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Insurance Department

21 South Fruit Street, Suite 14
Concord, NH 03301
(603) 271-2261 Fax (603) 271-1406
TDD Access: Relay NH 1-800-735-2964

Christopher Nicolopoulos
Commissioner

January 5, 2021

His Excellency, Governor Christopher T. Sununu
and The Honorable Council
State House
Concord, New Hampshire 03301

Requested Action

In accordance with RSA 94:6, New Appointments, the Insurance Department respectfully requests to place David J. Bettencourt at the fifth step for the position of Deputy Commissioner (9U227), unclassified salary grade HH, earning \$106,705.56 annually, effective upon G&C approval. Funding is 100% agency income.

Explanation

Mr. Bettencourt was hired by the Office of the Governor on January 5, 2017 and is currently the Policy Director. As the Deputy Commissioner, Mr. Bettencourt's unclassified position is labor grade HH with a salary range of \$84,507.80- \$117,805.48.

Mr. Bettencourt is currently the Policy Director for the Governor's Office. Bettencourt, has served as the Governor's liaison to the Insurance Department. In Bettencourt's role as Department liaison, he worked with a number of insurance companies on individual market stability issues, assisted with shepherding the state's 1332 Waiver through the legislative process, and helped to transition New Hampshire's Medicaid Expansion program out of the individual market and into managed care.

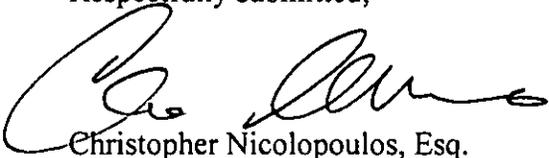
Mr. Bettencourt has a J.D. from UNH Franklin Pierce School of Law. In addition, he earned a Bachelor's degree from UNH and studied communications and political science.

His Excellency, Governor Christopher T. Sununu
And the Honorable Executive Council

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The Insurance Department is seeking approval from Governor and Council to compensate Mr. Bettencourt, unclassified position at \$106,705.56 with a starting date of January 15, 2021. The source of funds is 100% agency income.

Respectfully submitted,

A handwritten signature in black ink, appearing to read "Chris Nicolopoulos", written in a cursive style.

Christopher Nicolopoulos, Esq.
Insurance Commissioner

DAVID J. BETTENCOURT, J.D.

10 Peggy Lane • Salem, NH
Cell: 603.247.2868 • Email: David.J.Bettencourt@gmail.com

PROFILE

**GOVERNMENT RELATIONS & AFFAIRS | PUBLIC POLICY | COMMUNICATIONS & MEDIA OUTREACH | GOVERNMENT REGULATORY AFFAIRS | GRASSROOTS MANAGEMENT | SOCIAL MEDIA MESSAGING | DONOR DEVELOPMENT
PUBLIC SPEAKING | HEALTHCARE CONSULTING | EDUCATION CONSULTING**

PROFESSIONAL EXPERIENCE

OFFICE OF GOVERNOR CHRIS SUNUNU: Concord, New Hampshire
Director of Policy
July 2017-Present

JANUARY 2017-Present

- Co-chair COVID-19 Reopening Task Force drafting industry guidance documents and liaising with multi agencies
- Manage policy staff and oversee all policy portfolios
- Specialize in HHS and healthcare, health insurance, Medicaid, Medicare and managed care issues
- Liaise with CMS and other federal government and states agencies on partnerships and implementation, including successful approval of 1115 and 1332 waivers
- Develop, build and expand relationships at federal, state and local level
- Develop strategy to advance agenda through both houses of legislature and publicly
- Represent Governor in meetings and at public events; provide counsel in department/agency meetings
- Draft policy briefings for the Governor and prepare testimony and talking points in area of policy
- Aid communications team in policy messaging for speeches, social media, press inquiries and press conferences

OFFICE OF GOVERNOR CHRIS SUNUNU: Concord, New Hampshire
Policy Advisor, Health & Human Services and Insurance
January 2017-July 2017

- Tracked legislative and appropriations activities, monitored committee proceedings, monitored implementation and regulatory activities pursuant to all issues of NH Department of Health and Human Services, the largest agency in the state government, responsible for the health, safety and well-being of the citizens of New Hampshire.
- Oversight of design, development, and strategic direction of health-related public policy agenda in the areas of private health care markets, government health programs, mental health, developmental disability, substance abuse, public health, human and social services programs, health insurance, Medicaid, rural health, health facility regulation and health professions licensure.

BETTENCOURT & ASSOCIATES: Salem, New Hampshire
President, Independent Consultant

JANUARY 2016-January 2017

- Assist non-profit clients in set-up of organization, board development, and short and long-term giving strategies
- Executive message development, media training, website development, social media strategy
- Assist clients in outreach and grassroots organizing
- Offer formation services to establish 501(c) nonprofits managing the formation process, completing all of the paperwork and providing flexible support

SALEM ANIMAL RESCUE LEAGUE: Salem, New Hampshire
Director of Development & Community Relations

January 2013-March 2016

- Perform and Manage a comprehensive stewardship plan utilizing Raiser's Edge that aids fundraising efforts in establishing meaningful and consistent contacts with donors, building lifelong relationship
- Proven ability to draft and obtain federal grant funding
- Research and identify new corporate/foundation prospects and develop strategies to engage and solicit
- Prepare presentations and other written materials for events related to donors and prospects
- Manage and improve fundraising strategy, which includes large and small event planning and execution, coordination of phone calls, special correspondence, and private events utilizing Board of Directors

NEW HAMPSHIRE HOUSE OF REPRESENTATIVES: Concord, New Hampshire
Majority Leader
2010-2012

2004 - 2010

- Coordinated Managed a caucus of over 200 representatives
- Exceled at making decisions that lead to consensus among divergent groups
- Coordinated and set up meetings with state agency heads and national organization directors
- Met with lobbyists, businesses and advocacy groups to weigh priorities for agenda and two-year budget
- Plan daily, weekly, and annual legislative agendas
- Developed public affairs strategy executed through proactive press briefings, availabilities and conferences
- Drafted and placed numerous op-eds with major newspapers and Guest radio host for top tier local stations

NEW HAMPSHIRE HOUSE OF REPRESENTATIVES: Concord, New Hampshire
State Representative
2004-2010

- Committee assignments included: House Judiciary Committee; House Children & Family Law Committee; House Ways and Means Committee
- Persuasive communicator recognized for keen ability to energize individuals to work toward common goals
- Superior analytical skills for solving critical problems in the sphere of Public Affairs

EDUCATION

UNIVERSITY OF NEW HAMPSHIRE SCHOOL OF LAW | JD
|Concord | NH | 2015

UNIVERSITY OF NEW HAMPSHIRE | Bachelor of Science
Major: Political Science, Communication | Minor: Philosophy
Durham | NH | 2008 | Graduated *Magna Cum Laude*

AWARDS, ASSOCIATIONS & ACHIEVEMENTS

Association of Fundraising Professionals 2013-2014
New Hampshire-Vermont Albert Schweitzer Fellowship for Law and Medicine 2010-2011
Co-Founder/President, University of New Hampshire Restorative Justice Foundation
Pi Sigma Alpha Scholar, 2007-2008
Lamda Pi Eta Scholar, 2007-2008
Virginia Smith Award for Academic Scholarship Advancement, 2008
Communication Department Service to University Award, 2008