

Executive Committee Minutes of The New England Council

September 17, 2021

The Executive Committee of the Board of Directors of The New England Council, Inc. (the “Council” or the “Corporation”) held a meeting on November 17, 2021, virtually via Zoom for the purpose of discussing Council operations for 2021 and for the transaction of any other business that may properly come before the meeting. The meeting began at 1:03 p.m. and ended at approximately 1:57 p.m.

The following committee members, all of whom are Directors of the Corporation, were present at the meeting which was conducted virtually via Zoom, and constituted a quorum pursuant to the Bylaws of the Council:

James Brett; Pamela Everhart; Kenneth Quigley, Jr.; Thomas Rath; John Hailer; Paul Mattera;
John Stadler; Joseph Nolan, Jr.

The meeting was called in accordance with the Bylaws of the Council. Notice was mailed to the Directors via electronic mail in accordance with these Bylaws. James Brett presided and acted as Secretary.

The Secretary called the meeting to order.

I. General Business

A. Approval of Minutes

Upon motion duly made, seconded and decided by unanimous vote, the minutes of the Executive Committee meeting held on September 17, 2021, were approved as presented.

B. Waiver of 30 Day Notice of Annual Meeting

Mr. Brett explained that the Council’s bylaws require an Annual Meeting where the membership votes to formally elect any new Directors. Traditionally, this meeting has been held during the Council’s Annual Holiday Celebration. Since the pandemic has prevented the Council from holding an in-person holiday gathering, Mr. Brett proposed holding the Annual Meeting virtually, immediately following the virtual Board of Directors Meeting on December 7. Because this is less than 30 days away, a motion was made to waive the 30 day notice requirement. Upon motion duly made, seconded and decided by unanimous vote, the waiver was approved.

C. Nominating New Board Members

At the meeting the nomination of certain individuals to serve on the Council’s Board of Directors was considered. After further discussion, it was decided that it has become necessary, for the benefit of

the Corporation, to so nominate these individuals. Upon motion duly made, seconded and decided by unanimous vote, the Executive Committee adopted the following resolution:

WHEREAS, the bylaws of the Council were recently amended to increase the number of Directors that may be elected from sixty (60) to one hundred (100) Directors;

WHEREAS, the Executive Committee, in its capacity as Nominating Committee, has determined that it is in the best interests of the Council to nominate for election to the Board a Council member;

WHEREAS, a Council member has indicated a willingness to serve on the Council's Board;

WHEREAS, the Executive Committee has reviewed the member's qualifications to so serve;

WHEREAS, the Executive Committee has determined that the member meets the qualifications for Directors set forth in Section 2 of Article III of the Council's bylaws, and would make valuable contributions to the Board and to the governance of the Council; and

WHEREAS, such vacancies on the Board resulting from its enlargement may be filled by the Board as provided in Section 3 of Article III of the Council's bylaws, as amended, with each such Director holding office until a successor is elected and qualified at the next meeting of the members at which Directors are elected, it is therefor

RESOLVED, that the following Council member is nominated for the Board's approval to serve as Directors of the Council:

1. Patrick Brennan, Partner, RSM – replacing Chris MacKenzie
2. Katherine Craven, Chief Administrative & Financial Officer, Babson College
3. Kristen Garvey, Vice President of Corporate Communications, Waters Corporation
4. Robert Johnson, President, Western New England University
5. Joseph Murphy, President & CEO, Coverys
6. Jerome Smith, Senior Director of External Affairs, Amazon

with such members holding office until a successor is elected and qualified at the next meeting of the members at which Directors are elected; and it is

RESOLVED FURTHER, that the officers of the Corporation are hereby authorized to perform any such acts, including execution of any and all documents and certificates, as such officers shall

deem necessary or advisable, to carry out the purposes and intent of this Resolution. The Executive Committee will report this action to the full Board of Directors at its next scheduled meeting.

D. Staff Update

President Brett updated the Committee on the recent departure of Pamela Seymour, Senior Vice President of Administration & Finance, and discussed plans to hire a replacement, including the possible use of an executive search firm. He indicated that a copy of the job description was available to all Executive Committee members should they be aware of any suitable candidates.

II. Financial Update

President Brett provided an updated financial summary to the committee.

III. Membership Update

President Brett provided the following membership update:

- Membership growth and retention continues to be strong despite the ongoing pandemic and its economic impact.
- To date in 2021: we have secured 72 new members, representing \$245,250 in new dues revenue.
- We have an additional 13 new members committed, representing \$81,750 in new dues revenue.
- That brings our current new dues total to \$327,000.
- 21% of new member dues collected has come from 2020 resigned members that re-joined in 2021, and 18% of new member companies are 2020 resigned members that re-joined in 2021.
- We again set a conservative goal this year, with the expectation that many businesses may be hesitant to take on new expenses while the economic situation is still so uncertain.
- The current version of the 2021 budget includes a new member dues revenue goal of \$100,000, so with the new members already paid along with those committed, we have already surpassed that goal by more than triple.
- As always, we continue to pursue a number of promising prospects, and resignations continue to be very low.

IV. Policy & Program Update

President Brett summarized the ongoing work of the NEC's policy committees along with several independent Council initiatives.

Federal Policy Advocacy

President Brett next highlight several pieces of legislation that the Council has advocated in support of in recent months:

- **Bipartisan Infrastructure Deal** – You may recall that last year, we worked with members to develop a set of regional infrastructure investment priorities that we shared with the delegation. Once the Senate bill was finalized and it included many of those priorities, we wrote to the region's Senate delegation to express our support for the bill, and a similar letter was sent to the House delegation as they prepared to vote on the bill.
- **SNAP Benefits for College Students** - On the higher education front, over the summer, the Council endorsed a bill that would expand eligibility to SNAP benefits for college students to help alleviate food insecurity on our college campuses. As a result of our ongoing advocacy in more recent months, several members of the New England delegation have signed on as co-sponsors.
- **Solar Tariffs** - Several of our energy members recently brought to our attention an issue related to tariffs on materials used to manufacture solar panels. Claiming that China was attempting to circumvent these tariffs, an anonymous group requested that the Department of Commerce open an investigation and add new tariffs on products from other Asian nations, which would harm the ongoing efforts to add more renewable energy resources in our region. The Council wrote to Secretary Raimondo to oppose the investigation and new tariffs, an to highlight the importance of the solar industry in the region.

Committee Programming

President Brett also updated the committee on recent programming for the Council's Policy Committees:

- Our Healthcare Committee recently hosted a very well attended meeting where members were briefed by Senator Jack Reed’s healthcare policy advisor.
- Our Higher Education committee and Advanced Manufacturing working group recently partnered to host a briefing on an innovative partnership among several of our members—including Stonehill College and Bridgewater State – to prepare students for careers in the growing photonics manufacturing sector.
- And just this morning, our Financial Services Committee hosted a meeting with Republican Congressman Andy Barr, a member of the House Financial Services Committee.

V. Events Update

Council President Brett provided the following update.

Annual Celebration Recap

- Last month, we had an incredibly successful virtual Annual Celebration, which was presented online on October 18.
- We honored three incredible New Englanders of the Year – all women for the first time in the 50-plus year history of the award:
 - U.S. Rep. Rosa DeLauro, the Chair of the House Appropriations Committee
 - Sandra Fenwick, the recently retired CEO of Children’s Hospital
 - Reshma Kewalramani the CEO of Vertex Pharmaceuticals.
- NBC Boston anchor Latoyia Edwards served as our emcee for the second year.
- I am proud to report that the Annual Celebration raised a total of \$1.528 million from 171 businesses and organizations.
- This success is in large part due to the hard work of our incredible event co-chairs, Becca Gould of American Tower and Dennis Leonard of Delta Dental.

- Incredibly, in a second year of doing this event virtually, we remarkably close to raising as much money as we did in 2016, the year we reached our all-time high revenue figure.

Recent Events

- To date this year, we have hosted 19 virtual Capitol Hill Reports with members of Congress from throughout the region. Most recently, we heard from Congressmen John Katko of New York, and Congressman Jim McGovern.
- We've also hosted events in recent months with Vermont Gov. Phil Scott, and Maine Gov. Janet Mills.
- Our new "Inside the Corner Office" has gotten off to a great start. Our guests so far have included American Tower CEO Tom Bartlett, National Grid US President Badar Khan, and New England Aquarium CEO Vikki Spruill.
- And on Friday, we partnered with UMass to host our first in-person program since March 2020, a discussion of US trade policy with Chairman Richie Neal and US Trade Ambassador Katherine Tai.

Upcoming Events

- We have two more Capitol Hill Reports scheduled this month, with Senator Sheldon Whitehouse on the 22nd, and with Assistant Speaker Katherine Clark on the 29th.
- On December 6, we will present our fourth "Inside the Corner Office" program with Dr. Ann Klibanski of Mass General Brigham.
- And on December 9, we will host a regional energy outlook program featuring Gordon van Welie, CEO of ISO New England.

Return to In-Person Programming

- We are eager to return to more regular in-person programming in the new year.

- However, we are mindful of taking the appropriate precautions to protect the Council, and to keep both our staff and guests safe and healthy.
- To that end, we are working with our legal counsel to develop a COVID policy and protocols, including appropriate legal disclaimer language to incorporate into our event registration process as well as a plan to require guests to show proof of vaccination.
- Given that the virtual format has made our programs more accessible to members throughout the region and in Washington, DC, we have plans in place to record our in-person events and make the recording available to all members shortly after the events conclude.
- We do anticipate that we will still offer some virtual programming. Our “Inside the Corner Office” series, for example, will likely remain virtual, both to ensure widespread access but also to make it more convenient for CEOs to participate.
- And many of our issue-specific programs that feature panel discussions will remain virtual, as it allows us to bring together panelists from a variety of locations more easily.
- And finally, we have seen a significant increase in committee meeting participation when the meetings are held virtually, so we will continue with that format going forward.

VI. Communications Update

President Brett provided the following update regarding the Council’s communications efforts:

Op-Eds

We wrote an op-ed calling on Congress to pass the bipartisan infrastructure bill that has run in the past week or so in several regional publications:

- New Hampshire Journal
- Worcester Business Journal
- Providence Business News

Media Coverage

We continue to receive great media coverage of our programs, especially since the virtual programs are so much easier for reporters to access.

In particular, our program with Gov. Baker in September received quite a bit of local TV and print coverage, which you can find on our website.

Social Media

President Brett updated the Committee on the Council's enhanced use of social media since the hiring of our new Digital Media Specialist Ashley Lokken in May. He explained that the Council is using new strategies to increase engagement, including new graphics and video elements. He reported that as a result of these enhanced strategies, the Council has seen a significant uptick in engagement and followers.

Website Redesign

We are now several months into the process of a complete redesign of our website, which was long overdue.

Emily and Ashley are working closely with graphic design and web development firm, JackRabbit Design, on this project, with a target launch date of February 2022.

We are looking forward to a new website that will have a fresh and modern design, will be mobile friendly for viewing on a phone or tablet, and will have some new features that will make it easier for members to engage with the Council.

Adjournment

There being no further business, and upon motion duly made, seconded and decided by unanimous vote, the committee members agreed to adjourn the meeting at approximately 1:57 p.m.

CERTIFICATE OF SECRETARY

The undersigned, James T. Brett, certifies that he is the duly appointed and qualified Secretary of The New England Council, Inc., a Massachusetts corporation and that the foregoing is a true and correct record of the minutes of a meeting of the Executive Committee thereof, convened and held in accordance with state law and the Bylaws of the Corporation on the 17th day of September, 2021, and that any resolutions described herein were duly adopted and remain in full force and effect.

IN WITNESS THEREOF, I have affixed my name as Secretary of the Corporation to these minutes on the ____ day of _____, 2022.

James T. Brett
Corporate Secretary