



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

PUBLIC MEETING

THURSDAY, MAY 19, 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

AGENDA

- Roll Call and meeting information
- GOFERR Presentation
 - Any updates from the Governor's Office for Emergency Relief & Recovery
 - Clarity on the Dec 31, 2020 "spend" compliance
 - LAB Update
 - Re-opening Task Force update
- Presentations
 - NH Lodging and Restaurants Association, Mike Somers, President/CEO
 - Path Resorts, Justin Cutillo, Vice President
 - Tuscan Brands, Joseph P. Faro, Principle
 - NH Attractions and Ski Areas, Jessyca Keeler, President Ski NH
 - Labelle Winery and Event Center, Amy Labelle, Owner (member of SAB)

- Discussions Regarding Recommendations:
 - Revised Draft Discussion Template for sectors, priorities, timing and mechanisms for possible distribution (spread sheet)
 - Draft Letter to accompany Spread Sheet
- Other Business
- Next meeting - To be Determined

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

2 * * * * *

3 JOE DOIRON: Again, this meeting is being
4 recorded. If you do not wish to be recorded, you may
5 disconnect at any time.

6 If you would like to speak, you can virtually
7 raise your hand by pressing 5* on your dial pad. Again,
8 that's 5*. You will then be called upon in the order that
9 your hand was raised.

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

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

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

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

1 We have someone on the phone taking minutes, which
2 will be posted to the GOFERR webpage. Meeting materials for
3 the Board and the public can be found by visiting the GOFERR
4 webpage at www.GOFERR.nh.gov. Again, www.GOFERR.nh.gov.

5 And again, this meeting today is being recorded.
6 I will help facilitate today's meeting.

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

12 As we move through our agenda today, each Board
13 member and anyone else speaking is asked to identify
14 themselves before speaking. Should you choose to take any
15 votes today, they must be done by roll call. We will now
16 begin with the attendance roll call, following in this
17 order.

18 I am Joe Doiron, Deputy Director of the GOFERR, in
19 the GOFERR office, 1 Eagle Square, in Concord. With me are:

20 LISA ENGLISH: Lisa English.

21 NANCY SMITH: Nancy Smith.

22 RHONDA HENSLEY: Rhonda Hensley.

1 JOE DOIRON: And we are all appropriately socially
2 distanced in a large conference room at the Department of
3 Business and Economic Affairs. We will now proceed with
4 Board member roll call, alphabetically. Starting with the
5 roll call, Bill Ardinger?

6 BILL ARDINGER: Good afternoon, Joe, and everyone.
7 My name is Bill Ardinger. I'm in our home in Cuttyhunk,
8 Island, in Massachusetts, and my wife is present in the
9 house with me. Thank you.

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

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

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

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

21 JOE DOIRON: Thank you, Jim. Amy LaBelle? Hi Amy,
22 my might be muted. Okay. We'll come back to Amy.

1 JOE DOIRON: Al Letizio Jr.?

2 AL LETIZIO JR: Good afternoon Joe, good
3 afternoon, everyone, this is Al Letizio Jr. I am at my
4 office in Windham, New Hampshire, and I am alone.

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

6 DONNALEE LOZEAU: Good afternoon, this is Donnalee
7 Lozeau, in my office in Manchester, and I am alone.

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

9 SCOTT MASON: This is Scott Mason. I'm at my
10 farm office in North Stratford, New Hampshire, alone.

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

12 MICHELLE MCEWEN: Good afternoon, this is Michelle
13 McEwen. I'm in my office in Plymouth, New Hampshire, and I
14 am alone.

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

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

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

19 JEFF MYERS: Good afternoon, it's Jeff Myers. I
20 am in Concord at my home, and I am alone.

21 JOE DOIRON: Thank you, Jeff. Hollie Noveletsky?

22 HOLLIE NOVELETSKY: Good afternoon, this is Hollie

1 Noveletsky. I'm in my office in Greenland, New Hampshire
2 and I'm alone.

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

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

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

7 BENJAMIN WILCOX: Hi, everyone, this is Ben
8 Wilcox, and I'm in my office in North Conway, New Hampshire,
9 and I am alone.

10 JOE DOIRON: Thank you, Ben. And just circling
11 back, Amy LaBelle, have you joined us? Okay. All right,
12 well, we'll circle back later to see if Amy's joined us.
13 Donnalee, with the roll call completed, we have all Board
14 members present with the exception of Amy, and I'd like to
15 turn it over to you.

16 DONNALEE LOZEAU: Thank you, Joe. You know, I'm
17 wondering if Amy has not signed up as a presenter today and
18 called in the on the other line? Just a thought.

19 JOE DOIRON: Yep, we're --

20 DONNALEE LOZEAU: Somebody can maybe look into
21 that while we're started, so.

22 JOE DOIRON: Yep.

1 DONNALEE LOZEAU: So 'afternoon, everybody. Next
2 item on our agenda is the GOFERR presentation updates from
3 the Governor's Office, and also, clarity on the December 31
4 Spend Compliance.

5 I did hear Attorney Smith say that she was
6 present. But I'll turn it over to you, Joe, in your shop to
7 take care of items A, B and C under 2) on our agenda.

8 JOE DOIRON: Perfect. We're going to start with
9 Nancy, because Nancy is in high demand these days, as you
10 can imagine. So Nancy, we'd like to start with your update.

11 NANCY SMITH: Okay, good afternoon. This is Nancy
12 Smith, and when Joe first asked me if I could come talk to
13 you again, I was a little concerned because we didn't have
14 any additional guidance from Treasury to share, so -- but
15 actually on May 11, which was exactly a week ago, a high-
16 ranking Treasury official by the name of Dan Kowalski, he is
17 a Councilor to the Secretary -- did a conference call with
18 the National Association of Legislative Financial Officers
19 that has been transcribed, and that does provide in two of
20 the answers some very clear guidance on what Treasury
21 intends regarding the Spend Compliance.

22 So I don't know that that's been circulated to

1 you.

2 So just let me read the two questions that I think
3 will help you understand that issue. And we can circulate
4 this around in writing afterwards if you like, but there's
5 questions 12) and 13).

6 12) is, the question was that, "Treasury Guidance
7 says that if funds have not been used by December 30 -- and
8 note that's the thirtieth, not the thirty-first -- they must
9 be returned to Treasury. Does that mean simply that the
10 state must simply allocate the funds to recipients, or does
11 it mean that the ultimate recipient must exhaust the funds
12 by that date?

13 For example, if the state provides a grant to a
14 business or non-profit, do they have to have the money
15 spent?"

16 The answer is the position right now is yes. And
17 although the question is a little bit ambiguous, we
18 understand that to mean that the answer is that they are
19 saying that the business or non-profit has to have the money
20 spent.

21 Treasury went on to say. "Treasury is continuing
22 to look at the obligation versus Spend scenario, but the

1 fund is viewed as short-term relief to get states past a
2 crisis." So we think that question answer goes directly to
3 the "Spend" issue, and that the money has to be spent by
4 December 30, 2020.

5 The second one that provides some guidance on this
6 issue is answer to Question 13). And the question there
7 was, "In the FAQs update of May 4, there's a reference that
8 financial assistance to private hospitals could take the
9 form of a grant or short-term loan. Can state-used funds
10 for zero-interest loan programs in other areas, for example
11 business interruption costs? If so, what is the state's
12 obligation regarding the funds when those loans are repaid?"

13 And the answer from Treasury was, "Again, this
14 gets to liquidating any obligations by the end of the year.
15 Short-term loans are mentioned to ensure loans are not being
16 used to move restricted funds into a new accounting period
17 where they would be used as unrestricted."

18 So that would very clearly indicate that any loans
19 that were made would need to be liquidated by the end of the
20 year, and the funds could only be used for the same purpose
21 as the initial grant.

22 So I think that's the clarification that I have at

1 this point on the "Spend" issue. If you have any questions,
2 or if you --

3 DONNALEE LOZEAU: I appreciate the information,
4 and I would ask that -- Joe, that that document gets sent to
5 us, so that all the Board members can take a look at it. I
6 appreciate it.

7 JOE DOIRON: Yep, yep, we can send that out.
8 Donnalee, we have a hand raised from Bill Ardinger. Go
9 ahead, Bill.

10 BILL ARDINGER: Thank you, Joe, and thank you
11 Nancy for the update. Nancy, your summary seems very, very
12 clear on the loan issue. How does -- have you seen how
13 states like California, who authorize business loan programs
14 and business guarantee programs for the use of these monies,
15 have you seen them changing their position as a result of
16 the transcript you're citing, which I haven't read?

17 Or is it possible that other states are coming to
18 different conclusions than the one that you're citing?

19 NANCY SMITH: Since this conversation just
20 occurred on May 11, I have not gone to work yet, so I don't
21 know.

22 JOE DOIRON: Thank you. Donnalee, we have a

1 question, or I should say a hand raised from Jeff Myers. Go
2 ahead, Jeff?

3 JEFF MYERS: Yeah. So Donnalee just covered the
4 point I was going to raise, which is that it would be great
5 to circulate that transcript so that we can see that and see
6 the context of it as well.

7 JOE DOIRON: Great. Will do. Are there other
8 Board members that would like to press *5 to raise their
9 hand to ask a question for Attorney Nancy Smith? Donnalee,
10 it does not appear --

11 DONNALEE LOZEAU: Okay.

12 JOE DOIRON: -- that we have further hands raised.

13 DONNALEE LOZEAU: Okay. Thank you very much. We
14 appreciate that update, and I'm sure we look forward to
15 taking a look at the written response to questions and
16 answers that Attorney Smith has mentioned.

17 So thanks for finding a few minutes for us today,
18 Attorney Smith. It's much appreciated by the group.

19 JOE DOIRON: Donnalee, forgive us, it's been a
20 busy morning, and an early afternoon here at the GOFERR
21 office. Attorney Smith has just one more point that I think
22 is very important, but didn't want to overlook that.

1 NANCY SMITH: Yes. It's not related to the
2 "Spend" provisions. That's why I forgot to throw it in in
3 the end.

4 But we got some very important news that I believe
5 was just announced this morning by President Trump, which is
6 that the Federal Government is going to allow the 25 percent
7 state and local match on FEMA eligible costs to be made up
8 with CARES Act money. That's very different than the normal
9 state of affairs, which requires that federal funds cannot
10 be matched with other federal funds.

11 But the announcement was made this morning that
12 that ability is being given, regarding the CARES Act funding
13 to make up the FEMA 25 percent match for local government.
14 Non-profits, like health care are non-profits that are
15 eligible for FEMA reimbursement.

16 The hospitals would fall into that category. A
17 lot of their Personal Protective Equipment purchases during
18 this time period would be FEMA eligible, but now we would
19 have the ability to consider the 25 percent match from the
20 CARES Act funds, where before we did not.

21 DONNALEE LOZEAU: Wow, that's very unusual. I've
22 never seen that before. Wow.

1 NANCY SMITH: Yep.

2 DONNALEE LOZEAU: So is that in writing somewhere,
3 Attorney Smith, that we could also circulate to the group?

4 NANCY SMITH: It is in a White House bulletin that
5 I just received this morning. That is the only place I see
6 it. Yet, I would expect it to also be formalized and the
7 Treasury Guidance and or FEMA, but I can also send you that
8 bulletin, that White House bulletin where it was announced.

9 DONNALEE LOZEAU: Thanks. That would be great.
10 I'm sure some of the Board members want to make sure that
11 the different local governments get it, although they're
12 probably keeping an eye. But with an Assistant Town Manager
13 on the phone and on the Board, I want to make sure that we
14 get it out there. So thank you, appreciate that.

15 JOE DOIRON: And Donnalee, just in light of that,
16 would it be okay if a Board member would like to raise their
17 hand to ask a question, is that okay?

18 DONNALEE LOZEAU: Of course, of course.

19 JOE DOIRON: Any Board members press 5* to raise
20 their hand, and we have a hand raise from Lisa Drabik. Go
21 ahead, Lisa.

22 LISA DRABIK: Hi, there. As the Resident

1 Assistant Town Manager that Donnalee mentioned, I want to
2 thank you for that. We actually did already get
3 notification of this via at HMA. So it's definitely out
4 there, and everyone's pretty excited about it. So thank
5 you.

6 DONNALEE LOZEAU: Great.

7 JOE DOIRON: Perfect.

8 DONNALEE LOZEAU: All right, does any member have
9 anything else for Attorney Smith? Doesn't sound like it,
10 Joe.

11 JOE DOIRON: Donnalee, it appears -- the Board,
12 you know, doesn't show any hands, so I think if it's okay
13 we'll head to Lisa English next.

14 DONNALEE LOZEAU: Great.

15 LISA ENGLISH: Thank you, Joe. So for Legislative
16 Advisory Board update, that organization met on Monday to
17 hear presentations related to housing, and that Board is
18 going to be reconvening in early June, as I understand it.

19 And for the Reopening Task Force, they're meeting
20 today at 1:30, and I believe some of the updates from there,
21 the state is permitting the resumption of more outdoor
22 recreational activities such as bike rentals, mini golf and

1 paintball under revised coronavirus guidelines.

2 The new rules allow outdoor activities in groups
3 of 10 people or fewer, so long as staff members and
4 customers wear face masks and meet other standards.

5 The Guidance allows for bike, canoe and kayak
6 rental operations to open, as well as outdoor driving and
7 shooting ranges, paintball, hiking and fishing guide
8 services, and some charter fishing boats.

9 Beaches still remain closed, as well as the larger
10 tourist attractions like amusement parks. So we look
11 forward to hearing more from the Task Force, as they
12 continue their work, and those are the updates that I have
13 for today.

14 DONNALEE LOZEAU: Great, thanks very much. Do
15 members have any questions from anybody from GOFERR? Okay.
16 Doesn't sound like there is, so thank you very much,
17 appreciate the update.

18 Speaking of the Reopening Task Force opening,
19 having a meeting today at 1:30, Mike Somers, the Executive
20 Director of the New Hampshire Restaurant Lodging
21 Association, who was scheduled to present today, couldn't do
22 so because of the conflict. So we'll begin today by going

1 to our first presenter, Path Resorts, from Justin Cutillo,
2 the Vice-President.

3 Justin, the floor is yours.

4 JUSTIN CUTILLO: Yes. My name is Justin Cutillo.
5 I'm actually a co-owner of Path Resorts, along with my
6 brother, Doug. First off, I want to thank Scott Mason, Ben
7 Wilcox, the rest of the Board for giving us this opportunity
8 to speak today.

9 If I'm spelling a little quietly, it's because I'm
10 from the bathroom of the -- of Concord Hospital. My
11 daughter was born yesterday, and we're restricted to the
12 hospital room.

13 So basically to jump into things, Path Resorts.
14 We're a resort and hotel organization in the Lakes Region.
15 We own and manage three properties, including Steele Film
16 Resorts, the Summit Resort, and the Center Harbor Inn.

17 Steele Hill Resorts is a 500-acre mountaintop
18 mixed-use resort. It includes vacation ownership, a very
19 robust rental program, as well as a pretty heavy emphasis on
20 functions.

21 The Summit Resort, as well, has a robust rental
22 program. There's an owner association there where we manage

1 part of the resort for, and a lot of middle-class, working-
2 class people that have been coming up to the Lakes Region
3 year after year and kind of use that as their vacation
4 property.

5 And then recently in 2016, we purchased the Center
6 Harbor Inn, and Center Harbor completely redid the hotel and
7 kind of made a major investment over there to bring to light
8 what I think is one of the premier properties on Lake
9 Winnepesaukee.

10 We're a third generation business. Myself and my
11 brother, we grew up on the property at Steele Hill. So
12 we're about as home-grown New Hampshire hospitality as you
13 can get.

14 We've seen my grandfather build the business, my
15 father work in the business for, you know, decades and
16 decades. We've worked every job in hospitality ourselves,
17 and we just went from a year where we were literally having
18 the best year on record that we had ever had in the history
19 of the company to the post-COVID crisis of now staring down
20 the barrel of after making some major investments in new
21 buildings, et cetera -- you know, one of the biggest
22 uncertain periods that our family has ever seen in the

1 hospitality industry. So I think we've got a pretty unique
2 perspective there.

3 You know, beyond that, my wife was one of the
4 first 100 people in the state to get diagnosed with COVID-
5 19. In turn, we had to quarantine a large component of our
6 corporate staff through this initial period, as we were
7 trying to triage some of these issues with the virus.

8 So I think that lends itself to even a deeper
9 knowledge of what this means for what people are dealing
10 with with the virus, what this means from an industry
11 perspective.

12 And we're really staring down the barrel of the
13 worst combination of things that could happen to hotels and
14 results -- namely the government's had to make a very
15 difficult decision to shut down our industry for health
16 concerns, which are very valid.

17 Beyond that, the customers themselves
18 psychologically speaking, are likely to steer away from our
19 industry out of health concerns for the foreseeable future.

20 And in the meantime, we've had to furlough 85
21 percent of our staff; some people who've worked with our
22 company since I was a little kid -- people have worked for

1 us for over 30 years. I could name, you know, several
2 individuals who are effectively almost family members to us.
3 So through that period, it's been a real challenging period.

4 And I see this as not a near term issue; I see
5 this as this could be a two-year, this could be a three-year
6 recovery for the industry. I think that our organization is
7 positioned fairly well. I think there's a lot of
8 organizations that are in much more dire position.

9 And I think that, you know, we really need to look
10 at this, and it's more than just hotels and resorts. It's
11 just a matter of fact that as people come to stay in our
12 properties or hotels throughout the state, they're not just
13 staying at the hotels, they're also going to the retail in
14 the area, they're going to the restaurants in the area,
15 they're attending attractions, they're going to the ski
16 mountains -- they're bringing revenue across the full
17 spectrum of industry that are great state of New Hampshire
18 has to offer.

19 So really, in your consideration of how you use
20 these funds, I would hope you would think that, you know,
21 hotels, lodging is really the tip of the sphere in terms of
22 what the state needs to do to maintain this industry, to

1 maintain a lifeline to this industry, to ensure this
2 industry continues to generate tax revenue for the state in
3 the rooms and meals tax in the future.

4 It would be a shame to see such a well-formulated
5 industry collapse in our state.

6 You know beyond that, I think very specifically
7 speaking, you know, high-service properties like our own,
8 which are destination companies, they're effectively
9 staffing companies.

10 So we have front desk, concierge, restaurant,
11 poolside bars, maintenance staff, ground staff,
12 housekeepers. We really carry heavy head counts for any
13 hotel or resort in these categories to be able to provide
14 these services. And that therefore trickles down to the
15 local economies.

16 Beyond that, there are very large real estate
17 assets. So clearly there's robust property taxes being paid
18 out to the municipalities where these respective hotels and
19 resorts operate in. There's a real trickle-down effect to
20 the local economy from these particular businesses.

21 Specifically speaking, you know, things to target,
22 things that we should consider using these funds for. I saw

1 a recommendation that we look at the potential of real
2 estate tax grants.

3 We look at the potential of utility tax grants --
4 namely in property assessments with taxes, we would request
5 that the state, you know, seeks to emphasize the income
6 approach for property tax assessment.

7 The businesses as they are now are not as they
8 were in years past, and to hold them to the same standard of
9 paying taxes as 2019 would place an undue burden on the
10 respective hotels and resorts.

11 Beyond that, you know, indemnification of COVID
12 liability is a huge item. Currently, all the liability
13 insurances have carved out COVID-related causes. So there's
14 the potential for lawsuits right now that add even more
15 uncertainty to continued operations.

16 Continued PPE subsidies: Our companies and hotels
17 in general have a lot of the same names that hospitals do. -
18 - in fact, with housekeeping, room maintenance, etc. And a
19 lot of the procedures that Mike Somers and the restaurant
20 and lodging association are suggesting in the Restart Board
21 fall in line with the need for those PPE items.

22 Beyond that, there's this combination of

1 uncertainty where right now with the unemployment insurance
2 the way it's set up, it's very difficult for us to justify
3 trying to bring somebody back relative to the PPE loans,
4 when that person could effectively make more money based on
5 the unemployment, they would be due.

6 So it's kind of a double-edged sword where you
7 could do a disservice to a lot of your employees to bring
8 them back in a period where you don't effectively need them,
9 because your mandate is shut down. It's a knock against the
10 potential use of the PPE, or the PPP funds, and it would be
11 potentially dangerous to your relationship with your
12 employees long-term. We don't want to do that to our
13 employees.

14 So some clarity going forward, if we were to bring
15 an employee back as we do get to restart, I think would be
16 hugely important to know whether or not they would still be
17 entitled to unemployment at that point in time.

18 Another consideration would be some kind of
19 program for similar hazard pay stimulus for frontline
20 workers, such as housekeeping. It feels like the job
21 markets are a bit inverted right now with how things are
22 being subsidized. And I think some of the same

1 considerations that have applied to things like, you know,
2 state liquor store workers would apply to other industries
3 as well.

4 General clarification on dates or specific
5 criteria for phases in reopening -- I know that's not the
6 goal of this Board, it's more how to use the funds, but the
7 clarity is needed from the standpoint that right now, it's
8 uncertain what the head count restrictions would be for
9 functions, for example, through the different phasings of
10 reopening.

11 What that means for us or anybody who has
12 functions such as weddings is that there's so much
13 uncertainty, there's been a run on rescheduling or of
14 cancellations for these functions.

15 If the head counts are restricted from our
16 business perspective, that could potentially mean over half
17 a million dollars of foregone revenue, due to wedding
18 business lost throughout the September, October period.

19 Beyond that, the potential restrictions on the
20 number of rooms we can occupy, as well as restrictions on
21 out of state really put us in a really dire spot for what
22 the future revenues look like.

1 And I think I want to hammer home the fact that
2 the level of uncertainty that that's going to deliver could
3 really mean there's going to be a run on the hotel industry
4 in the state.

5 So in your considerations for how you use funds,
6 once again, things like real estate tax grants, which would
7 allow the municipalities to receive their funds from the
8 respective properties, as well as allow the properties to
9 forego or offset to some degree some of these major expenses
10 is going to be correctly.

11 One additional example would be with limitations
12 on head counts, we're concerned at a property like Steele
13 Hill, where we have an abundance of amenities that, you
14 know, we're not going to be able to use for most days on the
15 back of things, like our major water park and indoor
16 facilities.

17 Our 30,000 square foot amenity center at Steele
18 Hill for example, is not going to be an asset, it's now
19 going to be a liability from the standpoint that we can't
20 use it, we're paying utility costs to maintain it, and it's
21 going to be more of a drain on the company going forward
22 than a benefit to bring customers up.

1 So I think there's a lot of issues there.

2 Beyond that, we've submitted some additional costs
3 on the potential for rooms and meals tax credits in the
4 letter that sent to the board, which, you know, we're trying
5 to -- in the specifics that we provided in our letters,
6 we're trying to give a very detailed approach to how the
7 nuts and bolts of this might work from our perspective of
8 seeing it from within the industry.

9 But in general, I think it's very, very important
10 that hotels and resorts in New Hampshire help sustain all of
11 these other industry as they bring people to the state.
12 They're huge contributors to the local economy from the job
13 standpoint, and then obviously from the tax base.

14 And we want to -- just as much as, you know, just
15 as much as everybody wants to get through this, as an
16 organization as an industry, we want to be there on the
17 other side of this to continue to be a contributing factor
18 for the state of New Hampshire going forward.

19 DONNALEE LOZEAU: Well, Justin, I'd like to thank
20 you very much, not only for your presentation, but also for
21 taking the time to do a little bit of a deeper dive with
22 solutions. Our questions were designed to be able to bring

1 somebody to that conclusion, and it's very helpful the
2 efforts that you have put into it in a very thoughtful way,
3 and that's much appreciated.

4 I also just wanted to apologize for calling you
5 the Vice-President instead of the Co-President. I want you
6 to be able to live it down with your brother. But I also --
7 so congratulations on a new baby.

8 JUSTIN CUTILLO: Thank you so much.

9 DONNALEE LOZEAU: But did you also say that your
10 wife was diagnosed?

11 JUSTIN CUTILLO: She might scream when I walk out
12 of here. She was diagnosed, yeah, she was.

13 DONNALEE LOZEAU: Oh, my goodness.

14 JUSTIN CUTILLO: She was one of the first --

15 DONNALEE LOZEAU: -- on top of everything else.

16 JUSTIN CUTILLO: Yeah, yeah, 30 weeks pregnant,
17 she was diagnosed. It was a huge shock to us. My family
18 was in quarantine for her two weeks of quarantine, and then
19 two additional weeks beyond that for myself and my son.

20 DONNALEE LOZEAU: Ugh!

21 JUSTIN CUTILLO: And also, the key people that I
22 work with in our corporate office were also quarantined

1 during that time period.

2 DONNALEE LOZEAU: Ugh!

3 JUSTIN CUTILLO: So it was a real challenge. I
4 think we've seen both sides of this. But I feel our
5 perspective is I really think we've got to work towards
6 reopening this, doing it in a safe manner. We've got some
7 of the best trained hospitality employees throughout New
8 England. I really think we could effectively do this if
9 given the right guidance.

10 DONNALEE LOZEAU: Well, we appreciate your good
11 attitude, and Ben, I appreciate you letting me take the spot
12 that I reserved for you on leading us off. Ben, would you
13 like to --

14 BEN WILCOX: No, I would --

15 DONNALEE LOZEAU: -- ask a question?

16 BEN WILCOX: Yeah, I would second a lot of your
17 comments, Donnalee and Justin. Kudos with dealing with all
18 the family stress, but I think you've depicted the stress of
19 the hospitality industry above and beyond. We're all in
20 this together, but thank you for sharing all that for sure.

21 And I have to second the comments of your proposal
22 when I first saw them going right to sort of solutions and

1 tactics, which is -- we've seen in many presentations, but
2 you obviously put a lot of thought and some great ideas.

3 And I thought if you wanted to maybe add one
4 additional point on maybe the regional impact to the rooms
5 and meals and maybe any conversations you've had with Mike
6 Somers relative to that, and the impact of the whole region
7 for that support?

8 JASON CUTILLO: Yeah, I mean this is going to be -
9 - you can think of the places in the state, I mean the Lakes
10 Region, Lincoln, North Conway. These places are going to
11 get absolutely hammered by the shutdown period.

12 And as we go through this, as we come up with a
13 way to stimulate the respective, you know, companies that
14 operate these establishments, it has to be fair and
15 balanced. It has to be some kind of arms-length approach to
16 this.

17 You know, I talked with Mike Somers previously,
18 and he said, you know, if we do any grants or anything of
19 that nature -- loans, et cetera, we need to find an
20 organization like the New Hampshire Business Finance
21 Authority or somebody who can step in and help administrate
22 these things and who has this kind of experience to do it in

1 an effective manner.

2 BEN WILCOX: Well, thank you. I -- do you have
3 anything else to add? I don't have anything else, other
4 than that if anyone hasn't had a chance to listen to Mike
5 Somers' testimony with the Legislative call, which is
6 recorded and on the GOFERR site, it's worth some time
7 listening to that as well. But thank you. Those are all
8 the questions that I have.

9 DONNALEE LOZEAU: Thanks, Ben. Are there
10 questions -- oh, I'm sorry. Go ahead, Justin.

11 JUSTIN CUTILLO: I will just say that Mike has
12 been instrumental in this. We've had several phone calls
13 with him through this critical period, and we're very
14 aligned with him on a lot of the -- you know, ways forward
15 that he's carved out and suggested to the relative Boards.

16 DONNALEE LOZEAU: Thank you. That's helpful.
17 Joe, are there questions from other members of the Board?

18 JOE DOIRON: Hi, Donnalee. Looking at the Board,
19 again 5* to raise your hand. Again, 5*.

20 DONNALEE LOZEAU: My bet is Board members want to
21 be able to let Justin get out of the bathroom and go pay
22 attention to his wife and daughter. But -- I'm out on a

1 limb, but I'm betting that that's --

2 JASON CUTILLO: There wasn't a lot of sleep last
3 night.

4 DONNALEE LOZEAU: I'm sure there wasn't. Oh, my
5 goodness. Okay, Joe, anything?

6 JOE DOIRON: No hands raised, Donnalee.

7 DONNALEE LOZEAU: All right, Justin. Please thank
8 your wife for us, for letting her be patient enough to let
9 you lock down in the restroom and provide us with really
10 great information.

11 JASON CUTILLO: Thank you so much.

12 DONNALEE LOZEAU: Enjoy your daughter.

13 JASON CUTILLO: Thank you so much.

14 DONNALEE LOZEAU: You're very welcome.

15 BEN WILCOX: Thanks, Justin.

16 DONNALEE LOZEAU: Thank you. Okay, that will be
17 the most unusual presentation this Board is sure to have.
18 With that, I'd like to recognize Joe Farrell, the Tuscan
19 Brand's principal owner. Joe, the floor is yours.

20 JOE DOIRON: Donnalee, we reached out to Joe. We
21 didn't receive a number that he was calling in. Joe, if you
22 could raise your hand by pressing 5*? Again, Joe, 5*, and

1 that will help us find you so we can unmute your line.

2 Donnalee, I'm not sure. We can work at it on our
3 end. Would it be okay to perhaps go to Jessyca?

4 DONNALEE LOZEAU: Exactly, it would be perfect.

5 So from the New Hampshire attractions and ski areas, Jessyca
6 Keeler, the President of Ski New Hampshire. Jessyca, hoping
7 that you're ready?

8 JESSYCA KEELER: Hi, I'm here. Can you hear me?

9 DONNALEE LOZEAU: Yes, thank you so much.

10 Perfect.

11 JESSYCA KEELER: Well, good afternoon, members of
12 the Stakeholder Advisory Board. Before I begin my
13 testimony, I just want to say thank you for the important
14 work you're doing on this Board.

15 I understand this is a huge commitment of your
16 time, and the work you're doing is critically important the
17 residents and businesses of New Hampshire, and I just want
18 to say that I greatly appreciate your service.

19 So my name is Jessyca Keeler, and I come to you
20 today on behalf of a coalition of three organizations that
21 represent just over 100 attractions hailing primarily from
22 the northern half of the state.

1 I'm the President of Ski New Hampshire, a trade
2 association that represent 30 downhill and cross-country ski
3 areas throughout the state. Many of these ski areas have
4 robust summer operations as well.

5 Also part of this coalition is the White Mountains
6 Attractions Association, which counts 17 attractions from
7 Coos, Carroll, and Grafton Counties in its membership, three
8 of which are also Ski New Hampshire members.

9 The third member of our coalition is the Lakes
10 Region Tourism Association, an organization that represents
11 450 members, 85 of which are attractions that range in size
12 and scope from Canterbury Shaker Village to the New
13 Hampshire Motor Speedway.

14 Our organizations also collectively count hundreds
15 of other hospitality or related businesses and services as
16 members; however today we are here to focus on our
17 attractions numbers.

18 The attractions that we represent play an
19 important role in the economies of the towns and communities
20 where they operate. They are truly the draw for many
21 thousands of visitors who come from the primary purpose of
22 visiting the attraction, but then go on to spend money at

1 local restaurants, stay in local lodging properties, spend
2 money at local retail and grocery stores, and along the way
3 spend money on gas and New Hampshire highway tolls.

4 Without these attractions operating in their
5 communities, most other sectors of the local economies will
6 be impacted.

7 Many of our members have already been impacted by
8 the fallout from the pandemic. For example, the state ski
9 areas shut down anywhere from two to four weeks early during
10 what is typically a busy spring skiing season, thereby
11 impacting budgets in the form of lost revenue from lift
12 tickets, rentals and lessons, as well as food and beverage
13 and retail sales.

14 However, perhaps the most important impact on ski
15 areas' revenues was that when they shut down in mid-March
16 due to concerns over COVID-19, season pass sales for next
17 season's passes effectively took a nosedive to near zero
18 sales.

19 Skiers have reported that losing the end of the
20 spring season and the critical season pass sales period
21 resulted in losses of between \$10,000 for one small ski area
22 to \$830,000 for one of the larger ones. Those sales are

1 immensely important in helping ski areas bridge operations
2 between the ski season and the summer season in terms of
3 cash flow.

4 And without those anticipated dollars, ski areas
5 had to furlough most full-time year round staff and put
6 capital projects on hold indefinitely.

7 And I'll also note that as those capital projects
8 are put on hold, there's often a ripple effect, because
9 third-party contractors who work on those projects are not
10 able to.

11 So looking at summer operations, those attractions
12 that do not have winter operations have also experienced
13 losses before their season even begin.

14 In a survey of members that we recently conducted,
15 we saw that summer-only attractions are also expecting total
16 losses between march and the end of this month that range
17 anywhere from \$30,000 to up to \$250,000.

18 Some attractions open as early as April for their,
19 "summer season" but for others, in much the same way that
20 ski areas sell season passes in advance of their next
21 season, many summer attractions also sell season passes and
22 pre-season ticket sales that help them prepare for the

1 upcoming summer.

2 And I should make it clear that in both the cases
3 of the ski area and summer attraction season pass sales, the
4 dramatic drop in sales wasn't due to businesses stopping
5 sales themselves, but rather it was entirely driven by an
6 abrupt pause in consumer demand.

7 But if the shutdown of preseason sales wasn't
8 enough, many areas have also been suffering from summer
9 event cancellations. These events include weddings and
10 conferences, as well as large consumer gathering events,
11 such as bike festivals and concerts.

12 In our survey, we saw losses that included one
13 individual property losing \$1.3 million dollars in
14 conference revenue. More than one property reported that
15 they stood to lose between \$200,000 to \$250,000 in wedding
16 revenue, and other properties were expecting losses that
17 ranged from \$100,000 to \$500,000 due to either events being
18 canceled or significantly modified.

19 With regards to the day-to-day summer business of
20 selling tickets and entry fees for our various attractions,
21 the outlook for the summer is rather bleak.

22 At this point, there is still no guidance on what

1 sorts of limits on capacity will be imposed, but we are
2 already hearing from our various members that they're
3 anticipating anywhere from a 50 percent to a 70 percent
4 decrease in summer visitation.

5 Revenue losses expected as a result of modified
6 operations range from the tens of thousands to multiple
7 millions of dollars.

8 In the particular case of ski areas, as I noted
9 earlier, most lost at least a couple weeks of operation at
10 the end of the season, as well as the important spring
11 season pass sales.

12 And now those that have summer operations, which
13 include most alpine and some cross-country areas, they're
14 looking at a summer season in which a capacity restriction
15 of perhaps 50 percent is expected.

16 Those that primarily rely on weddings and
17 conferences during the spring, summer and fall are looking
18 at even greater capacity restrictions, if some version of
19 those events are even allowed to take part in.

20 Looking beyond the summer season to next winter's
21 season, at this point there is a complete lack of certainty
22 about the future. Will ski areas be forced to cut capacity.

1 How will consumers respond, and will they even want to
2 venture out? Will the coronavirus make a resurgence and
3 cause areas to have to shut down altogether?

4 Despite all this rather depressing information,
5 what we are asking for today is not a bailout, but rather a
6 fund of \$5 million dollars that will help our attractions
7 prepare for modified summer operations that were not
8 anticipated when budgets were being created.

9 All of the new relief programs seem designed to
10 primarily help businesses cover costs, like payroll and
11 other overhead expenses.

12 We are looking to offer funds that will help
13 attractions cover the cost of retrofitting their businesses
14 to keep employees and guests alike safe for the upcoming
15 season.

16 These expenses include things like Plexiglass
17 guard at ticket or service windows, signage that will be
18 needed throughout the property, new online ticketing or
19 reservation programs, gloves, hand sanitizer and other
20 protective equipment as needed for guests and employees,
21 additional sanitization items like sprayers and the cleaning
22 agents used in them, et cetera.

1 Estimates that we've received from some members on
2 up front costs range from \$5000 to \$100,000 and additional
3 costs to maintain the levels of safety and sanitization
4 required range from \$1000 to \$10,000 per month.

5 And I would also like to add here that while our
6 three organizations have come together to work on this
7 proposed fund, I think it's worth the GOFERR board
8 considering that a larger fund dedicated to the same purpose
9 could serve the entire tourism community, or even the
10 greater business community.

11 While a number of our attractions are a part of
12 large corporations that may have the funding sources to help
13 their New Hampshire businesses, many of our ski areas,
14 amusement parks and other attraction members are family-
15 owned-and-operated, and neither have the corporate dollars
16 to support them, nor the knowledgeable staff or partners to
17 navigate through programs like the Payroll Protection
18 Program or the SBA's Emergency Injury Disaster lens.

19 We were all excited to hear about Governor
20 Sununu's Main Street Relief Fund and think this could be
21 very helpful to many of our businesses in terms of dealing
22 with some of their more pressing expenses in order to stay

1 open.

2 But our understanding of that fund is that it's
3 more related to addressing losses. The fund we're
4 requesting is different, in that it looks to the future, and
5 offers our members a fund that will help them open their
6 doors this summer, according to new guidance.

7 Because none of our three organizations is a
8 fiscal agent of any kind, we have had conversations with
9 both the BFA and with members of two of the state's regional
10 development corporations about working with us to be
11 intermediary or intermediaries for disbursing requested
12 funds for this purpose.

13 Both have expressed their interest in working with
14 us. They've shared ideas on how such a fund might work, and
15 they recognize the importance of our attraction members, not
16 only to the state's economy, but also in particular to the
17 economies of the northern part of the state.

18 And with that said, I thank you for your
19 consideration of our request, and I look forward to
20 responding to any questions you might have.

21 DONNALEE LOZEAU: Thank you, Jessyca, much
22 appreciated. Ben, would you like to lead us off?

1 BEN WILCOX: Sure. Thank you, Jessyca. It
2 definitely was inspiring to make a phone call to Jessyca
3 about, you know, sharing the needs of the ski industry, but
4 also knowing that we're -- the tourism community is such a
5 great, small community and able to reach out to White
6 Mountain attractions and Lakes Region, and we all know each
7 other by first name. So great job putting surveys out and
8 getting all that information out.

9 And also explaining the immediate stress of all of
10 the summer operations, which are to modify their operations
11 to get open.

12 As far as the funding, you mentioned the
13 mainstream -- Main Street funding, which probably could
14 address a lot of "Immediate." Could you speak to the fact -
15 - maybe some of the conversations in the ski industry, which
16 would be later funding concerns -- and a need for funds that
17 might not be immediately now, but later in the year?

18 JESSYCA KEELER: Yeah. I think, you know, funding
19 down the road for the ski industry, which people are really
20 just thinking about it finally warming up and not so much
21 about it snowing again, and I can relate. But I think that
22 there probably is going to be a critical need for ski areas

1 down the road.

2 Some of the retrofitting that we're talking about
3 now will help the ski season. But, you know, I think I
4 noted of course that we've already seen a lot of losses as
5 it pertains to, you know, season pass sales in the spring
6 and, you know, those season pass sales continue throughout
7 the summer and the fall months.

8 And at this point with all that uncertainty, with
9 not knowing if we're going to have restrictions on our
10 capacity or what the demand is even going to be on the part
11 of skiers, you know, to travel and do that sort of thing --
12 I think that as much as I hate to be a Debbie Downer here, I
13 think that, you know, we are looking at potential greater
14 losses down the road.

15 But if there are things that we can do to help
16 those ski areas be as safe as possible, that will put us in
17 a better position. You know, we'll have to communicate that
18 with our customers.

19 But, you know, we're talking about other things
20 like, you know, how we handle making sure that lifts,
21 chairlifts and gondolas are clean during the winter months.
22 It's a little different than in the summer.

1 You know, what about base lodges? You know,
2 people typically come inside, you know, because it is cold
3 in the winter. How are we going to keep those clean? You
4 know, people are bringing in their bags and that sort of
5 thing?

6 So what are the kinds of things that we're going
7 to need to do to make sure that as people come in the
8 lodges, they're safe? Are we going to -- you know, still be
9 requiring them to be socially distanced? And again, that
10 may come down to a capacity issue for us.

11 So I think that we do need to keep our eye on next
12 winter as it pertains to funds and how we're going to be
13 able to do our best to retrofit the ski operations as well,
14 you know, to welcome people.

15 BEN WILCOX: Great. Thank you. I'll leave it to
16 anyone else that has questions.

17 DONNALEE LOZEAU: Thanks, Ben. Joe, are there
18 questions from other members of the Board?

19 JOE DOIRON: Again, to ask a question, press 5* to
20 raise your hand. Again, 5*. Donnalee, we have our first
21 hand raised from Bill Ardinger. Go ahead, Bill.

22 BILL ARDINGER: Thank you very much for your very

1 thoughtful presentation and written remarks as well. Could
2 I please ask you to comment a little bit further on, you
3 know, the impact -- the disproportionately large impact that,
4 you know, the members of your alliance have on the economy
5 and communities in the North Country?

6 JESSYCA KEELER: Sure. I can speak a little bit
7 more lucidly about the ski industry. You know, I was
8 talking to my colleague, Cheryl Reardon, from the White
9 Mountain Areas Attractions and Amy Landers from Lakes Region
10 Tourism Association just to see if they had done, for
11 example, any economic impact studies recently. And they
12 haven't. They tend to look more at what the state has
13 provided in terms of visitation and spending, and that sort
14 of thing.

15 But I can say that just for the studies that we've
16 done -- you know, for example, we look at a recent study
17 that we did. Visitor spending was -- just for ski areas and
18 skiers -- was around \$384,000,000 a year on average, and
19 that didn't include, like, some of the other impacts that it
20 has on related industries.

21 So the areas -- you know, up in the North Country,
22 you know, a ski area for example, or a variety of them --

1 like, I live in the Conway area so we have Cranmore, we have
2 Attitash, we have a host of other businesses like that, and
3 that's the primary reason in a lot of cases that people are
4 coming to these areas. They come for, like, the greater
5 lifestyle.

6 So, you know, the hotels, the restaurants, the
7 shopping, that's all part of the experience. But if they
8 didn't have some of these things to do, which is their main
9 reason for coming, then they may not be coming up here as
10 much, just to go for a hike, for example.

11 And these areas also employ a lot of people.
12 You know, I can say that the ski industry, we employ around
13 6000 people, I think that's our full-time year-round people
14 that we employ, and then that grows to about 10,000 in the
15 winter months.

16 So -- and if you look at, you know, a similar
17 version of that for the summer, you look at the summer
18 attractions, they're all ramping up in the summer as well.
19 So really important for summer; we're important for driving
20 people to these areas.

21 You know, they're coming for these things and then
22 they're going out to the restaurants and they're staying in

1 the hotels, they're making a weekend of it or a week, or
2 whatever it may be.

3 But without those, I think that it would be less
4 enticing for visitors to come to these areas. Hopefully
5 that sort of helps.

6 BILL ARDINGER: It does, it does very many. Thank
7 you very much for coming before the group and letting us
8 hear your views.

9 JESSYCA KEELER: Yeah, well thank you for having
10 me. I really appreciate the opportunity.

11 DONNALEE LOZEAU: Thank you. Are there further
12 questions, Joe?

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

15 SCOTT MASON: Thank you very much, and thank you
16 for coming and presenting today. I know we've been hearing
17 from some of our restaurants that as they reopen, the social
18 distancing issue social distancing issue is being making
19 some of their business plans unprofitable.

20 Was some of your summer or even your winter
21 tourist attractions, how does social distancing -- is social
22 distancing going to do the same to them, make them

1 unprofitable for the year?

2 JESSYCA KEELER: Well, I think it's definitely
3 going to have an impact, because you can't just be pushing
4 people through maybe as quickly as you would otherwise. And
5 it really -- it's hard to, there's no one-size-fits-all
6 solution to this.

7 Every attraction in the state is very different.
8 An amusement park, the way they operate is very different
9 from, say, the way a Cranmore or Loon summer operations
10 might work. Because you have people sort of going to, you
11 know, they're doing different things. They might be doing
12 the aerial adventure park or, you know, riding a zipline or
13 something like that.

14 And those tend to be smaller groups, and it tends
15 to be, like -- and Ben, feel free to correct me if I'm
16 wrong, but, you know, you'll see, like, family groups going
17 together in these sorts of things.

18 So I think that there will be an impact, and
19 certainly if we're told, "Okay, your capacity needs to be at
20 50 percent," then that is going to have a major impact. But
21 I do think that in all of these places, you can spread
22 people around.

1 Where there might be more challenges could be
2 things like the food and beverage side of what our
3 attractions do. It'll have to -- presumably have to be all
4 outside seating, you know, or maybe it's grab and go.
5 Again, I think it will vary depending on the attraction.

6 But looking at, you know, for example I was
7 talking to Amy Landers with the Lakes Region. She was
8 talking about the -- I believe it was the MS Mount
9 Washington, where they do a lot of buffet-style meals for
10 people. They're going to have to change that model
11 completely, because I think buffets are probably not going
12 to be allowed moving forward.

13 I haven't looked closely at, you know, food and
14 beverage service guidelines. But my guess is that's off the
15 table. So they're going to be look at completely
16 retrofitting their operation for that sort of thing.

17 So again, you know, there's no one easy answer to
18 that question, and it is going to vary from property to
19 property. Some will fare better than others, just because
20 of the way they're laid out, and others I think will have a
21 bigger impact, you know, if they're used to having more
22 crowds at their location, and if those crowds have to be

1 disbursed or monitored for, you know, a certain capacity
2 level.

3 SCOTT MASON: Thank you very, very much.

4 JESSYCA KEELER: And we're still waiting for that
5 guidance. So, you know, it sort of remains to be seen.

6 SCOTT MASON: Thank you very much.

7 JESSYCA KEELER: You're welcome.

8 DONNALEE LOZEAU: Thank you. Joe, further
9 questions?

10 JOE DOIRON: Again, it's 5* to raise your hand.
11 Donnalee, there doesn't appear to be any hands raised.

12 DONNALEE LOZEAU: Okay. With that, Jessyca thank
13 you very much for joining us today. We appreciate your
14 information and your broad perspective.

15 JESSYCA KEELER: Thank you. I appreciate the
16 opportunity.

17 JOE DOIRON: Thank you, Jess.

18 JESSYCA KEELER: Okay. You too.

19 DONNALEE LOZEAU: So it looks like we've had a bit
20 of confusion from Joe Farrell and from Amy LaBelle about
21 presenting today. So we're going to move on the agenda to
22 item 4, "Discussions" regarding recommendations, unless

1 there's any objection or anybody wants to add anything
2 under, "Presentations." Okay.

3 So you all should have received a revised
4 spreadsheet, as well as the draft letter to accompany the
5 spreadsheet, or as I like to say, the narrative that
6 accompanies the picture, so to speak.

7 I'd love to open up for discussion on that. I
8 would first like to go through the spreadsheet to see what
9 people's thoughts might be, and then we can see if there's
10 anything that we want to change.

11 I did mention in an e-mail that I sent out that
12 I'd like us to talk about considering the private intercity
13 bus service, adding it to section C on our sheet, and to add
14 Department of Transportation to the potential implementing
15 agencies column. So we can certainly open it up and talk
16 about that as well.

17 I'm sure that Jim would be able to explain any
18 questions we have on the reasons behind that, and the -- I
19 have learned more about bus service in my conversation with
20 Commissioner Sheehan from Department of Transportation than
21 I thought I would ever know regarding the different types of
22 bus service, and who wasn't included for direct funding.

1 So we can have a conversation on that as well.

2 So I'll start by opening it up to members of the
3 Board for comments on first let's go with the spreadsheet,
4 and we can add to it the point that I just made about
5 intercity bus.

6 JOE DOIRON: Donnalee, we have a hand raised from
7 Michelle.

8 DONNALEE LOZEAU: Thank you.

9 MICHELLE MCEWEN: Hi, thank you. I just wanted to
10 inquire, because I don't recall receiving the letter in
11 September, the schedule.

12 DONNALEE LOZEAU: Oh. You know, I -- there's been
13 a couple of folks that have asked that. So yesterday you
14 received more e-mails than normal from me. So let me pull
15 it up. I think it was at 3:00. Hang on.

16 UNIDENTIFIED SPEAKER: Donnalee, I also didn't
17 receive that.

18 DONNALEE LOZEAU: Hm.

19 AL LETIZIO JR.: Donnalee, Al Letizio. I did not
20 receive it either.

21 DONNALEE LOZEAU: Oh, my goodness.

22 SCOTT MASON: This is Scott. I didn't.

1 DEAN CHRISTON: Donnalee, this is Dean. I didn't
2 get it either, so.

3 DONNALEE LOZEAU: Okay. Today is not our best
4 day. All right. Hang on. Let me see if I can pull it up.
5 Are most of you in front of your computers?

6 COLLECTIVE: Yeah.

7 DONNALEE LOZEAU: So let me get it and forward it.
8 All right. Coming your way, I hope. Sorry, talking and e-
9 mailing at the same time is a challenge.

10 You know what, while I'm doing that, I will see if
11 Bill Ardinger wouldn't mind, because I don't want to try to
12 do two things at once. If Bill wouldn't mind just updating
13 people on the changes to the spreadsheet, based on our last
14 meeting?

15 JOE DOIRON: Yes, Donnalee. I will just walk
16 through this. There were only a couple. And then you send
17 that out, and we can all follow along with that.

18 Following the last meeting, the goal was to make a
19 couple of changes to the spreadsheet, and prepare it in a
20 way with the letter that is being sent to kind of make a
21 final recommendation to the GOFERR team.

22 So the change, the first change that was made was

1 to increase the priority and timing urgency for reimbursing
2 nonhospital health care providers for COVID-19 costs. That
3 was a comment that was received at our last meeting, and so,
4 we moved it from high and next round to highest and
5 intermediate.

6 I am sorry I don't remember exactly the person who
7 made that comment right now, but it was a good one.

8 I've just received, Donnalee, your e-mail. So
9 hopefully other people will be getting it.

10 The second change that was made was in section D,
11 sector D, "Enterprises, non-profit " was to add a line that
12 said, "Support Advisory Capacity to Address COVID-19 Harm."

13 That was at the highest in immediate priorities,
14 and it indicated that the New Hampshire Center for Nonprofit
15 could be the agency that could help provide that advisory
16 capacity. And that was a comment I think that Donnalee had
17 offered us.

18 And apart from those two comments, there were no
19 other changes made except to the title of the document,
20 which drafted changed this from "Discussion" -- possible
21 "Discussion Template" to just "Template." So to kind of --
22 and can that we had moved it, we were considering it as a

1 more final document to provide to the GOFERR team as a
2 formal recommendation.

3 Donnalee, those were the three changes that were
4 in the document that we discussed. It does not include the
5 one you just mentioned for supporting transportation
6 capacity.

7 DONNALEE LOZEAU: Okay.

8 BILL ARDINGER: Thank you.

9 DONNALEE LOZEAU: Thanks, Bill. I appreciate it.
10 And again, I'm sorry for whatever technical difficulty I had
11 yesterday in sending that out. I just -- I did not realize
12 it hadn't gone out. A couple of our had asked this morning,
13 so I resent it. So I don't know if people have had a chance
14 to see everything.

15 But the spreadsheet other than the changes that
16 Bill mentioned has not changed. Would anybody like to make
17 any changes to the spreadsheet, discuss anything on the
18 spreadsheet? That one you didn't have to study too hard,
19 because that was basically the same with the exception of
20 those changes that we had agreed to at the last meeting.

21 BILL ARDINGER: Donnalee, this is Bill Ardinger.
22 Could you just summarize again for me the proposed change to

1 deal with transportation capacity?

2 DONNALEE LOZEAU: So my understanding -- and Jim
3 might do better than I did -- and hopefully people -- did
4 you get the testimony from commissioner Sheehan that I sent
5 out from DOT, everybody?

6 AL LETIZIO JR.: Yes. This is Al, yes.

7 COLLECTIVE: Yes.

8 DONNALEE LOZEAU: Okay, phew. All right. One
9 thing worked. Okay, great.

10 So Jim, you know, I know, Jim, that it is a tad
11 uncomfortable for you, as somebody who is a transit -- a
12 private, intercity bus transit provider, but if you wouldn't
13 mind at least just walking us through the categories, so
14 people can understand the distinction?

15 I feel like I would waste people's time and ask
16 you to clean up after me if I tried to do it strictly on my
17 own.

18 JIM JALBERT: So thank you Donnalee, and thank you
19 everyone. You're right, it is a tad uncomfortable, but I
20 think it is important.

21 First of all, let me talk about what New Hampshire
22 got. New Hampshire got about \$38.7 million dollars for

1 public transportation. It was for a couple of categories --
2 5307 and 5311(f) and 5311. 5311 and 5311(f) are rural funds
3 that support public and private companies to provide
4 passenger transportation in rural areas, to bring them into
5 the urbanized areas.

6 So there would be, if you had a small public
7 transit system, say in North Conway or in Littleton or a
8 rideshare program or something, it may support that.

9 5307 is used to support operations like Manchester
10 Transit Authority, Concord Area Transit -- closed Nashua.
11 There are some lesser public providers which you all have
12 received in your packets that typically got funding from a
13 category known as 5310. 5310 did not get any money at all in
14 CARES 3 through the FTA.

15 So these people who brought people to work, who
16 brought people to medical appointments operated through
17 Easter Seals on a variety of other regional planning
18 Commissions, they never -- and even some like yours,
19 Donnalee, never got money.

20 And then the last bucket was the intercity bus
21 industry.

22 And so, if you'll give me about a minute and a

1 half, I'll sort of give you the lay of the land of what we
2 do, and what was there for us.

3 First of all, the industry in New Hampshire is
4 made up of Boston Express Concord Coach Lines; C&J, the
5 company I own; and Dartmouth, Coach. Collectively, there's
6 over 100 years of service.

7 We serve 27 cities and towns to and from Boston,
8 Logan Airport and New York City. We serve the Upper Valley
9 region, Littleton area, the White Mountains, down to the
10 Seacoast on 95 and the 89, lower 89/93 Corridor.

11 Last year, over 2 million people -- 5500
12 passengers a day -- traveled by intercity bus. They were
13 work commuters, airport/airline employees and business and
14 leisure travelers.

15 When services were finally suspended on march 27,
16 less than 300 people a day out of all those services were
17 riding intercity bus. Collectively, our industry paid
18 almost a half a million dollars in BPT. We paid the state
19 of New Hampshire over \$830,000 in fuel taxes and tolls;
20 registrations and property taxes of cities and towns over
21 three-quarters of a million dollars.

22 Our employee ranks were reduced from 400 to 42

1 people statewide.

2 The only funding sources we had available to us
3 were limited FTA funding through 5307 to help pay for state-
4 owned terminals which we operate under contract with state
5 of New Hampshire, and some support for commuter operations,
6 none of which is yet to be determined. The bulk of our
7 services receive no fundings.

8 We were eligible for PPP funding, but PPP funding,
9 as presently, the way it's regulated, doesn't really help
10 us, because it's more -- to hire back people during shelter-
11 in-place simply didn't make sense.

12 And so, our challenges are to, you know, right now
13 to maintain these facilities and to maintain -- you know,
14 continue to -- when we laid off all these people, they were
15 predominantly furloughed, they keep their health care.

16 You know, we're trying to keep them going until we
17 can get up and running -- to keep everything maintained
18 during this time, and then ultimately to start up service
19 again.

20 So that's basically it.

21 DONNALEE LOZEAU: Thanks, Jim. I appreciate it.
22 And when I talked to Commissioner Sheehan yesterday, I asked

1 her about, you know, "What about if we, you know, added them
2 to the category of businesses -- you know, that type of
3 thing, and they looked at the funds that are being allocated
4 there?"

5 And she made it clear that she thinks it would be
6 important to have funds directed for this purpose through
7 the DOT. And apparently, they are advocating for that on
8 the federal level. They have spoken to the delegation about
9 it. They're getting a sense that they're on board with it,
10 so that they don't -- we don't end up with no entities being
11 able to continue to do this work.

12 And it unfolded in a way that was -- I think some
13 of you remember me asking Jim to look into -- you know, I'm
14 aware of some of the community action agencies -- not mine,
15 but others that, you know, are providing public
16 transportation. I was familiar with the City of Nashua's
17 transportation -- you know, having based on my last job,
18 let's say.

19 But I didn't understand about some of the smaller
20 groups. And so, Jim looked into that. And then of course
21 it occurred to me, "Well wait a minute. What are we doing
22 about Boston Express? And I know there's a Concord Coach and

1 what do they do?" And so, I thought, "Well, let's find that
2 out."

3 So I think if we added the way that I've
4 described, that I think it covers it saying that we think
5 that it's important if we do, and I also think that if the
6 Department of Transportation to keep an eye on it, if
7 needed.

8 So do people have questions for Jim? I'll let the
9 Board know that I think Joe Farrell has called in, so we'll
10 be able to have him present. But I -- while our minds are
11 in the bus discussion, I didn't want to miss any questions
12 that anybody might have.

13 BILL ARDINGER: Donnalee, this is Bill Ardinger.
14 I have one question for Jim.

15 DONNALEE LOZEAU: I'm sure you're ready.

16 JIM JALBERT: Go ahead, Bill.

17 BILL ARDINGER: Jim, so it seems -- I don't know
18 enough about this area, but it seems that it would be, you
19 know, a critical part of any reopening discussions, since if
20 businesses begin reopening -- just like you need child care
21 to reopen, you also need other support utilities like
22 transit.

1 Have you been -- has your group, your company,
2 your enterprise or your colleagues in the industry been
3 involved in those reopening discussions? Has that been part
4 of that reopening process?

5 JIM JALBERT: Sure. So I think it all -- it's all
6 dependent on what happens in individual states. Clearly for
7 us, we look to Massachusetts and New York City. And to what
8 their plans are, before we can gauge when to reopen. But I
9 think a couple of things are important.

10 We have to be certain that we open when we're
11 allowed to, so we can start to build consumer confidence,
12 and how we operate as our business -- and I'm going to speak
13 specifically to New Hampshire Bill -- as we operate our
14 businesses here in New Hampshire.

15 We have to demonstrate to them that we responded
16 to the COVID-19 issues related to sanitizing equipment,
17 sanitizing terminals. We have to market that to them.

18 We have to adopt guidelines to make people feel
19 comfortable as they get on a bus. And we have to be there
20 and provide a reasonably good level of service so when
21 people start to travel, they can point to us and say, "Hey,
22 they're there."

1 But more importantly, we've got to be there for
2 the people who got to work every day. Because people are
3 going to rely on that. We've got to be able to bring people
4 to go to work in Boston that are critical care, that are
5 working in the Business District when it starts to reopen.

6 So bring people up here, the O&D
7 Origin/Destination market inbound to New Hampshire for
8 business and leisure travel is really important. Last year,
9 we estimated in New Hampshire alone that the bus industry
10 represented over 100 million dollars in the statewide
11 economy.

12 So, you know, we've got to be there, we've got to
13 do the good work. And I think nationally, we're all doing
14 the same thing. It's all happening at different times,
15 depend on what states are doing.

16 BILL ARDINGER: Thank you very much, Jim.

17 JIM JALBERT: Thank you, Bill.

18 DONNALEE LOZEAU: Are there further questions from
19 members of the Board?

20 DONNALEE LOZEAU: Donnalee, we have a hand raised
21 from Kathleen. Go ahead, Kathleen.

22 KATHLEEN REARDON: Sorry, that was actually from

1 earlier about the spreadsheet. Thank you.

2 DONNALEE LOZEAU: And again, my apologies to
3 everybody. So Joe, further questions?

4 DONNALEE LOZEAU: We have a hand raised from
5 Hollie. Go ahead, Hollie.

6 HOLLIE NOVELETSKY: My question is also about the
7 template. But with the update from GOFERR this morning or
8 this -- before we started -- about the monies being spent by
9 December 30, we need to look at the timing category, because
10 it looks like there are three rounds identified -- later and
11 intermediate.

12 And I'm just wondering with the length of time it
13 takes to get the funding out. Is that realistic to expect
14 multiple rounds, three rounds, and then having the money
15 spent by December 30, do we need to look at that?

16 DONNALEE LOZEAU: That's a good question. I think
17 it's whatever the sense of the Board is. I mean, I look at
18 it and think that the timing doesn't have to be, you know,
19 like every few months.

20 I would imagine it's going to go pretty quickly,
21 and, you know, with the Governor sending out money that he
22 allocated on Friday, you know, clearly the first round is

1 out.

2 And one could argue that, you know, that's not
3 even the first round, because we got a first round out to
4 the cities and towns, and things like that and other dollars
5 that have gone out.

6 So it would seem to me that the idea of how we've
7 timed it is really based on you get something out, you get
8 to see how that's kind of working, there may be things that
9 come up, you want to get more out. There may be things that
10 -- you know what I mean? We have no idea how quickly people
11 will be able to spend it at all.

12 So why don't we do this? Let's ask Joe Farrell to
13 speak to us and do his presentation, seeing he's called in.

14 When Joe is done and we've asked our questions of
15 Joe, I'm going to propose that we take a five-minute pause
16 for silent reading between -- although I think it'll mostly
17 be focused on the letter, which speaks to this same point,
18 Hollie. And then we can come back and have this discussion
19 again.

20 Hopefully that makes sense to everybody. I don't
21 want people to feel like they haven't had a chance to read
22 the letter, and to think about it the way that you're

1 suggesting about whether we should be looking at some
2 timing.

3 So if there's no objection to that, Joe, I don't
4 know if there's any other hands up relating to questions for
5 the bus issue while we're on it but --

6 JOE DOIRON: We just have one hand raised from
7 Jim. Go ahead, Jim.

8 JIM JALBERT: Thank you. I just want to thank
9 everybody. Sorry about the short notice. Sorry that I
10 could not get a formal presentation in.

11 I think the industry -- and it wouldn't be me, it
12 would be prepared to meet with the Legislative Committee --
13 and LAB and talk about it in the future, and, you know,
14 obviously if there's any questions at a future meeting, I'm
15 happy to answer them. So thank you very much for taking
16 your time with us.

17 DONNALEE LOZEAU: Thanks, Jim, appreciate it.
18 Okay so why don't we do as I've just suggested? We'll
19 invite Joe Farrell to present, owner of Tuscan Brands. And
20 Joe, if you're still there, the floor is yours.

21 JOE DOIRON: Hi, Joe, this is -- Joe Doiron here
22 in the GOFERR office. If you could press 5* for us, so we

1 can unmute your line? Again, 5*. Joe, I think we've found
2 you. We're going to unmute your line in just a second.
3 There we go. Joe, could you confirm that we unmuted your
4 line, please?

5 JOE FARRELL: Yes. Can you hear me?

6 JOE DOIRON: Yes, sir, thank you.

7 JOE FARRELL: Excellent.

8 DONNALEE LOZEAU: Thank you. The floor is yours,
9 sir.

10 JOE FARRELL: Thank you. Thank you for inviting
11 me, and we certainly appreciate everybody coming together to
12 try to, you know, further work with all these different
13 business segments as we try to piece back all of these
14 industries together in the state of New Hampshire.

15 You know, I -- so I'm Joe Farrell. I'm the
16 Founder and CEO of Tuscan Brands. We own six locations --
17 four restaurants and two markets with another two on the
18 way. We own locations in both Massachusetts and New
19 Hampshire.

20 And so, you know, the food service industry -- the
21 restaurant industry and hospitality in the state of New
22 Hampshire is a tremendously important industry. And it's

1 one that employees several hundred thousand people in the
2 state of New Hampshire.

3 And, you know, it's a very tight-knit industry,
4 but as you look at, you know, where the concentration of
5 these restaurants is, they're in the high populace areas and
6 they're in the resort areas of New Hampshire, which are very
7 critical for the state.

8 If you look at the restaurants around the Lakes
9 Region, the restaurants in the North Country, the
10 restaurants in the Seacoast, the restaurants in -- you know,
11 in places like Bedford and Manchester and of course Salem,
12 New Hampshire where we are, it's -- you know, there's no
13 difference -- everybody knows that the COVID-19 pandemic has
14 been incredibly damaging to our industry.

15 And we certainly appreciate all of the efforts
16 that are being made right now to find that path back to some
17 form of operations. We just -- we are actually in the
18 process right now of opening a popup restaurant in Salem
19 outdoors. We opened it last night.

20 It was -- you know, it's -- to talk about some of
21 the hardships, you know, you think about all these different
22 restaurateurs and shifting 100 percent of their operations

1 outside, that actually involves capital equipment. That
2 involves spending for furniture. That involves spending for
3 temporary heat, spending for systems to process guests
4 outside.

5 So think about this for a moment. Think about
6 actually spending capital on just surviving. There is no
7 return on investment, okay? For shifting these operations
8 outside. Never mind the fact that for over two months,
9 we've essentially been revenueless.

10 Now, many, many food service operators -- okay --
11 are geared towards, you know, shifting sales to a takeout
12 format. But when you start looking at some of these
13 predominantly dine-in operators, of which we are one, okay,
14 not to say that we don't have takeout ability, it's really
15 10 percent of sales.

16 So we are off 90 percent of our revenue, okay, in
17 our restaurants. And they're very large restaurants, okay,
18 for those of you that have been there.

19 And so, you know, we have 750 employees in Tuscan
20 Brands, we've furloughed over 500 people, which was very
21 different for us to do, we're very people-centric and, you
22 know, we -- you know, we had to furlough 500 people, we're

1 down to about 150 people, which is predominantly our market
2 and our Commissary and Manufacturing operations.

3 And, you know, the Federal Relief Fund, to be
4 totally honest with you, are not practical. They -- I will
5 tell you why they're not practical.

6 When you say to somebody, "Okay, give me your
7 weekly payroll amounts, in each of your unit operations as a
8 normal course of business" and you give them those numbers,
9 and they calculate the PPP assistance based on those
10 numbers, how does that really translate when your revenues
11 are 90 percent off, and you're actually not operating?

12 And then they say, "Well, here is your relief, as
13 long as you spend it in eight weeks, otherwise it's a loan
14 on top of the capital expenditures that you need to make in
15 order to shift all of your operations outside -- outdoors
16 now -- rain or shine."

17 We bought a tent, we bought outdoor bars, we
18 bought -- you know, everybody is a little different, but,
19 you know, we're doing our best, as I know the rest of the
20 folks in my industry, in New Hampshire, are doing their very
21 best, okay, to adapt to this new normal.

22 But the reality is if you really get down to it,

1 okay, the break-even point in the restaurant business, okay,
2 is somewhere in the neighborhood of 75 to 80 percent of
3 capacity. The profitability and positive cash flow come
4 after that. Okay?

5 So when you think about a loan, so if the PPP
6 relief funding converts into a loan, and it's going to take
7 two years to get back to 80 percent, which I actually firmly
8 believe that, okay, at least 18 months, now we actually --
9 we can tie back into math that does not work.

10 Because now you're talking about a cash negative
11 segment. Okay. So how does that work? You know, is the
12 federal government looking at extending the guidelines and
13 the time constraints on the PPP loan?

14 Because the last thing you need is a loan when you
15 have a business that has negative cash flow. Obviously,
16 that's not hard to figure out very quickly that, well,
17 you're not going to be able to service that debt, that's
18 another problem.

19 And what that is creating right now, which is
20 really the saddest part of all of this in at least our
21 segment. It's creating a rash of closings.

22 So I'll give you an example, okay? We put a popup

1 restaurant up in Salem, New Hampshire. All of that outdoor
2 equipment came from another restaurant that could no longer
3 hang on. Okay? And it wasn't a small restaurant. Okay?
4 I'm going to leave the name out of it for the purposes of
5 this discussion.

6 But I -- you know, they called me and said, "Hey,
7 we can't hang on anymore. We're going to have to terminate
8 our lease, we're going to have to dissolve our operations.
9 It's bad after 12 or 15 years I believe, but we are selling
10 all of our patio furniture, we are selling all of our patio
11 heaters, and we are selling this container bar, okay?"

12 So while that worked for me to be able to pivot
13 very quickly once I understand the Governor's Task Force and
14 their -- you know, criteria for what reopening looks like in
15 New Hampshire, it's very sad. Because that operation called
16 it a day after 15 years in operation, because they couldn't
17 hang on anymore, because the math just unfortunately doesn't
18 work.

19 So, you know, from our perspective, we believe
20 that some form of state relief fund -- and I would be happy
21 -- as Jim said, I would be happy to be involved in that
22 process, so that we can get a practical outlook of what the

1 true business case is, and what the actual needs are, and
2 kind of the criteria and the timeframe that that relief
3 would be required.

4 But I think it's very important that you can't
5 paint this with a broad brush. You have to kind of look
6 segment by segment and say, "Okay, you know, where do you
7 need the help, when do you need the help, and how deep is
8 the cut? How much is the damage?" You know?

9 And then the final thing really for us is, you
10 know, more than anything, our path back to full capacity is
11 critical.

12 You know, my industry -- and I'm on a couple of
13 different task forces, in both New Hampshire and
14 Massachusetts -- and, you know, fortunately New Hampshire is
15 much more decisive than Massachusetts is, so we know what
16 we're dealing with from the standpoint of criteria and
17 guidelines and rules. And so, the industry is very quickly
18 adapting to that.

19 But I think it's very important that the state of
20 New Hampshire works with the food service industry to say,
21 "Okay, here is the path back to fully reopening." Because
22 it's not a very high margin business, and until you're at 80

1 percent of your kind of full capacity -- it depends,
2 everybody's different, but until you're at that threshold --
3 now you're going to have issues servicing your overhead,
4 paying your minimum level of staffing to operate an
5 adequately run organization, and of course positive cash
6 flow.

7 So we certainly appreciate the -- all of the
8 efforts of the Council and the state of New Hampshire in
9 general, and we're here to be part of the solution, not part
10 of the problem. So with that, I would open it up for any
11 questions.

12 DONNALEE LOZEAU: Thank you very much, Joe. I
13 think Al Letizio was going to lead off for us today with a
14 question.

15 AL LETIZIO JR.: Thank you, Donnalee. And Joe,
16 thank you so much for calling in, and filling in the Board
17 as to what's going on. I know you've had a lot going on
18 since the beginning of this, and now pivoting like you say,
19 that's a major pivot to have to deal with problems like
20 having going on here and getting opened up.

21 During this process of everything that you've been
22 going through, have you heard about -- or are you aware of

1 this new Main Street Relief Fund that's been approved by the
2 Governor yesterday that is offering \$400 million dollars for
3 businesses?

4 JOE FARRELL: So I have heard of it, but I'm not
5 100 percent sure or I don't understand the structure and the
6 criteria in full. So we need to learn more about that.

7 AL LETIZIO JR.: Okay. While you were speaking, I
8 sent a link over for you to look at in your spare time. But
9 check it out, and I don't know if Joe or anyone else from
10 the Board wants to expand a little bit on how that works. I
11 have not looked at the application myself, but how would
12 this be able to assist Joe and other businesses like his, at
13 this time?

14 DONNALEE LOZEAU: Well, that's a big question.
15 There is a document on the website that speaks specifically
16 to the intention behind it, that can be found. There's a
17 prequalification, there's an overview of the
18 prequalifications.

19 But it seems to me that the application is
20 relatively simple. The dates are included at the bottom of
21 the memo -- the prequalification period, the fifteenth to
22 the twenty-ninth, the announcement of program specifics will

1 be June 1, the formal application period will be the first
2 to the eighth. The deadline to file the completed
3 application will be the eighth, and the anticipated date of
4 funds being released will be June 15.

5 And I don't think it's very hard to qualify, as
6 long as you're a business operating in New Hampshire, who
7 has less than \$20 million dollars in revenue during the last
8 2019 tax year and are not health care, child care or
9 agriculture, because those businesses are being addressed
10 through other programs.

11 Non-profits also have a piece, and that hasn't
12 been further developed yet.

13 But anyway, Joe, do you want to add to that, as in
14 Joe Doiron?

15 JOE DOIRON: Absolutely. No, thanks for the
16 question. So for members of the public and members of the
17 Board, you know, the website we're having content every day,
18 adding more information, so I would just encourage business
19 owners and the public just to continue to monitor the
20 website, see what we're adding. We definitely want to
21 communicate that out. So we should have some more guidance
22 hopefully very soon.

1 What I would encourage for business is that if you
2 feel as though you may be eligible is to fill out a
3 prequalification application. So this is the first step in
4 the process.

5 So I would just -- again -- highly recommend that
6 if you feel as though you are eligible, to fill out that
7 prequalification application from the website. There's a
8 link there, so, you know, please take a look at that.

9 And again, prequalification applications are due
10 May 29, so please keep that in mind. We've seen a healthy
11 number come in, but of course we'd like to see this go far
12 and wide to every corner of the state.

13 So, you know, for members of the public, you know,
14 please take a look at that and if you feel a business in
15 your community might be eligible, reach out, spread the
16 word. We're working here to get the word out, because we
17 want to see those numbers go up, and we understand there's a
18 lot of need.

19 One thing to please consider is that, you know,
20 there's a ton of need out there. You know, there's -- you
21 know, \$1.25 billion is a lot of money, but, you know,
22 there's a lot of need. So we're just trying to work within

1 that. So again, I just encourage folks to look back. So
2 hopefully that's at least somewhat helpful. I know
3 Donnalee mentioned a lot of that, but, you know, I'm sure as
4 we have further meetings down the road, we can definitely
5 dive in a little deeper if that's something the Board would
6 like to do.

7 DONNALEE LOZEAU: Thanks, Joe. Are there
8 questions from members of the Board for Joe Farrell?

9 JOE FARRELL: Donnalee, we have a hand raised from
10 Hollie. Go ahead, Hollie.

11 HOLLIE NOVELETSKY: Thank you, Joe. I think you
12 make a really compelling argument here. If it takes 18
13 months to get back to a profitable stay and the spend has to
14 be by December 30, how do you reconcile those two very
15 different timeframes? And can you spend money by December
16 30 that will get you through the next 18 months?

17 JOE FARRELL: That's a great point. I honestly
18 believe that -- I think that when we talked about, you know,
19 looking at this industry by industry, I think the way you
20 want to look at it is, you know, what is the allotted time
21 for reparation? I think that's very important. I really
22 struggle with these kinds of wholesale time limitations, and

1 I think it really needs to be, you know, what is the time
2 required to create the stopgap for the business?

3 And I'm certainly willing to -- you know, kind of
4 work with the group and figure out, you know, reasonable,
5 mutually beneficial criteria so that -- because we don't
6 want it to be abused any more than you do.

7 But at the same time, I just think -- let me give
8 you an example, okay? December at Tuscan Kitchen in Salem
9 and Portsmouth is probably somewhere in the neighborhood of
10 a million dollars in, you know, banker business, function
11 business, Christmas parties, catering -- all that stuff.

12 You know, large gatherings, okay, like that, are
13 going to be down -- we project they're going to be down
14 somewhere in the neighborhood of 75 to 85 percent.

15 And there's no way to know, but so -- from that
16 standpoint, you know, our industry creates a tremendous
17 amount of our profitability in the fourth quarter, which is
18 really focalized in December. Okay?

19 If you eliminate that segment of the business --
20 we're not even talking about -- because Massachusetts
21 doesn't exist today for this conversation, but for me it
22 does because, you know, Burlington and Boston Seaport are

1 huge -- you know, banquet drivers as well, function sales.

2 But that could potentially reduce November and
3 December revenues by 40 percent, which then takes annual
4 profitability down somewhere in the 15, 16 percent range by
5 itself, okay?

6 Never mind the fact that you're not -- I'd have to
7 do -- these are very rough numbers that I'm generalizing,
8 but I'd have to go back and do the math.

9 So I think what needs to happen is we need to
10 understand what the ramp up is? What is the ramp up, and
11 then we can make the relief directly proportionate to the
12 ramp up in some mutually beneficial, mutually agreeable,
13 practical way? Does that make sense?

14 HOLLIE NOVELETSKY: Well, I think you've made a
15 very good point about having a pass back develop between the
16 industry and the state specifically -- industry specific,
17 because it is such a unique pass back.

18 JOE FARRELL: Correct.

19 DONNALEE LOZEAU: Well and I think Mike Somers
20 serving on the Reopening Task Force will go a long way into
21 making sure that those voices are heard the way that Joe is
22 describing as well. Are there further questions for Joe

1 Farrell?

2 JOE DOIRON: Donnalee, we have a question from
3 Scott. Go ahead, Scott.

4 SCOTT MASON: Oh, I'm sorry. My question was also
5 for Joe Farrell. I had a question on the preapplication
6 process.

7 DONNALEE LOZEAU: Okay, why don't we hold off on
8 that until we, so we don't keep Joe on the line while we
9 discuss other things, although he may stay on the line and
10 be interested.

11 But are there any other questions specific to Joe,
12 relative to Tuscan Brands and the work that he does in our
13 state? Beautifully well, I might add. I'm a fan.

14 JOE DOIRON: Donnalee, we have a hand raised from
15 Jim. Go ahead, Jim.

16 JIM JALBERT: You know, the only comment I was
17 going to make real quickly is that, as Joe stated with PPP
18 and now with this, with the CARES Act funding that we're
19 dealing with today, every business -- all the testimony
20 we've heard so far is basically saying the same thing; that
21 it's going to take time.

22 And every business is going to be faced with the

1 fact that it's going to go far beyond 12/30.

2 And I know we're going to talk about it in a
3 second, Donnalee, but it's really important that we all be
4 mindful that Secretary [01:39:56 indiscernible proper name]
5 is now changing PPP and, you know, we should be hopeful as
6 he continues to talk about flexibility that a similar
7 situation could occur with these funds. Thank you.

8 DONNALEE LOZEAU: Further questions for Joe
9 Farrell?

10 JOE DOIRON: Donnalee, we have a question from Al.
11 Go ahead, Al.

12 AL LETIZIO JR.: Joe, thank you for bringing up
13 the great points that you brought up. In addition to doing
14 all of these efforts to stay ahead of the curve with what's
15 happening in the restaurant business, I think probably
16 everybody who lives in the state and travels up Route 93 or
17 through Salem, New Hampshire realizes that you have just a
18 giant project going on here that's revitalizing Salem, New
19 Hampshire with the Tuscan Village.

20 And it is something that our region hasn't seen
21 for a long time. And now this is happening amidst this
22 COVID-19 crisis.

1 And I'm just wondering if you would be interested
2 in elaborating as to how this would affect your project, and
3 what challenges you're under relative to that, in addition
4 to the restaurant business?

5 JOE FARRELL: Absolutely. Thank you, Al. You
6 know, we were very -- strangely enough, we closed on all of
7 our financing in the last 60 days for Phase 2 of the Tuscan
8 Village, which includes the Massachusetts General Hospital
9 250,000 feet of retail and restaurants, and 300 units of
10 luxury housing, as well as some land and infrastructure
11 financing.

12 It was extremely challenging. You know, the banks
13 got very nervous and are still very nervous, because they're
14 really not sure of the -- you know, both national and global
15 economic outlook. It forced us into cleaning out our cash
16 reserves in order to keep the financing flowing, because the
17 banks just weren't comfortable with the original.

18 We didn't lose any deals, per se, but I just think
19 that everybody was so polarized by this kind of economic
20 pause button that had been hit, both federally and at the
21 state level -- I mean, you can't honestly blame them. Of
22 course, you know, we were in a situation where, you know,

1 we're working with the New Hampshire DOT on \$14 million
2 dollars of onsite improvements that include Exit 1,
3 Rockingham Park Boulevard, Mall Road, and then Route 28,
4 with intersections and widening and utilities, et cetera, et
5 cetera.

6 So, you know, I think that what's really important
7 from our perspective is what -- you know, what used to take,
8 you know months and whatever, years needs to -- we need to
9 act quickly, because this type of development is unique in
10 and of itself, and it is a very sensitive environment.

11 You know, as we talk about bringing, you know, all
12 of these out of state national and international companies
13 here to New Hampshire, to Southern New Hampshire, to take
14 advantage of our border of what is a great place to do
15 business, to -- you know, a little further south of here.

16 And I -- you know, Governor Baker reaffirmed that
17 yesterday -- a more challenging place to do business. And,
18 you know, we just need to make sure that the state of New
19 Hampshire understands and shows the same sense of urgency
20 that we as developers have.

21 Because there's a lot of risk in doing something
22 like this, creating a giant, mixed-use destination right

1 here in New Hampshire is a billion-dollar development.

2 And, you know, the last thing that we want or need
3 or can afford is to have one of these big deals fall apart,
4 because -- you know, the state can't evaluate whether it be
5 -- and we have some challenges right now with the DOT in
6 terms of getting them to finalize plans, to look at plans
7 and just getting things finished and being able to move
8 forward with the approvals that were -- you know, that
9 seemed pretty simple pre-COVID, but now there's some
10 challenges, because everybody is so busy and so polarized
11 with all of these different -- all of these different
12 prices.

13 But, you know, what we don't ever want to lose
14 sight of is that, you know, this is a tremendous opportunity
15 for the state of New Hampshire to create kind of a -- you
16 know, and I'll paraphrase Chris Sununu when he said, "This
17 is the gateway to New Hampshire. This is the first thing
18 that you see when you come over the border and get off at
19 Exit 1."

20 So, you know, we're certainly grinding our way
21 through it. We have different sets of problems in each of
22 the industry segments that we're in. But it's that

1 collaboration with the state that we really need everybody
2 to understand how important it is to move these things
3 along.

4 Because the unifying factor, the common
5 denominator across all industry segments -- I don't care if
6 you're in the bus business, the manufacturing business, the
7 restaurant business or the real estate development business
8 -- is all of a sudden, the risk has just gone up
9 exponentially.

10 And that's something that we need to be cognizant
11 of, because we don't want these great businesses -- these
12 thriving industry segments in the state of New Hampshire to
13 all of a sudden trip and fall and create this little,
14 statewide microcosm or recession, okay, because we weren't
15 able to move quick enough to repair the damage, if that
16 makes sense.

17 So anyway, that's -- we have a lot going on, but
18 we're working through it, but I just wanted to mention those
19 points.

20 AL LETIZIO JR.: Thank you, Joe.

21 DONNALEE LOZEAU: Thank you. Joe? Further
22 questions on the Board?

1 JOE DOIRON: Donnalee, it doesn't seem that we
2 have any further hands raised.

3 DONNALEE LOZEAU: Okay. Well, thank you very much
4 for joining us today and making it work. We much appreciate
5 it. You certainly have your hands full.

6 JOE FARRELL: Thank you very much. We appreciate
7 the fact that you're willing to collaborate, and, you know,
8 obviously it's a huge benefit to all industries that the
9 state of New Hampshire is looking at it this way. Thank you
10 very much. We appreciate you.

11 DONNALEE LOZEAU: You're welcome. Thank you.
12 Okay. With that, I understand that questions persist, as it
13 relates to prequalification and other things that are now up
14 on the website.

15 But why don't we do this: Let's take a five-
16 minute pause for silent reading, to give everybody an
17 opportunity to read through this letter. I can tell you
18 that I do -- I caught when Nancy Smith was speaking --
19 Attorney Smith, pardon me, was speaking that the deadline of
20 the thirty-first is actually the thirtieth. So I've noted
21 that correction that needs our attention in the letter.

22 But so why don't we do this: We'll just take that

1 five minutes, give everybody a chance to read the letter,
2 we'll talk through that, and then we can continue with other
3 business, which likely will include talking about some of
4 the things as they relate to the Governor's announcement on
5 Friday.

6 JOE DOIRON: Hi, Donnalee and members of the
7 Board, please, you know, take a moment, a few minutes to do
8 some silent reading and ignore me for a moment. I just want
9 to let the public know that the Excel spreadsheet in the
10 letter can be found on our website. We're able to get it on
11 the website, and that is under the Advisory Board tab.

12 If you click on "Advisory Board Presentations" and
13 scroll to the bottom to today's date, May 19, 2020, and you
14 can see, and these are draft documents, so we'll go ahead
15 and edit that -- the title. But we want to get that on
16 quickly to the website. So you could follow along as well.

17 So again, if you go to the GOFERR website, under
18 the Advisory Board tab, click on "Advisory Board
19 Presentation" and scroll all the way to the bottom to the
20 most recent meeting, you'll see those documents that will be
21 discussed.

22 And you also find additional written comments that

1 we've received from the public, we try to update that as
2 those come on. So you'll see that underneath the May 19
3 date, along with presentations from today's Board meeting.

4 So I will let the Board members, as Donnalee
5 instructed, take a few minutes, and we'll be right back.

6 [Pause]

7 DONNALEE LOZEAU: Okay, by my clock the five
8 minutes are up. Does anybody need more time?

9 JOE DOIRON: Oh sure, Donnalee. You're such a
10 fast reader. I know I wasn't supposed to say that open.

11 DONNALEE LOZEAU: Well, you know, it was my hope
12 that we would be able to wrap up our work today and send
13 along our recommendations with any tweaks we determine
14 today. But if members don't feel that they're ready for
15 that based on my technological mistake, I'm happy to meet
16 again Thursday and follow it up.

17 You know, from my perspective, and maybe it's
18 because I've just been a little too close to it, I think the
19 letter aligns with the spreadsheet pretty well.

20 The point that Holly made about timing I think we
21 can further discuss that, and the reference to that in the
22 document really comes in the second to the last paragraph in

1 kind of a broad sense, talking about immediate needs,
2 recovery needs in the future, although it doesn't -- you
3 know, break anything out other than that.

4 But, so why don't we go down the list of Board
5 members and see if anybody wants to ask anything, add
6 anything? And then we'll check and see if we want to take
7 action today or wait until Thursday.

8 Joe, do you want to run down the list? Great.

9 JOE DOIRON: yep. We have a hand raised from Al.
10 Go ahead, Al.

11 AL LETIZIO JR.: Hi, Donnalee. I read through the
12 letter. I think it's excellent. I do think it's
13 representative of everything that we've discussed, and it
14 captures the essence of what we discussed. So to me I think
15 that together with the spreadsheet looks great to me.

16 DONNALEE LOZEAU: Thank you.

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

19 MICHELLE MCEWEN: Hi, thank you. Just -- we had
20 talked about timing earlier. And I did note on the
21 spreadsheet at the top you did indicate "Intermediate" would
22 be 60 to 180 days.

1 And I'm just not sure if we want to keep those
2 days in there, because we also talk about the urgency, and
3 I'm not sure 180 days would be considered urgent.

4 But at the same time, we're talking about there
5 might be more than one wave, intermediate being the last
6 wave. Just to comment, because we've heard some conversions
7 about what is the timing for the different rounds.

8 I have two other questions, one because I heard
9 from Transportation and I thought there was some talk about
10 should it be incorporated in the spreadsheet? And I just
11 don't know if we reached a decision on that, or if there's
12 further discussion to be had.

13 And the last one was in regards to the third point
14 on transparency, what I fully support. And I just didn't
15 know. We had talked about using the GOFERR website
16 potentially as being sort of that clearinghouse, that list
17 in addition and would that be those awarded, would there be
18 a review process? Because it talks about here to ensure the
19 fund are used in their appropriate manner.

20 So I'm sorry, that was a lot of questions, but
21 it's easier doing it that way for me.

22 DONNALEE LOZEAU: No problem.

1 MICHELLE MCEWEN: Instead of raising my hands
2 three times.

3 DONNALEE LOZEAU: No, I understand. So let me
4 start with the first point, the immediate timing means
5 within 60 days. I think that one's pretty easy, because it
6 has been going out within these 60 days without too much
7 trouble. The later round 60 to 180 days.

8 I guess we could talk about that a little bit more
9 to determine whether we think that that's a problem, or
10 whether we should just, you know, strike anything that, you
11 know, that concerns us as far as putting timing in.

12 The question on the adding the private intercity
13 bus has not been decided. It's something I put out there
14 for under item C and to also be included DOT under the
15 "Potential Implementing Agencies." So we've not decided on
16 that. If we get a motion for that after discussion, I'm
17 happy to take it and vote on that.

18 I will want to take a roll call vote on the letter
19 and the spreadsheet going out together.

20 And then I knew you had one more question. The
21 timing, the bus, and --

22 MICHELLE MCEWEN: -- yeah, we talk about

1 transparency.

2 DONNALEE LOZEAU: Oh, right.

3 MICHELLE MCEWEN: And having full disclosure. And
4 I read that to be when an award was made, that there would
5 be some kind of list you could go to to realize who got
6 funding.

7 But it also mentions about the proper use of the
8 funds, which to me is sort of a review process, rather than
9 transparency. So I just didn't know where you were going
10 with that?

11 DONNALEE LOZEAU: I'm trying to find that specific
12 paragraph.

13 MICHELLE MCEWEN: Well, it starts with "Third, SAB
14 recommends -- "

15 DONNALEE LOZEAU: Yeah, there we go. Okay. Thank
16 you. I want to be able to look at the specific language
17 when I --

18 MICHELLE MCEWEN: Sure.

19 DONNALEE LOZEAU: Transparent, immediate, complete
20 disclosure. It should include -- [Reading aloud "-- and the
21 agency authorizing it--"]

22 MICHELLE MCEWEN: So your sentence about the

1 government [Reading aloud "-- approach will assure the
2 public that the CARES funds are being used to reach their
3 proper targets and uses."] ...

4 DONNALEE LOZEAU: Right. So I think that that
5 refers back to whichever entity is going to be responsible
6 for the application process, and whatever those compliance
7 items might be within it.

8 The public certainly isn't going to be able to
9 judge whether it was properly used, but they'll certainly be
10 able to judge quickly if it was improperly used, I think.

11 As we've mentioned before, Shake Shack, the Lakers
12 -- you know, those kinds of things.

13 So it's -- I was just trying to encourage that to
14 be out there. If you think, and I mean determining proper
15 targets and uses really has to be more on the government
16 side than our side, so -- I don't know.

17 Bill, do you want to add anything to that? He and
18 I had talked about this as well.

19 BILL ARDINGER: No. I think that emphasizing
20 transparency, Michelle, as your opening comment on this
21 said, is very important. I don't think it's necessarily
22 meant to get down into the weeds so far that it's tracking

1 every last expenditure.

2 In fact, I'm concerned with Attorney Smith's
3 reporting on the statement of the call with the Treasury
4 official that, you know, it kind of almost suggests that
5 even if a government agency were to properly disburse CARES
6 Act money to say -- a transit company, for example, that you
7 would have to hunt down every expenditure of the transit
8 company, you know, which certainly I don't think any of the
9 testimony we've had before us indicates that business would
10 be able to benefit from such a highly restrictive and
11 constrained program.

12 So I think that this is intended to really talk
13 about the government decision-making, and identifying who is
14 getting the allocation, and not really go beyond that.

15 Thank you.

16 MICHELLE MCEWEN: Okay, thanks.

17 DONNALEE LOZEAU: Thank you, Michelle. Thank
18 you, Bill. Anything else?

19 JOE DOIRON: Donnalee, Bill's hand was raised
20 previously. I don't know if he covered it in his comments
21 he just mentioned.

22 BILL ARDINGER: No, thank you Joe. I was just

1 going to support the concept of the letter, you know, and
2 the spreadsheet subject to the group's decision on timing
3 and priority. And I do support the transit discussion. It,
4 you know, again, was educated, I felt educated today by
5 Jim's excellent comments and the need for it as part of
6 reopening.

7 So I just am chiming in as one member in support
8 of finalizing these, and authorizing the Chair to submit the
9 letter with the final spreadsheet to the Governor. Thank
10 you.

11 AL LETIZIO JR.: This is Al. I would second that
12 motion.

13 DONNALEE LOZEAU: Okay. So just so we're clear,
14 we'll say we have a motion in a second, and we'll keep it
15 open for discussion to everybody.

16 I want to make sure that everybody has an
17 opportunity to weigh in, and I know that we still have to
18 make a decision on adding the bus service the way we
19 discussed, and I'm not sure that Hollie feels like we've had
20 a thorough discussion on the issue she's raised about
21 timing, and the point that Michelle has raised in the
22 narrative on the spreadsheet.

1 So I'm looking for any additional hands and
2 comments. And when you speak, if you wouldn't mind doing
3 similar to Bill and just letting us know if you support
4 adding the private intercity bus as described.

5 JEFF MYERS: This is Jeff Myers. I raised my hand
6 virtually, but am I allowed to speak?

7 DONNALEE LOZEAU: Please.

8 JEFF MYERS: Thanks. Thank you. A couple of
9 things. So first off, I support the letter, and I support
10 as Bill outlined a moment ago voting on the resolution that
11 allows you, Donnalee, to submit the letter and the
12 spreadsheet to the Governor.

13 I also support adding the intercity bus language.
14 That's fine. I do want to point out to the group that I
15 reviewed the Treasury Guidance.

16 And I think that it's not yet conclusive as to
17 whether or not the funds have to be expended -- actually
18 expended by December 30.

19 Because in answering the question, although the
20 Council with the Treasury said that the Treasury Guidance
21 says today that it has to be used, that he also adds in his
22 answer -- presumably the transcript captures it accurately -

1 - that, "Treasury is continuing to look at the obligation
2 versus spend scenario. But the fund is viewed as short-term
3 relief."

4 So I think in taking up this resolution today, and
5 submitting a letter, or not submitting a letter to the
6 Governor, I think that, you know, that issue may not be
7 fully resolved yet. I don't think it should hold up what
8 we're doing today. Thanks.

9 DONNALEE LOZEAU: Thanks, Jeff, I appreciate it.

10 And my hope was that, you know, this would kind of
11 be this preliminary -- we think we're done to this point
12 kind of letter and revisit it. And I think Treasury is
13 saving a little wiggle room. I think the Governor is
14 probably saving a little wiggle room.

15 Everybody involved is, because we don't really
16 know how it's going to unfold, and until some of this money
17 starts getting out and people apply and ask questions that
18 people haven't thought of, things may have to be adjusted.

19 So this is certainly new turf, as we've all talked
20 about.

21 JEFF MYERS: Yeah. I agree. Thank you.

22 DONNALEE LOZEAU: Anybody else?

1 JEFF MYERS: Donnalee, we have a question from
2 Hollie. Go ahead, Hollie.

3 HOLLIE NOVELETSKY: Back to the issue of testing,
4 maybe if we shift the timeframes that are identified at the
5 top of the template, so that it can just be immediate, next
6 round, later round, and then it's ambiguous and it's just in
7 -- and that's the process, as opposed to putting a timeframe
8 of 60 days or 180 days, because 180 days will bring you up
9 to the week before too.

10 So just take out those time frames --

11 DONNALEE LOZEAU: Take -- okay.

12 HOLLIE NOVELETSKY: -- and just leave the titles.

13 DONNALEE LOZEAU: Okay, so take out -- you're
14 saying take out the narrative on the spreadsheet that says,
15 "Immediate" timing with the days?

16 HOLLIE NOVELETSKY: Yes.

17 DONNALEE LOZEAU: And then leave the rest of the
18 spreadsheet the way it is?

19 HOLLIE NOVELETSKY: Right.

20 DONNALEE LOZEAU: Okay.

21 HOLLIE NOVELETSKY: And then I also support the
22 bus system and the letter and the template together.

1 DONNALEE LOZEAU: Okay, great. Thank you.

2 JEFF MYERS: Donnalee, if it makes sense, I would
3 be very happy, because Al seconded my motion, to amend the
4 motion to reflect Hollie's comment.

5 HOLLIE NOVELETSKY: Okay, great.

6 AL LETIZIO JR.: And I would be happy to second
7 the amended motion.

8 DONNALEE LOZEAU: Okay, so just -- let's be clear
9 on the motions. So the motion right now is for the
10 spreadsheet and the letter, with the two tweaks that we've
11 now just mentioned -- well, actually, there's three: The
12 "Immediate" timing, where it lays out the days and the
13 narrative, we'll take that out; we'll change the date of
14 December 31 to December 30 in the letter, and we'll add the
15 private intercity bus service to second C on our sheet, and
16 add DOT the, "Potential Implementing Agencies." Is that the
17 motion that both of you have moved and seconded?

18 JEFF MYERS: Yes.

19 AL LETIZIO JR.: Yes.

20 DONNALEE LOZEAU: Okay. So just so everybody's
21 clear, so that we don't have dueling motions hanging around
22 or things that haven't been addressed. Okay.

1 So anybody who has spoken so far, if you feel
2 differently about that, or you are opposed to any of those
3 things, now is your time. And for others that haven't
4 spoken yet, please feel free to comment on all of it.

5 JOE DOIRON: Donnalee, we have a hand raised from
6 Nancy. Go ahead, Nancy.

7 NANCY MERRILL: Yes, hi. I'm in agreement with
8 those changes, and I think that I'm really glad that both
9 Bill and Jeffrey mentioned the Treasury Guidance.

10 I was a little concerned about this concept of
11 liquidating obligations, because exactly as Bill said, I
12 wondered how in the world do you track it? Because we do
13 have -- you know, we will have things later in the year.

14 This is a public health unknown right now, and as
15 we get into November and December, there may be a need for
16 these funds at the end of the grant period. But I think
17 that the way it's been recommended, deleting specific days,
18 but keeping the -- you know, intermediate later rounds in
19 there is fine.

20 And I'm also good with the private, intercity
21 transit as a separate item.

22 DONNALEE LOZEAU: Thank you, Nancy, appreciate

1 it. Anybody else want to weigh in?

2 JOE DOIRON: Donnalee, we have a hand raised from
3 Dean. Go ahead, Dean.

4 DEAN CHRISTON: When I raised my hand, what I was
5 going to say was that I was supportive of the approach that
6 we were taking, and of the motion.

7 And I guess now all I would add is that based on a
8 lot of experience over a long time, I would suggest that it
9 is highly likely that it's Guidance, with regard to spending
10 timelines as this goes forward, for the reasons that we have
11 already discussed at some length.

12 It's highly unlikely that all of this money is
13 going to get spent across the country for the purposes that
14 were outlined here within the timeline that has been
15 suggested. And I do think that the answer to the question,
16 having read that transcripts, indicates the Treasury is
17 still thinking about things at this point.

18 That's said, I am very much in support of where
19 we're going at this point.

20 DONNALEE LOZEAU: Thanks, Dean. Does anybody else
21 want to weigh in?

22 JOE DOIRON: Donnalee, we have a hand raised from

1 Michelle. Go ahead, Michelle.

2 MICHELLE MCEWEN: I just wanted to be able to say
3 that I am supportive of the direction we're heading in,
4 support the three changes that were recommended to the
5 template and to the letter, so I am fine. Thank you.

6 DONNALEE LOZEAU: Great, thanks, Michelle, I
7 appreciate it. If members -- you know, don't feel it
8 necessary to weigh in because you feel like, you know,
9 you're all set, we will do a roll call. And again, if
10 people don't feel comfortable with this, we can hold off and
11 meet again on Thursday.

12 Joe, anybody else on the Board?

13 JOE DOIRON: Donnalee, we have a hand raised from
14 Kathleen.

15 KATHLEEN REARDON: Hi. I am supportive of our
16 overall direction. I have one point of clarification, in
17 regard to the transportation, under Item C. Did we assign a
18 priority or timing level to that, and do we need to?

19 I would assume, I mean I would think that it's
20 higher because -- and maybe next round, or -- I don't know
21 where it is. I don't think we discussed that.

22 DONNALEE LOZEAU: Thank you, no, we didn't discuss

1 that. As I said, the commissioner was reaching out to the
2 federal delegation and providing information to them about
3 that need. I think it really does depend on when buses may
4 be able to start operating again, or at what capacity.

5 So I mean, I would suggest that it's probably
6 higher or highest, so that some of that work could get
7 started.

8 And Jim, I know this puts you in an awkward place,
9 but we've all disclosed that you're a bus guy that owns a
10 business, and you're on it because you're wearing that hat,
11 and you can advise the Committee. Would you like to weigh
12 in on whether we should be putting, "Highest" "Higher" or
13 "High" on there?

14 JIM JALBERT: So in terms of -- I'm going to look
15 at what Governor Baker announced yesterday, and I think
16 we're probably in the three buckets, which is this third
17 tier or the fourth tier. So we look, or are hopeful to
18 start up beginning to end of July. So we're probably in a
19 "Higher" or "Highest" category.

20 That's all predicated on what happens in
21 Massachusetts. I think New York will be delayed until the
22 fall, or late fall, but we think that going back into Boston

1 could start late this summer or midsummer.

2 DONNALEE LOZEAU: So then "Higher" would make
3 sense?

4 JIM JALBERT: It would.

5 DONNALEE LOZEAU: Okay. Thank you. Don't mean to
6 put you on the spot.

7 JIM JALBERT: It's okay.

8 DONNALEE LOZEAU: Kathleen, do you want to add
9 anything?

10 KATHLEEN REARDON: Nope, that was it.

11 DONNALEE LOZEAU: Okay. Thank you. Anybody else?

12 JOE DOIRON: Donnalee, we have a hand raised from
13 Lisa. Go ahead, Lisa.

14 LISA ENGLISH: Hi all. First, Donnalee, I just
15 want to thank you again for putting this all together with
16 your trusty helpers, I'm sure. I'm in complete support of
17 the letter, the spreadsheet, and I had actually raised my
18 hand to ask the same question about the prioritization for
19 the buses. So I'm in support of what was just outlined.

20 DONNALEE LOZEAU: Thank you. I appreciate it.
21 And yes, I do have trusty helpers, and many of you who have
22 weighed in. And again, I am embarrassed that somehow that

1 e-mail didn't go out as I thought it did yesterday afternoon
2 for you to have a chance to sleep on it. Although, like I
3 said, I think it's pretty much the narrative to the
4 spreadsheet.

5 DOUG JEFFERS: Donnalee, it appears that we have
6 no further hands raised.

7 DONNALEE LOZEAU: All right. So why don't we call
8 the roll for -- the motion before us, just to clarify, is to
9 pass the draft, the letter, the spreadsheet with the changes
10 that were made, which include the following: Remove the
11 language speaking to specific days and the narrative at the
12 top of the spreadsheet, add private intercity bus service to
13 section C on our spreadsheet, add DOT to the "Potential
14 Implementing Agencies" column; and under, "Priority" we
15 would name it as higher, and which will correlate to "Next
16 round" in the "Timing" column.

17 The draft letter will be changed to change the
18 date of December 31 to December 30. I think that's all the
19 changes. And if, by the way, an aside: If anybody wants
20 any tweak to how their name or company appears on the
21 stationery, please just let me know offline and we'll make
22 any adjustments that need to be made.

1 So with that, that's the motion before us that was
2 moved by Bill Ardinger, one of my trusty helpers -- thank
3 you so much -- and seconded by Al Letizio. If there's no
4 further discussion, Joe will call the roll.

5 JOE DOIRON: This will be a roll call vote. I'll
6 go alphabetically through members of the Board. Bill
7 Ardinger?

8 BILL ARDINGER: I'd like to also thank the Chair
9 for being willing to put these things out there in front of
10 us. It's a lot of hard work. We all appreciate it, and I
11 really appreciate all of the members we're working with on
12 the Board who are so willing to try to work together on
13 these hard circumstances. My vote is yes.

14 JOE DOIRON: Dean Christon?

15 DEAN CHRISTON: My vote is yes, and thank you
16 Donnalee for your leadership in this very awkward approach
17 to getting this work done.

18 JOE DOIRON: Lisa Drabik?

19 LISA DRABIK: I vote yes, and thank you to all of
20 you. I know I joined late, but it's been a pleasure, and
21 I've learned so much from all of you.

22 JOE DOIRON: Jim Jalbert?

1 JIM JALBERT: My vote is yes on the letter, the
2 spreadsheet, the rule changes. I will abstain -- and this
3 is difficult, obviously, because, as you know Donnalee --
4 but I will abstain on the addition of intercity bus or
5 transit. I thank you for all your hard work.

6 DONNALEE LOZEAU: You're welcome.

7 JOE DOIRON: Donnalee, as a procedural -- this is
8 one vote. Should I record Mr. Jalbert as "yes" or as an
9 abstention?

10 DONNALEE LOZEAU: Well, because it is one vote,
11 and it's hard to divide the motion, you know, it's up to
12 Jim, but I think if the record shows that he prefer to
13 abstain, as it related to his specific industry addition, we
14 could do that, unless Jim you object. You want to just
15 abstain altogether?

16 JIM JALBERT: That's fine. I mean, I absolutely
17 support everything we've done. This is an amazing group of
18 people, and we've all worked really hard. And Donnalee,
19 you've done a great job... Bill, in helping Donnalee and
20 everybody else at the GOFERR committee.

21 But I -- it's difficult for me to support this, as
22 you can well understand.

1 DONNALEE LOZEAU: Okay. So then abstaining would
2 be the cleanest way to do it.

3 JIM JALBERT: Okay.

4 DONNALEE LOZEAU: All right.

5 JIM JALBERT: I vote to abstain, then, thank you.

6 JOE DOIRON: I'll record Mr. Jalbert as
7 abstaining. Amy LaBelle, have you joined us? Amy LaBelle
8 was recorded on the roll call earlier "absent." Al Letizio,
9 Jr.?

10 AL LETIZIO JR.: I vote yes.

11 JOE DOIRON: Donnalee Lozeau?

12 DONNALEE LOZEAU: Yes.

13 JOE DOIRON: Scott Mason?

14 SCOTT MASON: Yes.

15 JOE DOIRON: Michelle McEwen?

16 MICHELLE MCEWEN: Yes.

17 JOE DOIRON: Nancy Merrill?

18 NANCY MERRILL: Yes.

19 JOE DOIRON: Jeffrey Myers?

20 JEFF MYERS: Yes, and I'd like to echo the
21 sentiments that have been expressed already. Thank you
22 Donnalee for her leadership and everybody on the Committee.

1 JOE DOIRON: Hollie Noveletsky?

2 HOLLIE NOVELETSKY: Yes.

3 JOE DOIRON: Kathleen Reardon?

4 KATHLEEN REARDON: Yes.

5 JOE DOIRON: Benjamin Wilcox?

6 BEN WILCOX: Yes, and thank you Donnalee and
7 everyone for all the hard work. Thank you.

8 JOE DOIRON: And circling back, has Amy LaBelle
9 joined us? Donnalee, with the roll call completed, we have
10 all in favor with the exception of one abstention and one
11 absence.

12 DONNALEE LOZEAU: Thank you very much Michelle,
13 Joe, I appreciate that. And I do appreciate everybody's
14 comments. This work -- you know, facilitating is one thing.
15 Giving the time and the input to make this a robust
16 recommendation took everybody.

17 And as many of you have learned, Bill is a -- I
18 think his guilt on nominating me as Chair of the group has
19 helped motivate him to be a wonderful writer with me on
20 bouncing off finding the right balance of repeating the
21 information that we've all learned.

22 So I thank everybody as well. It's been a significant

1 amount of information.

2 So if we move to other business, I want to have an
3 opportunity to have a discussion about Scott's question
4 about -- you know, to the degree that anybody on GOFERR or
5 on the Board has any answers.

6 But I also wanted to make sure that people
7 understand that it's my intention unless there's an
8 objection to continue to accept any information that anybody
9 wants to give any of us, and to continue to do a close-of-
10 business document that can be posted on the website, so
11 people have an opportunity to be heard.

12 In addition, I've been working towards putting
13 together a list of everybody who has sent information in to
14 us to be able to send out a letter to them, thanking them
15 for their information that they provided the committee...

16 And also, to put a plug in the letter for them to
17 be regularly checking the website to self-identify the
18 opportunities that exist for them to get assistance, and to
19 let them know that we stand ready to, you know, listen to
20 any further they want to share, as well as if GOFERR or the
21 Governor ask us to do more work, to look at anything
22 specific if something comes up that they think we could help

1 with, I think we stand ready to continue to serve until we
2 navigate our way through this, unless anybody feels
3 differently.

4 So with that said, I'll open it up for questions,
5 and the first question was Scott, relative to a
6 preapplication. And Joe, that might request assistance from
7 your shop. So Scott?

8 SCOTT MASON: Okay. On the preapplication for the
9 Main Street program, agriculture has very specific
10 commodities that it's working with, and then there are other
11 commodities that are not included in the agricultural
12 program, such as horse riding arenas, Ag/tourism, you know,
13 the wedding venues. Are they eligible to apply through the
14 Main Street program?

15 JOE DOIRON: So Scott, I have to be careful with,
16 you know, determinations of eligibility. What I would say
17 is that if somebody feels -- if a business feels as though
18 they are eligible, they should complete the form, complete
19 the prequalification application on our website.

20 SCOTT MASON: Okay, thank you.

21 DONNALEE LOZEAU: I think that makes sense too.
22 I'm not sure people know where they fit, you know, in the

1 sense of what if they apply here and there? And I think
2 it's better to apply and be told to apply on a different
3 spot than to not apply at all.

4 Other members have questions? Anything you want
5 to raise under, "Other Business"?

6 BEN WILCOX: Donnalee, this is Ben. I have a
7 question. I've been sitting with my hand raised, but it
8 wasn't happening. But good question for Joe, I've had
9 several people ask on the Main Street fund, I know there's a
10 lot to work out and a lot of detail.

11 Do you, from the discussions you've had with the
12 staff and with the Governor and the Legislative anticipate,
13 or is an intermediary through that channel, for all that
14 money to pass through, similar to everything we've talked
15 about?

16 JOE DOIRON: So I believe, so we at GOFERR are
17 working in partnership with the Department of Revenue
18 Administration DRA. So it would be a collaborative effort
19 to -- I think the follow the recommendation from both SAB
20 and LAB to utilize existing mechanisms as a way to provide
21 immediate relief. So that I think was a great
22 recommendation from SAB to find existing entities to do

1 that.

2 So we're working with the expertise of DRA. They
3 have a lot of -- they have the ability to manage and assist
4 with this, so it's definitely a collaborative effort.

5 BEN WILCOX: Okay, thank you.

6 DONNALEE LOZEAU: You know, Joe, that reminds me:
7 one of the questions that we had talked about early on that
8 we didn't have an answer to, but we knew that we could get
9 it, and I meant to get it out folks was how many businesses
10 that we have in the state? So I don't want to lose sight of
11 at least getting it out to members so they know.

12 So when people are talking, they're able to put it
13 in context. So I'll talk to you offline about that, Joe,
14 and we'll figure out the best way to get those answers.

15 BEN WILCOX: Very good.

16 DONNALEE LOZEAU: Thank you. Anything further?
17 Okay. Well --

18 JOE DOIRON: Donnalee, we have a hand raised from
19 Scott Mason. I don't know if it was a hand raised from
20 earlier. Our system seems to be a little glitchy, which I
21 apologize. But go ahead, Scott.

22 SCOTT MASON: Thank you. Donnalee, I just wanted

1 to support what you were saying earlier about keeping the
2 door open for more written comments coming in from the
3 public. I think that's a very important thing for us to do
4 right now throughout the process, until we get, you know, a
5 lot closer to the end. Thank you.

6 DONNALEE LOZEAU: You're welcome. I think we
7 don't want to shut off anything that provides the public a
8 means to get their information out to us.

9 And I think one of the great things about our
10 Board was the questions that we asked. I mean, it gave
11 people a real opportunity to come up with concrete ideas or
12 to think about things a little bit differently. So I think
13 we'd all like that.

14 JOE DOIRON: Donnalee, forgive me. Can I jump in
15 for a quick second?

16 DONNALEE LOZEAU: You can, absolutely.

17 JOE DOIRON: And normally I try to keep quiet. I
18 just want to thank the Board. I mean, if you look at the
19 recommendations or the announcement from Governor Sununu,
20 you'll find a lot of the points that the Board has really
21 drilled down on.

22 I just want to compliment the Stakeholder Advisory

1 Board for the questions that they asked, the manner in which
2 they asked them. Really helps provide data-driven and
3 really good information from a whole broad array of sectors
4 across the state. So the work done has been incredible. I
5 know the work, you know, will continue.

6 But, you know, just a thank you from the GOFERR
7 staff. And then, you know, what a great process, a lot of
8 information. And you all are so incredibly busy. And to
9 give up so much of your time thus far and continuing on his
10 just been great. So thank you, and it's definitely work
11 that everyone can be proud of.

12 DONNALEE LOZEAU: Thanks, Joe. It's nice of you
13 to say. Okay. So everybody, this is how we'll leave it
14 today. We will push the pause button. We'll finalize the
15 documents, as we agreed to today. I will make sure that
16 they absolutely reach their intended target. So I'll check
17 after I send it out, and we'll continue to take the
18 testimony, as I said.

19 And I will work on a draft thank you letter for
20 the people who have responded, and I'll get that out for
21 members to be able to take a look at, because it would be
22 great for you to know what's going out there, so we're all

1 on the same page.

2 And Joe, I do want to mention that the website has
3 sure come a long way since we started. And the information
4 there I think is really helpful, and it's going to make it
5 easier for people to navigate through the system.

6 But I do think that the SAB members should try to
7 at least take a look at that website a couple times a week
8 so that when the people that may reach out to you reach out
9 to you, you can help them to know that things are there for
10 their easy reach.

11 And with that, until we hear differently, you
12 know, I don't expect that we'll meet again unless asked.
13 Any sooner than maybe towards the end of June, when we see
14 what's happening with some of the money that's going out. I
15 think that takes care of our business today. Thank you
16 everybody. I appreciate your patience with me in trying to
17 get this work done.

18 COLLECTIVE: Thank you.

19 [End of Proceedings]