



**Executive Committee Meeting Minutes
November 17, 2023**

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, 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 12:02 p.m. and ended at approximately 1:56 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; Greg Butler; Pamela Everhart; Becca Gould; John Hailer; Patricia Jacobs; Dennis Leonard; Kenneth Quigley; Thomas Rath; 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. Approval of Minutes

Upon motion duly made, seconded and decided by unanimous vote, the minutes of the Executive Committee meeting held on September 14, 2023, were approved as presented.

B. 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. Frank Hayes, Bond Building Construction
2. Rich Paglia, Enbridge
3. Shannon Resetich, Sanofi Genzyme
4. Ted Shallcross, Amica Mutual Insurance
5. Molly Williams, Pfizer

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.

C. Resolution Regarding Uncashed Checks

President Brett presented the committee with a resolution related to uncashed checks. Specifically, the resolution sought the committee's approval to return these two uncashed checks from the Council's Sovereign Bank account to income. The first check was dated 9/28/2012 for registration for two people to attend Coronet Event. The check amount was \$1,785. The second check was dated 5/20/2013 for TNE Winddown workpapers reimbursement. The check amount was \$5,000.

These amounts were taken in as income since the checks have not been cashed. This was part of the 2021 audit.

Upon motion duly made, seconded and decided by unanimous vote, the resolution was approved as presented.

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 economic challenges
- To date in 2022: we have secured 68 new members, representing \$319,500 in new dues revenue.
- We have an additional 17 new members committed, representing \$73,000 in new dues revenue.
- That brings our current new dues total to \$392,500.
- 17% of new member dues collected has come from 2020 or 2021 resigned members who have re-joined in 2022 , and 18% of 2022 new member companies are members who had resigned in 2020 or 2021.
- 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

- On October 28, the Committee hosted a very well-attended virtual panel discussion exploring the impact of the Inflation Reduction Act on the region's energy landscape. You'll find a link in your materials to view the recording if it's of interest.
- Last week, the Committee submitted a letter to FERC expressing concerns regarding winter energy reliability in the region. The issue was first raised for our staff by Eversource and there was widespread support for such a letter from our energy committee members.

Financial Services Committee

- The committee is in the process of finalizing a letter to the region's Congressional delegation in support of retirement savings legislation known as SECURE 2.0, which was passed by the

House's earlier this year. We are hopeful that the legislation will be included in a year-end spending or other must-pass legislative vehicle.

- The Committee will also be hosting a post-election policy outlook virtual briefing on December 1, featuring a presentation from Ozzie Palomo of Chartwell Strategy Group.

Healthcare Committee

- Our new Healthcare Subcommittees continue to be very active. As a reminder, the four subcommittees are:
 - Addiction & Behavioral Health
 - Health Equity
 - Health Innovation & Technology
 - Workforce
- As a direct result of the work of these subcommittees, we hosted two very successful healthcare programs this fall:
 - A New England Innovates program focused on the region's leadership in combatting Alzheimer's Disease, which featured keynote remarks from Sen. Ed Markey.
 - A roundtable discussion on the intersection of food security and health equity with Congressman Jim McGovern.

Higher Education Committee

- Earlier this fall, the Higher Education Committee partnered with the Tech & Innovation Working Group to send a letter to the delegation in support of the reauthorization of the Small Business Innovation (SBIR) and Small Business Technology Transfer (STTR) programs. Both programs were ultimately reauthorized before they expired at the end of September.
- And currently, the Higher Ed Committee is working with the Healthcare Committee on a letter urging the Administration to select New England as the location for the headquarters of the new Advanced Research Projects Agency for Health, or ARPA-H.

Technology & Innovation Working Group

- Now that the CHIPS & Science Act has been signed into law, we are closely monitoring implementation and have contacted the Department of Commerce to request that their staff provide a briefing to our members on implementation of the bill.
- We are also working on a letter to the delegation on a change to the R&D tax deduction that is due to go into effect this year and would negatively impact a wide array of our members in the technology, defense, life sciences, and biotech sectors.

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 19 members of Congress in all six New England States. Most recently, we have heard from Representatives Jim McGovern, Seth Moulton, and Lori Trahan, as well as Senator Sheldon Whitehouse.
- We've also resumed our popular Capital Conversations series in DC, where our most recent guests have been Representatives Jim Himes and Stephen Lynch.
- Politics & Eggs is also back! Our most recent guests have included Maryland Governor Larry Hogan and former Secretary of State Mike Pompeo.
- We've also continued to hold some virtual events, which allow our members throughout the region and in Washington, DC, to participate. In addition the virtual energy panel I mentioned earlier, we have continued to host our Inside the Corner Office series where we hear from the leaders of some of the region's largest and most well-known businesses and organizations. Recent guests have included:
 - Waters Corporation CEO Udit Batra
 - Dartmouth Health CEO Joanne Conroy
 - And just yesterday, Enbridge EVP and President of Gas Transmission Cynthia Hansen

Upcoming Events

- We have a few more events planned before year's end.
- Our Annual Holiday Celebration will take place on December 7, immediately following our board meeting at the EMK Institute.
- We are in the process of confirming a date for NBC News Senior National Politics Reporter Jonathan Allen to join us for a special post-election analysis program in Boston in December.
- And on December 15, we will host our final Capital Conversations breakfast of the year in DC with Secretary of Labor Marty Walsh. We're grateful to our friends at Fidelity Investments for hosting at their new office.

- And we are of course already working on our early 2023 events calendar, including what we expect to be a very busy Politics & Eggs lineup as the 2024 election approaches.
- One change coming in 2023: we will be transitioning our popular “Inside the Corner Office” series from a live virtual event format to a monthly YouTube series and monthly podcast. We believe this change will result in a larger audience both viewing and listening to these very informative and interesting conversations.

Annual Celebration

- I am pleased to report that our Annual Celebration last week was a tremendous success.
- It was wonderful to be back in person at the brand new Omni Boston Hotel for the first time since 2019.
- As you know, we honored an incredible lineup of honorees, including four 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 also presented a Distinguished Service Award to Tuskegee Airman Woody Woodhouse, and a Lifetime Achievement Award to retired Boston Bruin Willie O’Ree, the first black player in the NHL.
- The final total revenue for the Annual Celebration was \$2.295 million, far surpassing our budgeted goal of \$1.5 million. That total represents 228 businesses and organizations sponsoring at various levels.
- Not only did we surpass our budgeted goal for the year, but 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 Gould and Dennis Leonard.

VI. Communications Update

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

Media Coverage

- We continued to receive 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 Pompeo received widespread coverage in both local and national media outlets.
- Our recent virtual panel discussion on the impact of the IRA on the energy sector was covered by State House News, which was then in turn picked up by several other outlets.
- And Jon Chesto covered our Annual Celebration earlier this week in his Bold Types column.
- You can view all of this coverage on our website.

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, and our Digital Communications Manager Ashley Lokken also regularly produces highlight reels to use in member recruitment efforts.
- For the Annual Celebration, she produced a short video that we used to promote the event in the weeks leading up, and just this morning we distributed a post-event highlight video, that you can also view on the online agenda and materials page.
- 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.
- In particular, we saw a high level of engagement around our Annual Celebration with guests posting during and after the program.

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 1:56 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 November, 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 _____, 2023.

James T. Brett
Corporate Secretary