



The State of New Hampshire
Annual Report
of the
State Treasury

As of and for the
FISCAL YEAR ENDED JUNE 30, 2019

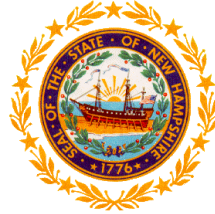
William F. Dwyer

State Treasurer

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William F. Dwyer
STATE TREASURER



**THE STATE OF NEW HAMPSHIRE
STATE TREASURY**

25 CAPITOL STREET, ROOM 121
CONCORD, NH 03301
(603) 271-2621
FAX (603) 271-3922
EMAIL: bdwyer@treasury.state.nh.us
TDD Access: Relay NH 1-800-735-2964

September 21, 2019

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, 2019.

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; issuance of the State's general obligation bonds, 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 preliminary, unaudited, and subject to change pending completion of the State's 2019 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 so essential 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

Christopher T. Sununu

EXECUTIVE COUNCIL

Michael J. Cryans, District 1
Andru Volinsky, District 2
Russell E. Prescott, District 3
Theodore L. Gatsas, District 4
Debora P. Pignatelli, District 5

SECRETARY OF STATE

William M. Gardner

ATTORNEY GENERAL

Gordon MacDonald

COMMISSIONER OF ADMINISTRATIVE SERVICES

Charles M. Arlinghaus

STATE TREASURER

William F. Dwyer

OVERVIEW OF THE TREASURY

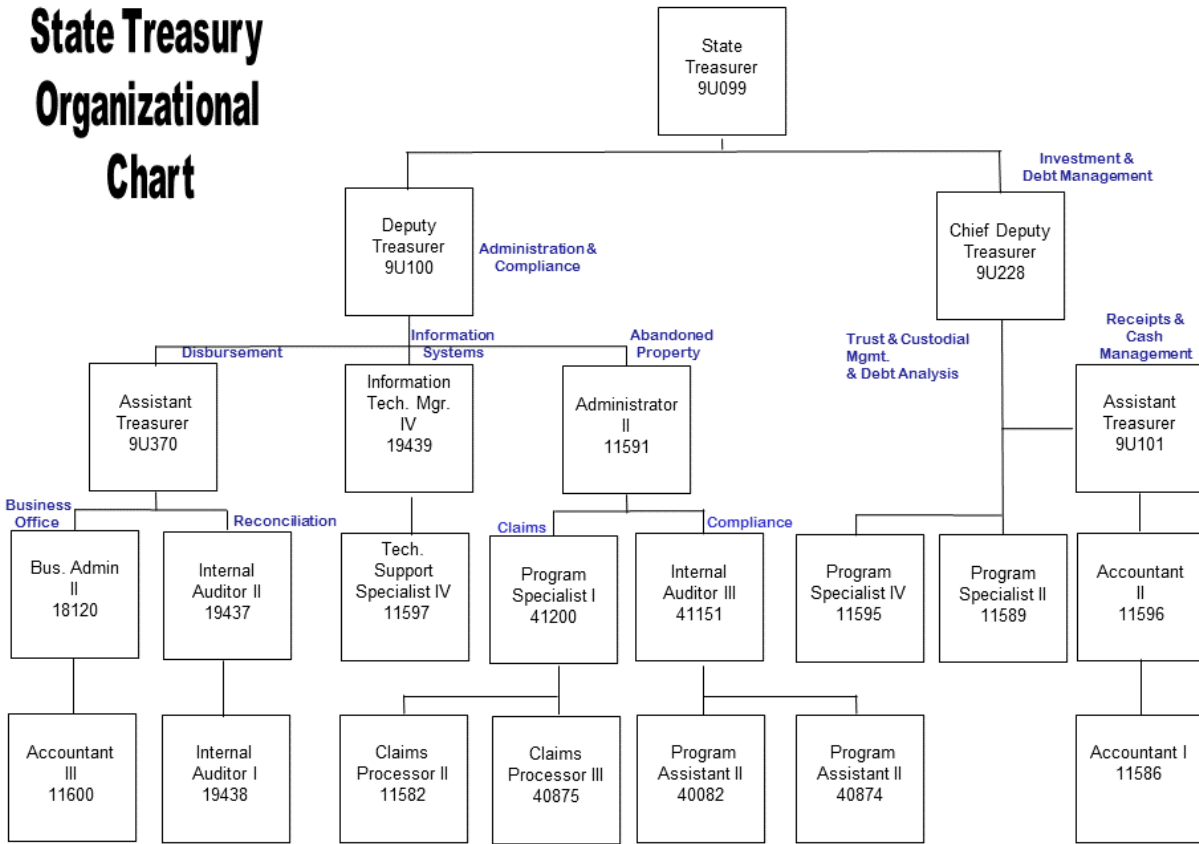
Part 2, Article 67 of the New Hampshire Constitution establishes the position of the Treasurer of the State of New Hampshire. In accordance with the Constitution, the State Treasurer is elected by a joint session of the Senate and the House of Representatives (the General Court). This election takes place on the first Wednesday of December following the biennial election when the newly elected General Court meets for organizational purposes. During a joint session of the newly-elected members of the legislature on Organization Day, Wednesday, December 5, 2018, William F. Dwyer was elected to a third term as State Treasurer effective January 2, 2019 through January 5, 2021.

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 numerous 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 bears administrative responsibility for, many trust, custodial, escrow, and other funds.

The authorized staffing of the State Treasury for the 2018-2019 biennium is 22 positions, 5 unclassified and 17 classified. As of the close of fiscal year 2019, there were two vacant positions. The organizational chart on the following page delineates the authorized positions for each functional area in effect as of June 30, 2019.

State Treasury Organizational Chart



As of June 30, 2019

CASH MANAGEMENT

The Treasury is responsible for a wide array of cash management activities pursuant 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 2019, the Treasury administered nearly \$6.9 billion in receipts and \$6.8 billion in 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		
	<u>2019</u>	<u>2018</u>	<u>2017</u>
BEGINNING BALANCE	1,431,625,859	1,007,223,601	1,062,264,819
TOTAL RECEIPTS	6,864,733,325	7,353,165,182	6,682,825,532
TOTAL DISBURSEMENTS	(6,771,524,880)	(6,928,762,924)	(6,737,866,750)
ENDING BALANCE	\$1,524,834,304	\$1,431,625,859	\$1,007,223,601

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, 2019, the fair market value of the 42 trust and agency funds was approximately \$42.2 million, ranging from just under \$5,000 to over \$7.5 million. Investment objectives range from short-term liquidity to maximum capital appreciation. During fiscal year 2019, three existing funds were liquidated and one account was added. All accounts 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 unaudited activity and balances for fiscal year 2019, is included at the end of this report as Exhibit 1. The Drinking Water and Groundwater Trust, previously reported here, is excluded from this section and is reported with General Funds in the State’s Comprehensive Annual Financial Report (CAFR).

DEBT MANAGEMENT

General Obligation Bonds

General obligation debt is paid from the State's taxes and other revenues. As of June 30, 2019, total outstanding general obligation debt stood at \$754.4 million (unaudited). Approximately 69% of this debt will be repaid from unrestricted general fund revenue, while the remainder will be paid from a variety of dedicated user assessments, fines, and other revenues. During fiscal year 2019, the Treasury sold one general obligation bond issue.

On December 18, 2018, the Treasury issued \$63,410,000 in capital improvement bonds (the “2018 Series A Bonds”), through a competitive sale with the bonds awarded to the highest bidder (lowest

cost of funding). The State has used the Series A new money proceeds (plus a sale premium totaling nearly \$7 million) to fund a total of \$70 million in a variety of capital projects in different stages of completion, authorized primarily in the 2018 and 2019 capital budgets. The Series A bonds generated an overall true interest cost of 3.01%, with annual maturities ranging from 2020 to 2039 and an average coupon of 4.57%.

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 called Federal Highway Grant Anticipation Revenue Vehicle Bonds (“GARVEE”). Turnpike System Revenue bonds are repaid solely from revenues (tolls) collected throughout the Turnpike System. No Turnpike System bonds were issued in fiscal year 2019. Total outstanding debt of the Turnpike System as of June 30, 2019 was \$336 million (unaudited).

Similarly, no GARVEE bonds were issued in fiscal year 2019. At June 30, 2019, the total amount of GARVEE Bonds outstanding was \$105 million (unaudited).

Transportation Infrastructure Finance and Innovation Act (TIFIA) Financing

In collaboration with the State’s Department of Transportation and pursuant to RSA 6:13-d, Treasury entered into a \$200 million Transportation Infrastructure Finance an Innovation Act (TIFIA) loan from the U.S. Department of Transportation in May 2016 to provide additional funding for the widening of Interstate 93 from Salem to Manchester. Borrowing under this federal program enabled the State to secure a significantly more favorable interest rate than conventional financing would have produced. Specifically, the financing agreement carries a rate of 1.09% for the term of the loan, with principal payments deferred until June 1, 2025 and a final maturity of June 1, 2034. Additionally, the loan is structured similar to a line of credit whereby drawdowns will be taken as construction funds are spent, thus minimizing interest expense on the entire \$200 million for the term of the loan. Drawdowns on the loan began in June 2016 and are currently expected to continue through October 2020 upon project completion. As of June 30, 2019, the balance drawn on the loan stood at \$137.3 million on an unaudited cash basis.

STATE GUARANTEED DEBT

The State is contingently liable for certain municipal government debt issues for water pollution control bonds, school building aid, 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 apply to either the total amount of the original guarantee or to 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, 2019 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 ⁽¹⁾⁽²⁾	\$ 50.0 million
School Building Authority Bonds	\$ 95.0 million ⁽¹⁾⁽²⁾	\$ 73.3 million
Superfund Site Bonds	\$ 20.0 million	\$ 20.0 million
Landfill and Waste Site Bonds	\$ 10.0 million ⁽¹⁾⁽²⁾	\$ 10.0 million
Business Finance Authority Bonds	\$115.0 million ⁽¹⁾	\$ 58.3 million
Pease Development Authority Bonds	\$105.0 million	\$ 48.9 million
Housing Finance Authority Child Care Loans	\$ 0.3 million ⁽¹⁾	\$ 0.3 million

(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 \$30 million 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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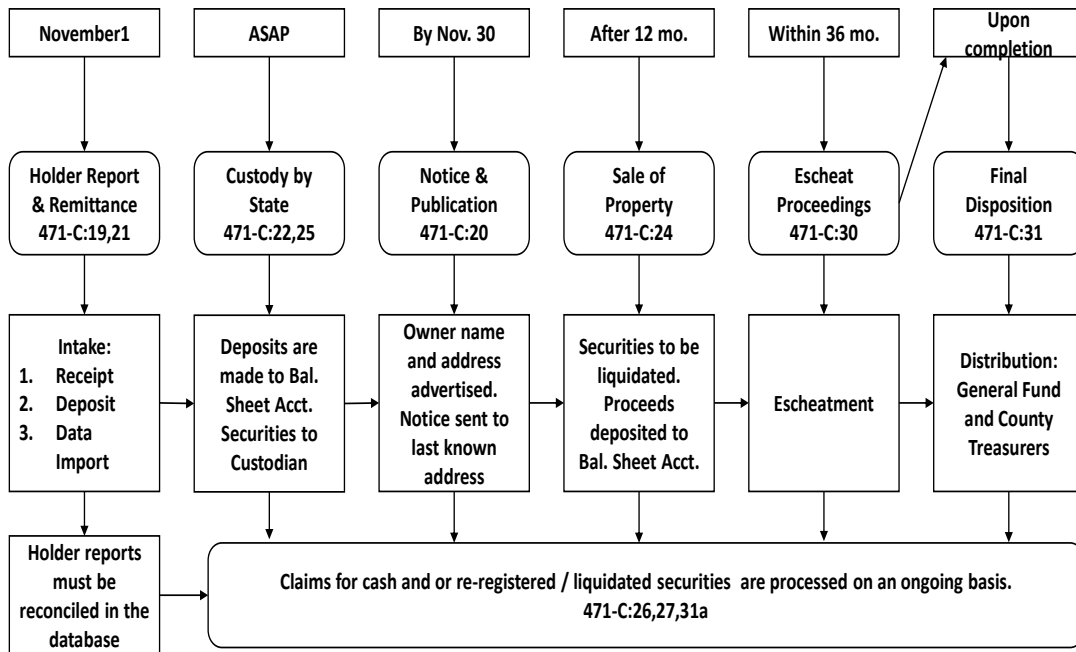
ABANDONED PROPERTY

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 institutional "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 to the Division 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.

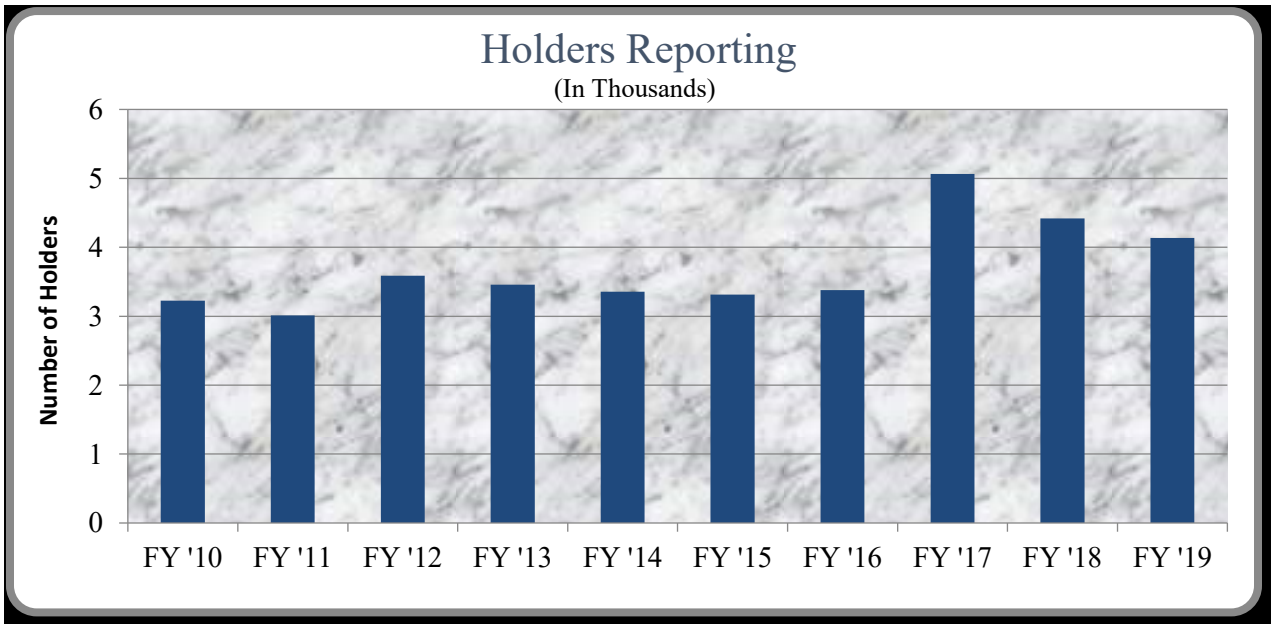
In summary, the Division's statutory obligation and annual production cycle requires receipt and deposit of unclaimed funds and shares; maintenance of a database of the properties; sending notice to, and advertisement of, the name and last known address of the reported owner; processing claims; and escheating unclaimed funds to the state's general fund. The general timeline that follows on page 8 provides an overview of the annual workflow.



Holder Reporting and Remittances

In fiscal year 2019, approximately 4,200 institutional holders of property reported and remitted cash in excess of \$18.5 million and delivered over 1.4 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 \$169,661,057 from holders of abandoned property, averaging approximately \$16.9 million annually.

The tables below depict since fiscal year 2010 the amount of cash reported and remitted by holders as well as the number of holders reporting and remitting unclaimed property to the Division. The relatively higher, albeit declining, number of holders reporting in fiscal years 2017 through 2019 is due to a new report import process for property received through the cooperative state reciprocal reporting arrangement. Previously, a reciprocal remit from a participating state would be counted as a single report and holder. The new process enables the identification of the underlying holder as an entity compliant with its obligation to report property to the state of New Hampshire.

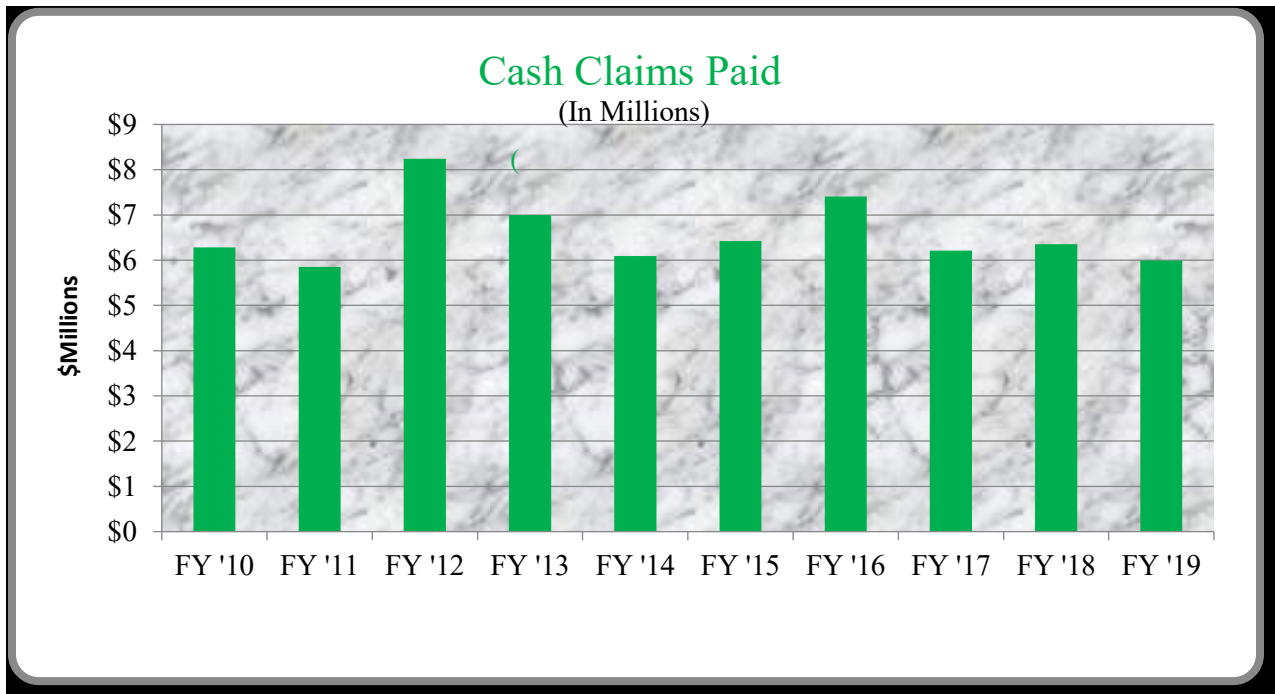


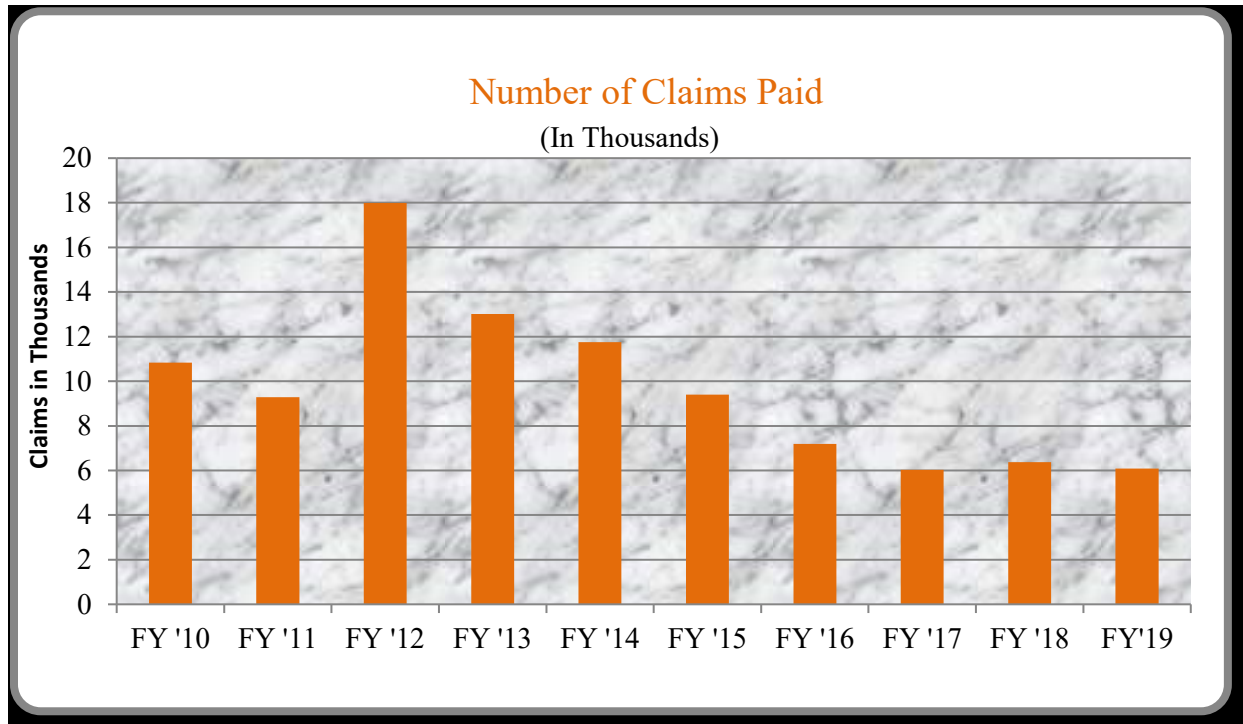
Owner Claims Processed

During fiscal year 2019, the Division returned nearly \$6 million dollars to citizens, representing 6,083 claims paid (see graphs on pages 10 and 11). The reduction in the number of total claims paid beginning in fiscal year 2016 is not reflective of diminished returns of unclaimed property; rather this decline is the result of the Division’s January 2015 conversion to a highly efficient

operating system which enables the payment of all properties recovered by one individual via a single claim. Prior to this conversion, a separate claim had to be processed for each asset returned. This enhancement to the claims process is only one example of how the new automated system has streamlined business operations and improved the Division’s customer response time.

The reduction in the number of claims paid continues to produce an increase in the size of the average claim paid. For comparison, in fiscal year 2015 the average claim size was \$683, while the average claim size in fiscal year 2019 increased to \$985. The largest individual claim in fiscal year 2019 totaled \$411,765. Over the past ten (10) fiscal years, \$65,855,106 has been returned to owners, an average of over \$6.5 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.

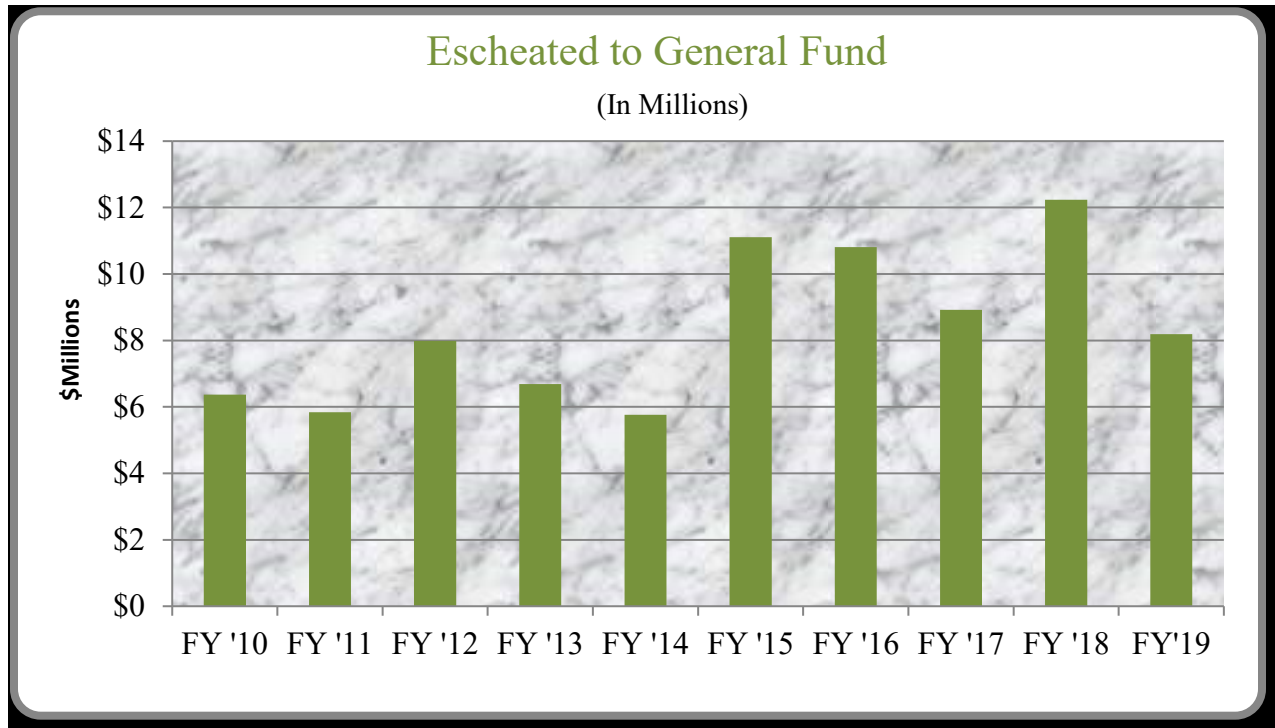




Non-Securities Escheatment (NH RSA Chapter 471-C:30-31)

On a net basis, the Division delivered nearly \$8.2 million to the General Fund during fiscal year 2019. RSA 471-C:30-31 provides for certain deductions from the gross amount available for transfer to the General Fund based on further escheatment to New Hampshire counties, as well as the payment of administrative expenses of the Division. Over the past ten (10) fiscal years, the net transfer to the General Fund is approximately \$84 million, an average net transfer of funds of \$8.4 million annually.

(The following graph excludes the impact of the liquidation of securities for fiscal years 2010 through 2019, which is summarized below the graph.)



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

State Treasury practices with respect to the 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. Following a three-year hold period, proceeds from liquidated securities are transferred to the General Fund 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 delivered to the General Fund in conjunction with, and in addition to, the annual net escheatment of cash receipts similarly subject to a 3-year hold period. Over the past ten fiscal years, liquidation proceeds were delivered to the General Fund as follows (dollars in millions):

<u>2010</u>	<u>2011</u>	<u>2012</u>	<u>2013</u>	<u>2014</u>	<u>2015</u>	<u>2016</u>	<u>2017</u>	<u>2018</u>	<u>2019</u>
\$1.2	\$3.1	\$3.0	\$6.4	\$9.1	\$3.6	\$5.4	\$3.9	\$5.8	\$6.1

COLLEGE SAVINGS PLANS

As the fiscal year closed, Treasury and the New Hampshire College Tuition Savings Plan Advisory Commission (“Advisory Commission”) had completed 21 years of administering the UNIQUE College Investing Plan (“UNIQUE Plan”) and 17 years of administering the Fidelity Advisor 529 Plan (“FA 529 Plan”), pursuant to RSA 195-H. Both plans are managed by Fidelity Investments, under contract to the State through calendar year-end 2023. The combined assets under management for the two plans totaled \$18.6 billion at the end of fiscal year 2019. The combined New Hampshire Plans ranked fourth among all state plans in the market value of assets. Plan assets were held by nearly 700,000 participants throughout the US and its territories. The average participant account balance as of the end of the fiscal year was nearly \$26,850 in the UNIQUE Plan and \$27,853 in the FA 529 Plan, highlighting that this is a college savings vehicle primarily used by 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. Furthermore, as a result of the Tax Cut and Jobs Act of 2017, 529 plans became more flexible, allowing up to \$10,000 per year in 529 savings plan assets to be used for tuition expenses for grades K-12 in addition to qualified higher education expenses. 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. 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. 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 Endowment Trust 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 governance of the Advisory Commission. The Trust Fund also covers all costs associated with the administration of the Plans, including the financial audits. 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 ten other eligible and participating New Hampshire postsecondary education institutions, pursuant to Administrative Rule Csp 600. In July 2018, an initial allocation of approximately \$1 million was distributed to participating institutions, both public and private, based on individual scholarship amounts of \$800 each for full time-

students (prorated for part-time). Additional scholarship reimbursements of \$1.4 million were distributed to participating institutions at the end of fiscal 2019, resulting in a total distribution of \$2.4 million in UNIQUE Annual Awards for the year.

2. UNIQUE Endowment Allocation Program (“Endowment Program”) provides monthly distributions to restricted endowment funds maintained and managed by USNH, CCSNH, and nine other eligible, non-profit New Hampshire postsecondary education institutions, pursuant to Administrative Rule Csp 700. With these institutions providing scholarships from the earnings of the growing endowment funds, it is intended that future UNIQUE scholarships will be available to New Hampshire students in perpetuity. Under the Endowment Program, 80% of the monthly revenue share from Fidelity is allocated to participating institutions. As a result, nearly \$12 million in monthly allocations were distributed to participating institutions throughout fiscal year 2019.

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 have distributed approximately \$140 million of scholarship funding through the end of fiscal year 2019 as follows (in thousands of dollars):

	2019 Fiscal Year	From Inception
Annual Program	\$2,400	\$29,394
Endowment Program	<u>\$11,917</u>	<u>\$110,200</u>
TOTAL	\$14,317	\$139,594

As of the end of fiscal year 2019, the Trust Fund had a market value of over \$2.6 million.

STABLE NH SAVINGS PROGRAM

Pursuant to [RSA 195-K](#), and following the approval of the Executive Council on October 25, 2017 ([item #23](#)), the Governor’s Commission on Disability and the State Treasury jointly entered into a 5-year, no-cost, partner agreement with the State of Ohio Treasury for the administration of New Hampshire’s STABLE NH savings program. In December 2014, federal passage of ABLE (Achieving a Better Life Experience) legislation paved the way for each state to sponsor its own tax-advantaged savings program for the benefit of those with qualifying disabilities, with many features similar to those of a college tuition savings (529) account. Accordingly, section 529(a) of the Internal Revenue Code governs the tax treatment of ABLE accounts.

The STABLE NH savings program was operationally launched on December 15, 2017, with a formal ceremony on December 18 that featured remarks from Governor Christopher T. Sununu,

Representative Lynne Ober, and NH Health & Human Services Commissioner Jeffrey A. Meyers, as well as representatives from several area disability advocacy agencies. Following the program launch, Governor's Commission on Disability Executive Director Chuck Saia and State Treasurer Dwyer have been very active in presenting and promoting STABLE NH throughout New Hampshire.

Under the federal guidelines, there are specific criteria for determining the eligibility of an individual to qualify for ownership of an ABLÉ account. A maximum of \$15,000 annually in after-tax funds can be deposited into an ABLÉ account, however, if the individual who owns the account is employed, they can deposit an additional \$12,060 of wages. Funds held in a STABLE NH account are allocated across five portfolio options: an FDIC-insured bank deposit portfolio and four Vanguard portfolios that blend equity and fixed income funds based on splits of 80/20, 60/40, 40/60, and 20/80. Distributions from a STABLE NH account are free of capital gains taxes on earnings generated as long as the distributions are used to pay for qualified disability expenses. As of June 30, 2019, Granite Staters had opened 214 accounts in the program with a total of \$1.2 million in assets held. Please visit the [STABLE NH](#) website for more information regarding the program.

SEABROOK NUCLEAR DECOMMISSIONING TRUST

As of June 30, 2019, the Seabrook Decommissioning Trust Fund held market-value assets of \$805.8 million, reflecting an after-tax gain of 6.9% for the year. This outcome was primarily due to strong equity performance during the last six months of the fiscal year, following a November and December downturn in the equity markets. The decommissioning 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 applicable 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. Trust fund proceeds may 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 fiscal year 2019 was 64% equities, 29% fixed income, and 7% alternative investments (direct lending and structured credit). In addition, \$35.4 million was held as a decommissioning funding assurance in separate escrow accounts on behalf of the owners at June 30, 2019. Escrow holdings primarily consist of cash and cash equivalents, with the State 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 presently serves on the Nuclear Decommissioning Financing Committee (pursuant to RSA 162-F) as Committee Chair, 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 commenced during prior fiscal years 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 undertake this review process. As this initiative evolved, most other states also joined. These efforts continued in fiscal year 2019.

Through the close of fiscal year 2019, the state of New Hampshire has accumulated from inception a total of more than \$18.7 million in life insurance benefit proceeds, with \$350,000 received in fiscal year 2019. 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 2019, one New Hampshire resident received a death benefit payment of \$325,000 through this initiative.

Looking ahead to fiscal year 2020, the Division will be implementing a hosted website facilitated by its unclaimed property operating system provider. The provider has implemented standardized unclaimed property websites for nearly half of the states' unclaimed property programs. The standardized structure of the websites will enhance holder reporting, as holders will become increasingly proficient with the uniform interactive efficiencies offered by the states. The standardized nature of the websites will also benefit claimants, who will see the consistency of the individual states' websites as a reinforcement of the legitimacy of the states unclaimed property programs, and also, as consumer protection-based programs focused on returning unclaimed funds to the rightful owners in an expedient and recognizable manner.

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, institutional banking 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 that complies with Treasury's [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 General Fund unrestricted net interest income totaling \$11.5 million in fiscal year 2019 (cash basis, unaudited, and subject to change). This amount is net of the cost of institutional financial services provided by banking vendors. Achieving this outcome results from not only optimizing returns, but also systematically 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 identified opportunities to improve efficiency or the presence of any inconsistencies in pricing. Opportunities to improve efficiency are often discussed during regularly scheduled 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.

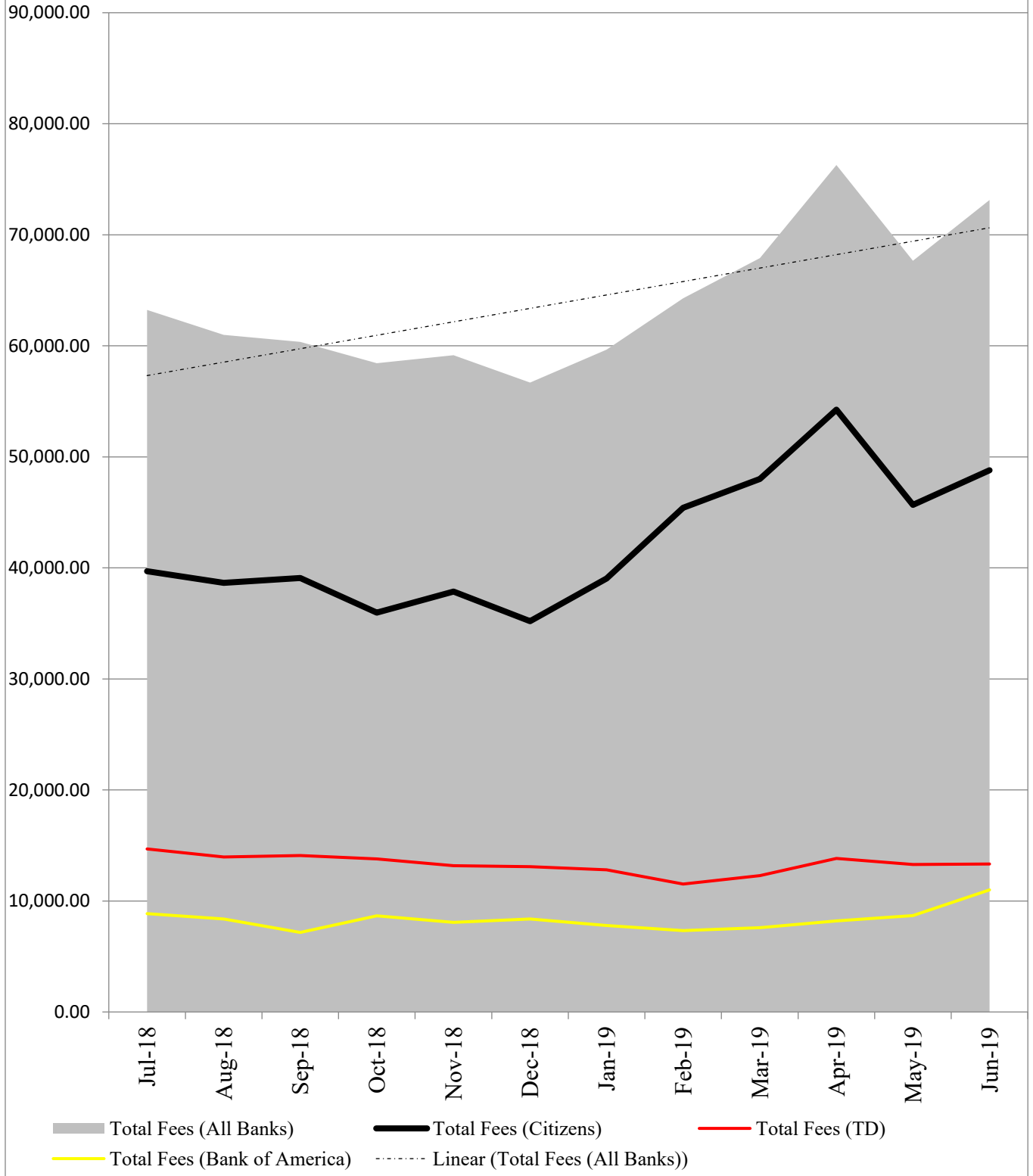
The analysis of bank products utilized by individual agencies or State enterprises is performed on a rolling basis and results from either Treasury's outreach to agencies or in response to an agency's request. This analysis consistently integrates the specific bank, accounts, products, and processes utilized by the agency or entity in conjunction with the overall banking relationship the Treasury maintains with that financial institution.

As evidence of Treasury's success in this area, the State received a weighted account balance score of 39.7 in the 2019 nationwide survey of institutional bank service pricing. Treasury participates annually in the survey, which utilizes an index that ranges from 0 to 100 for total costs along a Low to Reasonable to High continuum. This score places NH in the low end of the Reasonable cost range nationally.

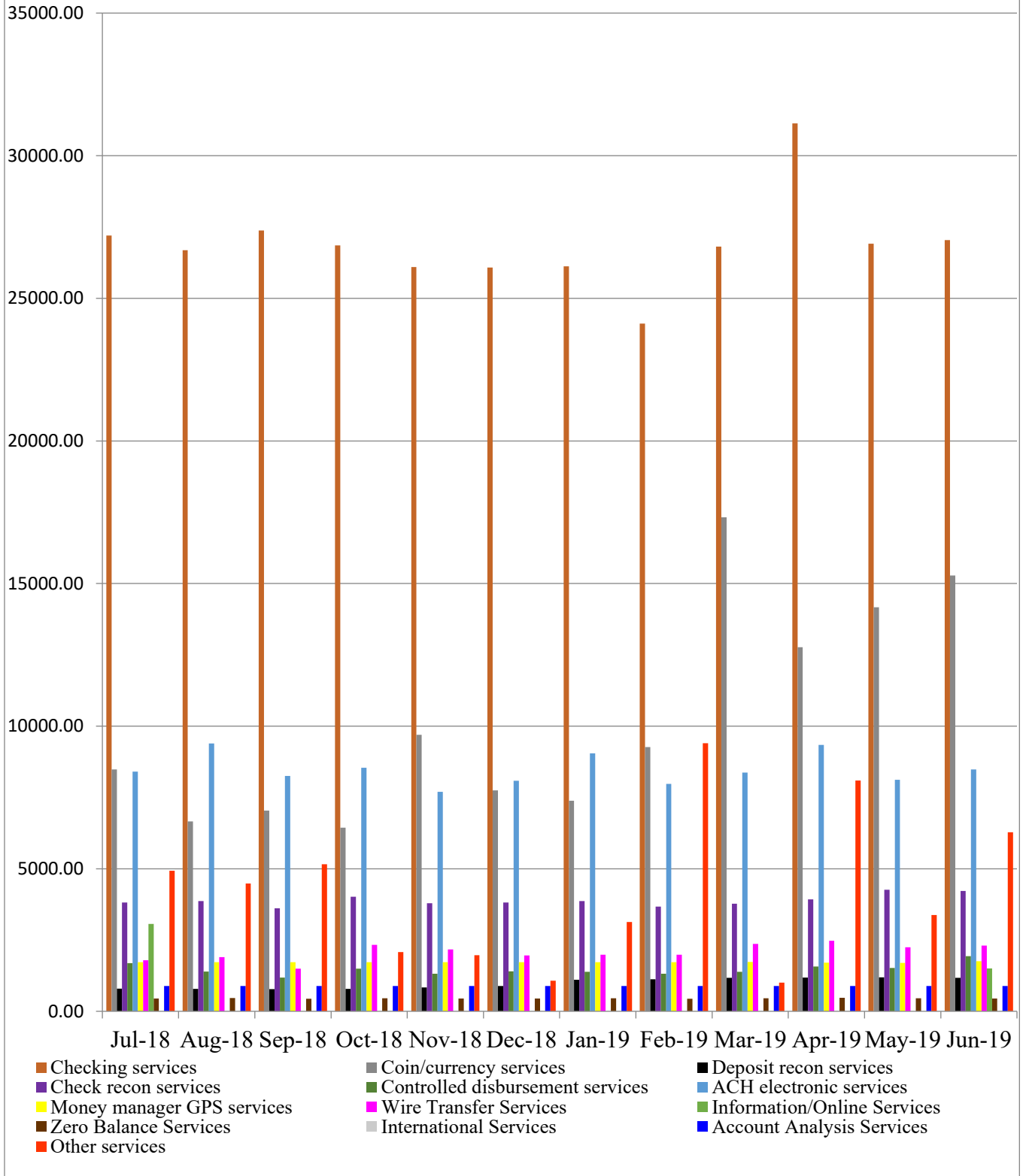
Treasury collaborates with its banking vendors to not only enhance operational efficiencies generated by the use of banking products, but also to ensure specific business continuity processes that will enable secure and efficient banking operations in the event of a disruption in normal service delivery.

In conclusion, the consistent and thorough analysis of balances, products, and processes was not only sustained in fiscal year 2019, but is also an ongoing initiative that is designed to span 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.

Bank Service Fees - FY 2019



Bank Service Fees by Fee Type - FY 2019



Debt Management System

In the spring of 2018, Treasury converted to a new debt management system called Mun-Ease. Designed for the public sector, Mun-Ease is an integrated, Windows-based software package that creates, stores, and reports on a wide range of detail for a municipal bond issuer such as the State. Essentially a database of bond issues, the software not only generates debt service schedules, but can provide interest and sizing calculations, track escrowed payments relative to advanced refundings, report on Build America Bonds and associated interest subsidies, in addition to numerous other functionalities. Many of the elements of the state's debt management program, such as historical cost and sale parameters, can now be tracked and maintained in a robust database, which facilitates enhanced analysis, reporting, and forecasting.

Thirty-nine (39) outstanding direct debt issues were loaded into the software during conversion, totaling \$2.2 billion in gross issuance and \$1.3 billion in debt outstanding at June 30, 2018. Nearly half of the issues loaded (20 bonds) consist of multiple debt schedules, resulting in 159 individual schedules being created, as most of the State's general obligation debt is paid for across several governmental funds (general, highway, liquor, and various dedicated agency funds). Additionally, other data related to the sale and characteristics of the bonds was captured in the conversion, including true-interest-cost, bond CUSIP numbers, and call dates. These and other elements of a bond offering had previously not been reportable in debt management systems employed by the Treasury. The 2018 Series A GO issue, described on pages 3-4, marked the first new bond offering entered into Mun-Ease. As training and experience are gained in the use of Mun-Ease, it is anticipated that Treasury's reporting and analytical capabilities for both internal needs and external "customers" such as state agencies, legislators, etc. will expand tremendously.

LEAN Initiative

Collectively, Treasury remains committed to a LEAN operational culture and notes the following achievements during fiscal year 2019:

- Treasury continued its membership in the statewide LEAN Executive Committee.
- Treasury assisted as a facilitator for the Bureau of Education and Training's Yellow Belt practicum.
- On October 26, 2018, Treasury delivered a comprehensive "Cash Receipt Approval Process" LEAN presentation at the UNH/State of NH LEAN Summit (one of the key Team Members of that LEAN project, a Treasury employee, subsequently went on to earn their LEAN Yellow Belt in February of 2019).
- Yet another Cash Receipt LEAN project was completed during the fiscal year and will likely be showcased at the fiscal year 2020 UNH/State of NH LEAN Summit.

Contracting

At the June 19, 2019 meeting of the Executive Council, Treasury received approval to amend the existing contract of its Abandoned Property Division with Kelmar Associates to extend from the original August 24, 2019 expiration date to August 24, 2024 ([item #138](#)). The contract covers the

hosted unclaimed property automated operating system (“KAPS”) that enables the Division to process receipts and data from institutional property holders and process payments to the rightful owners of property that has been remitted to the division. In addition to the 5-year extension, the contract was amended to provide for enhanced system functionality and security, including document imaging and more efficient processing of claims less than \$50.

In fiscal year 2020, Treasury anticipates entering into several contracts for unclaimed property audit work due to the expiration of existing contracts.

Remediation of Observations from 2014 LBA Financial Audit

On June 16, 2014 Governor Maggie Hassan issued Executive Order 2014-03, which 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 semiannually, as summarized in the table below. These reports, including the original LBA audit report, can be accessed on the Transparent NH website at <https://www.nh.gov/transparentnh/audit/treasury/index.htm>, or on the Treasury website at <http://www.nh.gov/treasury/forms-publications/index.htm#audit>. 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
03-21-16	S	S	R	R	S	R	P	U	R	S	R	R	S
09-21-16	R	R	R	R	S	R	P	U	R	S	R	R	R
03-21-17	R	R	R	R	S	R	P	U	R	S	R	R	R
09-21-17	R	R	R	R	S	R	P	U	R	S	R	R	R
03-21-18	R	R	R	R	R	R	P	U	R	S	R	R	R
09-21-18	R	R	R	R	R	R	P	U	R	R	R	R	R
03-21-19	R	R	R	R	R	R	P	U	R	R	R	R	R
09-21-19	R	R	R	R	R	R	P	U	R	R	R	R	R

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.

Legislative Activity

Treasury continued to collaborate with legislators seeking to introduce new legislation or amend existing statute. During the 2019 legislative session, Treasury worked with several legislative

committees and study committees by providing research and information, including testimony pertaining to the 2020-21 biennial capital and operating budgets. In addition, Treasury submitted fiscal notes in response to numerous legislative service requests on a variety of policy 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 and ongoing Fraud Risk Assessment is routinely administered and updated, which includes monitoring Treasury's role in the overall internal control environment and processes of the State and 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 was enhanced in fiscal year 2017 with the implementation of an improved risk assessment matrix and such efforts will continue in fiscal year 2019 in order to strengthen safeguards over State cash and investments, as well as all other aspects of Treasury operations.

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TRUST AND AGENCY ACCOUNTS HELD BY THE STATE TREASURER (EXHIBIT 1)					
FISCAL YEAR 2019 (unaudited)					
Fund Name	July 1, 2018 Beginning Market Value	Dividends & Interest Earned	Net Transactions During Year	Net Change in Market Value	June 30, 2019 Ending Market Value
Department of Education					
- Harriet Huntress	61,588	1,153	2,518	1,353	66,613
- Hattie Livesey	31,808	563	1,363	673	34,407
- John Nesmith	524,841	10,005	(3,747)	11,246	542,344
- Special Teachers Competence	227,141	5,582	2,488	5,320	240,531
Department of Environmental Services ¹					
- Connecticut-Coos	2,214,654	66,089	55,683	56,526	2,392,952
- Mascoma	43,717	954	0	0	44,671
- Newfound	82,206	1,794	0	0	84,000
- Piscataquog	12,748	278	0	0	13,027
- Squam Lake	91,147	1,989	0	0	93,136
- Sugar River	12,873	281	0	0	13,154
- Winnepesaukee	20,082	438	0	0	20,520
Department of Fish & Game					
- Lifetime License Fund	1,838,118	56,368	129,195	49,449	2,073,131
Health & Human Services					
- Laconia State School	157,825	3,311	(23,978)	(0)	137,158
- Matthew Elliott Memorial Trust Fund	4,779	104	0	0	4,883
- New Hampshire Hospital	7,648,961	259,072	(425,756)	28,954	7,511,230
- NH DHHS DCYF As Guardian for 01	147,373	2,289	(149,662)	0	0
- NHSLRPIJUA Escrow Account	917,414	14,307	(286,538)	(0)	645,183
- Youth Development Center	34,363	750	0	0	35,113
Department of Labor					
- Crown Paper Workers Compensation	15,271	2	0	(0)	15,272
- Special Fund for Active Cases	26,390	12	225	0	26,627
- Special Fund For Second Injuries	5,333,566	144,612	(1,569,954)	0	3,908,225
Dept of Natural and Cultural Resources					
- Caroline A. Fox Fund ⁽²⁾	231,928	4,151	(236,079)	0	0
- Tip-Top House Fund	20,791	454	0	(0)	21,244
Department of Safety					
- Financial Responsibility	112,975	2,223	(6,355)	0	108,844
- Road Toll Bonds	54,986	1,200	0	0	56,186
New Hampshire Veterans' Home					
- Benefit Fund	569,984	15,458	(14,760)	11,078	581,760
- Guy Thompson Account	15,133	294	(257)	0	15,170
- Members' Administrative Account	549,554	10,277	180,423	3,313	743,567

TRUST AND AGENCY ACCOUNTS HELD BY THE STATE TREASURER (EXHIBIT 1 CONT.)					
FISCAL YEAR 2019 (unaudited)					
	July 1, 2018	Dividends	Net	Net	June 30, 2019
	Beginning	&	Transactions	Change	Ending
Fund Name	Market	Interest	During	in Market	Market
	Value	Earned	Year	Value	Value
NH Higher Education					
-NH Higher Ed- Concord Hospital Surgical Technology Program	10,123	221	0	0	10,344
-NH Higher Ed- John Mason Institute	12,148	262	(12,410)	0	0
-NH Higher Ed- Stonemakers Corporation	111,506	1,988	0	(0)	113,493
-NH Higher Ed- The Prelude Institute	0	104	35,000	0	35,104
Office of Energy and Planning					
- Land Conservation Monitoring Endowment	3,882,920	83,701	180,965	(75,882)	4,071,703
Public Utilities Commission					
-Electric Assistance Program	1,849,302	16,209	617,168	0	2,482,678
Racing & Gaming					
-NH Lottery Commission Licensee Escrow	25,309	648	(5,565)	(0)	20,392
Treasury Department					
- Japanese Charitable Fund	133,179	3,143	2,932	2,614	141,869
- College Savings Plan Trust	2,326,335	91,382	70,838	83,098	2,571,654
University of New Hampshire					
- Benjamin Thompson Trust	2,303,569	42,229	762	40,461	2,387,022
Other					
- Community Conservation Endowment	4,551,373	94,392	391,251	(485,642)	4,551,373
- Conn Lakes Headwaters Natural Areas Stewardship	2,067,786	40,812	88,212	(60,485)	2,136,326
- Conn Lakes Headwaters Tract Monitoring Endowment	2,057,012	40,864	82,684	(53,379)	2,127,181
- Conn Lakes Headwaters Tract Road Maintenance	2,074,832	40,180	38,399	(70,409)	2,083,002
Total Trust & Escrow Accounts	42,407,610	1,060,142	(854,953)	(451,710)	42,161,089
- Unclaimed and Abandoned Property ⁽³⁾	17,951,860	867,807	(616,402)	251,404	18,203,265
Columns may not add due to rounding.					
(1) Drinking Water and Groundwater, reported here in prior years, is now excluded from this list and is reported with General funds in the CAFR.					
(2) Account Closed. Annual Income to be sent directly from Trustee to State Agency going forward.					
(3) This includes only the securities held by Avenu Insights and Analytics					