

Draft Minutes  
New England Council Board of Directors Meeting  
Wednesday, September 28, 2022  
Encore Boston Harbor Casino, Everett, MA

A Meeting of the New England Council's Board of Directors took place on Wednesday, September 28, 2022 at the Encore Boston Harbor Casino. The following Directors were in attendance: Kelli Armstrong, Joseph Baerlein, Connie Brennan, Jim Brett, Elizabeth Chace Marino, Kevin Conroy, Michael Curry, Tim DelGiudice, Rebecca Diaz, Steven DiSalvo, Sarah Evans, John Fitzgerald, Kristen Garvey, Beca Gould, Matthew Houde, Robert Johnson, Tom Kershaw, Dennis Leonard, Kristin Lewis, Tim McDougald, Kevin McGovern, Joseph Murphy, Cathy Provencher, Dan Rivera, Doug Robbins, Deirdre Savage, Malisa Schuyler, Graham Shalgian, John Stadtler, Joanne Sullivan, Nicole Verdi and Lisa Wieland. The following New England Council staff members were also in attendance: Griffin Doherty, Julie Fazio, Emily Heisig, Sean Malone, Pauline Spheekas, Isabelle Sutton and Larry Zabar.

Jim Brett opened the meeting by welcome the Directors and thanking the Encore Boston Harbor – one of the Council's newer members – for hosting us today. Mr. Brett indicated that the Directors would hear from the President of the resort later in the meeting, and for those interested, there will also be a tour after the meeting.

Mr. Brett reported that there was a slate of four proposed new Directors for the Board's consideration. This group has been recommended by the Executive Committee for election to the Council's Board. They are:

Lauren Burm, Senior Director, External Relations, Parallel. Lauren previously served on the Board representing Orsted.

Kevin Grant, Director of Renewable Fuels, Sprague Operating Resources. Kevin will succeed Tom Flaherty, who is retiring.

Dr. Iva Morse, Vice President BioProcessing at Millipore Sigma. Iva will succeed Christos Ross, who left the company.

George Shevlin, Vice President & Deputy Head, Government Affairs, for AIG, George will be succeeding Darren Trigonoplos.

A motion to approve the election of these new directors was made, seconded and passed by unanimous vote.

Mr. Brett next turned to staff changes at the Council and announced that two new staff members have join the Council over the last few months.

First, in June, Mariah Healey joined our DC office as our new Director of Federal Affairs, working with the Higher Education Committee and the Technology & Innovation Working Group, as well as supporting DC events and member outreach.

And second, just last month, Julie Fazio joined our Boston office as my Executive Assistant, and our office manager.

Julie brings with her over 20 years of experience as an Executive Assistant, most recently at an organization called Operation ABLE, and before that, at the Associated Industries of Massachusetts, where some of you may have met her. In her dual role as Office Manager, she will also be picking up some of the operational duties that were previously performed by our former SVP of Finance & Administration, Pam Seymour.

John Stadtler, the Council's Treasurer, was recognized for the Financial Report.

Mr Stadtler presented the financial position of the council and the finance process in light of personnel changes. He reported that the annual budget was approved by the Executive Committee earlier this year for a just better than break even net result for 2022 despite higher expenses resulting from renewed travel and in-person events

According to Mr. Stadtler, membership dues and the projection for the annual meeting attendance are trending ahead of budget for the year.

Continuing, Mr. Stadtler indicated that the council has in excess of \$10 million in net assets and that raising interested rates will benefit the Council on our conservatively invested investment portfolio and cash reserves.

Mr. Stadtler concluded his report by saying that the Executive Committee has also discussed funding objectives for program activity benefiting Council members and in particular up and coming professionals in the New England region with a focus on Diversity and Inclusion as well as talent development.

Turning to Membership, Mr. Brett reported that membership growth and retention continues to be strong despite the ongoing pandemic and its economic impact. To date in 2022:

We have secured 60 new members, representing \$261,000 in new dues revenue. We have an additional 13 new members committed, representing \$56,000 in new dues revenue.

That brings our current new dues total to \$317,000, significantly higher than last year.

Mr. Brett recognized the efforts of Becca Gould in regularly introducing us to prospective members.

Mr. Brett noted that 16% of new member dues collected has come from 2020 or 2021 resigned members who have re-joined in 2022 , and 17% of 2022 new member companies are members who had resigned in 2020 or 2021.

Mr. Brett further indicated that we have a very strong prospect list, and continue to have very promising conversations with a number of “hot” prospects.

And finally, according to Mr. Brett, resignations continue to be low, which says a lot about the value our members are getting from the Council during these difficult economic times.

Turning to Policy and Programs Mr. Brett shared key highlights from the past few months

The Energy & Environment Committee hosted a very well attended and informative meeting with Amanda Lefton, the Director of the Bureau of Ocean Energy Management, who updated members on the Administration’s efforts to promote offshore wind development.

On October 28, the Committee will be hosting a virtual panel discussion looking at the impact of the Inflation Reduction Act on the region’s energy industry.

The Financial Services Committee has held small group meetings with several members of the House Financial Services Committee recently, including Rep. Lynch in June, and Rep. Auchincloss just yesterday.

The committee is also in the process of preparing a letter to the region’s Senate delegation in support of retirement savings legislation, following the House’s passage of SECURE 2.0 earlier this year.

Earlier this year, the Healthcare Committee established four sub-committees focused on:

- Addiction & Behavioral Health
- Health Equity
- Health Innovation & Technology
- Workforce

All four subcommittees have met for the second time this month and we have two healthcare related events in the works this fall:

A New England Innovates program focused on the region’s leadership in combatting Alzheimer’s Disease, scheduled for October 25, with Sen. Ed Markey delivering keynote remarks.

A roundtable discussion on the intersection of food security and health equity with Congressman Jim McGovern is scheduled for November 2.

In July, we released a new online version of our “Partnerships for the Talent Pipeline Directory,” which was previously published as a print publication. The new version is searchable and sortable, and can be updated as new submissions come in. You have a link to it in your materials.

We have a new Higher Education Committee co-chair, Dr. Robert Johnson of Western New England University, joining Dan Egan of the Association of Independent Colleges & Universities in Rhode Island.

Just last week, the Committee collaborated with the Technology & Innovation Working Group on a letter to the delegation in support of the reauthorization of the Small Business Innovation Research (SBIR) and Small Business Technology Transfer (STTR) programs.

The Technology and Innovation Working Group has focused on the chips shortage and legislation to not only address the shortage but also to promote US innovation and competitiveness.

In April, we sent a letter outlining our priorities to New England members of a Conference Committee tasked with reconciling the Senate's USICA and the House's America COMPETES Act.

And in July, after a compromise was negotiated by Senate leadership in the form of the CHIPS and Science Act, we wrote to both the Senate and House delegation urging them to support its passage.

We are also now in the early stages of planning a New England Innovates program highlighting the region's leadership in the Blue Economy.

This spring, the Diversity & Inclusion Advisory Committee began a series of "listening sessions" where we invite different community groups with DEI-related missions to share their work with the committee and highlight opportunities for the business community to support their efforts.

So far, we have hosted sessions with Junior Achievement of Greater Boston and Work, Inc., both of which have resulted in Council members engaging with these organizations.

Our staff has also continued to work closely with Junior Achievement to help recruit employers to participate in one of their signature initiatives, JA Inspire, a career exploration fair for 8<sup>th</sup> graders, later this year.

We will be continuing with these listening sessions, and also plan to open them to a broader member audience going forward.

Mr. Brett next turned to Events and reported how pleased we have been to resume in-person events in March. The attendance levels have been strong, and our members are all enjoying being able to connect in person again.

Since then, we have hosted Capitol Hill Reports with 14 members of Congress in all six New England States. Most recently, we have heard from Senator Elizabeth Warren and Congressman Jake Auchincloss.

We've also resumed our popular Capital Conversations series in DC, where our most recent guests have been Representatives Jim Himes and Lori Trahan, and Senator Jeanne Shaheen.

Mr. Brett reported that Politics & Eggs is also back. We've held five in-person Politics & Eggs events so far this year with former New Jersey Governor Chris Christie, Arkansas Governor Asa Hutchinson, New York Times Reporters Alex Burns and Jonathan Martin, former Vice President Mike Pence, and former Secretary of State Mike Pompeo.

A few other notable events in recent months included a special session with former Polish President Lech Walesa in May, and our final annual program with Governor Charlie Baker in June.

In terms of upcoming Events, we are looking forward to several more Capitol Hill Reports this fall. A few of the guests confirmed so far are Senator Sheldon Whitehouse, and Representatives Seth Moulton and Lori Trahan.

Next week, Maryland Governor Larry Hogan will be our guest at Politics & Eggs. We expect many more Politics & Eggs programs as the 2024 election inches closer.

In Washington, DC, we will host another Capital Conversations program tomorrow with Representative Stephen Lynch.

And we also are continuing our popular virtual series, Inside the Corner Office, where we hear from the leaders of some of our region's most well-known businesses and organizations. Upcoming guests include the CEO of Dartmouth Hitchcock Health, Dr. Joanne Conroy, and the new President of Transmission at Enbridge, Cynthia Hansen.

We are also working on an in-person installment of this series in December with the Commissioner of the NHL.

Turning to our Annual Celebration, Mr. Brett announced that after two years of virtual events, we are looking forward to holding our Annual Celebration in person this year on the evening of Monday, November 7, 2022, at the new Omni Boston Hotel at the Seaport.

Becca Gould of American Tower and Dennis Leonard of Delta Dental have kindly agreed to reprise their roles as event co-chairs, after helping us far surpass fundraising goals last year.

With still over a month to go until the event, we have already secured over \$2.1 million in sponsorships from 206 businesses and organizations.

This is – by far – the most the Council has ever raised at an Annual Celebration, which is of course due in large part to our Executive Vice President Larry Zabar, as well as our incredible event co-chairs.

Just last week we announced our New Englanders of the Year:

Andrew Dreyfus, CEO of Blue Cross Blue Shield of Massachusetts  
Linda Henry, CEO of Boston Globe Media  
David Long, CEO of Liberty Mutual  
United States Trade Representative Katherine Tai

We will also honor Willie O'Ree, retired NHL player who made history as the first black NHL player as a member of the Boston Bruins, with a Lifetime Achievement Award.

Turning to Communications, Mr. Brett reported that we have had some extensive media coverage of our events over the last few months. Now that we are back to in-person events, we are recording the majority of them which has made it that much easier to media to cover events.

Most recently, our Politics & Eggs program with Mike Pence garnered significant coverage, particularly because of his comments about testifying before the January 6 committee. In addition to widespread coverage in Boston and New Hampshire media, the comments resulted in coverage on national network news and publications like the New York Times, Washington Post, and Politico.

Our recent events with Sen. Warren and Sec. Pompeo also received wide media coverage.

The Council's advocacy was also featured in a recent Boston Globe article about the impact of the CHIPS and Science Act in Massachusetts.

Shortly after the CHIPS & Science Act was passed by Congress, we wrote an op-ed highlighting how the bill will benefit the New England economy. In August, the piece was published in five different publications throughout the region:

Boston Business Journal  
Hartford Business Journal  
New Hampshire Business Review  
Providence Business News  
Worcester Business Journal

Turning to social media, Mr. Brett indicated that we continue to increase our use of video in our communications efforts. We are also able to post short clips of our programs to our social media to further highlight the Council's programming.

As a result of these new video elements, as well as continued use of more social media graphics, our following and engagement across social media platforms continues to increase. Mr. Brett highlighted the work of Ashley Lokken who working with Emily Heisig, has brought expertise and creativity to these tasks.

Mr. Brett concluded his remarks by indicating that in April, we launched our new and improved website. The website is the result of nearly eight months of work with our design partners at JackRabbit Design. The new website has a modern, easy to navigate design, and it is also

mobile-friendly. It includes some great new features like a searchable member directory, more streamlined event registration, and the incorporation of many video elements.

It's already been an excellent tool to communicate with our current members, as well as to highlight the benefits of membership to prospective members. In fact, we have received a number of membership inquiries directly through the new website.

There being no further business, the meeting was adjourned. Following the meeting, Mr. Brett introduced guest speaker Jenny Holaday, the President of the Encore Boston Harbor, a position she has held since August 2021.