

STATE OF NEW HAMPSHIRE

Honorarium or Expense Reimbursement Report (RSA 15-B)



Type or Print all Information Clearly:

Name: NORMAN L. MAJOR Work Phone No. 603 271-8474

Work Address: RM. 208 104A CONCORD, NH 03301

Office/Appointment/Employment held: STATE REPRESENTATIVE CHAIRMAN - WAYS AND MEANS

List the full name, post office address, occupation, and principal place of business, if any, of the source of any reportable honorarium or expense reimbursement. When the source is a corporation or other entity, the name and work address of the person representing the corporation or entity in making the honorarium or expense reimbursement must be provided in addition to the name of the corporation or entity.

Source of Honorarium or Expense Reimbursement:

Name of source: RECEIVED DEC 02 2016 NEW HAMPSHIRE DEPARTMENT OF STATE

If source is a Corporation or other Entity: Name of Corporation or Entity: BUSINESS & INDUSTRY ASSOCIATION OF NH Name of Corporate/Entity Representative: JIM ROCHE, PRESIDENT Work Address of Representative: 122 N. MAIN ST. CONCORD, NH 03301

Food and/or beverages consumed pursuant to RSA 15-B:6, II with value over \$25.00 Value of Honorarium: 206.25 Date Received: FOR 11/3/16 - 11/14/16 If exact value is unknown, provide an estimate of the value of the gift or honorarium and identify the value as an estimate. Value of Expense Reimbursement: Date Received: A copy of the agenda or an equivalent document must be attached to this filing.

Briefly describe the service or event this Honorarium or Expense Reimbursement relates to: BIA'S NH LEADERSHIP SUMMIT IN BARTON WOODS, NH. INVITED TO ATTEND POLICY SESSIONS AND PARTICIPATE ON BUSINESS ISSUES FACING THE LEGISLATURE

I have read RSA 15-B and hereby swear or affirm that the foregoing information is true and complete to the best of my knowledge and belief. Signature of Filer: Norman L. Major Date Filed: 12/2/2016



**Business and Industry Association**  
New Hampshire's Statewide Chamber of Commerce

122 North Main Street, Concord, NH 03301  
Tel: 603.224.5388 • Fax: 603.224.2872 • Web: [www.BIAofNH.com](http://www.BIAofNH.com)

November 13, 2016

Dear New Hampshire State Policy Leader:

Welcome to BIA's 2016 New Hampshire Leadership Summit! We are very pleased you are able to join us for this second annual event. Our goals for the summit this evening and tomorrow are simple:

1. To facilitate a robust exchange of information and ideas between elected and appointed state public policy leaders and business leaders around several important issue areas affecting New Hampshire businesses—large and small; and
2. To create an atmosphere where elected and appointed state public policy leaders and business leaders can build friendly, respectful relationships in a less formal, relaxed setting.

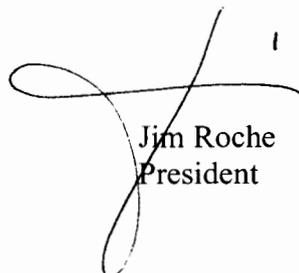
Included in this packet is the Summit agenda. As you'll see, we've built in plenty of time for relationship-building. We also packed the agenda with substance—key issues and conversations affecting New Hampshire businesses, the job creators in our economy.

For Monday's concurrent policy sessions on energy, workforce development and the importance of manufacturing, we've divided state policy leaders (you) alphabetically into three groups (see enclosed list). At the conclusion of each policy session, you will rotate to the next session. By Noon, you and your state policy leader colleagues will have the benefit of three policy sessions led by the experts and specialists noted in the agenda and whose bios are enclosed in this packet. (Business leaders are welcome to participate in any or all of the concurrent sessions.)

We've made the New Hampshire Leadership Summit an annual event, so your feedback is most welcome. We ask that you kindly complete the enclosed evaluation form and return it to a BIA staff member at the end of the event. Please see me or anyone here on my staff—Senior Vice President Dave Juvet, Vice President of Public Policy Stefanie Lamb, Vice President of Membership Development Christine Ducharme, Director of Communications & Public Policy Kevin Flynn, Director of Finance Jane Tewksbury, Manager of Events & Communications Lora McMahon, or Assistant to the President Shirley Streeter—if you have questions or concerns.

Finally, please join me in thanking our many sponsors for their support of the Summit, without whom we would be unable to organize such a unique opportunity for dialogue and relationship-building. A list of sponsors is enclosed.

Warm regards,



Jim Roche  
President



**Business and Industry Association**  
New Hampshire's Statewide Chamber of Commerce

# **New Hampshire Leadership Summit**

**Presented by Eversource**

**November 13 & 14, Mount Washington Resort, Bretton Woods**

## **AGENDA**

### **Sunday, November 13th**

4:00 – 5:00 p.m.

**Registration, Grand Ballroom Lobby**

5:00 - 6:30 p.m.

**Networking Reception, Conservatory**

**Beverage Sponsor: Anheuser-Busch**

**Hors d'oeuvres Sponsor: Gallagher, Callahan & Gartrell**

6:30 - 8:30 p.m.

**Dinner and Remarks, Grand Ballroom**

**Sponsored by: Fidelity Investments**

Jim Roche, President, Business & Industry Association of NH  
Welcome Remarks

### **Business Issues Facing State Policy Leaders in the New Year**

Remarks by:

Senate President Chuck Morse

House Speaker Shawn Jasper

8:30 - 10:00 p.m.

**After-dinner Networking, The Cave**

**Sponsored by: Comcast**

### **Monday, November 14<sup>th</sup>**

7:00 a.m. – 8:00 a.m.

**Breakfast, Grand Ballroom**

8:00 a.m. – 9:00 a.m.

**Concurrent Policy Sessions**

**Important:** State policy leaders will be divided into three groups, alphabetically by last name, rotating at the conclusion of each policy session to the next session. By Noon, state policy leaders will have the benefit of three policy sessions led by the experts and specialists described below. Business leaders are welcome to participate in any or all of the concurrent sessions.

**Concurrent Session A, Madison Room**  
**New England's Electrical Energy Challenges**

Moderator: Stefanie Lamb, Vice President of Public Policy,  
Business and Industry Association of NH

Panelists

Eric Johnson, Director of External Affairs, ISO New  
England, Inc.

*The Transformation of the New England Power  
System: Infrastructure Needs and Market Implications*

Tom Kaslow, Vice Chair New England Power Pool,  
Generator Section and Market Development Director, First  
Light Energy

*Competitive Wholesale Electricity Markets in New  
England: NEPOOLS's IMAPP Initiative*

Mike Harrington, Principal, Harrington Energy Consulting  
*The Cost of Electricity in NH – Can it be Controlled?*

**Concurrent Session B, Monroe Room**  
**Addressing New Hampshire's Workforce Development  
Challenges**

Moderator: Val Zanchuk, President, Graphicast

Panelists

Ed MacKay, Director, Division of Higher Education,  
Higher Education Commission

*65 x 25 Overview*

Val Zanchuk, President, Graphicast

*Manufacturing Partnership Initiative*

Katie Merrow, Vice President of Community Impact,  
New Hampshire Charitable Foundation

*BIA and NH Charitable Foundation's Role in 65 x 25*

**Concurrent Session C, Adams Room**  
**The Importance of Manufacturing to New Hampshire's  
Economy**

Moderator: Dave Juvet, Senior Vice President, Business and  
Industry Association of NH

Panelists

Laura Siegrist, Director of Government Relations,  
National Association of Manufacturers

*Manufacturing Drives National and State Economies*

Bill Cummings, Chief Operating Officer, Foss  
Manufacturing Company, LLC  
*Challenges of Manufacturing in Granite State*

- 9:00 a.m. – 9:30 a.m.      **Networking Break, Presidential Foyer**  
**Sponsored by: Rath, Young & Pignatelli**
- 9:30 a.m. – 10:30 a.m.      **Repeat Concurrent Policy Sessions** (state policy leaders rotate to  
new session)
- 10:30 a.m. – 11:00 a.m.      **Networking Break, Presidential Foyer**  
**Sponsored by: Rath, Young & Pignatelli**
- 11:00 a.m. – Noon      **Repeat Concurrent Policy Sessions** (state policy leaders rotate to  
last policy session)
- Noon – 1:30 p.m.      **Lunch, Grand Ballroom**  
**Sponsored by: C&S Wholesale Grocers**

**New Hampshire Business Priorities for State Budget Surplus**

Jim Roche, President, Business and Industry Association of NH

**END**