important,
19 and the other term used, "urgency." I'm really thrilled
20 with everybody -- Donnalee, your leadership and
21 everybody from the GOFERR office moving that topic up
22 to back up.

1 How can we get these funds out effectively? I
2 know when I spoke with our local RDC group, I was
3 really pleased to hear they had already initialed a
4 number of loans for small businesses, and they were
5 basically saying we're having requests for more, and we
6 need more funds to keep everybody in business.

7 And I'm really thrilled being in my community
8 knowing that some of those small business loans have
9 kept businesses open so that when things do open up,
10 they'll be ready to open and welcome customers, which
11 is really important.

12 I was also extremely touched by New Hampshire
13 Charitable Foundation and the CDFA's presentation,
14 because we have over 100 non-profits right here in our
15 little mountain town. And when you add that to all the
16 applications I saw through the state: Again, what a
17 great intermediary group to really use them as the
18 oversight.

19 And I think Al mentioned creating a process with
20 them. So I picture that being a layer for our group.
21 If we could refine the process, and then identify a
22 number of these intermediary groups to work with, then

1 we're sort of covering casting our net so much broader.
2 And then also quicker.

3 And I think speed and urgency is critical at this
4 time. So I really like this approach. So I hope we
5 can refine those things so that we can address all the
6 important sectors through the intermediary groups, and
7 take it from there.

8 I know there's a lot of needy hospitality aspects,
9 and I'm right in the middle of the hospitality business
10 who are looking for that support. And again, the
11 question is how quickly can we do that? And thank you.
12 Appreciate all the efforts so far.

13 JOE DORIAN: Thank you, Ben. Donnalee, that
14 concludes the conversation roll call I guess we can
15 call it. And I want to kick back over to you.

16 DONNALEE LOZEAU: Thank you, Joe, and thank you
17 everybody. I know that we're all trying to find a way
18 to get to the goal line, right? And I appreciate
19 everybody's thoughts, and as I said, the format of our
20 meeting isn't always easy for that.

21 It seems to me based on the conversation that
22 maybe the next step is that I think we're all on board

1 with the idea of this process, as was proposed in slide
2 6, including just reminding folks that this was by no
3 means meant to be an all-inclusive group. There are
4 certainly many other groups that could fall in this
5 category.

6 But I think that it sounds like we are poised to
7 make our first recommendation, and it's about process.
8 And I think we'll -- you know, maybe similar to what we
9 did with the draft questions, draft up some language
10 about what that recommendation would look like.

11 If somebody would want to make a motion that this
12 is the process that we'd recommend and give us an
13 opportunity to draft language to get back to everybody,
14 that might be helpful to move that one forward.

15 JOE DORIAN: So --

16 DONNALEE LOZEAU: I'm just waiting in case a hand
17 goes up.

18 JOE DORIAN: So moved.

19 FEMALE: Seconded.

20 DONNALEE LOZEAU: I think Jim moved, and I think
21 that was either Hollie or Amy that seconded.

22 HOLLIE NOVELETSKY: Hollie.

1 DONNALEE LOZEAU: Thank you, Hollie. Is there
2 further discussion about that?

3 JOE DORIAN: And again, it's 5* on your dial pads,
4 5* on your dial pads.

5 DONNALEE LOZEAU: Okay, great. Say no further
6 discussion. Joe, would you be willing to call the
7 roll?

8 JOE DORIAN: Absolutely. It will be a roll call,
9 and I'll proceed alphabetically through the roll. Bill
10 Ardinger?

11 BILL ARDINGER: Yes.

12 JOE DORIAN: Dean Christon?

13 DEAN CHRISTON: Yes.

14 JOE DORIAN: Lisa Drabik?

15 LISA DRABIK: Yes.

16 JOE DORIAN: Jim Jalbert?

17 JIM JALBERT: Yes.

18 JOE DORIAN: Amy LaBelle?

19 AMY LABELLE: Yes.

20 JOE DORIAN: Al Letizio, Jr.?

21 AL LETIZIO, JR.: Yes.

22 JOE DORIAN: Donnalee Lozeau?

1 DONNALEE LOZEAU: Yes.

2 JOE DORIAN: Scott Mason?

3 SCOTT MASON: Yes.

4 JOE DORIAN: Michelle McEwen?

5 MICHELLE MCEWEN: Yes.

6 JOE DORIAN: Nancy Merrill?

7 NANCY MERRILL: Yes.

8 JOE DORIAN: Jeff Meyers?

9 JEFF MEYERS: Yes.

10 JOE DORIAN: Hollie Noveletsky?

11 HOLLIE NOVELETSKY: Yes.

12 JOE DORIAN: Kathleen Reardon?

13 KATHLEEN REARDON: Yes.

14 JOE DORIAN: Ben Wilcox?

15 BEN WILCOX: Yes.

16 DOUG JEFFERS: Donnalee, that completes the roll
17 call with all members unanimously saying yes.

18 DONNALEE LOZEAU: Great. Thank you so much,
19 everybody. Much appreciated. One ball we can move out
20 onto the court and put it in play. So I appreciate
21 that very much.

22 Now, as was alluded to previously, the Legislative

1 Advisory Board, they are starting to make concrete
2 recommendations by certain sectors. They're even
3 putting dollar amounts in some of it.

4 I would imagine that many of you are like me and
5 do not have the opportunity to Monday, Wednesday and
6 Friday listen to the legislative meetings, which is why
7 I've added having the Legislative Advisory Board update
8 on our agenda.

9 I have spoken with Senator Morse who chairs that
10 group, to ask that they do the same on their agenda --
11 have a standing item on their agenda to update their
12 membership on what our group is doing.

13 And also, we have discussed having an opportunity
14 -- and I've mentioned it in the past, to have a period
15 of time where we might have a joint discussion. It
16 looks like the Senator is looking at having that on
17 Friday.

18 There was some talk about having it tomorrow. But
19 I think Friday, giving us an opportunity to make sure
20 that we have a few points that people can think about
21 for discussion purposes for Friday. And I think that
22 will help us.

1 I don't think we have to reinvent the wheel on how
2 we move forward when that's clear based on, you know,
3 the first recommendation that we're making. But I do
4 think that we do have to be aware of, as Jeff said, not
5 only the money that's going out -- you know, because
6 we're not in our own silo -- different pots of money
7 have come in for different purposes.

8 But also, what other groups are recommending --
9 whether it's the Reopening group, the Legislative
10 group, the Governor himself on certain areas. That
11 will inform our work, and help us to be able to pivot
12 and move with things as we move forward.

13 In that vein, you also see that on our agenda, I
14 would like to have a standing item that we discuss
15 recommendations on each of our agendas. So if
16 something is coming up, and we think we can move
17 forward, I want to be able to do that.

18 I don't know if anybody wants to weigh in on some
19 of that, but I think taking the information from our
20 discussion today and coming back to the group with some
21 thoughts for how to put this on Thursday's agenda for
22 further recommendations, whether it's sectors, whether

1 it's -- you know, voting in a way, whether it's the
2 things that may have no other sources of funds that
3 have come in.

4 The discussion around child care I think is a
5 critical one. Prior to COVID, there was a significant
6 amount of work that was happening in the state around -
7 - it's called, "the whole family approach" - Whole
8 Family Approach to Jobs Initiative - parents working,
9 children thriving.

10 And it is a really collaborative group with both
11 the federal level and state level. That includes the
12 Administration for Children and Families. It includes
13 the National Conference of State Legislators, the
14 National Governor's Association, our own Health and
15 Human Services group, led by Chris Tappan -- Department
16 of Education group participating, led by Christine
17 Brennan as the Deputy Director.

18 There's work around the cliff effect for benefits
19 for people. All of these wonderful initiatives were
20 starting and gelling around really raising the
21 conversation about quality child care, what it takes to
22 be able to be a successful employee or employer.

1 In January, the Governor created a Council for
2 Thriving Children, which is made up of people,
3 including parents and families.

4 On Friday, there was a presentation from Associate
5 Commissioner Tappan and Deputy Commissioner Brennan
6 before the Legislative Advisory Group. I will send
7 that PowerPoint around, because I think this group
8 would benefit from seeing it, and seeing the work
9 that's already happening there, and the funds that have
10 already been identified.

11 And the same type of phasing conversation that
12 we're having in our group is also taking place among
13 the Child Care Collaborative group, the Emergency Child
14 Care Collaborative and program group -- a lot of
15 different groups saying, "Okay, how do we make sure
16 that when we're opening our doors, the child cares are
17 opening their doors and able to help?"

18 And not just the ones that are closed, but the
19 ones that are opening now serving essential workers?
20 Kind of a balance across. And how do we make sure we
21 don't lose any ground because we didn't have enough of
22 it covered to begin with.

1 So I think that that would also be something
2 helpful for people to take a look at.

3 I know there's an enormous amount of information
4 to receive and take in and digest, including the
5 responses that we've received. So we've received
6 almost 70 responses to date -- a fair amount of letters
7 as well -- somewhere around 30 letters that have come
8 in that we've accepted.

9 "Ginny Lupee" at the New Hampshire Council for the
10 Arts has also had a -- put up a Google Doc where she's
11 taking in just an incredible amount of arts groups that
12 are sending in their thoughts and comments. I sent
13 that out on our last packet of information, close of
14 business packet.

15 So looking at some of that stuff I think will be
16 very helpful as well.

17 Would anybody else like to weigh in under "Other
18 Business" besides myself?

19 BILL ARDINGER: Donnalee? This is Bill.

20 DONNALEE LOZEAU: Yes.

21 BILL ARDINGER: I raised my hand, but it might not
22 have come up. Joe, is it okay, are you going to -- was

1 I behind other people?

2 JOE DORIAN: No, no other hand to raise. Go
3 ahead, Bill.

4 BILL ARDINGER: Donnalee, I just want to thank you
5 for raising the issues that I know in your professional
6 life you work on as part of your responsibilities at
7 your agency -- child safety, child health, child
8 education, child nutrition, child care.

9 I can't imagine that there is a more important
10 priority. And I fear that children will bear some of
11 the greatest harms from this COVID crisis.

12 And I just hope that you will continue to take the
13 lead to get this group and get GOFERR and the Governor
14 and the legislative branch the information they need to
15 create an appropriate program that really builds and
16 strengthens the safety net at this time.

17 So you just -- you hit a nerve with me that just
18 was spot-on, pitch perfect, and I thank you for raising
19 it.

20 DONNALEE LOZEAU: Thanks, Bill, you're welcome. I
21 mean, I think all of us -- I tell people all the time
22 all of us in our personal lives know that if your home

1 is not in order, how can you concentrate on your work?

2 And keeping your work in order is quality care of
3 schooling, education for your kids, and for families
4 that don't have the tools to be able to support their
5 children the way they'd like to. We have an obligation
6 as a community to help, so.

7 But there's a lot of great work being done. So I
8 don't want this group to think we're alone on this.
9 Anybody else want to add anything under, "Other
10 Business"?

11 JOE DORIAN: And it's -- just as a reminder, 5* to
12 raise your hand, 5*.

13 Okay, with that I would like to thank Dean
14 Christon for being willing to pivot along with all of
15 his folks that he had set up for our next meeting,
16 which was the housing sector for today. That has been
17 now scheduled for Thursday.

18 I think there was a little confusion on the way I
19 did item -- I laid out Item B, under #5 on our agenda.

20 Some people thought that the next group of
21 presenters on Thursday would include health care,
22 hospitality, tourism and agriculture. That was not my

1 intent. It should have said, "Discussion about the
2 next group of presenters."

3 I have asked Michelle to put together a cross-
4 section on health care for us, and Scott Mason is
5 diligently working on putting together an agriculture
6 day.

7 And I think we can talk a little bit more on
8 Thursday about what would hospitality tourism look
9 like, and any other sectors that we want to make sure
10 we hear from.

11 So with that, anybody have anything under either
12 of those items that they would like to raise? Okay.
13 Well, I would suggest that because we have ended our
14 meeting early, because people have been very thoughtful
15 in how they've participated today, let's pretend that
16 we're still meeting for the next half hour.

17 And for those of you that are still trying to get
18 through reading all of our responses, now would be a
19 great time.

20 There are many of them that have some very
21 interesting approaches to things that we could think
22 about a little bit differently. It will also help us

1 determine who haven't we heard from that we'd like to
2 make sure we hear from. So unless somebody has
3 anything else they'd like to add in these last couple
4 of minutes, I'll give it 30 seconds [I know] for hand
5 raising.

6 [FEMALE]: Donnalee?

7 DONNALEE LOZEAU: Yes.

8 HOLLIE NOVELETSKY: I keep trying to raise my
9 hand, it doesn't seem to be working -- it's Hollie. I
10 have a quick question. There are going to be employees
11 who can't go back to work because they've lost their
12 employment, businesses have closed. Will there be
13 money in this \$1.25- for retraining?

14 DONNALEE LOZEAU: That's a great question. I
15 would imagine that we can make recommendations that
16 way.

17 I would also say as one of the things that -- my
18 agency runs the Workforce Investment Opportunity Act
19 Program in partnership with the state, the Bureau of
20 Economic -- Joe, help me -- [Bureau of Economic I want
21 to say] Support.

22 JOE DORIAN: The Department of Business and

1 Economic Affairs and the Office of Workforce
2 Opportunity.

3 DONNALEE LOZEAU: Exactly. Rolls right off the
4 tongue, but sounds much better than --

5 JOE DORIAN: I know, right?

6 DONNALEE LOZEAU: -- BREAD.

7 JOE DORIAN: [Laughter].

8 DONNALEE LOZEAU: We run it through a grant from
9 them, and part of that program includes a program
10 called, "Dislocated Workers" which applies, like right
11 now, and has for a very, very long time.

12 When an entity closes, the state rolls up their
13 sleeves, gets in there and starts working with the
14 organization, they're required to tell us, you know, to
15 tell us meaning the state, when and if they are closing
16 and how it's going to roll out in order to get in there
17 and help those employees find employment.

18 You know, as you've heard mentioned through this,
19 you know, we went into this with the lowest
20 unemployment in history, and we were really having some
21 success working with people that ordinarily might not
22 be considered for employment, being really reached out

1 to in a way that hadn't happened as deeply, because
2 employers were also very interested instead of just the
3 entities working with them like the state, and my
4 organization and many others.

5 Employers were saying, you know, we want to work
6 with people, we want to take chances, we want to look
7 at that.

8 So there are existing networks in place to look at
9 what that might be, and I do think that they may
10 recommend things that either our group or the
11 Legislative Advisory Group should recommend, although
12 Commissioner Caswell is, you know, on the Reopening
13 Task Force, and I'm certain that he has made
14 suggestions from his agency quite a bit on what it
15 might look like when that happens. Thank you.

16 HOLLIE NOVELETSKY: I feel there's going to be a
17 large need, and we need it.

18 DONNALEE LOZEAU: I would agree.

19 HOLLIE NOVELETSKY: Thank you.

20 DONNALEE LOZEAU: Thank you. Anybody else?

21 JOE DORIAN: Excuse me, Donnalee. We had some
22 technical difficulties with the system. We have a few

1 hands raised. But to Hollie's point, the Treasury
2 guidance on the FAQ page, page 4, starts talking a
3 little bit about that.

4 I don't want to speak for Nancy, our General
5 Council, but there is some information there if you
6 want to take a peek on the document that I sent on the
7 updated FAQs for Treasury guidance. So --

8 HOLLIE NOVELETSKY: Right.

9 JOE DORIAN: And Donnalee, our apologies here,
10 there seems to be some serious delay with the system.
11 We have a hand raised from Michelle. Go ahead,
12 Michelle.

13 MICHELLE MCEWEN: Actually, I raised my hand back
14 when we were making the motion.

15 DONNALEE LOZEAU: [Laughter]. So a very serious
16 delay. Thank you, Michelle. Anybody else, Joe?

17 JOE DORIAN: I think we have a hand raised from
18 Jim Jalbert.

19 JIM JALBERT: The same.

20 DONNALEE LOZEAU: Okay. [Laughter].

21 JOE DORIAN: I believe we have a hand raised from
22 Bill Ardinger.

1 BILL ARDINGER: I'm all set. I spoke. Thank you.

2 DONNALEE LOZEAU: So Joe, any of my response to
3 Hollie's question, based on what you've seen that I've
4 not yet reviewed? Anything inaccurate in what I said,
5 that should be corrected? Because I'm fine with being
6 corrected.

7 JOE DORIAN: Donnalee, you know, I think you summed
8 it up quite well. I think --

9 DONNALEE LOZEAU: Okay, all right. Just want to
10 make sure I didn't have any blatant errors. Okay.

11 JOE DORIAN: I would never contradict the Chair on
12 the call.

13 DONNALEE LOZEAU: Oh, yeah, well, I'm okay with
14 that. I'm okay with that. I'm chairing the group, I'm
15 not, like, you know, the expert. Anyway.

16 BILL ARDINGER: This is Bill Ardinger. I'll jump
17 in and correct the Chair when necessary too.

18 DONNALEE LOZEAU: [Laughter]. All right. Now,
19 you're the only one that shouldn't, seeing you put me
20 in this place. But I would welcome it as well, Bill.
21 No problem.

22 Okay, anybody else? All right. With that, I am

1 serious, the last 20 minutes would be a wonderful use
2 of looking through those responses for folks. You can
3 still pretend we're meeting.

4 All right, with that thank you, everybody. I
5 appreciate it. I think we've had a very productive
6 meeting.

7 COLLECTIVE: Thank you.

8 [End of Proceedings]

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