



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

PUBLIC MEETING

THURSDAY, MAY 14, 2020
2:00 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

AGENDA

- Roll Call and meeting information
- GOFERR Presentation
- Presentations
- Discussions Regarding Recommendations:
- Other Business
- Next meeting - Tuesday May 19, 2020 1pm

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

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3 JOE DOIRON: Again, this call is being recorded.

4 If you do not wish to be recorded, you may disconnect at any
5 time. If you would like to speak, you can virtually raise
6 your hand by pressing 5* on your dial pad. Again, that's 5*
7 on your dial pad. You will then be called upon in the order
8 that your hand was raised.

9 Please take a moment to enter your speaker code,
10 if you've not already done so. Please remember to also mute
11 your phones until speaking.

12 Good afternoon and welcome to a duly noticed
13 meeting of the Stakeholder Advisory Board to the Governor's
14 Office of Emergency Relief and Recovery.

15 The Governor's Office for Emergency Relief and
16 Recovery was created when Governor Sununu issued Executive
17 Order 2020-06. That order is publicly available on the
18 Governor's website.

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

22 We have someone on the phone taking minutes, which

1 will be posted to the GOFERR webpage. Meeting materials for
2 the Board and the public can be found by visiting the GOFERR
3 webpage at www.GOFERR.nh.gov. Again, that's
4 www.GOFERR.nh.gov.

5 And we're adding content to that website daily.
6 Again, today's meeting today is being recorded. I will help
7 facilitate today's meeting.

8 Because the Board is meeting by phone, under RSA
9 91-A there are a few initial logistics that we need before I
10 turn it over to Chair Donnalee Lozeau. First, each of us
11 must state our names, where we are located, and who is with
12 us.

13 As we move through our agenda today, each Board
14 member and anyone else speaking is asked to identify
15 themselves before speaking. Should you choose to take any
16 votes today, they must be done by roll call. We will now
17 proceed with the roll call, and will start here with the
18 GOFERR staff.

19 I am Joe Doiron, Deputy Director of the GOFERR, in
20 the GOFERR office, 1 Eagle Square, in Concord. I am joined
21 by:

22 LISA ENGLISH: Lisa English.

1 RHONDA HENSLEY: Rhonda Hensley.

2 JOE DOIRON: And we are all appropriately socially
3 distanced in a large conference room at the Department of
4 Business and Economic Affairs. Now we're going to proceed
5 with roll call of Board members, alphabetically. Bill
6 Ardinger?

7 BILL ARDINGER: Hello, Joe, and everybody. This
8 is Bill Ardinger. It's good to hear your voices again. I'm
9 in my home in Concord, and I'm alone. Thank you.

10 JOE DOIRON: Thank you, Bill. Dean Christon?

11 DEAN CHRISTON: Good afternoon, this is Dean
12 Christon. I'm at my office in Bedford and I am alone.

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

14 LISA DRABIK: Good afternoon, everyone, this is
15 Lisa Drabik. I am at my home office in Londonderry, and I'm
16 alone in the room.

17 JOE DOIRON: Thank you, Lisa. Jim Jalbert?

18 JIM JALBERT: Good afternoon, everyone. This is
19 Jim Jalbert. I'm at my office in Portsmouth, New Hampshire,
20 and I am alone.

21 JOE DOIRON: Thank you, Jim. Amy LaBelle? And
22 both Donnalee and I received an e-mail from Amy. Amy is

1 participating in the Reopening Task Force. She mentioned
2 that she might join later, and I will check at the roll call
3 again at the end, just to double check.

4 Al Letizio Jr.?

5 AL LETIZIO JR: Hi, everybody, Al Letizio Jr.
6 here. I am in my office in Windham, New Hampshire, and I am
7 alone.

8 JOE DOIRON: Thank you, Al. Donnalee Lozeau?

9 DONNALEE LOZEAU: 'Afternoon, this is Donnalee
10 Lozeau, and I'm in my office in Manchester, and I am alone.

11 JOE DOIRON: Thank you, Donnalee. Scott Mason?

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

14 JOE DOIRON: Thank you, Scott. Michelle McEwen?

15 MICHELLE MCEWEN: Good afternoon, this is Michelle
16 McEwen, and I am in my office in Plymouth, New Hampshire,
17 and I'm alone.

18 JOE DOIRON: Thank you, Michelle. Nancy Merrill?

19 NANCY MERRILL: Hi, this is Nancy Merrill, and I
20 am at my work office in Claremont, and I'm alone.

21 JOE DOIRON: Thank you, Nancy. Jeffrey Myers?

22 And Jeff Myers left Donnalee and I know that he might not be

1 able to join the first hour of the meeting, but will try to
2 hop on at the end. We'll proceed next to Hollie Noveletsky.

3 HOLLIE NOVELETSKY: Good afternoon, this is Hollie
4 Noveletsky. I'm in my office in Greenland, New Hampshire
5 and I'm alone.

6 JOE DOIRON: Thank you, Hollie. Kathleen Reardon?

7 KATHLEEN REARDON: Good afternoon, this is
8 Kathleen Reardon. I am in my home in New Boston. I'm
9 alone.

10 JOE DOIRON: Thank you, Kathleen. Benjamin Wilcox?

11 BENJAMIN WILCOX: Hi, this is Ben Wilcox. I'm in
12 my office in North Conway, and I am alone.

13 JOE DOIRON: Thank you, Ben. Donnalee, with the
14 roll call completed, Amy LaBelle and Jeff Myers are
15 currently not on the call, but we are ready to continue,
16 recognizing that we have a quorum.

17 DONNALEE LOZEAU: Thanks very much, Joe. The
18 first -- well, the next item on our agenda is a presentation
19 from your shop at GOFERR; in particular the items listed on
20 the agenda include the clarity on the December 31 Spend
21 Compliance, if you have that information; the update on the
22 Legislative Advisory Board, and the update on the Reopening

1 Task Force.

2 JOE DOIRON: Thank you, and I'm going to turn it
3 over to Lisa. Go ahead, Lisa.

4 LISA ENGLISH: Thank you. So, unfortunately,
5 Nancy Smith ended up being double booked, so we don't have -
6 - we aren't able to have the discussion on the December 31,
7 2020 issue.

8 I will note that without -- I don't actually have
9 the document right in front of me, but it talks about
10 expenses incurred during this time period.

11 So I know one of the things that Nancy has been
12 looking for and is hoping for as more guidance rolls out, is
13 an understanding of a wind-down of that program, should that
14 be something that goes forward. But we will hopefully get
15 Nancy in here for the next meeting. But unfortunately, like
16 I said, she's on another conference call right now.

17 I'm going to switch to the last part first, which
18 is the Reopening Task Force update. And so, an update as of
19 from earlier in the week, there has been -- the Task Force
20 has agreed on proposals for a number of factors, including
21 hotel, outdoor attractions and gyms. Those recommendations
22 won't be final until public health officials and the

1 Governor give their okay.

2 The Task Force recommended that most hotels be
3 limited to half their capacity, and there's a recommendation
4 for a reopening of May 22 for lodging, but targets for other
5 sectors were not included, and our very own -- or your very
6 own committee member, Amy LaBelle, is testifying before the
7 Task Force this afternoon.

8 So their work continues, and we will continue to
9 provide updates as we get them.

10 For the LAB update, and this really folds into a
11 GOFERR update as well, we mentioned -- I know at the last
12 meeting, that the Legislative Advisory Board had completed
13 its initial Excel allocation worksheet, along with a letter
14 that they submitted to Governor Sununu.

15 And to the extent there is time -- I know that
16 we're looking very closely at these recommendations, and how
17 that Board has laid things out, and I think we'd be very
18 interested in what your reflections on that letter and Excel
19 spreadsheets are.

20 I think other than that, I don't have any further
21 updates. I'll hand it back to Joe.

22 JOE DOIRON: Yep. Donnalee, any questions or

1 anything that we can provide a little clarity?

2 And again, our apology. Nancy was asked to join
3 with Director Little a phone call with Municipalities, and
4 that's being conducted in coordination with the New
5 Hampshire Department of Homeland Security. So Nancy has to
6 join the call to assist with some technical questions there.
7 So our apologies to the Board.

8 DONNALEE LOZEAU: No worries, we appreciate the
9 effort. And, you know, if Nancy's not able to join -- you
10 know, if she just wants to write up a little bit of
11 information that we can share with the Board, you know, that
12 would do it to.

13 So if she can come on Tuesday, that would be
14 terrific. And if she can't, she could just provide whatever
15 she might know that might be in addition to what Lisa just
16 said; that would be helpful.

17 And if there aren't any answers yet, there aren't
18 any answers yet. We get how that goes.

19 JOE DOIRON: Excellent.

20 DONNALEE LOZEAU: I would just point out that we
21 can ask the members about their input on the Legislative
22 Advisory Board. I don't know if members have had a chance.

1 So it might be help for them to have some time to
2 look it over, and we can add that item to our agenda on
3 Tuesday, so that people can feel more comfortable giving a
4 response. They've had their plates pretty full with
5 information that we keep sending, so that might be a better
6 opportunity, if that's not a problem.

7 Regarding the next item on our agenda, we begin
8 with presentations. I'd like to thank Scott Mason for the
9 work he's done on putting together today's group of
10 presenters, and we begin today with Rob Johnson, the
11 Director of Government Relations for the New Hampshire Farm
12 Bureau. Rob?

13 JOE DOIRON: Donnalee, this is Joe in the GOFERR
14 office. Rob, if you could press 5*, so we can find you and
15 unmute your line. Again, 5*. Donnalee -- oh, there we go.
16 One second, Donnalee. We're just going to get him into the
17 system. Apologize to the Board members.

18 DONNALEE LOZEAU: No problem, no problem.

19 [Pause]

20 JOE DOIRON: Rob? Go ahead, thank you.

21 DONNALEE LOZEAU: Hi Rob, welcome.

22 ROB JOHNSON: Thank you. Have your heard from

1 Commissioner Jasper?

2 DONNALEE LOZEAU: Actually, we've asked
3 Commissioner Jasper to play wrap-up at the end.

4 ROB JOHNSON: Okay.

5 DONNALEE LOZEAU: So if you wouldn't mind just
6 kicking off, I'm sure you're able to do that without too
7 much trouble. I'm sorry you didn't realize we're changing
8 things up a bit.

9 ROB JOHNSON: That's okay. Thank you.

10 DONNALEE LOZEAU: All right.

11 ROB JOHNSON: Thank you, Donnalee.

12 DONNALEE LOZEAU: Yep.

13 ROB JOHNSON: Good afternoon, everybody. Yeah, I
14 -- first of all, my name is Rob Johnson with New Hampshire
15 Farm Bureau, and Farm Bureau is federation in New Hampshire,
16 a 10-county farm bureau organization consisting of close to
17 2000 farm families with about 1000 supporting business and
18 other members.

19 And we're a general farm organization. We
20 represent farmers from all sectors, from dairy, fruits and
21 vegetables, ornamental, maple, livestock, et cetera.

22 And each of those organizations, they have their

1 own commodity organizations that focus more on marketing,
2 but they -- one thing they do rely on Farm Bureau for is our
3 Legislative advocacy at the federal, state and local levels.

4 And as an organization, we have three full-time
5 staff people, a part-time person, and we also provide
6 support for the state's agriculture and classroom program.

7 And I'm the Policy Director, and I'm in my
8 nineteenth year with the organization. We worked with
9 Commissioner Jasper on the ask for Agriculture, and he'll be
10 covering dairy, so I'm not going to touch on that, but I'll
11 be touching on the other piece of agriculture, the all
12 other.

13 And that's primarily we made up of the fruit,
14 vegetable and ornamental sector. You know, it's still early
15 in the season, and there are a number of unknowns, but there
16 certainly are concerns.

17 And I believe you saw from the questionnaire that
18 I submitted that we did get some data with the help of UNH
19 Extension on the needs in response to the COVID-19 concerns
20 and threat.

21 And I guess one thing I want to start out with as
22 far as this sector is that -- I'll give you a statistic,

1 according to USDA, New Hampshire ranks number 1 in the
2 nation for direct consumer sales, as a percentage of total
3 farm me sales.

4 And when we say, "direct consumer sales" that's
5 sales from the farm -- a farm stand, a pick-your-own
6 operation, a community-supported agricultural operation,
7 better known as a CFA to many of you, and a farmer's market.
8 So these direct sales are very important to New Hampshire
9 agriculture.

10 And the issue that they're seeing is right now
11 just increased cost, in response to the COVID-19. And just
12 today the Wall Street Journal carried an article, and a
13 headline in the Business section, and the headline is, "In
14 food delivery, busy doesn't mean profit." And our growers
15 will tell you that.

16 I had one particular four season grower from
17 Seacoast who -- his business is picked up significantly with
18 everything that's going on, but he has told me that with
19 worker and customer expectations that his costs -- as he
20 termed them -- his costs are now a boatload, increased a
21 boatload, with labor in particular going through the roof.

22 And that's just what the study that we did as far

1 as what growers are incurring up to this point and what they
2 expect. And that is certainly -- that's going to be an
3 issue.

4 Just recently, Extension and others have come out
5 with guidelines, best management practice, you pick
6 operations, and that's what they're showing with what we're
7 suggesting is that -- certainly there will be a greatly
8 increased labor component as far as directing people and
9 creating space and splitting tasks, where one time, like,
10 you know, you could -- one person could handle checking
11 people out and weighing fruit and directing people -- before
12 one or two workers could do, now looking at three or four
13 workers.

14 You know, they're suggesting for example an idea
15 is on -- when somebody's checking out at one area where
16 money is exchanged and another area where fruit is weighed,
17 so there would still be required two separate workers.

18 All right. And it's all what it is, it's, too,
19 any funding would help keep workers and customers safe, and
20 just help maintain the confidence in our state's food
21 supply. Along with this, that's the primary section of the
22 other agriculture, not including dairy.

1 There's also maple producers -- they lost a very
2 valuable time of the year and day and weekend, the maple
3 weekend. And they rely on that. And I've cited some data
4 in their questionnaire.

5 And then there's also the agritourism side. And
6 from what I understand from talking with the commissioner,
7 conversations he had with the Department of Business and
8 Economic Affairs, the Travel and Tourism Division folks,
9 there will be ability for agritourism enterprises to look
10 there for funds.

11 But there are other areas where we have suppliers
12 that supply this industry, that we're -- you know, other
13 funds could be utilized.

14 And to give you one example there, we have a cut
15 flower grower on the Seacoast, and she's booked through
16 every weekend, from May into the fall, and as of right now,
17 everything that she had booked for April, May and June is
18 canceled. Some of those have been rescheduled for the fall,
19 but, as I think as we all know, who knows what's going to
20 happen then.

21 And we think that the best way for agriculture to
22 receive help most efficiently is through the funding through

1 the Department of Agriculture in which the utilizing the
2 expertise and the know-how of the Department, and could that
3 make a recommendation to the governors to where this money
4 goes, and we're, again, asking for flexibility in -- you
5 know, where that funding could potentially go.

6 And I'll leave it at that, and be happy to answer
7 questions.

8 DONNALEE LOZEAU: Thank you. Much appreciated.
9 Scott, would you lead us off?

10 SCOTT MASON: Rob, could you explain how some
11 farms -- like, in the [00:18:32 indiscernible] business
12 especially, may have concentrated their marketing on
13 restaurants, and then with the close of restaurants; even
14 though they're not impacted as far as their crop goes, or
15 for the growing of the product, they've lost their market,
16 and what that does to these farms, and how they're having to
17 remarket the products that they have?

18 ROB JOHNSON: Boy. I don't know if I can give you
19 a good example -- I mean, just that growers are geared to
20 certain markets, and to switch a market, and the time that
21 would be required is I think a challenge for any industry
22 and sector.

1 SCOTT MASON: Thank you.

2 DONNALEE LOZEAU: Joe, are there questions from
3 other members of the Board?

4 JOE DOIRON: And to raise your hand to ask a
5 question, 5*. Again, 5* and we have the first question from
6 Michelle. Go ahead, Michelle.

7 MICHELLE MCEWEN: Hi, thank you. I was noticing
8 on the questionnaire that was submitted by the New Hampshire
9 Farm Bureau that -- maybe it's the version I got -- Question
10 6 through 8 were missing.

11 So -- and question 6 is very important. It's a
12 question in regards to if you were to be assigned funds from
13 this spot of money, how would they be utilized? Could you
14 just talk a little bit about how you think the farms could
15 use this money? In what ways they direct it?

16 ROB JOHNSON: Yes. I thought I touched on it with
17 the -- you know, fruit, vegetable and ornamental sector. It
18 would be primarily labor adjusting to the new
19 responsibilities and keeping workers and people safe in
20 response to COVID-19.

21 MICHELLE MCEWEN: Okay, thank you. Do you see
22 that they might change the direction of their business? I

1 mean, I'm sure some of them are selling to restaurants that
2 are closed, and we're seeing this in other parts of the food
3 industry, where now they're gearing more towards sort of
4 marketing to the grocery stores.

5 I mean, is there going to be a focus -- a
6 different focus on their market?

7 ROB JOHNSON: Well, there already is in many
8 circumstances, where I mentioned earlier a grower on the
9 seacoast where his focus is now more delivery. Again,
10 that's what people are demanding.

11 And certainly, there will be a good deal of that.
12 I know, again, that the pick your own folks are very
13 concerned and, you know, the guidelines that are coming out
14 and their expectations will, again, require just more
15 workers to manage the flow.

16 You know, you won't have these, as we see in the
17 past, like an orchard on the weekend, where that's -- I
18 mean, they do -- you know, a huge amount of their business
19 on, well if they're fortunate, you know six to eight
20 weekends in a year, where somehow that's going to have to be
21 managed and require labor to space people out and, you know,
22 might have to call ahead and make them a reservation I guess

1 you'd say, and all that.

2 So certainly, in that way there's a certain
3 change.

4 MICHELLE MCEWEN: Mm-hm. Okay, thank you.

5 DONNALEE LOZEAU: Thank you. Are there further
6 questions, Joe?

7 JOE DOIRON: 5* to ask a question. And it does
8 not appear, Donnalee, that we have any hands raised.

9 DONNALEE LOZEAU: Okay. Thank you very much.
10 Thank you, Rob. Nice to hear from you.

11 ROB JOHNSON: You're welcome.

12 DONNALEE LOZEAU: It's been a long time.

13 ROB JOHNSON: It has, yes.

14 DONNALEE LOZEAU: Next I'd like to welcome Jim
15 Titone, President of the Yankee Fishermen's Co-op and
16 Captain of the "FV Fly Girls." Jim, the floor is yours.

17 JIM TITONE: Thank you for listening to our spiel
18 today and considering our proposal. The Yankee Fishermen
19 Co-op: The need to establish a co-op was back in the late
20 '80s. We had approximately 30 groundfish boats working out
21 of Seabrook, Hampton and Rye harbors.

22 And each one of these boats was an independent

1 operator. Each captain of his boat was responsible for
2 finding a place to load, unload, ship and sell his product.

3 So back in 1989, a bunch of fishermen got
4 together, and they thought it would be a good idea to form a
5 Fishermen's Co-operative, which we did in 1989.

6 The co-op offered these fishermen a one-stop for
7 loading, unloading, and the co-op also took the
8 responsibility for shipping and selling each captain's
9 catch. So that's what happened. That's how the co-op first
10 originated.

11 Over the years, because of government regulations
12 and quotas, the number of groundfish boats has been
13 dramatically reduced. Presently, we have four groundfish
14 boats fishing out of -- fishing as members of the co-op. So
15 we found the need to transition from a groundfish type of
16 operation into a groundfish, lobster and tuna operation.

17 But right now, the majority of our business is the
18 lobsters. We -- the co-op has a collection, we have 70
19 members working out of various members here in this New
20 Hampshire Seacoast. We have approximately 30 nonmembers
21 also operating out of these harbors and working through the
22 co-op here in Seabrook.

1 So that's what the history is on this operation.

2 This COVID virus has created some major hardships
3 for us. We have lost entirely our wholesale business. And
4 right now, we're depending upon a small retail market, which
5 we have to try to get us through.

6 And it's been okay, because the fishing has been
7 pretty much reduced because of winter months, when fishing
8 is -- there's not much fishing going on. And we're able to
9 handle what catches are being brought in between lobsters
10 and groundfish.

11 However, we're entering our busy season now. We
12 have approximately -- maybe 5- to 7000 lobster traps sitting
13 here in our yard, and slowly but surely, all those traps are
14 getting put into the water.

15 So within the next month, we're going to be hit
16 with a lot of lobsters, and we're going to need to find a
17 market to get rid of these things. Or else, we may have to
18 tell our fisherman that we don't have markets. The retail
19 market right now is handling it, but in the future, it may
20 not be able to handle it.

21 And we don't want to have to tell our fishermen
22 that they have to reduce their fishing effort or stop

1 completely because we can't move their product. And it's
2 not that they're going to be able to go elsewhere to move
3 their product, because other dealers up throughout the coast
4 -- Gloucester, Portland, in Maine -- they're experiencing
5 the same problems.

6 And they are going to be put under a tremendous
7 amount of pressure as well from their fishermen up there to
8 move product as well.

9 Some fishermen have established dockside sales; a
10 pretty good, novel idea. But, as soon as these lobsters
11 start coming in larger numbers, this dockside sale may not
12 be able to handle the amount of -- the quantity of lobsters
13 coming in.

14 So that's the -- some of their issues we're having
15 with the lobsters.

16 Now, on the groundfish end of it, right now, like
17 I said, we are down to four groundfish boats. And the
18 thirty that we had originally, most of them have gone out of
19 the business, simply because of government regulations and
20 quotas.

21 You know, you get a situation where the government
22 tells you you can only fish so many days a year, and you

1 limit it to what you can catch; it makes it pretty much
2 impossible for somebody to make a living doing that.

3 So, basically, people have been selling their
4 boats, and selling their permits. Now the permits being
5 sold, a lot of them are being scooped up by large
6 corporations, who're either starting large corporate fleets,
7 or else they use these as income generators, because they
8 can take these permits and lease out the quotas to fisherman
9 that are still fishing.

10 So you can have -- I'd say for instance I can go
11 out and find somebody who has a permit, and lease his quota
12 for a certain dollar per pound.

13 Well, what happens is like last year some cod
14 permits were being leased out at \$3 a pound. So these
15 fishermen that bought those things for \$3 a pound, they
16 experienced the losses, because cod fishermen prices were
17 reduced to less than \$3 a pound. Like, to \$2.50 a pound.

18 So basically, they couldn't go out and fish,
19 because they were losing money on those permits. So in the
20 future to get into the business, these permits are really
21 expensive, and to get into a fishing vessel, you're talking
22 a minimum half a million dollars to get into a fishing

1 vessel. So there's not any new blood coming into the
2 business. You know, that's part of the issue here.

3 Now, the other part of the issue is the data
4 that's being put out by the National Fishery Service as to
5 what stocks are sustainable: These numbers do not correlate
6 to what's being actually caught by the fisherman. Right now
7 the haddock -- haddock catches basically are unlimited for
8 groundfish boats. But cod is either shut down, or extremely
9 limited.

10 We have one fisherman here who started his cod
11 quota in January. So by the end of January, his quota was
12 caught up. So he wasn't able to go out fishing again for
13 cod, he had to rerig his boat at good expense, so he could
14 start trying to fish for haddock.

15 So it looks like right now, from what the
16 fisherman are telling us, for every one haddock being
17 caught, they're catching two codfish. And these codfish
18 can't be taken in because -- simply because your quota's
19 been caught, or the area is closed to codfish. So these
20 codfish have to be thrown overboard. Sometimes these things
21 don't survive.

22 So it's part of a bigger problem we have, and in

1 the future, we're hoping that with the new Executive Order
2 that got issued this past week by the President, to
3 streamline regulations, we're hoping that this does come
4 into effect to streamline some of the regulations that our
5 fishermen are now facing.

6 In addition, there's an extensive bottom that's
7 been closed off to any kind of commercial fishing, as under
8 the previous administration, these areas were turned into
9 national monuments. So any kind of fishing is prohibited.

10 So people that had previously fished in those
11 areas are now fishing in other areas, causing more stress on
12 other fisherman, because now you're crowding into smaller
13 areas to fish.

14 And in the future, there's a great push to
15 offshore wind farms out into -- off the coast here, in
16 federal waters. These wind farms, they take up anywhere but
17 we 50 to 100 square miles of ocean bottom, and be able to be
18 restricted with no fishing, either recreational or
19 commercial allowed in these areas. And that's another threat
20 to the industry.

21 So it's a tough road to hoe right now with the
22 commercial fisherman. I think the average age of our

1 fisherman around here are probably well into their late '50s
2 and early '60s.

3 Hopefully, we can get some changes in the whole
4 way the thing's run through the government and get some
5 younger people into this business, because there are a lot
6 of younger people interested in getting involved in
7 commercial fishing.

8 So fisherman -- we feel the fishermen can feed our
9 citizens if the regulations streamline. Anyway, so that's
10 what I have to say about the business here and what we're
11 facing in the future, and I'll be happy to take any
12 questions you might have.

13 DONNALEE LOZEAU: Thank you, Jim, much
14 appreciated. Scott, would you lead us off?

15 SCOTT MASON: Jim, I got two questions for you.
16 Since your written testimony, the money that's been put
17 aside to help fishermen has been broken down by -- I believe
18 it was the federal agency is NOAA -- could you explain how
19 much money and how that will work?

20 If -- how much money the New Hampshire fishermen
21 will be getting out of that fund? I believe in your
22 testimony you had the national figure of \$300,000,000.

1 JIM TITONE: Yeah, there was \$300,000,000 set
2 aside for commercial fishing efforts in the CARES Act. Of
3 that, New Hampshire is getting \$2.7 million dollars right
4 now. It hasn't been determined how that money is going to
5 be distributed.

6 I know there's a committee being formed within the
7 Fish and Game Department, and they are going to try to come
8 up with a proposal to the Atlantic Marine Fisheries Agency
9 that will distribute the money as to how we feel, or how the
10 state of New Hampshire feels it should be distributed
11 amongst the fishing operations and individual fisherman
12 themselves.

13 Right now, there is no answer to how that money is
14 going to be distributed.

15 SCOTT MASON: How much money is coming into New
16 Hampshire

17 JIM TITONE: \$2.7 million.

18 SCOTT MASON: My other question, your ask of the
19 committee is to help you folks create a comprehensive
20 marketing and advertising plan. Have you put any thought
21 into how much this -- can you flush that out a little bit
22 more, and how much money do you think this will be?

1 JIM TITONE: We've made some really early
2 estimates on a new marketing plan right now. Like I said,
3 our international business, with shipping of tuna and other
4 products over to Asia is completely gone. We don't know if
5 we're ever going to get that back again.

6 And, like I said, our wholesale business is gone
7 completely. So we're trying to come up with a scheme on how
8 we can establish a really robust retail market. The
9 restaurants right now are pretty much shut down, we're not
10 getting into any of that business.

11 So the marketing, we plan on trying to get a
12 regional type of advertising and marketing campaign going to
13 cover not only us commercial fisherman that work out of the
14 Seabrook Co-op, but to try to enhance all commercial
15 fishermen.

16 And we've looked at the rates from different types
17 of media -- print media, radio media and television media to
18 try to get some kind of campaign going. We're finding that
19 the -- with the exception of print rates, radio and
20 television are pretty damn expensive. I've seen 30-second
21 spots that can become available for \$4- to \$10,000,
22 depending upon the time of day that you want your ad placed.

1 Now, on radio I guess you can get an ad placed for
2 \$950, but that's in the middle of the night, when probably
3 nobody's even listening to the radio.

4 And then you have to pay production costs to have
5 your advertisement produced, and if you need spokesmen to
6 speak for your product or what you're trying to sell, you're
7 going to have to pay extra money for that.

8 We came up with a figure of close to \$75- to
9 \$80,000 just in advertising alone. So that's strictly a
10 rough guess, based upon information we've been able to look
11 up. We haven't got any firm numbers, but just like I said
12 it's just estimates.

13 SCOTT MASON: Thank you.

14 DONNALEE LOZEAU: Thank you. We have about a
15 minute left. Are there any questions from other members of
16 the Board?

17 JOE DOIRON: Donnalee, we have a hand raised from
18 Al. Go ahead, Al.

19 AL LETIZIO JR.: Hi, excellent presentation, Jim.
20 I'm in the food business, so one of my comments -- and I
21 want to use this minute to carefully here, maybe we can talk
22 after the fact.

1 But from reading through your presentation,
2 reading through your information you presented, I gather
3 that about 83 percent of to your business is to the food
4 service industry that's been radically impacted, and about
5 17 percent of the supermarket industry or retail.

6 I can tell you being in both of those businesses
7 myself that the supermarket sales are up, pretty
8 dramatically, and I -- if you have not explored that, there
9 are -- you've got AG of New England here in New Hampshire,
10 there are several retailers here in New England that
11 wouldn't cost you anything to try to strike up a
12 relationship with.

13 I'd be happy to help you, or make some connections
14 for you if that would be of any help.

15 JIM TITONE: Well, we appreciate any help we can
16 get, and any leads we can get and where we might be able to
17 move product. That would be very helpful.

18 AL LETIZIO JR.: The supermarket business
19 represents more than 50 percent of the dollars spent on food
20 here in New Hampshire and New England. So I would hope that
21 there could be some avenues that could help you, and keep
22 things going. I don't want to use any more of the time.

1 Thank you for your presentation.

2 JIM TITONE: Yep. No, we have -- we do sell to
3 really large wholesalers, who may also right now be involved
4 in selling to supermarkets. So -- but thank you for that
5 offer, appreciate it.

6 DONNALEE LOZEAU: Thank you so much for your
7 response, and I'm sure that that would be a very fruitful
8 conversation with Al. And Al, I'll make sure I send along
9 Jim's contact information.

10 AL LETIZIO JR.: Thank you.

11 JIM TITONE: Very good. I appreciate that.

12 DONNALEE LOZEAU: Are there any other questions?
13 You're welcome. Any other questions?

14 JIM TITONE: Thank you.

15 DONNALEE LOZEAU: Okay. Thank you.

16 JIM TITONE: Thanks very much for your time.

17 DONNALEE LOZEAU: Thank you.

18 JOE DOIRON: Donnalee, we don't have any --

19 DONNALEE LOZEAU: Thanks.

20 JOE DOIRON: -- further hands raised.

21 DONNALEE LOZEAU: Thanks, Joe. Next on our
22 presentation list is Jason Stock, Director of Government

1 Relations for the New Hampshire Timberland owners. Jason?

2 JASON STOCK: Well, good afternoon. Can you hear
3 me??

4 DONNALEE LOZEAU: Yes, we can. Good afternoon.

5 JASON STOCK: Okay, great. Well, thank you for
6 the opportunity to come and testify or speak before you.
7 New Hampshire Timberland Owners Association, we represent
8 the state's Timberland owners and the larger forest products
9 industry.

10 We have about 1300 members, and about half of them
11 are what you would consider kind of a tree farmer or
12 timberland owner. The other half are businesses that are
13 engaged in forest products. And it's everything from
14 loggers and consulting foresters to sawmills, paper mills
15 and biomass -- wood chips, power plants.

16 Forestry's a pretty big business in New Hampshire,
17 particularly I would say west and north of Manchester. We
18 are the nation's second most forested state, and our
19 industry represents about \$1.6 billion dollars in annual
20 economic activity.

21 In preparation for this, I and some folks from
22 Cooperative Extension did a survey of members, particularly

1 sawmills, those on the wood processing side of things as
2 well landowners and loggers to get a sense on what the
3 impacts were seen from COVID.

4 And what we've discovered is that although the --
5 you know, the forestry and forest products was deemed an
6 essential industry by many -- by the federal government and
7 many state governments, COVID is having a significant
8 impact.

9 And what we're seeing is this impact is really
10 going to come to bear in the next month, as we come out of
11 mud season, and loggers start getting back into the woods
12 trying to move wood and trying to move products, and
13 sawmills ramping up production. It's really -- the impacts
14 are going to be even more heartfelt then.

15 The trickle down effect that was seen is hitting
16 us both on domestic and foreign markets. A lot of New
17 Hampshire timber and lumber goes to Canada and to other
18 states for furniture manufacturing, flooring, things of that
19 nature.

20 And of course, many of those facilities have been
21 shut down, idled, or have been greatly reduced output, due
22 to, you know, social distancing and having to manage their

1 shifts in work schedules.

2 And so, we've seen it on the domestic level with
3 facilities -- Canadian mills.

4 The other interesting piece we've seen is that on
5 export markets, a lot of New Hampshire timber gets exported
6 to the Far East and the Middle East and Europe, and as COVID
7 has impacted shipping and international -- you know,
8 shipping out of ports, that has had an effect on -- you
9 know, those markets and the ability to move products, and of
10 course those manufacturing in those countries are also being
11 impacted.

12 And then lastly, construction. As everyone knows,
13 construction is down. We use lumber to make houses, things
14 of that nature, we're seeing it there.

15 The other piece -- so we've seen it decrease both
16 in demand for supply -- you know, for volume, but it's also
17 been reflected in lower prices.

18 This of course is affecting sawmills, but it also
19 affects -- it trickles down to the logger, and then how much
20 they can get to the logs they cut, and also ultimately to
21 the landowner for how much they can get for stumpage, or the
22 trees that they sell.

1 Logging we estimate about a third, a 20 percent
2 reduction in value. Sawmills: Another, you know, reduction
3 on the order of about 55 million landowners, about 4.8
4 million. Again, this is looking at the last three months
5 that we've been dealing with this with these markets and
6 this unusual circumstances.

7 The expectation is as loggers get back into the
8 woods here in the next several weeks, as things dry out,
9 it's going to be -- the issues are going to become even more
10 acute.

11 So this is, you know, it was a good exercise going
12 through the questionnaire. It asked, you know, about the
13 problem. I think we've done a fairly good job at trying to
14 identify and quantify it. When I -- during our surveys, we
15 also asked about solutions, and what would folks want to see
16 for solutions or assistance?

17 There were some very standard key tenets that came
18 out, and I think they align with what you folks are working
19 on -- accountability, using existing infrastructure program
20 or agencies, and certainly providing relief to any existing
21 facilities, and at the same time to the extent that we can
22 stimulate new or economic activity, that's also a desired

1 outcome.

2 And to the extent, instead of, you know, direct
3 payments, things of that nature, the suggestions that came
4 out were 1), look at the existing fees and taxes paid by
5 these businesses, there's a number of them that you say, all
6 right, is there a way to develop kind of a rebate?

7 So if I pay my -- you know, I pay my air emissions
8 fee, or my stormwater fee or my truck registration fees,
9 look at a -- you know, establish a mechanism where you could
10 just essentially provide evidence or proof of that and get a
11 rebate for that?

12 The other piece that came out in our interviews
13 was the Payroll Protection Program has been very helpful,
14 particularly to the sawmills, and any logging contractors
15 with more than five employees.

16 There are a lot of single owner-operators out
17 there. They didn't participate -- obviously they didn't
18 participate, but the larger crews, larger companies did, and
19 they have found it to be very, very helpful.

20 A couple mills in processing facilities said
21 anything we can do to increase the amount of testing. We're
22 pleased to see that increase, and anything we can do to

1 continue to push that, increase the availability of testing
2 is helpful.

3 And then employment. Employment was an issue that
4 came up many, many times throughout the interviews, and I
5 think we heard it in some of the earlier testimony today,
6 attracting and retaining employees.

7 I had heard from mill members saying look, you
8 know, this is less of a dollar amount and almost as much a
9 policy issue when you have scenarios where it's difficult to
10 retain employees when you have unemployment benefits
11 exceeding what, you know, the going wages are. And so...

12 And at the same time, to the credit of the
13 employees, you have employees also that are concerned about
14 their health, and for that matter, the increase in testing
15 would be beneficial as well.

16 And then the other piece on kind of the stimulus
17 side of the equation, looking at if there are opportunities
18 to look at ways to provide low-interest loans, things of
19 that nature.

20 Again, that would be a situation where you could
21 use the legislative side of this GOFERR Committee is looking
22 at is, you know the BPA and some of those, they create funds

1 there for assistance -- perhaps there's opportunities in
2 that arena to look at low-interest loans, things of that
3 nature.

4 I'll conclude my comment at that. You have out
5 written testimony, I'd be happy to try to answer any
6 questions, and again, thank you for the opportunity to
7 speak.

8 DONNALEE LOZEAU: Thank you so much. We
9 appreciate your presentation and we appreciate looking at it
10 from all the angles that we ask you to look at it from.
11 Very helpful.

12 With that, Scott, do you mind leading us off?

13 SCOTT MASON: Jason, do you have any idea on this
14 loan fund how much money would need to be allocated to that?

15 JASON STOCK: I don't have a dollar amount. What
16 I can tell you is, you know, if you're looking at a timber
17 harvesting operation where, you know, a single operation
18 where they've had to shift markets, shift production, and
19 have retooled their -- you know, how they do business,
20 you're looking at a capital expenditure of \$1.5 to \$2
21 million dollars if they're kind of regrouping how they
22 operate.

1 And that's -- you know, that's a single operator,
2 single operation.

3 Granted, they're at the high end. And also, on
4 the scale of sawmills, and if they're having to retool or
5 rework their inventory programs because of COVID-related,
6 you know, hang-ups and how they have to manage inventory.
7 You know, you're looking at -- I'd say you get a billion
8 dollars easily at the point for [00:50:24 and storage
9 capacity.

10 So, you know, all in, you wanted to do something
11 that was kind of not -- kind of out of the gate, a \$20- to
12 \$30 million-dollar program would be enough to provide a
13 meaningful impact and at the same time help -- you know, I'd
14 say easily a couple dozen, a couple dozen businesses.

15 And again, we would suggest you'd make it a
16 competitive type grant program, where you would go in and,
17 you know, the state -- you'd have a competitive program,
18 have folks make applications, and at the same time provide a
19 business plan to show that hey, this is not just a money
20 grant, that we are going to do this, and this is going to
21 equate the jobs, increase efficiencies, et cetera.

22 SCOTT MASON: One more question. In your survey,

1 were you able to come up with any kind of a figure on loss
2 of sales, you know, due to the -- I mean a lot of the
3 surrounding states around us have shut down construction?
4 That has got to have an impact on our sales, knowing how
5 timber's marketed.

6 Did you -- were you able ever to figure out a
7 figure there?

8 JASON STOCK: Yeah, when we look at sawmills, when
9 we did kind of a back of the envelope survey -- again, this
10 was not an in-depth kind of, you know, doctorate thesis;
11 this was a survey done.

12 We looked at -- you know, an impact on the export
13 market of about \$11 million, and then another \$44 million-
14 dollar impact on kind of general production. So that's your
15 lumber sales.

16 And that loss, as I mentioned earlier, that starts
17 to trickle down to your loggers and your landowners,
18 reflected in both volume consumed as well as dollars paid
19 per board foot.

20 SCOTT MASON: Thank you.

21 JASON STOCK: You're welcome.

22 DONNALEE LOZEAU: Thank you, Jason. Are there

1 questions from other members of the Board? We have a couple
2 of minutes left.

3 JOE DOIRON: Again, it's 5* to raise your hand.
4 Again, 5*. Donnalee, we have a hand raised from Hollie. Go
5 ahead, Hollie.

6 HOLLIE NOVELETSKY: Thank you, Jason. I think you
7 did a really nice job laying out recommendations. And I
8 especially liked the tax rebate on fees.

9 I have a question. I think it's probably more for
10 Donnalee than actually you. You mentioned something that's
11 come up repeatedly in these presentations, and that's the
12 Payroll Protection being -- needing to be extended. Is that
13 something that we have any input on?

14 7And maybe that's a question for the Board, but
15 that seems to be a recurring theme.

16 DONNALEE LOZEAU: Thank you, Holly. Jason, I'd
17 hate to put you on the spot, unless you think you know the
18 answer and would like to take a shot at it.

19 JASON STOCK: The only thing -- and I'll let you
20 speak to it in more detail -- the only thing I would suggest
21 is that to the extent that anyone, you know, can -- to the
22 extent that anyone can advocate for that, that would be

1 helpful.

2 And so, as a Board, as a -- you know, as an
3 entity, letters of support, things of that nature, I would
4 advocate -- you know, that would be -- anything I think
5 would be helpful at this point.

6 DONNALEE LOZEAU: Thank you. Hollie, I'll respond
7 to that in just a minute, I just want to make sure there
8 aren't any other questions for Jason.

9 HOLLIE NOVELETSKY: All right, thank you.

10 DONNALEE LOZEAU: Any other questions, Joe? Any
11 other questions, Joe?

12 JOE DOIRON: Donnalee, it doesn't appear that
13 anyone's raised their hands.

14 DONNALEE LOZEAU: Great, thank you. And thank
15 you, Jason. Much appreciated.

16 JASON STOCK: You're welcome.

17 DONNALEE LOZEAU: Thank you. As far as the
18 response relative to the Payroll Protection Plan, I don't
19 think that we have any ability, nor do I think the state has
20 any ability to extend it. It's strictly a federal program
21 outside of the CARES Act is my understanding, and I am happy
22 to be corrected should I be wrong.

1 I do think Jason's point about collecting the
2 information that we have, which many people have mentioned,
3 including Jim Jalbert on one of our first conversations
4 about what if it went out during your reopening for a period
5 of time, how would that help in getting a positive respond
6 from that?

7 I would think that advocating for that to be
8 considered would be something that individual members could
9 do, or the Board if the Board felt like it could do it.

10 I would point out that I think our role as a Board
11 is to recommend to the GOFERR committee, and where it goes
12 from there, you know, it would be up to them and the
13 Governor. Doesn't preclude us from being individuals, and
14 many of us knowing our delegation members on the federal
15 level that might want to hear that.

16 HOLLIE NOVELETSKY: Thank you.

17 DONNALEE LOZEAU: Now, if I'm incorrect on any of
18 that, Joe, or Lisa or Bill, if you want to weigh in before
19 we recognize Commissioner Jasper, that would be fine.

20 JOE DOIRON: I agree with you, Donnalee.

21 DONNALEE LOZEAU: Okay. Then I guess we got the
22 right answer. With that, I'm going to -- oh, go ahead, Joe.

1 JOE DOIRON: And Donnalee, I'm sorry to interrupt,
2 but we have a hand raised from Jim Jalbert. I don't know if
3 this is related to this conversation or not, but I just
4 wanted to recognize him. Go ahead, Jim.

5 DONNALEE LOZEAU: Thank you.

6 JIM JALBERT: It actually is. Real briefly,
7 Donnalee, in the CARES 4 version that the speaker
8 introduced, some of the PPP issues we were actually
9 rectified. And so I think that Congress on both sides and
10 on both sides of the aisle have recognized that there are
11 some flaws with it.

12 Now, whether we get a CARES 4 or not, who knows?
13 But I think that there is -- progress has been made.
14 Thanks.

15 DONNALEE LOZEAU: Thanks, Jim. Joe, is the board
16 clear? Thank you.

17 JOE DOIRON: Donnalee, We have some discussion,
18 which is great. Lisa, go ahead, Lisa.

19 LISA ENGLISH: Thank you. I just wanted to
20 basically echo what was just said. I actually had the
21 opportunity this morning to talk to Congressman Chris
22 Pappas. We did a "Copy with Chris" session.

1 And we asked him about this particular issue, and
2 he indicated that it has been addressed, at least in the
3 current version of CARES 4. So hopefully those PPP issues
4 will be addressed going forward, but of course we all know
5 we don't know how it's going to turn out. So thanks.

6 DONNALEE LOZEAU: Thanks, Lisa. Appreciate the
7 input. Anybody else, Joe?

8 JOE DOIRON: Donnalee, it does not appear that we
9 have any further hands raised.

10 DONNALEE LOZEAU: Okay, great. With that, I am
11 pleased to welcome Commissioner Shawn Jasper from the New
12 Hampshire Department of Agriculture, Markets and Foods.
13 Commissioner Jasper?

14 SHAWN JASPER: Good afternoon, Chairman Lozeau.
15 How are you?

16 DONNALEE LOZEAU: I'm good, thank you.

17 SWAATHI JOSEPH: Good. It's my pleasure to be
18 with you this afternoon. I think that Rob Johnson did a
19 very good job of covering the issues that everything other
20 than dairy is facing. The dairy situation, hopefully most
21 of you know has been bleak for quite a while with some
22 improvement last year.

1 And of course Scott can really run circles around
2 me when it comes to this issue. I rely on him very often
3 for advice in that area to begin with.

4 But so I understand full well that we can't make
5 dairy farming profitable through this, all we can do is hope
6 to mitigate the effects of the COVID crisis.

7 So that's what I've looked at specifically, and I
8 think that most people I talk to agree that if we are not
9 able to help dairy in New Hampshire, probably two-thirds of
10 the farms are in danger of going out of business.

11 Some of them did take advantage of an insurance
12 program, which has not always been something that's been a
13 financially good thing to do, it's going to turn out to be
14 that way this year.

15 So I've looked at those factors. We know that
16 there is potentially money coming from the federal
17 government to go directly to dairy farm, but unfortunately,
18 we still don't know how much that's going to be.

19 So my analysis, given the current milk prices, and
20 taking nothing else into account, is that dairy
21 farmers/stand to lose about \$5.2 million dollars through the
22 end of this year, due to COVID-19. And that's a pretty

1 substantial number, but we need to provide that help, and
2 most people in New Hampshire certainly understand the value
3 of keeping the land open.

4 Each cow on a farm keeps about two acres open.
5 And so, that's a substantial amount of land. There's about
6 12,000 milking cows in New Hampshire the last time I took a
7 look at that number, and that changes on a pretty regular
8 basis.

9 So that's -- what we're looking to do is to
10 mitigate those losses and take into consideration all the
11 other factors. On the fruit and vegetable grower side, the
12 greenhouses and cut flowers and nurseries, it's really
13 impossible for us to know exactly what those costs are going
14 to be, and this is different because it is cost versus the
15 losses.

16 And some people have the ability to raise their
17 prices marginally to take care of or to cover the additional
18 costs, but that's not always possible to do that to recoup
19 100 percent of their cost.

20 Rob worked with Cooperative Extension to do some
21 survey work that had to be done very, very quickly, and we
22 got some responses from large growers. But by extrapolating

1 those numbers, we think the potential costs for New
2 Hampshire growers could be somewhere in the vicinity of
3 \$2.5- to \$3 million dollars. But that's just our best
4 guesstimate.

5 So, you know, that's in the range of what we're
6 looking for, and what we think there are going to be losses,
7 and particularly as we move forward, things could change
8 very rapidly. So none of these numbers are really cast in
9 stone, they're just, you know, a snapshot in time.

10 And I think I'll leave it with that and try to
11 answer any questions that anybody might have.

12 DONNALEE LOZEAU: Thank you, Commissioner. Much
13 appreciated. Scott, would you like to lead us off?

14 SCOTT MASON: Shawn, this \$5.2 million-dollar
15 loss, that's based on price alone and not based on the quota
16 systems that the two co-ops have instituted in response to
17 COVID-19, correct?

18 SHAWN JASPER: Well, I updated the numbers today,
19 and I did have conversations with one of the haulers. New
20 Hampshire was producing about 19.5 million pounds of milk a
21 month.

22 So back that down to take that into consideration

1 to 19 million pounds -- again, no idea how close that is
2 going to be, but probably in the ballpark -- and then simply
3 looked at the what the forecast for milk prices were before
4 COVID started, and what they were as of actually Tuesday, to
5 come up with that \$5.2 million.

6 SCOTT MASON: Thank you.

7 DONNALEE LOZEAU: Thank you. Are there questions
8 from other members of the Board?

9 JOE DOIRON: Again, 5* to raise those hands. 5*.

10 DONNALEE LOZEAU: Joe, while you're watching the
11 Board. Commissioner, I have two questions that I maybe
12 should know the answers to, but I want to make sure. One is
13 your department is capable, if given funds through GOFERR or
14 the Governor, to distribute funds?

15 As you know, we're taking an approach of existing
16 entities that can be distribution places to get money out,
17 so that we don't have a problem getting things out of a
18 single place. Is that something that your department is
19 able to do?

20 SHAWN JASPER: Well, if you'd asked me that
21 question Friday, I would have said no, because we haven't
22 received a waiver to hire our one and only account. We've

1 since got that waiver, and I'm now confident that we can
2 process the paperwork to get the checks cut by the State
3 Treasurer.

4 And I want you to all know just what scope this is
5 in terms of what we're looking at. Our budget is about \$6
6 million dollars a year at the Department of Agriculture, and
7 about \$3 million of that is federal funds and other funds.

8 So, you know, this is essentially doubling the
9 amount of money that we would normally process in a year.
10 But I think we can manage it and we will manage it.

11 DONNALEE LOZEAU: Okay. Fair enough. And then
12 maybe I should have caught this, but there's just so much
13 information coming at us from so many different places.

14 And sometimes you wonder how applicable it is to
15 New Hampshire. But the conversation around food product
16 that's going to go to waste or not be grown, or milk that's
17 being thrown away, that sort of thing, do you have concerns
18 about that happening here in New Hampshire

19 SHAWN JASPER: Not a great deal of it. Now, I
20 just had a conversation with one of the milk haulers and
21 things have balanced out. There's only really two milk
22 haulers, and they each handle not quite 50 percent of the

1 products, each company. But the one, Dairy Farmers of
2 America told me they had not had to dump any milk since last
3 Tuesday. So the situation on that has improved.

4 In terms of the other products, I think we do such
5 a good job with selling directly to consumers, as Rob said,
6 that I don't think we're going to see a lot of that.

7 Now, I had had a conversation with one greenhouse
8 operator, very small, that they were providing all the
9 greens to a big restaurant here in Concord Conference
10 Center, and they've had to shut down production, because
11 they totally lost their client, if you will.

12 So that's the only one I've heard of in that
13 regard. I know there's been a concern with farmer's
14 markets, whether they're going to be allowed to open up or
15 not, and that would certainly create a problem. We were
16 working very diligently on that.

17 The Governor's Office has been helpful in
18 clarifying the rules there in terms of how many people they
19 could have at a facility.

20 So I think we're managing very well, and I don't
21 think that we're going to see those problems in states that
22 are really putting their food products into the big

1 institutional areas. They're having huge problems. I don't
2 foresee those in New Hampshire.

3 DONNALEE LOZEAU: Okay, great. Thanks very much.
4 I appreciate that.

5 SHAWN JASPER: You're welcome.

6 DONNALEE LOZEAU: Joe, any questions from the
7 Board?

8 JOE DOIRON: Donnalee, we have a question from
9 Bill Ardinger. Go ahead, Bill.

10 BILL ARDINGER: Hello, Commissioner. Thank you
11 very much for taking the time to come speak with us.

12 SHAWN JASPER: Of course.

13 BILL ARDINGER: I had two questions. One is, is
14 it possible -- again, and I may have missed this, but in --
15 could you just confirm for me the amount of money that based
16 on your -- you know, current preliminary assessment of the
17 needs of your responsible -- the area for which you're
18 responsible, the amount of funds that you think could be
19 properly and usefully deployed between now and the end of
20 the year 1), and I think you were saying, "I'm not sure I
21 want to get that number confirmed."

22 And the second thing is, is there any way you can

1 give us a little bit further information about how you
2 reached that number? What kind of data you were looking to
3 to come up with that thought?

4 And then I guess the final question would be if
5 the money gets to the department so the department can
6 manage the distribution out to the businesses that are
7 supposed to get it, how -- you know, how do you feel about
8 providing grants that have conditions for loans that might
9 be paid back if businesses were able to over a long period
10 of time pay it back?

11 Those are my three. Thank you very much,
12 Commissioner Jasper.

13 SHAWN JASPER: You're welcome. So, you know, in
14 total what we've -- the dairy situation was looking much
15 worse a few weeks ago. But right now, if you were to say
16 what's the maximum that you think is reasonable? We'd
17 probably be up to about \$8 million.

18 But again, the \$5.2- is the hard number without
19 taking into consideration insurance and things like that.
20 The great unknown is how much labor is going to have to be
21 added.

22 How I came up with the dairy numbers are very

1 easy, actually, because we actually know the actual
2 production numbers.

3 We know the forecast that is put out by Agri-Mark
4 for the upcoming year. So they do it on a calendar basis,
5 so have all that data. So we know what they were
6 forecasting prior to the COVID hitting, we know what they're
7 forecasting now. We know production and that's a simple
8 math equation.

9 The fruit and vegetable growers was much more
10 difficult and had to be done very quickly. And so, that was
11 a survey that was sent out that Cooperative Extension put
12 together working with Farm Bureau. And they had I think
13 something like about 20 farms responding, and those were
14 some of the bigger growers.

15 Their high-end estimate just for those 20 farms
16 was a little over a half a million dollars that they were
17 projecting. And so, then we just, you know, looked at -- we
18 don't really know how many farms we have.

19 We have set a floor of \$50,000 -- if you don't
20 produce \$50,000 worth of produce, we said, "Well, you know,
21 there's already the \$1200 that everybody's getting, you're
22 really not making a living if you're producing less than

1 \$50,000 gross."

2 So sort of looking at the numbers forward and
3 doing just somewhat of an educated guess as to what the
4 extreme might be.

5 And so, you know, when we went to the Legislative
6 Committee, we were -- you know, looking at an ask or, you
7 know, saying that -- again, we were right in that \$8
8 million-dollar range.

9 In terms of -- shoot, your last question Bill, I'm
10 sorry, I --

11 BILL ARDINGER: It was grant versus loan.

12 SHAWN JASPER: Oh yes, thank you. Yeah. We're
13 not set up to do that at all. I mean, we have processed --
14 for instance, there was a drought relief bill for dairy
15 farmers a few years ago, this department processed that. We
16 can make grants, we do that, you know, all the time and
17 that's essentially what this is.

18 But in terms of setting up a loan program with any
19 way to figure out how to repay that, that's not something
20 that we're capable of doing.

21 The Commissioner's Office is myself. I have an
22 administrative assistant, and account, and a half-time Human

1 Resources person, and that is the extent of the
2 administrative offices of the Department of Agriculture.

3 BILL ARDINGER: Understood, understood, and I
4 thank you very much for answering those questions, and
5 thanks for your presentation again.

6 SHAWN JASPER: You're welcome. My pleasure.

7 DONNALEE LOZEAU: Joe, any other questions?

8 JOE DOIRON: Donnalee, it does not appear that we
9 have any further hands raised.

10 DONNALEE LOZEAU: Great. Thanks so much,
11 Commissioner Jasper. I appreciate your time.

12 SHAWN JASPER: You're welcome.

13 DONNALEE LOZEAU: All right. Next item on our
14 agenda is the discussion regarding our recommendations
15 everybody should have received, and I hope have had a chance
16 to take a look at our revised template that we had discussed
17 on Tuesday.

18 I will note that somehow -- I didn't catch it til
19 now -- that under Sector D, where it talks about enterprises
20 for non-profit, it should also have a line, just like
21 Section C does that says, "Support Business Advisory
22 Capacity to address COVID-19 arms."

1 And should then in the column with "Potential
2 Implementing Agencies" point out the New Hampshire Center
3 for Nonprofits, who is the non-profit version of supporting
4 entities to help people apply for funds with their best foot
5 forward.

6 So I would just suggest that that be added, unless
7 there is objection. But I'm pretty sure I've been
8 discussing that from the beginning, so I don't know how I
9 missed it.

10 But with that, I would thank everybody for all of
11 their efforts. I really received some great comments, and
12 Bill and I went through them, and we think we have captured
13 all of the concerns that we discussed on Tuesday, and e-
14 mails from individual members that brought things to light.

15 You'll notice that we also did break out the
16 timing and the priority, in an effort to help clarify what
17 we may mean by, "Highest," "Higher," and "High" as well as
18 what's been completed to our knowledge, what we believe
19 should be done "Immediate," which matches, "Highest," and
20 then "Later Round" and "Next Round" you will see in there as
21 well.

22 So I'd love to open it up for any input.

1 JOE DOIRON: Donnalee, we have a hand raised from
2 Scott Mason. Go ahead, Scott.

3 SCOTT MASON: Sorry, Donnalee, I just wanted to
4 make a comment before we finished with the Ag.

5 DONNALEE LOZEAU: Oh, sure.

6 SCOTT MASON: I'm starting to get some information
7 from horse industry in New Hampshire, and I will be
8 presenting that in written form as I receive it. I just
9 wanted to forewarn the committee that that still seems to be
10 out there and coming in now. Thank you.

11 DONNALEE LOZEAU: You're welcome.

12 JOE DOIRON: Donnalee, we have a hand raised from
13 Hollie.

14 HOLLIE NOVELETSKY: Thank you. I just have two
15 comments, first under F, "Health Care" and the reimbursement
16 for non-health care providers - physicians, behavioral
17 health, dentists, et cetera. That's on the next round. And
18 I think that needs to be moved up to the "Immediate."

19 So much of primary care and diagnostics has been
20 put on hold, and the providers need to gear up to be able to
21 provide that care safely under new recommendations. And I
22 think postponing the reimbursement there, that's one

1 thought.

2 And the second one was under G, under "Human
3 Services" with child care, the recovery and reopening phase
4 is also put off to next round. But we can't really open up
5 sectors without having appropriate child care and I just
6 thought that that needed also to be moved up to "Immediate."
7 Those are my two thoughts.

8 DONNALEE LOZEAU: Thank you. The one on "Health
9 Care," certainly we can recommend changing that. As far as
10 child care goes, I agree with you, but what we followed here
11 is -- I don't know if you had an opportunity to read the
12 letter that Associate Commissioner Tappan sent out.

13 I sent it out to members -- I can't remember if I
14 did it last night or this morning, and we followed her
15 recommendations, and they do have a substantial -- they have
16 had a substantial opportunity to get funding out to people
17 to help them with that already.

18 So we were just following her recommendations
19 there.

20 HOLLIE NOVELETSKY: In recommendations, I thought
21 that she put it into three phases -- the "Emergency," the
22 "Recovery," and then with the, "Reopening --

1 DONNALEE LOZEAU: The last phase was "Build it
2 Back Better."

3 HOLLIE NOVELETSKY: -- well, "Reopening and
4 Recovery."

5 DONNALEE LOZEAU: Yep, yep. So that's what we're
6 following.

7 BONOR MACNAUGHTON: Okay. I just thought there
8 was an intermediate phase that needed to be a little bit
9 more urgent. Okay.

10 DONNALEE LOZEAU: No, I think we've got it. And,
11 you know, the other thing too is recommendations -- things
12 change. We send it to GOFERR, the Governor, they hear from
13 DHHS that things have changed; they need more money, or they
14 need to pivot. I think this gives them enough flexibility
15 to do that.

16 It's one of the reasons that I think it's so
17 important that DHHS and the Department of Ed, you know, and
18 the partnership they've already been working with continue
19 on the path they're on. Because I think they're closest to
20 the ground of the folks that they're working with, and have
21 built a lot of faith and confidence with people.

22 HOLLIE NOVELETSKY: Absolutely. Okay, thank you.

1 DONNALEE LOZEAU: You're welcome. Further
2 discussion?

3 JOE DOIRON: Donnalee, we have a hand raised from
4 Nancy. Go ahead, Nancy.

5 NANCY MERRILL: Hi. I'm going to apologize in
6 advance, because I think the answer to this question is
7 probably obvious. As we continue to hear testimony, then,
8 I'm looking at our spreadsheet here, and sort of making sure
9 everything has a place, and listening to today's
10 presentation.

11 Where do our Fishermen's Co-op and Timberland's
12 drop into here. Are you -- are we looking at them as
13 agriculture in a really broad sense, even though they're
14 kind of not, or are we looking at those as a regular non-
15 profit, as in grants or loans through BFA or RDCs?

16 DONNALEE LOZEAU: I think they can fall in all
17 those categories. I think they can fall into C and they can
18 fall into D, and they can fall into Ag if the Governor or
19 somebody thinks it makes sense for it to go through there.

20 NANCY MERRILL: Okay.

21 DONNALEE LOZEAU: But I -- I think we're trying so
22 hard not to get too specific, so people don't wonder, "Where

1 do I fit?"

2 NANCY MERRILL: Right.

3 DONNALEE LOZEAU: So.

4 NANCY MERRILL: But I do want to -- I just want to
5 make sure at least there's sort of a place for everybody.

6 And my second question on the "Implementing Agencies"
7 clearly our list is not exhaustive?

8 DONNALEE LOZEAU: No, it isn't.

9 NANCY MERRILL: And I'm wondering if that -- I
10 mean, there are other intermediaries and mediators and
11 others that sort of should be part of some of this. So are
12 we going to note that somewhere?

13 DONNALEE LOZEAU: Yes.

14 NANCY MERRILL: Okay.

15 DONNALEE LOZEAU: So it's our -- maybe this all
16 will help the Board to know kind of how -- what direction
17 I'm trying to get us to is if we can get this document in a
18 way that we all feel comfortable that there's a bit for, you
19 know, any entity that comes along -- profit, non-profit,
20 large, small, medium, you know, whatever it is... health
21 care, housing.

22 If they find a place within this framework, I

1 think that that's the first thing we want to make sure of.

2 NANCY MERRILL: Yep.

3 DONNALEE LOZEAU: The second is I think we want to
4 make sure that we're making it clear that we are
5 recommending that it not just be the state getting these
6 dollars out; that we want to spread that around, have
7 entities that have a history and expertise in getting
8 dollars out the door to participate in doing that.

9 We want to make sure that the supporting entities,
10 whether it's the Center for Nonprofit, the SBDC -- whoever
11 it might be, you know, even looking in Section G, "Human
12 Services."

13 There are a lot of supporting entities that are
14 going to be necessary for successful reopening, operations,
15 moving forward as it relates to human services, as it
16 relates to education.

17 So what I'd like to do is once we get this
18 documented to where we all feel good about it, then we
19 should draft a narrative letter that explains what our
20 thinking is about the framework, about how we think people
21 fit in.

22 And I'm hopeful then our result of that will then

1 be that we basically stand down as a committee and stand
2 ready for whether GOFERR or the Governor asks us to look at
3 something again -- to look at things differently, to take on
4 a specific task to get more testimony from a specific
5 industry, whatever that might be.

6 And we, of course can still keep receiving written
7 testimony from people to consider and make part of the
8 public record. That in my mind is where we're -- the
9 direction I'm trying to move us in. And again, making sure
10 that our purpose, which is give GOFERR the information they
11 need to make recommendation has gotten to a level that
12 satisfies what they need right now.

13 NANCY MERRILL: Okay.

14 DONNALEE LOZEAU: Hopefully that helps.

15 NANCY MERRILL: It does, thanks.

16 DONNALEE LOZEAU: You're welcome.

17 JOE DOIRON: Donnalee, we have a hand raised from
18 Michelle. Go ahead, Michelle.

19 MICHELLE MCEWEN: Hi, thank you. Just a comment
20 and a question. My first question is where it says,
21 "Completed" is that indicating that they -- the funding is
22 done? For example, I look at "Reimbursement - local

1 governments for non FEMA-covered cost." I know it's on the
2 radar, but because we're not at the end of this, I'm not
3 quite sure it's really completed.

4 So just to understand what the word, "Completed"
5 meant here, or what was intended.

6 DONNALEE LOZEAU: I think Bill and I will probably
7 both pipe in, but the "Completed" term means money has been
8 distributed in those categories, and to those entities.

9 NANCY MERRILL: And if there's additional costs
10 that they are not considered again, or --

11 DONNALEE LOZEAU: I know, it does seem that --

12 NANCY MERRILL: -- I'm just wondering is the door
13 closed?

14 DONNALEE LOZEAU: I don't think so. Bill, do you
15 want to weigh in?

16 BILL ARDINGER: Yes, I would say that you're
17 right. It's either they have been distributed or identified
18 by the Governor already, as amounts to go out -- in this
19 case \$40 million to the local government. And then,
20 Michelle, the next line "Further Reimbursement -- "

21 MICHELLE MCEWEN: Mm-hm.

22 BILL ARDINGER: -- of non-Covid Costs," that is

1 space for what I think we all expect will be additional
2 COVID impacts that will be suffered by municipalities.

3 MICHELLE MCEWEN: Okay, great. Thank you. And
4 just to follow up on the previous comment about the
5 potential on implementing agencies.

6 You know, we've got DHHS on a lot of these, and
7 just don't know whether there's the capacity with everything
8 else they're dealing with to do that, and whether or not
9 there should be some options, also for not-for-profits.

10 I mean, we did hear from HIFA they have they
11 believe the structure and capacity to do that, and whether
12 we should include them as potential agencies in some of
13 these areas.

14 DONNALEE LOZEAU: Okay. So DHHS, I think -- as it
15 relates to the human services part -- I'm quite confident
16 that the systems are in place there. And remember, DHHS has
17 so many different bureaus within it --

18 MICHELLE MCEWEN: Mm-hm.

19 DONNALEE LOZEAU: And so, different people there
20 are doing different things. Like the USDA group, you know,
21 manages getting their money out the door through that
22 system, and the child care folks manage getting that out

1 through there -- you know what I mean?

2 Might they need more capacity in the financial
3 shop and making sure that the accounting is all there for
4 this level? Likely, but I would imagine that they would
5 make the case of what they might need to help there.

6 But I think DHHS is also quite capable of
7 identifying other distribution entities if they think that
8 it makes sense. It's one of the reasons that DEO is on
9 there, because I think that they can help in some ways as
10 well.

11 MICHELLE MCEWEN: Okay, thank you.

12 DONNALEE LOZEAU: You're welcome.

13 DONNALEE LOZEAU: I keep saying, Joe, how "the
14 board" looks -- I don't know if it's a board, I've never
15 seen it.

16 JOE DOIRON: Donnalee, it's a very low tech board,
17 but it -- giving it a moment to catch up, there are
18 currently no hands raised.

19 DONNALEE LOZEAU: All right.

20 JOE DOIRON: Oh, actually, I've just been made a
21 liar, I apologize. We have a hand raised from Kathleen
22 Reardon. Go ahead, Kathleen?

1 KATHLEEN REARDON: Joe, I think I was raising just
2 as you were saying that, so you were on point. I just
3 wanted to say that I think that this framework accomplishes
4 what we were hoping to do in terms of highlighting the
5 priorities. I think in reflecting on what we've done,
6 adding the timing piece is helpful.

7 And 2) I think it was -- I don't remember if it
8 was Holly's or Michelle's comment about are different places
9 for organizations to go, and there will be a little bit of
10 self-selection in some cases, to determine if they would
11 like to go to BFA to pursue a loan or a -- a forgivable loan
12 or to go another route.

13 I think to the extent that we could recommend that
14 this framework be used in a way to help guide people as well
15 -- and so, by that I mean the agencies that are involved,
16 you know, may in some cases like the BFA, their knowledge of
17 other resources that are available, or like the supporting
18 agencies, their knowledge of other resources that are
19 available, and to the extent that the GOFERR office can...

20 I think we've got this recommendation at the top
21 of the sheet. GOFERR has a single information site that
22 directs to those portals could be helpful.

1 DONNALEE LOZEAU: Thank you, Kathleen.

2 JOE DOIRON: Donnalee, we have a hand raised from
3 Ben Wilcox. And again, it's 5* to ask a question.

4 BEN WILCOX: Hi, I just want to -- Donnalee, to
5 start by saying I really like this format. I think you guys
6 have done a tremendous job putting this together and
7 synthesizing everything we've been reviewing, so kudos
8 there.

9 You had mentioned earlier under the "Non-profit"
10 the NHLA may be picking out some of the non-profit category.
11 Could you elaborate on that? I'm trying to get a little
12 better understanding of those intermediaries.

13 I know a lot about the Charitable Foundation, but
14 I just wanted to see how everything would balance there.

15 DONNALEE LOZEAU: Sure, no problem, and my
16 apologies if there was any confusion. So the -- under "Non-
17 profits" the build capacity at NHLA is the New Hampshire
18 Legal Assistance, or Legal Aid, whichever -- people refer to
19 it different ways -- they're kind of the only organization
20 that does that kind of work.

21 What I was trying to add to that section is the
22 same thing that you see under C for "Supporting Business

1 Advisory Capacity to Address COVID-19 Harms." Because as
2 you'll see there, we've added -- you know, other
3 organizations that, so they'll help somebody put an
4 application together so they have their best foot forward.

5 And what I was try to add to the non-profit sector
6 is actually Kathleen Reardon's shop, which is the New
7 Hampshire Center for Nonprofits, which is really one of the
8 only organizations that I'm aware of that exists solely for
9 the purpose of supporting non-profits to in essence be their
10 strongest that they can possibly be in order to deliver the
11 diverse services that they do throughout the state.

12 And not just in the social service world -- in so
13 many other ways, including the arts and, you know, pretty
14 much anything that you can think of.

15 And so I wanted to make sure that we didn't miss
16 them as a supportive entity.

17 Because what I'm thinking is, we want to make sure
18 that people understand that there's a place to go. So my
19 husband and I owned a few restaurants back in the day. I've
20 gotten over it, but just barely.

21 And, you know, when you go to the bank with your -
22 - you know, hand out saying, "Here's what we're thinking:

1 You're going to have a much better response from the bank if
2 you come in with a well-thought out business plan." And for
3 a first-time business owner, that's a challenge. They may
4 not know that going in.

5 What I think there's an opportunity here for is 1)
6 making sure that everybody goes in with their strongest
7 plan, that talks about -- you know, what they've been
8 through -- just like our questions, right? What's happening
9 right now, how are you hurting? What can we do to help you
10 recover, and then what's going to help you be stronger in
11 the long-term, particularly if something like this happens
12 again?

13 And so, that's all I was trying to do.

14 And knowing that there are entities out there is
15 helpful. Having somebody say to you, "Geez, have you talked
16 to the Small Business Development Corporation to take a look
17 at, you know, what you might want to put on your sheet?"
18 or, "Have you considered everything in your plan?"

19 And the same for the Center for Nonprofits. They
20 are the group that makes sure that your governance of your
21 Board is done correctly, that you have understandings of how
22 audits work, and, you know, what your finance and profit and

1 loss should look like. For all different kinds of entities
2 it's a good learning environment.

3 So that's all I was try to do. And I think that
4 fits in multiple categories. And just making it clear that
5 we want them to help, and that people are welcome to go to
6 them, and that we want to support the capacity for those
7 helping entities to be able to serve the purpose.

8 BEN WILCOX: Perfect, thank you.

9 MICHELLE MCEWEN: Does that help? Okay, you're
10 welcome.

11 BEN WILCOX: Thank you.

12 DONNALEE LOZEAU: Joe, anything?

13 JOE DOIRON: Donnalee, we have a hand raised from
14 Bill Ardinger. Go ahead, Bill.

15 BILL ARDINGER: Hello again, and great question,
16 Ben. I wanted to confirm that New Hampshire Legal
17 Assistance -- NHLA that you focused on -- you know, Donnalee
18 mentioned the Advisory component, which is a new line that
19 was omitted inadvertently, but the NHLA is important.

20 And I wanted -- you know, it's helpful to think
21 about the entire sheet that we have been working on as
22 trying to find places in our New Hampshire economy where

1 state government and its programs could fit in and try and
2 stall with deterioration of economic and social
3 relationships that we depend on in our state, and they are
4 at risk of deteriorating, as we all know, due to this virus
5 situation.

6 NHLA, the grant that is suggested to them here to
7 build search capacity, to build a network of additional
8 support, is designed to deal with precisely one of those
9 potential failure points.

10 It is fair to expect that as some of the Executive
11 Order -- Governor's Executive Order protections are
12 terminated?

13 Like for example no foreclosures or no evictions,
14 that, you know, while I expect that, you know, 85, 95
15 percent of our landlords and our mortgage lenders will be
16 fair and continue to be sensitive to their borrowers and
17 renters, there is a pretty good chance that there's going to
18 be a group who will not be so kind and fair.

19 And the way to counteract that is to get on the
20 side of lower-income renters and lower to mid-income renters
21 and homeowners -- get on their side some good guidance and
22 advice, like New Hampshire Legal Assistance, because that

1 will give all lenders and all landlords some caution to try
2 to treat people fairly and don't get too aggressive.

3 And so, I think it's helpful when you mention that
4 to see that almost every one of these line items on this
5 spreadsheet is designed try to find a specific area in our
6 economy.

7 And it's such a complex web of relationships where
8 we see potential of failure points, and provide resources to
9 government and other intermediaries to move in and try and
10 stabilize -- at least on a bridge basis, until we can get to
11 a more stable place.

12 And I really wanted to just say to this group, you
13 know, I had the pleasure of working with Donnalee, as we
14 talk through some of these, how happy I am to be working
15 with you, because I actually think our list here is a little
16 better more programmatic and targeted than some of the
17 excellent priority work that Legislative Advisory Board did,
18 and I think it adds to providing a whole picture of advice
19 and support to GOFERR, which is our charter, which is our
20 mission here.

21 And so I want to thank everybody -- thank Donnalee
22 for putting this out there. That's pretty risky because you

1 -- you know, there's always a risk that we missed something
2 in communication with our fellow colleagues.

3 But I also want to thank the group for trying to
4 find all -- be very smart about funding those special spots
5 where we can have government resources come in, targeted,
6 you know, and help people at the breakdown point.

7 So thank you very much for the chance to work with
8 you all.

9 DONNALEE LOZEAU: Thanks, Bill. Joe? Anybody?

10 JOE DOIRON: Donnalee, we have a few hands raised,
11 the first one from Dean. Go ahead, Dean.

12 DEAN CHRISTON: Thank you, Joe. You know, I was
13 going to say a few of the things that Bill said, so I'm not
14 going to sort of belabor the point.

15 I did want to note that the value of having
16 existing organizations that have experience in particular
17 areas and can provide support to people really is very
18 critical, and I do agree with Bill that I think it's a
19 really important part of our framework here that may not be
20 obvious in some other conversations.

21 And his reference to New Hampshire Legal
22 Assistance I would just sort of elaborate on a little in

1 that the last time we all went through a significant period
2 where there was a risk of foreclosures, for instance, the
3 presence of legal services that were available to people was
4 critical to keeping people in their homes.

5 And I think that we learned from that experience
6 and it makes a lot of sense to apply that knowledge again in
7 a circumstance like this. And I think that's what we're
8 trying to do. Thank you.

9 DONNALEE LOZEAU: Thanks, Dean. And I would
10 agree, and I didn't mean to give it short shrift. I just
11 meant that when you look at the helping organizations for
12 the kind of things we're talking about, they're the only one
13 I'm aware of that do that, so.

14 Joe, who else do we have?

15 JOE DOIRON: Donnalee, we have a hand raised from
16 Hollie. Go ahead, Hollie.

17 HOLLIE NOVELETSKY: One quick question, about the
18 training for displaced workers, we spoke about it briefly in
19 the past. Would that fit in here? Is that something we
20 want to address?

21 DONNALEE LOZEAU: I don't think we need to address
22 it. I think it's covered under the federal legislation

1 related to dislocated workers that is already funded in the
2 state.

3 HOLLIE NOVELETSKY: Okay.

4 JOE DOIRON: And Donnalee --

5 DONNALEE LOZEAU: Thank you for continuing to
6 think about that. Yes, Joe?

7 JOE DOIRON: -- and Donnalee, I was able to chat
8 with folks in the office of Workforce Opportunity today.
9 And so, I think there's a lot of work that's going to be
10 done.

11 I think that the federal government is putting a
12 focus on that, through separate programming like the
13 Workforce Innovation Opportunity Act, and the work of -- you
14 know, grants; I think the Job Training Fund over at
15 Employment Security because they're not -- you know, busy
16 enough. You know, they're doing great work over there with
17 those programs.

18 So I think there's a lot of state efforts being
19 put into place, and I think more will come as well. I think
20 -- you know, we're tracking the best that we can, you know,
21 because it's an ever evolving situation with different
22 federal funds and other funds coming into the state. So

1 we'll definitely try to keep an eye on it holistically as
2 well, to the best that we can.

3 DONNALEE LOZEAU: Thank you. I appreciate that,
4 Joe, and I appreciate you looking further into it. I just
5 had some confidence, based on what I've seen in the -- at
6 least 15 if not more years that -- you know, the states have
7 had those funds for workforce that very comprehensive.

8 And when there's a crisis, I mean, we just saw it
9 recently with the substance abuse problem that funds came in
10 specifically as it related to workforce for that, because it
11 was an identified need and people were hearing about it and
12 changing it.

13 So what I meant by that is I think there are going
14 to be funds outside of the CARES Act funds, as it you're
15 saying as well, to help us in those efforts. Is there
16 anything further?

17 JOE DOIRON: Donnalee, this is Joe. It does not
18 appear that we have any other hands raised. But if I can
19 ask real fast, has Jeff Myers or Amy LaBelle joined us? Just
20 for the purposes of the minutes, I just want to double check
21 for attendance. Jeff Myers or Amy LaBelle? No? Thanks,
22 Donnalee, and no further hands raised.

1 DONNALEE LOZEAU: Thank you, Joe. So it sounds
2 like we're heading in a direction that people are feeling
3 comfortable with; that we're capturing the conversations and
4 people's concerns.

5 So I guess what I would propose is that I work
6 towards trying to put together, make some of these
7 adjustments that we discussed today, work towards getting a
8 draft letter that is the narrative to this document, and
9 trying to get it to the Board before Tuesday's meeting for
10 people to take a look at and review, and then we can see
11 where we might go from there.

12 We do have Tourism and Hospitality on deck for
13 Tuesday. I'd like to thank Ben for working on putting that
14 together. If anybody has anything else that they want to
15 make sure that we consider or add to any of this, I'm all
16 ears. Okay. Well, with that, I'm not aware of any other
17 business. Does anybody have any other business they'd like
18 to bring before the group? Okay, it doesn't sound like
19 there is.

20 Thank you everybody. Again, truly, I'm grateful
21 to Bill for all of his work, and I'm grateful to the Board
22 for taking the time to look closely at the documents that we

1 send you for your review and your input. Our work is only
2 as good as we are collectively, so I appreciate it very
3 many. And with that, I hope people have a wonderful
4 weekend.

5 COLLECTIVE: Thank you.

6 [End of Proceedings]