

# Executive Committee Minutes of The New England Council

September 14, 2022

The Executive Committee of the Board of Directors of The New England Council, Inc. (the “Council” or the “Corporation”) held a meeting on September 14, 2022, at the Union Club in Boston, MA, for the purpose of discussing Council operations for 2022 and for the transaction of any other business that may properly come before the meeting. The meeting began at 12:03 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 in person with a call-in option, and constituted a quorum pursuant to the Bylaws of the Council:

James Brett; Becca Gould; John Hailer; Patricia Jacobs; Dennis Leonard; Joseph Nolan; Kenneth Quigley; John Stadtler

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. 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. Lauren Burm, Parallel
2. Kevin Grant, Sprague Operating Resources
3. Dr. Iva Morse, MilliporeSigma
4. George Shevlin, AIG

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.

B. Staff Update

President Brett updated the Committee on two recent new additions to the Council's staff:

1. Mariah Healy, Director of Federal Affairs in the Washington, DC, office, who joined the staff in June 2022
2. Julie Fazio, Executive Assistant to the CEO & Office Manger in the Boston, MA, office, who joined the staff in August 2022

II. Financial Update

President Brett provided an updated financial summary, as attached to these minutes.

### **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 2022: we have secured 57 new members, representing \$252,000 in new dues revenue.
- We have an additional 16 new members committed, representing \$65,000 in new dues revenue.
- That brings our current new dues total to \$317,000.
- 17% of new member dues collected has come from 2020 or 2021 resigned members that re-joined in 2022, and 18% of new member companies are 2020 or 2021 resigned members that re-joined in 2022.
- 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:

#### Energy & Environment Committee

- The 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.
- This fall, the committee is planning two events: our annual regional energy briefing with ISO-New England CEO Gordon van Welie, and a panel discussion looking at the impact of the Inflation Reduction Act on the region's energy industry.

#### Financial Services Committee

- The 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.

### Healthcare Committee

- As you may recall, earlier this year, the Healthcare Committee established four sub-committees focused on:
  - Addiction & Behavioral Health
  - Health Equity
  - Health Innovation & Technology
  - Workforce
- All four subcommittees are meeting 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 food security issues with Congressman Jim McGovern.

### Higher Education Committee

- 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.
- As I mentioned earlier, we have a new Director of Federal Affairs, Mariah Healy, who is working with the Higher Ed Committee. She has been spending a great deal of time meeting with our members in the higher ed sector to learn more about their priorities.
- We also have a new committee co-chair, Dr. Robert Johnson of Western New England University, joining Dan Egan of the Association of Independent Colleges & Universities in Rhode Island.

### Technology & Innovation Working Group

- Our newly-launched Tech & Innovation Working Group has focused significantly 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 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.

### Diversity & Inclusion Advisory Committee

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

## **V. Events Update**

Council President Brett provided the following update.

### Recent In-Person Events

- We were thrilled to be able to finally resume in-person events in March. The attendance levels have been great, and our members are all enjoying being able to connect in person again.
- Since then, we have hosted Capitol Hill Reports with 13 members of Congress in all six New England States. Most recently, we have heard from Senator Maggie Hassan, Congressman (and likely future Senator) Peter Welch, and just yesterday, Congressman Jake Auchincloss.
- We've also resumed our popular Capital Conversations series in DC, where our most recent guests have been Representatives Jim McGovern and Lori Trahan, and Senator Jeanne Shaheen.
- Politics & Eggs is also back! We've held four 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, and most notably, last month, we hosted former Vice President Mike Pence.
- A few other notable events in recent months include a special session with former Polish President Lech Walesa in May, and our final annual program with Governor Charlie Baker in June.

#### Upcoming Events

- We are looking forward to several more Capitol Hill Reports this fall. A few of the guests confirmed so far are Senators Elizabeth Warren and Sheldon Whitehouse, and Representative Seth Moulton.
- Next week, former Secretary of State Mike Pompeo 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 Capital Conversations programs this month with Representatives Jim Himes and 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. After a "summer hiatus," we'll resume this program next week with Udit Batra, the CEO of Waters Corporation
  - Other guests this fall 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.

### Annual Celebration

- Of course, our biggest event of the year, our 2022 Annual Celebration, is fast approaching!
- 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 nearly two months to go until the event, we have already secured just over \$2 million in sponsorships from 192 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, Becca and Dennis!
- We have confirmed five incredible honorees:
  - Andrew Dreyfus, CEO of Blue Cross Blue Shield of Massachusetts
  - Linda Henry, CEO of Boston Globe Media
  - David Long, CEO of Liberty Mutual
  - Willie O’Ree, retired NHL player who made history as the first black NHL player as a member of the Boston Bruins
  - United States Trade Representative Katherine Tai
- We will be making a formal announcement of these honorees next week.

## **VI. Communications Update**

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

### Media Coverage

- We’ve had some great 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.
- The Council's advocacy was also featured in a recent Boston Globe article about the impact of the CHIPS and Science Act in Massachusetts.
- You can view all of this coverage on our new website, which I'll talk about in just a moment.

### Op-Eds

- 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
- You can view them all on our website, and a link to the op-eds section is in your digital materials.

### Social Media & Video

- We continue to increase our use of video in our communications efforts.
- And as I mentioned, now that we are back to in person events, we are providing recordings of all events—not just for media but for all members—on our YouTube page so that all members have access to hear every one of our speakers.
- 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.

#### New Website

- As you may know, in April, we launched our new and improved website.
- The website is the result of nearly 8 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.
- If you haven't had time to take a look yet, I encourage you to do so and I think you'll find it a great resource to stay connected 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 14th day of September, 2022, 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.

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James T. Brett  
Corporate Secretary