

(Signature of Lobbyist)

(Print Name of lobbyist)

Heidi L. Kroll

### STATE OF NEW HAMPSHIRE 2019 Statement of Income and Expenses for LOBBYISTS (RSA Chapter 15)

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#### PLEASE PRINT

NEW HAMPSHIRE DEPARTMENT OF STATE I. Name of Lobbyist(s): Heidi L. Kroll; Paul A. Worsowicz; Donald J. Pfundstein II. Name of Lobbyist's partnership, firm or corporation, if any: GALLAGHER, CALLAHAN & GARTRELL, P.C. 214 North Main Street, Concord, NH 03301 603-228-1181 603-226-3334 kroll@gcglaw.com (Telephone) (Fax) (Email) III. This statement covers: (Choose one - file separate reports for each client, OR you may file a separate report for reportable expense transactions which are not attributable to any one client.) All reportable transactions occurring in the month prior to the reporting date relative to the following client. AMERICA'S HEALTH INSURANCE PLANS (AHIP) (Full Name of Client as it appears on the Lobbyist Registration Form) All reportable transactions by the lobbyist (including the lobbyist's family), or the lobbying firm listed below which are unrelated to any particular client, April 24, 2019 🔲 July 31, 2019 IV. Date of Report: activity from date of registration to 3/31/19 activity from 4/1/19 to 6/30/19 Reports cover: October 30, 2019 🗵 January 29, 2020 🔲 activity from 7/1/19 to 9/30/19 activity from 10/1/19 to 12/31/19 V. There have been no fees received and no reportable transactions made since the last report. If this box is checked, complete just this form and submit it to the Secretary of State's Office, State House, Room 204, Concord, NH 03301. VI. Check if additional reports are attached: If you have received fees or made expenditures, you must file Addendum A - Fees and Expenses  $\mathbf{x}$ If you have paid an honorarium or reimbursed expenses, you must file Addendum B - Report of Honorariums or Expense Reimbursement If you, your firm, or your family has made political contributions, you must file Addendum C - Political Contributions Sworn Statement/Affirmation by Lobbyist I have read RSA 15, RSA 15-B and RSA 664 and hereby swear or affirm that the foregoing information is true and complete to the best of my knowledge and belief. 00. 25,2019 (Date)



### STATE OF NEW HAMPSHIRE Lobbyists Fees and Expenses Addendum A

(RSA Chapter 15:6)

b) Total of all fees received this calendar year, prior to this reporting period.  (This should equal the total prior monthly reports for this calendar year.)  28,589  c) Total of all fees received to date.  (Add lines a and b)  40,699  d) Indicate the amount of any such fees that are due, but have not yet been paid.  V. Expenses:  Lobbyist(s)/Lobbying partnerships, firms, or corporations are required to report all expenses made from lob fees. Separate reports are to be filed for expenditures made relative to each client and if expenditures are made to lobbyist(s)/firm that are unrelated to any one client a separate report may be filed for the lobbyist(s)/firm. Exp are to be reported in one of three categories of expenses:  (a) the aggregate total of all expenses paid durin reporting period for salaries, benefits, support staff, and office expenses; (b) the aggregate total of all indivexpenses where the expenditure was of \$25.00 or less (for example: meals purchased during a business hunch with ecost was \$25.00 or less, purchase of a pen with a value of test than \$10 that is given to the person being lob purchase of a ceremonial object given to a person being lobbied with a value of \$25.00 or less); and (c) an iter statement of each individual expenditure made during this reporting period of greater than \$25.00 for any purpor covered by (a) (for example: purchase of a meal with value of greater than \$25, purchase of a ceremonial object given to the subject of lobbying with a value greater than \$25, but not greater than \$50, restaurant expenses legislative reception). Expenses for honorariums, expense reimbursement, or political contributions will be reponse parate addendums and should not be reported on Addendum A.  a) Total aggregate expenses for this reporting period for salaries, benefits, support staff, and office expenses, related directly or indirectly to lobbying.  b) \$  b) \$  b) \$  b) \$  12,102.7  b) \$	l. Name of Lobbyist(s)	Heidi L. Kroll; Paul A. Worsowicz; Donald J.	Pfundste	in	<u>-</u>
(Name of partnership, firm or corporation)  III. Name of Client  AMERICA'S HEALTH INSURANCE PLANS  Date  October 30, 2019  IV. Fees Received Indicate the gross amount of all fees received from the client identified above that are related, directly or indirect lobbying, including fees for services such as public advocacy, government relations, or public relations services, including research, monitoring legislation, and related legal work. The gross fee amount reported shall not be reverage by any expenses:  a) Total of all fees received in this reporting period  b) Total of all fees received this calendar year, prior to this reporting period.  (This should equal the total prior monthly reports for this calendar year.)  c) Total of all fees received to date.  (Add lines a and b)  d) Indicate the amount of any such fees that are due, but have not yet been paid.  V. Expenses:  Lobbyist(s)/Lobbying partnerships, firms, or corporations are required to report all expenses made from lob fees. Separate reports are to be filled for expenditures made relative to each client and if expenditures are made I lobbyist(s)/firm that are unrelated to any one client a separate report may be filed for the lobbyist(s)/firm. Expara to be reported in one of three categories of expenses: (a) the aggregate total of all expenses paid during porting period for salaries, benefits, support staff, and office expenses; (b) the aggregate total of all indivexpenses where the expenditure was of \$25.00 or less (for example: meals purchased during a business lunch the cost was \$25.00 or less, purchase of a pen with a value of less than \$10 that is given to the person being to purchase of a ceremonial object given to a person being lobbied with a value of \$25.00 or less; and (c) an ite statement of each individual expenditure made during this reporting period of greater than \$25,00 for any purchase of a ceremonial object given to the subject of lobbying with a value greater than \$25, but not greater than \$50, restaurant expenses legislative recept	II. Name of lobbyist's	partnership, firm or corporation, if any:			
(Name of partnership, firm or corporation)  III. Name of Client  AMERICA'S HEALTH INSURANCE PLANS  Date  October 30, 2019  IV. Fees Received Indicate the gross amount of all fees received from the client identified above that are related, directly or indirect lobbying, including fees for services such as public advocacy, government relations, or public relations services, including research, monitoring legislation, and related legal work. The gross fee amount reported shall not be reverable and the relation of all fees received in this reporting period  a) \$ 12,10*  b) Total of all fees received this calendar year, prior to this reporting period.  (This should equal the total prior monthly reports for this calendar year.)  c) Total of all fees received to date.  (Add lines a and b)  d) Indicate the amount of any such fees that are due, but have not yet been paid.  V. Expenses:  Lobbyist(s)/Lobbying partnerships, firms, or corporations are required to report all expenses made from lob fees. Separate reports are to be filed for expenditures made relative to each client and if expenditures are made I lobbyist(s)/firm that are unrelated to any one client a separate report may be filed for the lobbyist(s)/firm. Exparate to be reported in one of three categories of expenses:  (a) the aggregate total of all expenses paid during properting period for salaries, benefits, support staff, and office expenses; (b) the aggregate total of all indivexpenses where the expenditure was of \$25.00 or less (for example: meals purchased during a business lunch the cost was \$25.00 or less, purchase of a pen with a value of feast than \$25,00 for any purchase for exemonial object given to a person being illobbied with a value of greater than \$25,00 for any purchase of a ceremonial object given to a person being that of the subject of lobbying with a value greater than \$25,00 for say purchase of a ceremonial object given to the subject of lobbying with a value greater than \$25, but not greater than \$50, restaurant expenses legislative re		GALLAGHER, CALLAHAN & GARTRE	LL, P.C.		
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(This should equal the total prior monthly reports for this calendar year.)  28,589  c) Total of all fees received to date. (Add lines a and b)  40,699  d) Indicate the amount of any such fees that are due, but have not yet been paid.  V. Expenses:  Lobbyist(s)/Lobbying partnerships, firms, or corporations are required to report all expenses made from lob fees. Separate reports are to be filled for expenditures made relative to each client and if expenditures are made lobbyist(s)/firm that are unrelated to any one client a separate report may be filled for the lobbyist(s)/firm that are unrelated to any one client a separate report may be filled for the lobbyist(s)/firm teporting period for salaries, benefits, support staff, and office expenses; (b) the aggregate total of all expenses paid durin reporting period for salaries, benefits, support staff, and office expenses; (b) the aggregate total of all indivexpenses where the expenditure was of \$25.00 or less (for example: meals purchased during a business lunch vertice to the cost was \$25.00 or less, purchase of a pen with a value of less than \$10 that is given to the person being lob purchase of a ceremonial object given to a person being lobbied with a value of \$25.00 or less); and (c) an iterstatement of each individual expenditure made during this reporting period of greater than \$25.00 for any purpor covered by (a) (for example: purchase of a meal with value of greater than \$25, purchase of a ceremonial object given to the subject of lobbying with a value greater than \$25, but not greater than \$50, restaurant expenses legislative reception). Expenses for honorariums, expense reimbursement, or political contributions will be reponse parate addendums and should not be reported on Addendum A.  a) Total aggregate expenses for this reporting period for salaries, benefits, support staff, and office expenses, related directly or indirectly to lobbying.  b) \$	a) Total of all fees recei	ved in this reporting period		a) \$	12,102.7
(Add lines a and b)  (Add lines and b)  (Add lines a and b)  (Add lines and b)				b) \$ 	28,589.75
V. Expenses:  Lobbyist(s)/Lobbying partnerships, firms, or corporations are required to report all expenses made from lob fees. Separate reports are to be filed for expenditures made relative to each client and if expenditures are made to lobbyist(s)/firm that are unrelated to any one client a separate report may be filed for the lobbyist(s)/firm. Exp are to be reported in one of three categories of expenses:  (a) the aggregate total of all expenses paid durin reporting period for salaries, benefits, support staff, and office expenses; (b) the aggregate total of all indivexpenses where the expenditure was of \$25.00 or less (for example: meals purchased during a business lunch with the cost was \$25.00 or less, purchase of a pen with a value of less than \$10 that is given to the person being lot purchase of a ceremonial object given to a person being lobbied with a value of \$25.00 or less); and (c) an iteritatement of each individual expenditure made during this reporting period of greater than \$25.00 for any purporting overed by (a) (for example: purchase of a meal with value of greater than \$25, purchase of a ceremonial object given to the subject of lobbying with a value greater than \$25, but not greater than \$50, restaurant expenses legislative reception). Expenses for honorariums, expense reimbursement, or political contributions will be reported and addendums and should not be reported on Addendum A.  a) Total aggregate expenses for this reporting period for salaries, benefits, support staff, and office expenses, related directly or indirectly to lobbying.  b) \$  b) Total aggregate of expenditures during this reporting period, not reported in a), of \$25 or less.	-	ved to date.		c) \$ 	40,692.50
Lobbyist(s)/Lobbying partnerships, firms, or corporations are required to report all expenses made from lob fees. Separate reports are to be filed for expenditures made relative to each client and if expenditures are made to lobbyist(s)/firm that are unrelated to any one client a separate report may be filed for the lobbyist(s)/firm. Exp are to be reported in one of three categories of expenses:  (a) the aggregate total of all expenses paid durin reporting period for salaries, benefits, support staff, and office expenses; (b) the aggregate total of all indiverses where the expenditure was of \$25.00 or less (for example: meals purchased during a business lunch at the cost was \$25.00 or less, purchase of a pen with a value of less than \$10 that is given to the person being lob purchase of a ceremonial object given to a person being lobbied with a value of \$25.00 or less); and (c) an iter statement of each individual expenditure made during this reporting period of greater than \$25.00 for any purpor covered by (a) (for example: purchase of a meal with value of greater than \$25, purchase of a ceremonial object given to the subject of lobbying with a value greater than \$25, but not greater than \$50, restaurant expenses legislative reception). Expenses for honorariums, expense reimbursement, or political contributions will be reported on separate addendums and should not be reported on Addendum A.  (a) Total aggregate expenses for this reporting period for salaries, benefits, support staff, and office expenses, related directly or indirectly to lobbying.  (b) \$  (b) \$  (b) \$  (c) All aggregate expenses for this reporting period, not reported in a), of \$25 or less.		of any such fees that are due, but have not		d) \$	.00
support staff, and office expenses, related directly or indirectly to lobbying.  b) \$\footnote{12,102.7}\$  b) \$\footnote{5}\$  Total aggregate of expenditures during this reporting period, not reported in a), of \$25 or less.	Lobbyist(s)/Lobbying parties. Separate reports a lobbyist(s)/firm that are are to be reported in on reporting period for sall expenses where the expethe cost was \$25.00 or lapurchase of a ceremonia statement of each individuous end by (a) (for example given to the subject of legislative reception).	re to be filed for expenditures made relative to each clunrelated to any one client a separate report may be c of three categories of expenses: (a) the aggrega aries, benefits, support staff, and office expenses; (lenditure was of \$25.00 or less (for example: meals press, purchase of a pen with a value of less than \$10 the lobject given to a person being lobbied with a value dual expenditure made during this reporting period of the purchase of a meal with value of greater than \$2 lobbying with a value greater than \$25, but not greater than \$25 for honorariums, expense reimbursement, or	ient and ifiled for te total of b) the agurchased nat is give of \$25.0 greater the 5, purchanter than	f expenditure the lobbyist of all expensions gregate total during a busien to the period or less); a man \$25.00 finse of a cerer \$50, restaura	es are made by the solution. Expense so paid during the loss and individual siness tunch who son being lobbid and (c) an itemize or any purpose remonial object to ant expenses for
in a), of \$25 or less					12,102.75
		penditures during this reporting period, not reported			00
		avanditures reported in detail in section VI	c) \$	<u> </u>	.00

d) Total expenses for this reporting period. (Add lines a, b and c.)	d) \$	12,102.75
e) Total of expenses paid this calendar year, prior to this reporting period.  (This should be the amount on line f of addendum A for last month's reporting period.	ort.) e)\$	24,555.50
f) Total of all expenses year to date.	f) S	36,658.25
VI. Other Expenses: Provide the following detail for all expenditures of more than \$25 made fro period, including by whom paid or to whom charged.	om lobbying fees during	this reporting
Paid to:		Amount
	\$ _	
	<b>\$</b> -	
	·	
Sworn Statement/Affirmation by Lobbyist		
I have read RSA 15, RSA 15-B and RSA 664 and hereby swear or a is true and complete to the best of my knowledge and belief.	ffirm that the foregoin	g information
Hili J. Kull	Ot. 25	<u>∂019</u>
(Signature of lobbyist)	(Date)'	
Heidi L. Kroll (Print Name of Lobbyist)		
• /		

Lobbyist Fees & Expenses, Addendum A – Page 2
 Client: AMERICA'S HEALTH INSURANCE PLANS (AHIP)

## State of New Hampshire Signature Form for Associated Lobbyist RSA Chapter 15

Use this form to swear or affirm the truth and completeness of Income and Expense Statements and related Addendums

Sworn Statement/Affirmation by Labbuist

	ne and Expenses for:		
Name of Lobbying	partnership, firm or corpo	ration: GALLAGHER, CAI	LAHAN & GARTRELL, P.C.
Name of Client (lea particular client):	ve blank if Statement is fo America's Health Insu	• • • • •	rporation and not related to any
Date of Report (che	eck one):		
April 24, 2019 🗖	July 31, 2019 🗆	October 30, 2019	January 29, 2020 🗆
	The state of the s	e Statement of Income and Exatement (insert the number of	xpenses described above, and the Addendum forms being
1 Addendum A(	s).		
0 Addendum B(	s).		
0 Addendum C(	s).		
•	firm that the foregoing in t of my knowledge and be		nd each Addendum is true and
Taul a	Worsowy yist)		/0-25-15 (Date)
(Signature of Lobb	yist)		(Date)
Paul A. Worsowic	z		
(Print Name of lob	obyist)		

# State of New Hampshire Signature Form for Associated Lobbyist RSA Chapter 15

Use this form to swear or affirm the truth and completeness of Income and Expense Statements and related Addendums

Sworn Statement/Affirmation by Lobbvist

Statement of Income and Expenses for:				
Name of Lobbying partnership, firm or corporation: GALLAGHER, CALLAHAN & GARTRELL, P.C.				
Name of Client (leav particular client):	e blank if Statement is fo America's Health Insu	•	rporation and not related to any	
Date of Report (chec	ck one):			
April 24, 2019 🗆	July 31, 2019 🗆	October 30, 2019 🔀	January 29, 2020 🗆	
		Statement of Income and Externent (insert the number of	epenses described above, and the Addendum forms being	
1 Addendum A(s	3).			
0 Addendum B(s	).			
0 Addendum C(s	).			
•	irm that the foregoing inf of my knowledge and bel		nd each Addendum is true and	
(Signature of Lobb)  Donald J. Pfundster  (Print Name of lobb)	in		10/28/19 (Bate)	