

To: Rhonda Hensley, GOFERR Office
From: Ken Robbins, President, NH Camp Directors Association
Re: Summer Camp Relief Funding
Date: July 29, 2020

Greetings Rhonda-

In preparation for today's GOFERR meeting, I wish to provide responses to questions raised at the July 1st committee meeting concerning overnight summer camps that may prove illuminating.

Question 1: What camps have applied for aid?

We have been working to collect information from individual camps, but it has been a slow process. However, what we know – as laid out in greater detail below – is that many camps are finding difficulty in securing relief, all while the industry is experiencing enormous financial losses. I have also appended an op-ed I recently had published in the *Union Leader* which outlines those losses.

Question 2: What is the ratio of “for-profit” vs. “non-profit” camps in New Hampshire?

Approximately 20-25% of New Hampshire's camps are “for profit”. Furthermore, the remainder of camps are not necessarily captured under a “non-profit” designation because many are municipal programs, religiously affiliated or under the umbrella of larger parent organizations even while operating as an exclusively NH camp.

Question 3: How will GOFERR funds be distributed?

We believe this is a determination appropriately made by the Legislative Advisory Board and Governor Sununu's Administration. However, as with other state relief funds, such distribution could be determined based on loss revenue with adjustments for relief funds already received by any camp.

Question 4: Who will decide which camps receive funding?

We defer to the judgment of the Legislative Advisory Board, the GOFERR office and Governor Sununu's Administration.

Question 5: Why should a camp that chose not to open receive any financial assistance?

Because state action in responding to COVID ultimately made closure in 2020 the only realistic option for the vast majority of camps. While camps may ultimately have “chosen” not to open in 2020, the realities of state action and COVID related regulations and guidance have essentially compelled that choice for most camps.

In addition to that essential point, several other factors came into play:

- The realities of traditional camp “customers” being prevented from attending camp in 2020.
- The fact that key camp leadership team members are high-risk individuals who are necessary to the efficient functioning of camp and were unable to attend.
- State mandated restrictions on air travel that made it effectively impossible to adequately staff camps.

- The delay until late June in final state guidance being issued, forcing camps to close rather than incur additional expenses trying to stay open in an uncertain regulatory environment.

Question 6: Why is it that some camps did not apply, could not apply or were denied relief funding?

There are several reasons camps have not been able to secure adequate state relief funding, including:

- Camps that are a religious not-for-profit organization.
- Camps affiliated with a hospital, school, or club, were found not eligible for the Main Street, Childcare, or Nonprofit Emergency Relief Funds.
- Camps affiliated with out-of-state parent organizations – even while conducting their operations in New Hampshire, paying taxes in New Hampshire and employing people in New Hampshire – have not been able to secure relief.
- Day camps that were directed to the Childcare Relief Fund but needed to open to apply for funding.
- For many camps, deadlines for relief applications had passed before they ultimately decided not to operate, in many instances because camps were awaiting final state guidance before determining whether they could operate in 2020.

In conclusion, as my prior testimony has expressed and as set forth in the attached op-ed, the losses for New Hampshire's overnight summer camps will approach \$160 million. Given the reality that summer camps only earn revenue during three months a year, losing their entire revenue season in 2020 means it will be nearly two full years – between August 2019 and May 2021 - before camps earn revenue once again. This is a catastrophic situation for New Hampshire's camp industry.