



**William F. Dwyer**  
STATE TREASURER

**THE STATE OF NEW HAMPSHIRE  
STATE TREASURY**

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September 28, 2015

Her Excellency, Governor Margaret Wood Hassan  
and the Honorable Council  
State House  
Concord, New Hampshire 03301

**REQUESTED ACTION**

Pursuant to RSA 20:7, it is hereby requested that you accept the attached Annual Report of the New Hampshire State Treasury for the Fiscal Year 2015.

**EXPLANATION**

I am pleased to present the 2015 Treasury Annual Report, summarizing the activities and accomplishments of the New Hampshire State Treasury for the prior fiscal year as well as our initiatives and objectives for the current fiscal year. The mission of the New Hampshire State Treasury is to deliver professional financial management services to state government, the legislature, and New Hampshire citizens.

Sincerely,

A handwritten signature in blue ink that reads "William F. Dwyer".

William F. Dwyer  
State Treasurer

Attachment: The State of New Hampshire Annual Report of the State Treasury, as of and for the Fiscal Year ended June 30, 2015



**The State of New Hampshire**  
**Annual Report**  
**of the**  
**State Treasury**

**As of and for the**  
**FISCAL YEAR ENDED JUNE 30, 2015**

**William F. Dwyer**  
**State Treasurer**

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Cover Photos: *Clockwise from top-left:* Lupine, Lancaster, NH. Courtesy Tabatha Young. Black Bears, Farmington, NH. Courtesy Anonymous. Lake Winnepesaukee, Gilford, NH. Courtesy Debra Fraser. Greeley Pond - Lincoln, NH. Courtesy Melissa VanSickle.

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September 28, 2015

Pursuant to, RSA 6:17, RSA 6:43, RSA 11:5-b and RSA 20:7, I am pleased to present the Annual Report of the State Treasury, as of and for the fiscal year ended June 30, 2015.

The New Hampshire Treasury is charged with performing a variety of financial management tasks. Among those responsibilities, the Treasury oversees internal cash and investment management functions for the State's funds, issues the State's general obligation and revenue bonds and other debt and, pursuant to RSA 471-C, is responsible for acquiring from institutional holders and returning to rightful owners all financial property that qualifies as abandoned property under the law. The Treasurer is also a member of numerous boards and commissions and serves as trustee and custodian of various State funds.

Please note that all of the information contained in this report is unaudited and subject to change pending completion of the State's 2015 Comprehensive Annual Financial Report.

The staff of the Treasury and I look forward to the opportunities ahead as we continually strive to enhance and securely deliver the wide range of financial management services we provide to the citizens of New Hampshire and to all branches of State government.

Respectfully submitted,

William F. Dwyer  
State Treasurer



**STATE OF NEW HAMPSHIRE  
SELECTED STATE OFFICIALS**

**GOVERNOR**

Margaret W. Hassan

**EXECUTIVE COUNCIL**

Joseph D. Kenney, District 1  
Colin Van Ostern, District 2  
Christopher T. Sununu, District 3  
Christopher C. Pappas, District 4  
David K. Wheeler, District 5

**SECRETARY OF STATE**

William M. Gardner

**ATTORNEY GENERAL**

Joseph A. Foster

**COMMISSIONER OF ADMINISTRATIVE SERVICES**

Vicki V. Quiram

**STATE TREASURER**

William F. Dwyer

## OVERVIEW OF THE TREASURY

Part 2, Article 67 of the New Hampshire Constitution establishes the position of the Treasurer of the State of New Hampshire. In accordance with the Constitution, the State Treasurer is elected by a joint session of the Senate and the House of Representatives (the General Court). This election takes place on the first Wednesday of December following the biennial election when the newly elected General Court meets for organizational purposes.

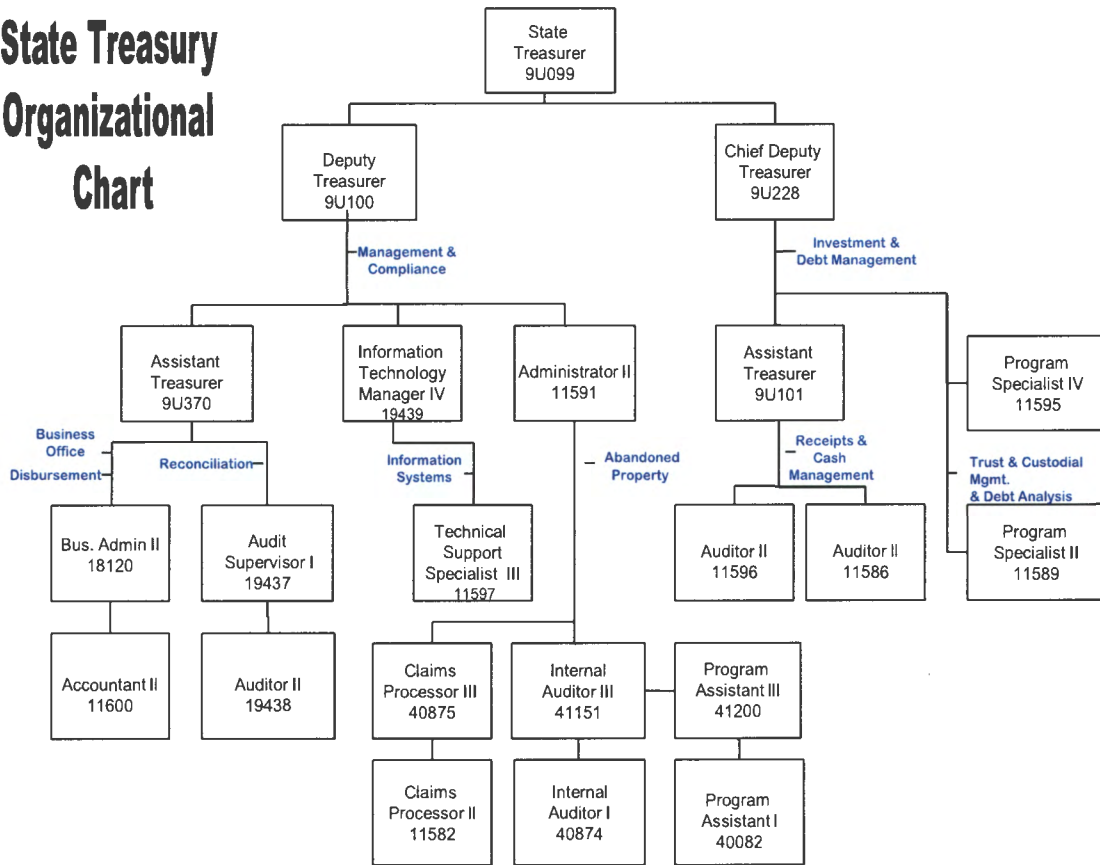
State Treasurer Catherine A. Provencher resigned effective March 28, 2014. Pursuant to RSA 6:20, "*Upon the death, resignation, or removal of the treasurer, the governor, with the advice of the council, shall appoint some suitable person as commissioner, to take charge of the money, books, electronic records, and papers in the office, and to perform all the duties of treasurer until a treasurer is elected and qualified.*" On March 12, Governor Hassan nominated Deputy State Treasurer Bill Dwyer to the position of Commissioner of the Treasury. The Executive Council confirmed the nomination on March 26, and Mr. Dwyer was sworn in on March 28, serving the remainder of Ms. Provencher's term through January 6, 2015. During a joint session of the newly-elected members of the legislature on Organization Day, Wednesday, December 3, 2014, he was elected State Treasurer effective January 7, 2015 through January 3, 2017.

The State Treasury is responsible for a variety of financial management activities including cash and investment management, debt management, and the unclaimed and abandoned property program. The State Treasury will optimize the use of state financial assets and financial obligations while protecting both through the deployment of secure technology, cost-effective and efficient banking practices, a commitment to the prudent management of public funds, and a dedicated and highly-qualified staff.

The State Treasurer is an *ex-officio* member of many boards and commissions, including, but not limited to, the New Hampshire Retirement System, the New Hampshire Municipal Bond Bank, the New Hampshire Business Finance Authority, the Nuclear Decommissioning Financing Committee (Chairman), the New Hampshire Public Deposit Investment Pool, and the New Hampshire College Tuition Savings Plan Advisory Commission (Trustee of the Plans). The State Treasurer is also the trustee of, or has administrative responsibilities for, many trust, custodial, escrow, and other funds.

The authorized staffing of the State Treasury for the 2014-2015 biennium is 22 positions, 5 unclassified and 17 classified, and, as of the close of fiscal year 2015, all positions except three were filled. The organizational chart below illustrates the authorized positions for each functional area as of June 30, 2015.

# State Treasury Organizational Chart



As of June 30, 2015

## CASH MANAGEMENT

The Treasury is responsible for a wide array of cash management activities related to its role as the state's "bank". It is the Treasury's responsibility to maintain the appropriate amount of cash when and where needed in order to finance the State's operating and capital budgets. This responsibility is met in several ways, including cash flow forecasting, collecting and concentrating funds, administering disbursements, and investing available daily cash balances.

In fiscal year 2015, the Treasury managed over \$5.7 billion in receipts and disbursements. A summary of receipts and disbursements for the previous three fiscal years follows:

## COMPARATIVE STATEMENT OF RECEIPTS AND DISBURSEMENTS

(Unaudited)

	As of and for the Year Ended June 30		
	2015	2014	2013
<b>BEGINNING BALANCE</b>	\$ 960,997,986	\$ 965,070,029	\$ 745,594,037
<b>TOTAL RECEIPTS</b>	5,766,380,565	5,327,456,481	5,508,233,414
<b>TOTAL DISBURSEMENTS</b>	(5,746,791,269)	(5,331,528,524)	(5,288,757,422)
<b>ENDING BALANCE</b>	\$ 980,587,282	\$ 960,997,986	\$ 965,070,029

### TRUST AND AGENCY ACCOUNTS

Pursuant to RSA 11:1, the State Treasurer serves as the custodian of “All trust funds left to and accepted by the state...”. As of June 30, 2015, the fair market value of the forty-eight (48) trust and agency funds was approximately \$37 million, with a maximum individual fund value of \$7 million and investment objectives ranging from short-term liquidity to maximum capital gain. Three funds were liquidated, and five accounts were opened during the fiscal year. These funds originated from a variety of sources and serve a wide range of beneficiaries and purposes. A list of these trust and agency funds, along with activity and balances for fiscal year 2015, is included at the end of this report as Exhibit 1.

### DEBT MANAGEMENT

#### **General Obligation Bonds**

General obligation debt is paid from the State's taxes and other revenues. As of June 30, 2015, total outstanding general obligation debt was \$918 million. Approximately 73% of this debt will be repaid from the general fund while the remaining balance is paid from a variety of dedicated user fees and fines.

On April 2, 2015 the Treasury issued \$6,213,609 of general obligation capital improvement bonds through a private placement sale to the NH Municipal Bond Bank (NHMBB) to hold for investment in its Debt Service Reserve Fund. Approximately \$2,819,609 matures on 8/15/2026 and carries a 2.35% coupon while the remaining \$3,394,000 matures on 8/15/2035 and bears interest at 2.85%. Both bonds pay interest-only until maturity, thereby serving as a stable reserve investment for the NHMBB.



On December 23, 2014 the Treasury closed on the issuance of both “new money” general obligation capital improvement bonds as well as general obligation refunding bonds, taking advantage of the favorably low interest rate environment in refinancing outstanding debt of the State. On December 10, 2014 \$89,925,000 of general obligation refunding bonds (“Series A Bonds”) were issued through a negotiated sale for the current and advanced refunding of \$99,400,000 in outstanding general obligation debt of the State, resulting in net present value savings to the State of \$7.6 million with an overall net interest cost of 2.55%. These bonds have maturities ranging from 2018 to 2028, with an average coupon of 4.90%. The Treasury also issued \$55,005,000 of general obligation capital improvement bonds (“Series B Bonds”) through a competitive sale on December 11, 2015, which resulted in an overall true-interest-cost to the State of 2.64%. The Series B bonds are amortized over 20 years with a final maturity in 2034 and an average coupon of 4.93%. The proceeds of these bonds will be used solely to fund all or a portion of various capital improvement projects associated with a variety of state agencies, authorized throughout several capital budgets.

### **Turnpike System Revenue and Federal Highway Grant Anticipation Revenue Bonds**

In addition to administering the issuance of general obligation debt, Treasury is responsible for issuing capital improvement revenue and refunding bonds for the Turnpike System, as well as bonds backed in large part by Federal Highway funds for the Department of Transportation. These bonds are repaid solely from revenues (tolls) collected throughout the Turnpike System. On June 24, 2015, \$45,800,000 of “new money” Turnpike Revenue Bonds were issued to finance various capital projects of the System. The bonds were sold competitively and generated an overall true-interest-cost of 2.08%. These bonds were structured to have a relatively short final maturity compared to historical practice, with a term of less than eight years (October 1, 2022), significantly minimizing the amount of interest paid by the Turnpike System over the life of the bonds. Total outstanding debt of the Turnpike System as of June 30, 2015 was \$428 million.

Conversely, no Federal Highway Grant Anticipation (“GARVEE”) bonds were issued in fiscal year 2015. At June 30, 2015 the total amount of outstanding GARVEE Bonds was \$156 million.

### **STATE GUARANTEED DEBT**

The State is contingently liable for certain municipal government debt issues for water pollution control bonds, school building, and landfill bonds up to statutory limits. The State also provides certain guarantees for the debt issued by the Pease Development Authority and the Business Finance Authority. There are statutory limitations on these contingent debt guarantees:

1. The limit may be either on the total amount guaranteed or on the total amount guaranteed that remains outstanding at any time; the latter is a revolving limit, facilitating additional guarantees to be awarded as guaranteed debt is retired.

2. The statutory dollar limit may constitute a guarantee of either the total amount of principal and interest owed, or the total amount of principal only; in the latter case interest on the principal amount outstanding may also be guaranteed notwithstanding the principal guarantee limit.

Issuance of new debt with a State guarantee requires the approval of the Governor and Executive Council.

As of June 30, 2015 the remaining unused guarantee authorizations under the various statutory limitations were:

<u>Purpose</u>	<u>Guarantee Limit</u>	<u>Remaining Capacity</u>
Water Pollution and Waste Control Bonds	\$ 50.0 million <sup>(1)(2)</sup>	\$ 48.7 million
School Building Authority Bonds	\$ 95.0 million <sup>(1)(2)</sup>	\$ 53.3 million
Superfund Site Bonds	\$ 20.0 million	\$ 20.0 million
Landfill and Waste Site Bonds	\$ 10.0 million <sup>(1)(2)</sup>	\$ 10.0 million
Business Finance Authority Bonds	\$115.0 million <sup>(1)</sup>	\$ 37.1 million
Pease Development Authority Bonds	\$105.0 million	\$ 48.9 million
Housing Finance Authority Child Care Loans	\$ 0.3 million <sup>(1)</sup>	\$ 0.3 million

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(1) Revolving limit

(2) Limit applies to total principal and interest.

Chapter 144, Laws of 2009, increased the State guarantee for School Bonds to \$95 million, effective July 1, 2009. In accordance with RSA 195-C:2, and as recommended by the School Building Authority and approved by the Governor and Executive Council, the State guaranteed \$51.6 million (principal and interest) of General Obligation Qualified School Construction Bonds issued by five school districts as of June 30, 2010. These bonds are federally taxable bonds created through the American Recovery and Reinvestment Act of 2009 and issued by school districts for facility construction and/or renovation or for the purchase of land upon which a facility will be built.

Chapter 47, Laws of 2015, amended the enabling legislation of the Business Finance Authority (RSA 162) to increase the Authority's Unified Contingent Credit Limit from \$95 million to \$115 million. The legislation, which became effective May 21, 2015, established redevelopment districts in unincorporated places, provided for the assessment of parcels located within redevelopment districts, and authorized a state guarantee for such redevelopment bonds.

The State also bears a contingent obligation for debt issued by municipalities through the Municipal Bond Bank. If any municipality that has issued through the Bond Bank fails to make scheduled debt payments and escrowed funds are not sufficient to cover missed payments, the Bond Bank may request non-appropriated funds from the legislature in order to cover any

shortfall. Although this exposure exists, the level of its risk is not easily quantifiable in considering the potential impact of such a default on the State's credit rating. Chapter 324, Laws of 2008, amended RSA 35-A:24 to include an intercept, or "offset", program such that in the event of default by a governmental unit, the Treasurer shall pay the bond bank the defaulted amount from general or education trust fund appropriations that are due to the governmental unit which defaulted.

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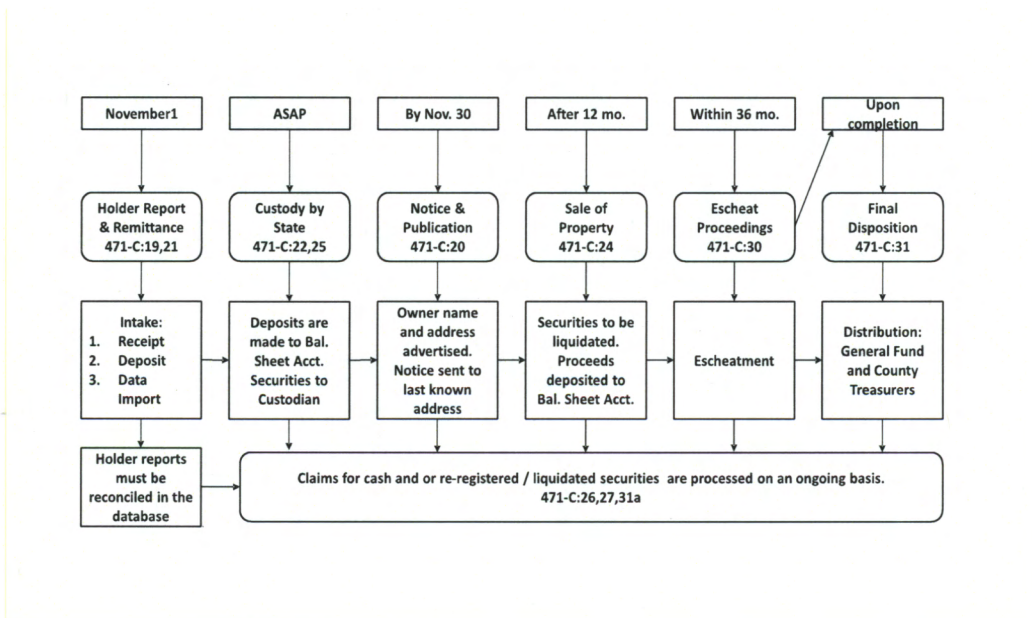
## ABANDONED PROPERTY

### Overview

Pursuant to the provisions of NH RSA Chapter 471-C, Treasury's Abandoned Property Division is charged with the task of recovering and returning intangible properties to the rightful owner or heir. Typically, such properties are in the form of cash from dormant accounts but may also include securities such as stock or mutual funds in share form. These properties are reported and remitted by the "holders" of such property. By and large, holders are entities such as banks, credit unions, corporations, utilities, insurance companies, retailers, as well as government agencies and municipalities.

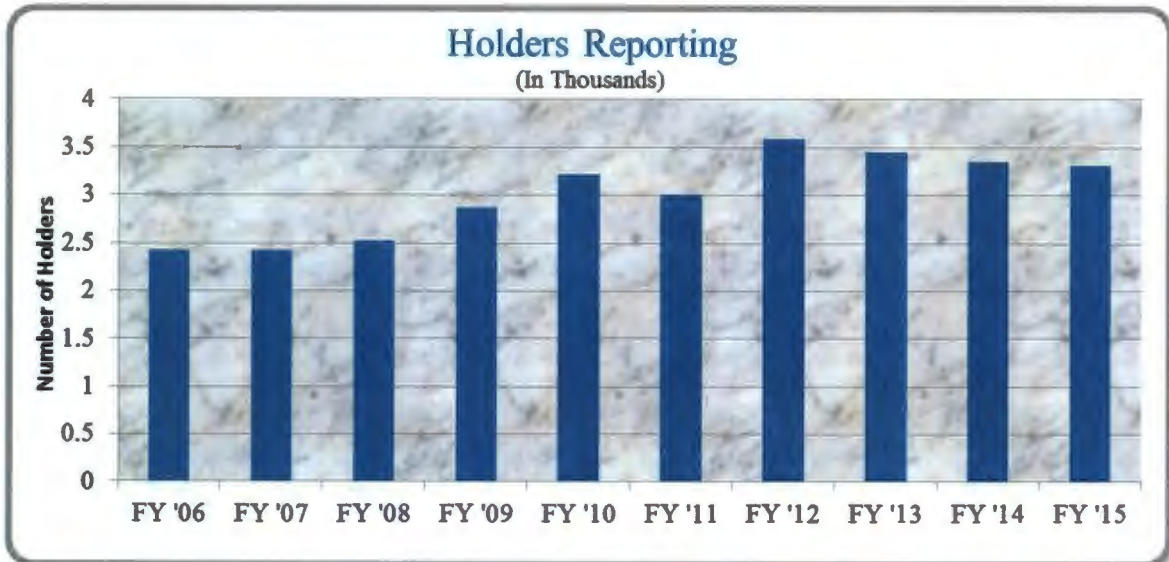
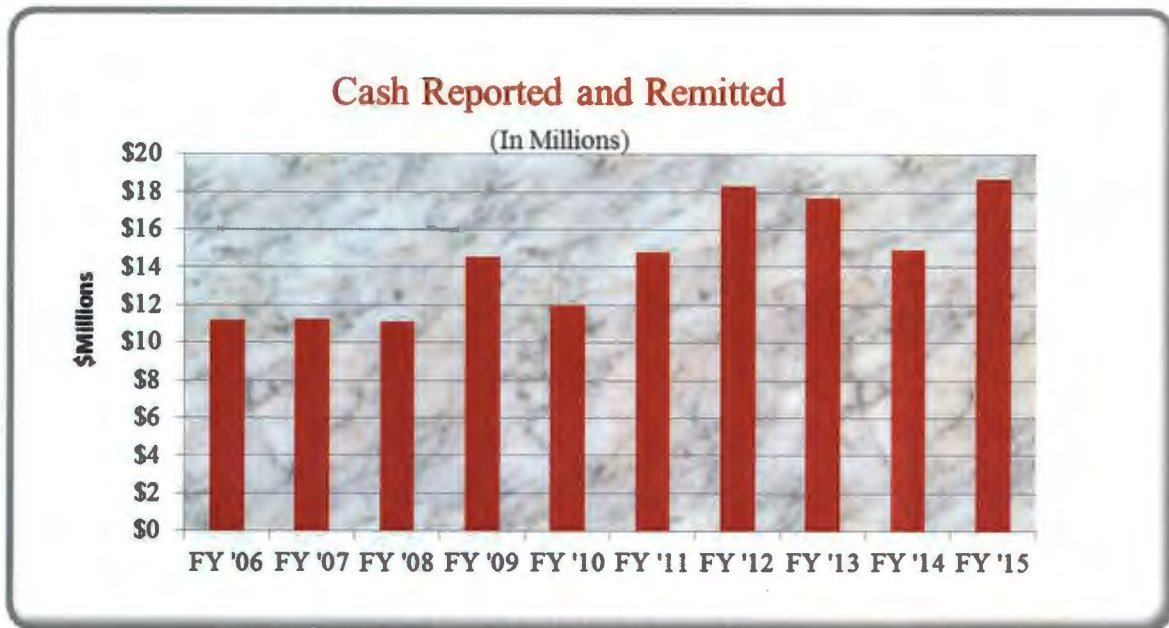
Diligent efforts are made to ensure that the property owners are notified that their property has been reported and remitted to the Division. Each October an annual advertisement listing all owner names reported in the past year and their last known addresses is published in two consecutive weeks in a newspaper with state-wide circulation, generally the NH Union Leader. Additionally, a mailing in the form of a postcard notification is sent to the last known address of the reported owner during August and September. Further, the Division participates in MissingMoney.com, a multi-state database of unclaimed property owner information, and also maintains a page on the State Treasury website, affording ready access to any citizen inquiring about a lost or abandoned account.

In summary, the Division's statutory obligation and annual production cycle requires receipt and deposit of unclaimed funds and shares; maintenance of a database of the properties; sending notice to, and advertisement of, the name and last known address of the reported owner; processing claims; and escheating unclaimed funds to the state's general fund. The general timeline below provides an overview of the annual workflow.



## Holder Reporting and Remittances

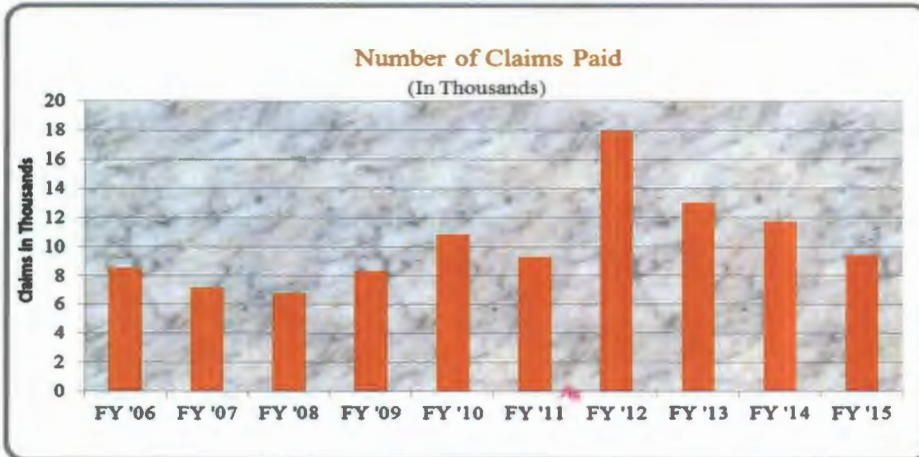
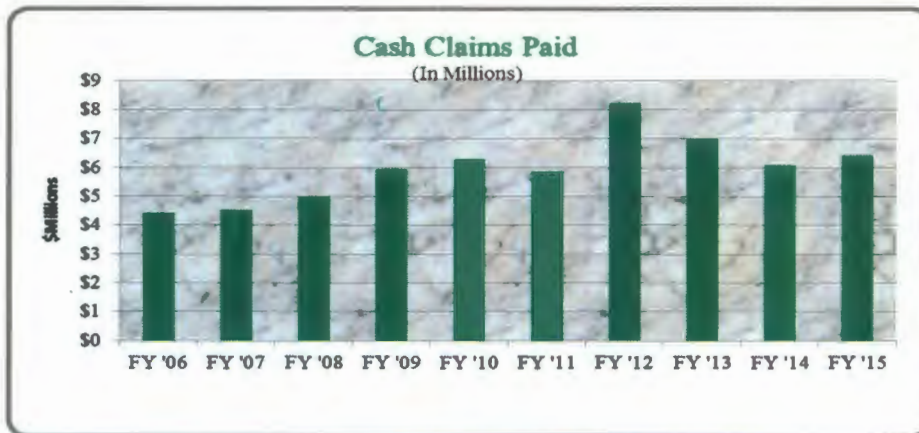
In fiscal year 2015, nearly 3,400 holders of property reported and remitted cash in excess of \$18.7 million and delivered over one million shares of stock and/or mutual funds to the State's custodial account. Over the past ten (10) fiscal years, the Division has taken in \$144,645,318 from holders of abandoned property, averaging approximately \$ 14.5 million annually.



## Owner Claims Processed

During fiscal year 2015, the Division returned over \$6.4 million dollars to citizens, representing 9,404 claims paid. The number of total claims paid was reduced in fiscal year 2015 by more than 2,000 claims. This downward trend did not affect the total dollars returned to New Hampshire citizens, which actually increased from fiscal year 2014. Instead, the decline in the number of claims paid is the result of the Division's January 2015 conversion to a state-of-the-art operating system which enables the payment of all properties recovered by one individual on a single claim, rather than separate claims for each asset. This enhancement to the claims process is only one example of how the new automated system has made business operations more efficient and improved the Division's customer response time.

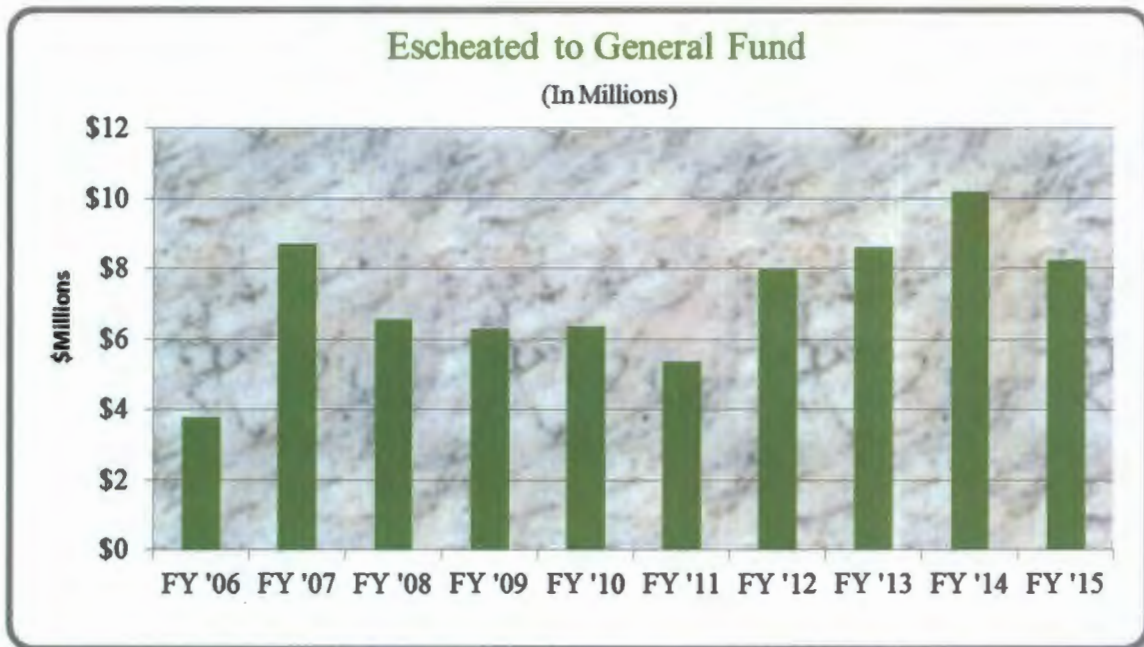
The reduction in the number of claims paid produced an increase in the size of the average claim paid. In fiscal year 2014 the average claim size was \$519. The average claim size increased to \$683 in fiscal year 2015. The largest individual claim in fiscal year 2015 was \$229,805. Over the past ten (10) fiscal years, \$59,760,803 has been returned to owners, an average of nearly \$6 million returned each year. The notable increase in the number of claims paid in fiscal year 2012 was largely due to additional processing of reciprocal claims paid to other states.



### Non-Securities Escheatment (NH RSA Chapter 471-C:30-31)

On a gross basis, the Division delivered nearly \$8.2 million to the General Fund during fiscal year 2015. RSA 471-C:30-31 provides for certain deductions from this gross amount for escheatment to New Hampshire counties and the payment of administrative expenses of the Division. Over the past ten (10) fiscal years, approximately \$72 million has been escheated to the General Fund, an average transfer of funds of nearly \$7.2 million each year. The increase in funds transferred at the close of fiscal year 2014 was due, in large part, to the enhanced reporting of life insurance death benefits in response to a national initiative to review the reporting histories of the largest life insurance companies in the U.S.

(The following graph excludes the impact of the liquidation of securities for fiscal years 2007 through 2015, discussed below.)



### Securities Liquidation (NH RSA Chapter 471-C:30-31)

State Treasury practices, with respect to liquidation of unclaimed securities, were modified in fiscal year 2007 in an effort to recover and deliver proceeds to owners' accounts and the General Fund on a timelier basis. Essentially, proceeds from liquidated securities are transferred in the same fiscal year they are sold, as opposed to being held for an additional period, as was past practice. The result of this change is an increase in recent year escheatment dollars, with significant proceeds being delivered to the General Fund in conjunction with, and in addition to, the annual escheatment dollars. Liquidation proceeds delivered to the General Fund during fiscal years 2007, 2008, 2009, 2010, 2011, 2012, 2013 and 2014 were \$16.1 million, \$2.9 million, \$6.3

million, \$1.2 million, \$3.1 million, \$3.0 million, \$6.4 million and \$9.1 million respectively. In fiscal year 2015, \$ 3.6 million was similarly delivered.

## **COLLEGE SAVINGS PLANS**

As the fiscal year closed, Treasury and the NH College Tuition Savings Plan Advisory Commission (“Advisory Commission”) had completed 17 years of administering the UNIQUE College Investing Plan and 13 years of administering the Fidelity Advisor 529 Plan, pursuant to RSA 195-H. Both plans are managed by Fidelity Investments, under contract to the State through calendar year-end 2018. The combined assets under management for the two plans totaled over \$14.6 billion at the end of fiscal year 2015. The combined New Hampshire Plans ranked fourth of all state plans in the market value of assets. Plan assets were held by 772,557 participants throughout the country. The average participant account balance as of the end of the fiscal year was \$24,705 in the UNIQUE Plan and \$22,330 in the FA 529 Plan, demonstrating that this is a college savings vehicle primarily for middle and lower income families.

Both plans are very flexible and withdrawals can be used for a wide array of qualified higher education expenses such as computers, books, required supplies, equipment, room and board, and tuition at accredited postsecondary schools, anywhere in the United States and at several international institutions. There are no income limits on participation, which is open to anyone, regardless of state of residence. The UNIQUE College Investing Plan is sold directly to retail investors, while the Fidelity Advisor 529 Plan is sold through financial intermediaries, such as financial planners, on a fee (commission) basis. Participants in these Plans have a total of 63 investment portfolio options from which to choose, comprised of age-based target, static allocation investment, and individual fund portfolios representing both actively managed and index funds, as well as a series of nine multi-firm or “open architecture” portfolios that were introduced during the 2012 fiscal year. The portfolios are largely funds of funds and range from aggressive 100% equity funds to highly conservative money market funds. Changes to investment portfolios are continually reviewed in order to ensure enhanced investment performance for Plan participants.

The New Hampshire Excellence in Higher Education Fund (the “Trust Fund”) was established pursuant to RSA 6:38 and is funded through a monthly investment management assessment generated by the two plans. The purpose of the Trust Fund is to provide scholarships to financially disadvantaged New Hampshire students attending New Hampshire postsecondary education institutions, under the direction of the Advisory Commission, and secondarily, to pay for costs incurred by the Advisory Commission in the administration of the Plans. Two scholarship programs, implemented in mid-2006, are:

1. UNIQUE Annual Allocation Program (“Annual Program”), which provides yearly scholarships to New Hampshire-resident students attending the University System of New Hampshire (“USNH”), the Community College System of New Hampshire (“CCSNH”), and eleven other eligible and participating New Hampshire postsecondary education institutions. During the 2013 legislative session, HB2 restored the UNIQUE Annual Awards program to its historical method of operation



(Administrative Rule Csp 600) after the majority of revenues that fund the scholarships had been re-directed to fund appropriations to USNH and CCSNH for the 2012-13 biennium. In July 2014, an Annual Program allocation of approximately \$1 million was distributed to participating institutions, both public and private, based on individual scholarship amounts of \$700 each for full time-students (\$350 for part-time). Additional scholarship reimbursements of nearly \$1.8 million were distributed to participating institutions at the end of fiscal 2015, resulting in a total distribution of over \$2.8 million in UNIQUE Annual Awards for the year.

2. UNIQUE Endowment Allocation Program (“Endowment Program”), which provides monthly funding to restricted endowment funds established and managed by USNH, CCSNH, and eight other eligible, non-profit New Hampshire postsecondary education institutions. With these institutions providing scholarships from the earnings of these growing endowment funds, it is intended that future UNIQUE scholarships will be available to New Hampshire students in perpetuity. Under the provisions of HB2 in 2013, the Endowment Program was also restored to its original method of operation (Administrative Rule Csp 700), with 80% of the revenue received being allocated to participating institutions on a monthly basis. As a result, nearly \$10.1 million in payments were distributed to participating institutions throughout fiscal year 2015.

Eligibility criteria for both scholarship programs were developed by the Advisory Commission and are established in administrative rules for the Endowment Program, while the eligibility criteria for Annual Program scholarships are revised and approved at least annually.

Since their inception, the Scholarship Programs, administered by Treasury, have provided scholarship funding of nearly \$85 million through the end of fiscal year 2015 as follows (in thousands of dollars):

	2015 Fiscal Year	From <u>Inception</u>
Annual Program	\$2,806	\$19,083
Endowment Program	\$10,084	\$65,789

As of the end of fiscal year 2015, the Trust Fund had a market value of nearly \$2.9 million.

### **SEABROOK NUCLEAR DECOMMISSIONING**

As of June 30, 2015, the Seabrook Decommissioning Trust fund had assets with a market value of nearly \$613 million, an after-tax gain of 4.4% for the fiscal year due more muted investment performance during the 2015 fiscal year (16.8% in fiscal 2014). The trust represents the cumulative contributions made by the owners of the Seabrook Nuclear Power Station for the cost of future decommissioning, combined with the investment earnings on the trust balance, net of appropriate taxes and qualified administrative expenses. The trust is invested on the basis of

elections made by each individual owner, subject to an investment policy approved by the State Treasurer, and influenced by the tax status of each individual owner. The trust fund can be invested in a mix of equities (stocks), fixed income securities (bonds), direct lending portfolios, and cash equivalents. The allocation of fund holdings at the end of the fiscal year was 61% equities, 33% fixed income, and 6% alternative investments (direct lending). In addition, over \$31.3 million was held in separate escrow accounts on behalf of the owners at June 30, 2014. Escrow holdings primarily consist of cash and cash equivalents, with the Treasurer and Deputy State Treasurer having signatory authority, but not custody of the funds.

The Seabrook Decommissioning Trust is not in the custody of the State Treasurer, nor does the Treasurer serve as the trustee. It is held in trust by Bank of New York Mellon on behalf of the owners of the Seabrook Nuclear Power Plant for the sole purpose of funding decommissioning costs when the plant ceases operations. Although the Treasurer serves on the Nuclear Decommissioning Financing Committee (pursuant to RSA 162-F), approves the Trust's Investment Guidelines (pursuant to the Master Trust Agreement), and fulfills certain other administrative roles, the State Treasury provides no direct financial management or custodial services to the Trust.

## **TREASURY ACCOMPLISHMENTS AND INITIATIVES**

Treasury achieved several milestones over the past year and continues with a number of initiatives which started during the fiscal year and are ongoing. As a service provider to other State agencies, these important changes could not have taken place without the full and dedicated collaboration of Treasury staff, a variety of State agencies, the Legislature, and private sector financial services firms.

### **Abandoned Property, Holder Compliance, and Future Initiatives**

Treasury remains at the forefront of the national initiative to review the reporting history of the nation's life insurance providers. This effort is focused on determining whether the insurance companies are in full compliance with abandoned property reporting requirements with regard to benefits generated by life insurance policies. In 2011 New Hampshire was one of the first states to join with Verus Financial, LLC, to commence this review process. As this initiative evolved, most other states also joined. Additionally, two other firms, which the Treasury contracts with to provide holder compliance audits (Kelmar Associates, LLC and Xerox State and Local Solutions, Inc.), have commenced reviews of major life insurance companies on behalf of New Hampshire and other participating states.

Through the close of fiscal year 2015, the state of New Hampshire has received more than \$15.1 million (\$3.8 million in fiscal year 2014) in life insurance benefit proceeds. Through increased reunification efforts, Treasury strives to ensure that this property will be returned to the New Hampshire citizens who were the intended recipients of these policy benefits.

In fiscal year 2015, Treasury entered into contracts with three new firms to conduct unclaimed property compliance reviews on its behalf. The companies are Xerox State and Local Solutions, Inc., Treasury Service Group LLC, and Innovative Advocate Group, Inc. All three firms were selected based on their demonstrated unclaimed property compliance experience and competitive fee proposals. The addition of these three firms increases to six the total number of firms the Treasury contracts with to procure these important services that ultimately allow the Treasury to return millions of dollars in unclaimed property to the citizens and businesses of New Hampshire.

On January 20, 2015 the Division implemented a state-of-the-art automated abandoned property operations database platform - KAPS. This system has already allowed the Division to make strides in operational efficiencies and data security best practices. The Division will complete a full one-year operating cycle utilizing the KAPS system in early 2016, and we anticipate that these efficiencies will continue to expand.

The Division remains steadfast in its commitment to implementing educational outreach seminars with both abandoned property holders and owners. In fiscal year 2014, the Division reinstated these holder and owner outreach efforts for the first time in recent memory. The Treasury expanded these efforts in fiscal year 2015 and hopes to do even more in ensuing years, including ongoing visits to various senior centers throughout the state.

The overarching goal of these efforts is to reunite New Hampshire citizens with their unclaimed or abandoned property. In fiscal 2015 the Treasury returned over \$45,000 at owner outreach events, including:

- 1] The New Hampshire Fish and Game Expo - \$4,000
- 2] WZID Women's Expo - \$6,600
- 3] New Hampshire Campers Show - \$21,500
- 4] Discover Wild New Hampshire - \$12,000
- 5] Salem Senior's Center - \$1,400

#### **Analysis of Banking Balances, Products, and Processes:**

Treasury analyzes its relationships with banking vendors and the impact they have on statewide cash operations. This analysis is conducted in several ways and accounts for the deployment of balances held, products utilized, and processes followed.

On a daily basis, Treasury performs an analysis of General Fund balances held. The result of this analysis is the administration of balances held in a manner which meets "Cash and Investment Guidelines for Operating Funds". While ensuring safety and liquidity, balances are strategically maintained to optimize the rate of return. These efforts resulted in net General Fund

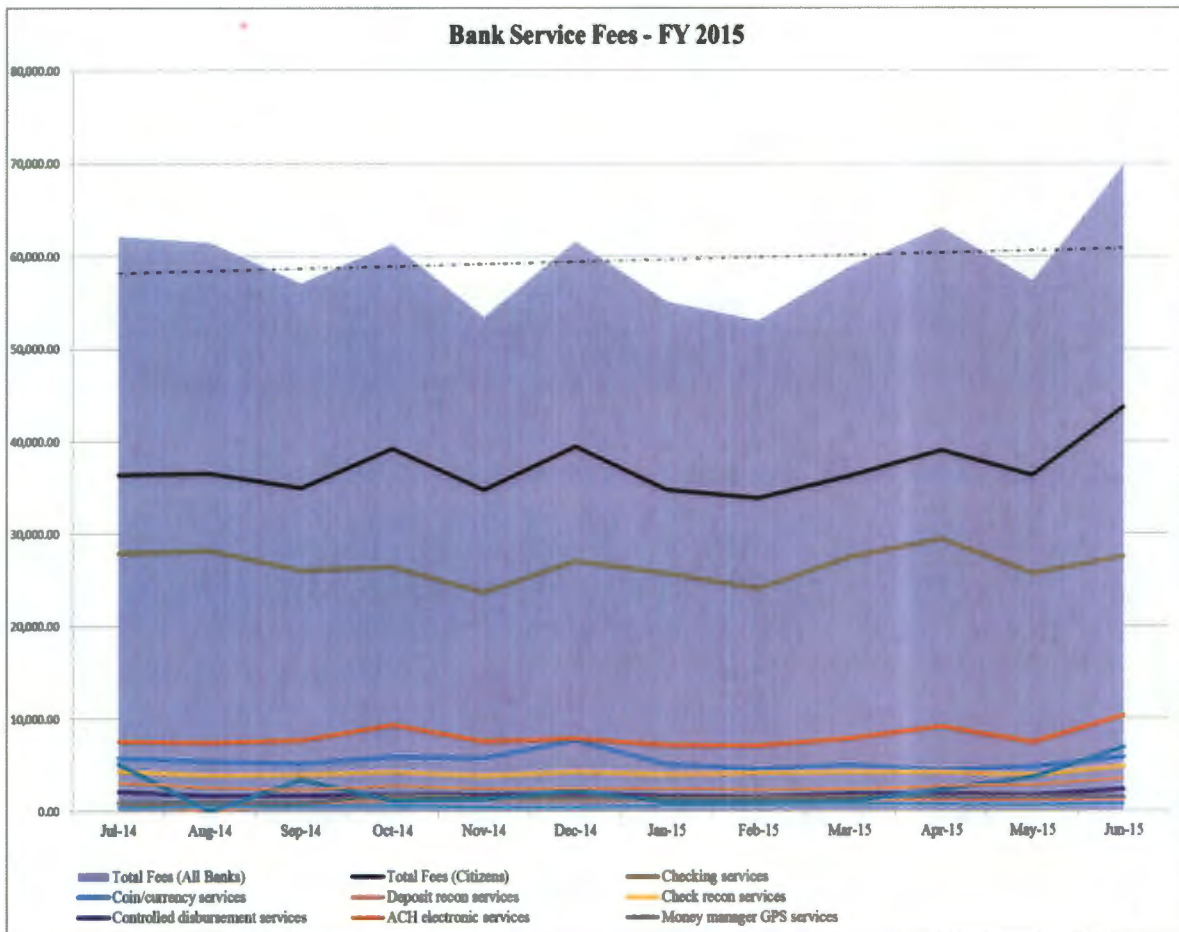
interest income earned in fiscal year 2015 of \$214,169. This amount is net of the cost of institutional financial services provided by banking vendors. Achieving this outcome results not only from optimizing returns, but also carefully analyzing services and the associated fees incurred for the banking services utilized by Treasury.

On a monthly basis, Treasury rigorously analyzes bank service statements to identify overall price and volume changes. This effort has successfully identified opportunities to improve efficiency or the presence of any inconsistencies in pricing. Opportunities to improve efficiency are often discussed during regularly scheduled quarterly meetings between Treasury and its banking vendors. Inconsistencies in pricing or volume are brought to the attention of each bank's client relationship manager as they are identified.

The analysis of bank products utilized by individual agencies or State enterprises is conducted on a rolling basis as a result of either Treasury's outreach to agencies or in response to an agency's request. This analysis consistently integrates the bank, accounts, products, and processes being utilized by the agency or entity in conjunction with the overall relationship the Treasury maintains with its banking vendors.

Treasury collaborates with its banking vendors to not only enhance operational efficiencies generated by the use of banking products, but also to ensure specific business continuity processes that will enable banking operations in the event of an interruption in normal service delivery.

In conclusion, the consistent and effective analysis of balances, products, and processes are not only an accomplishment in fiscal year 2015, but also an ongoing initiative which spans fiscal years. These continued efforts will therefore be reported each fiscal year, as banking products and processes continue to evolve along with the needs of the State and its agencies.



### LEAN Initiative

Collectively, Treasury demonstrates a LEAN culture and continues to be engaged in the LEAN process improvement initiative while striving to maintain strong internal controls. Treasury has participated on a statewide level and has continued to utilize LEAN process improvement techniques as part of its continued outreach to agencies with regard to deposit procedures. Through Treasury's membership in the "State LEAN Network Executive Committee", its support of LEAN process improvement efforts statewide continued throughout fiscal year 2015.

### Legislative Activity

Treasury continued to work with legislators seeking to introduce new legislation or amend existing statutes. During the 2015 legislative session, Treasury worked with many of the legislative committees and study committees providing research and testimony, and also responded to numerous fiscal note requests on a variety of issues. Significant efforts during this session were focused on a variety of budget-related issues.

## Treasury Policy Development & Compliance

To enhance professionalism, strengthen personal ethics, and promote teamwork, Treasury adheres to a formal Code of Conduct policy and a Fraud Policy and Procedure which are applicable to, and will be signed off by, each staff member annually. A comprehensive Fraud Risk Assessment is routinely conducted which includes monitoring Treasury's role in the overall internal control processes of the State, reviewing confidential data flowing into and out of Treasury to other agencies or to banking partners, as well as analyzing detailed processes and procedures internal to Treasury. The comprehensive Fraud Risk Assessment is ongoing and will continue into fiscal year 2016 in order to strengthen safeguards over State cash and investments, as well as all other aspects of Treasury Operations.

## Treasury Dashboard

In May 2014, the Treasury launched the periodic distribution of Dashboard Reports to members of the Legislature and also posted these reports to the State Treasury website (<http://www.nh.gov/treasury/Divisions/DocsForms/Dashboard.htm>). During legislative sessions, typically from December through June, the State Treasury Dashboard will be updated on a Friday bi-weekly basis. During the remainder of the year, the Dashboard will be updated on the second Friday of each month.

A summary of the metrics presented in the Dashboard:

- **Liquidity Update** is the amount of combined operating cash available to the State Treasury, not including investments such as CD's or Government Agency-type holdings
- **Abandoned Property Claims Update** is an indication of how "caught up" the Division is in terms of processing claims received. At a maximum, the Division is statutorily allowed up to 90 days from the date the claim is filed to provide written notice to a claimant regarding the status of the claim. During certain high volume times during the year, generally August through November, the Division might fall behind by 60-90 days in processing claims.
- **State GO Credit Rating** summarizes the current credit rating and outlook that each of the three major rating agencies has assigned to State of NH General Obligation ("GO") bonds. In order to provide a more complete context, the report also includes summary-level data highlighting where the State ranks in relation to other states that issue GO bonds.
- **Bonds Outstanding** is a snapshot of how much and what major types of bonds were outstanding as of the end of the previous fiscal year. That date is used because it allows the reader to verify the information against the State's most recent Comprehensive Annual Financial Report.
- **New Money GO Bond Issue Results** is a record of what it cost the State on an "all-in" basis to issue GO bonds for the ten most recent issues. The graph provides a visualization of the condition of the municipal finance and interest rate markets that prevailed at the

time of each issue. For example, the most costly recent GO bond issue occurred in November 2008 during the start of the capital market upheaval that triggered the Great Recession. The final box in the lower right is a simple average of the State’s “cost of funds” for the ten previous GO issues.

**Remediation of Observations from 2014 LBA Financial Audit**

On June 16, 2014 Governor Hassan issued Executive Order 2014-03, which in effect requires State agencies to report on their progress in responding to audits of the Legislative Budget Assistant on a semi-annual basis. In an LBA financial audit dated March 11, 2014, thirteen observations were identified and reported to the Legislative Fiscal Committee. On August 12, 2014 (within 60 days of the Executive Order, as required) Treasury filed its initial remediation plan and has since filed updated status reports regarding its remediation efforts on March 21, 2015 and September 21, 2015. These reports, including the original LBA audit report, can be accessed on the Transparent NH website at <http://www.nh.gov/transparentnh/audit/index.htm>, listed under “Department of Treasury”. A summary of Treasury’s progress in resolving audit observations follows:

Observations	1	2	3	4	5	6	7	8	9	10	11	12	13
03-21-15	P	P	R	R	P	R	U	U	R	U	R	R	U
09-21-15	P	P	R	R	S	R	P	U	R	P	R	R	P

R – Resolved    S – Substantially Resolved    P – Partially Resolved    U – Unresolved

Treasury remains committed to fully resolving all audit findings and includes in its updated status reports an estimated target date for the final remediation of all findings not yet fully resolved.

**TRUST AND ESCROW ACCOUNTS HELD BY THE STATE TREASURER (EXHIBIT 1)  
FISCAL YEAR 2015**

<b>Fund Name</b>	<b>July 1, 2014 Beginning Market Value</b>	<b>Dividends &amp; Interest Earned</b>	<b>Net Transactions During Year</b>	<b>Net Change in Market Value</b>	<b>June 30, 2015 Ending Market Value</b>
<b>Department of Education</b>					
- Harriet Huntress	45,352	780	1,746	(187)	47,692
- Hattie Livesey	23,128	384	936	(67)	24,381
- John Nesmith	417,011	7,091	16,337	(1,286)	439,152
- Special Teachers Competence	225,599	3,896	(29,200)	(550)	199,745
<b>Department of Environmental Services</b>					
- Connecticut-Coos	1,730,727	1,902	400,000	0	2,132,629
- Mascoma	42,794	47	0	0	42,841
- Newfound	80,470	88	0	0	80,558
- Piscataquog	23,945	22	(6,000)	0	17,966
- Squam Lake	89,223	97	0	0	89,320
- Sugar River	12,601	14	0	0	12,615
- Winnepesaukee	19,658	21	0	0	19,680
<b>Department of Fish &amp; Game</b>					
- Lifetime License Fund	1,383,729	1,567	(26,404)	0	1,358,892
<b>Department of Health &amp; Human Services</b>					
- Laconia State School	154,493	168	0	0	154,661
- Matthew Elliott Memorial Trust Fund	4,678	5	0	0	4,683
- New Hampshire Hospital <sup>(1)</sup>	6,986,637	148,093	45,727	(145,768)	7,034,689
- NH DHHS DCYF As Guardian for 01	0	1	1,533	0	1,534
- NH DHHS DCYF As Guardian for 02	0	4	32,020	0	32,024
- NHSLRP/JUA Escrow Account	0	5	1,600,000	0	1,600,005
- Viddell Healthcare Bedford- Operating Account	226,730	44	(226,774)	0	0
- Viddell Healthcare Bedford- Resident Trust Account	34,907	6	(34,913)	0	0
- Youth Development Center	34,629	38	0	0	34,667
<b>Department of Labor</b>					
- Crown Paper Workers Compensation	15,264	2	0	0	15,266
- Special Fund for Active Cases	3,778	0	29,426	0	33,204
- Special Fund For Second Injuries	3,260,165	7,606	514,523	0	3,782,294
<b>Dept of Resources and Economic Development</b>					
- Caroline A. Fox Fund	235,682	180	(45,733)	0	190,129
- Tip-Top House Fund	24,198	26	0	0	24,225
<b>Department of Safety</b>					
- Financial Responsibility	141,289	148	31,177	0	172,614
- Road Toll Bonds	275,882	283	(92,000)	0	184,165
- VOIP Escrow	4,668	4	0	0	4,671
<b>New Hampshire Veterans' Home</b>					
- Benefit Fund	746,042	11,267	(78,128)	(1,560)	677,622
- Guy Thompson Account	15,006	16	0	0	15,022
- Members' Administrative Account	510,881	556	0	0	511,437



**TRUST AND ESCROW ACCOUNTS HELD BY THE STATE TREASURER (EXHIBIT 1 CONT.)  
FISCAL YEAR 2015**

<b>Fund Name</b>	<b>July 1, 2014 Beginning Market Value</b>	<b>Dividends &amp; Interest Earned</b>	<b>Net Transactions During Year</b>	<b>Net Change in Market Value</b>	<b>June 30, 2015 Ending Market Value</b>
<b>NH Higher Education</b>					
-NH Higher Ed- John Mason Institute	0	1	12,000	0	12,001
-NH Higher Ed- Stonemakers Corporation	0	100	100,000	0	100,100
-NH Higher Ed-National Seminars Group	25,059	27	(59)	0	25,027
<b>Office of Energy and Planning</b>					
- Land Conservation Monitoring Endowment	3,607,385	61,259	129,096	(210,221)	3,587,519
<b>Public Utilities Commission</b>					
-Electric Assistance Program	2,778,981	244	(1,762,826)	0	1,016,399
<b>Racing &amp; Gaming</b>					
-Parl-Mutuel Commission Licensee Escrow	300,064	338	24,803	0	325,205
-State of NH Racing - Casablanca	25,005	27	(16)	0	25,016
<b>Treasury</b>					
- College Savings Plan Trust	3,416,744	72,919	(453,122)	(154,980)	2,881,561
- Foreign Escheated Estates	0	0	0	0	0
- Japanese Charitable Fund	108,932	2,275	(2,094)	1,189	110,301
<b>University of New Hampshire</b>					
- Benjamin Thompson Trust	2,040,717	45,987	173,240	(184,523)	2,075,421
- Sam Whidden Trust	235,893	1	(227,099)	(8,794)	0
<b>Other</b>					
- Community Conservation Endowment	3,123,762	49,251	259,229	(186,411)	3,245,831
- Conn Lakes Headwaters Natural Areas Stewardship	1,701,253	26,668	97,851	(72,358)	1,753,414
- Conn Lakes Headwaters Tract Monitoring Endowment	1,718,632	28,879	90,141	(84,718)	1,752,935
- Conn Lakes Headwaters Tract Road Maintenance	1,711,581	26,735	105,949	(81,624)	1,762,642
<b>Total Trust &amp; Escrow Accounts</b>	<b>\$37,563,177</b>	<b>\$499,071</b>	<b>\$681,363</b>	<b>(\$1,131,856)</b>	<b>37,611,754</b>
- Unclaimed and Abandoned Property <sup>(2)</sup>	18,214,480	418,621	2,709,434	0	21,342,535

(1) Beginning FY15 balance was restated to reflect the actual 6/30/14 account balance.

(2) This includes only the securities held by Xerox State & Local Solutions, Inc.

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