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**The State of New Hampshire
Insurance Department**

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Christopher R. Nicolopoulos
Commissioner

David J. Bettencourt
Deputy Commissioner

February 18, 2021

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

REQUESTED ACTION

The Insurance Department respectfully requests authority, pursuant to RSA 94:1-a, III, to establish the starting salary of Joshua Hilliard in the position of Compliance and Enforcement Counsel, position #9U544 (an unclassified position / letter grade EE) at an annual salary of \$99,652.50 effective March 26, 2021 upon Governor and Council approval.

100% agency income.

EXPLANATION

Mr. Hilliard was hired by the Department on January 17, 2020 as an Attorney III, which is a classified position # 41767, Labor Grade 30, Step 4, earning \$ 71,916.000 /year. Effective March 26, 2021, Mr. Hilliard will fill the department's vacant position of Compliance and Enforcement Counsel.

As the Compliance and Enforcement Counsel, Mr. Hilliard unclassified position is a letter grade EE with a salary range of \$ 67,245.36 - \$ 93,654.60. In this new position, Mr. Hilliard will have a classified subordinate employee, an Insurance Company Examiner III, who is currently at step 9 of labor grade 32 with an annual salary of \$98,962.50.

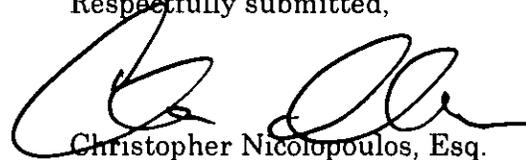
RSA 94:1-a, III, states, in pertinent part, that:

...any official whose salary upon placement in the new salary range is less than that of a subordinate classified employee shall be placed at the next higher step in range above said classified employee and shall be entitled to any increase provided for herein until the maximum provided herein is reached. However, in the event that the maximum of the unclassified position is less than the salary of said subordinate classified employee, the governor and council is authorized to increase the maximum of the unclassified position in an amount to provide a differential of not more than \$1,000.

Under the provisions of RSA 94:1-a, III, the Governor and Council are authorized to increase the maximum of Mr. Hilliard's salary to provide a differential of not more than \$1,000 between him and the subordinate classified's salary. This would allow the Department to establish Mr. Hilliard salary at \$99,652.50.

The Insurance Department is seeking approval from Governor and Council to compensate Mr. Hilliard unclassified position at \$1,000 per year above the classified subordinate position. The source of funds is 100% agency income.

Respectfully submitted,



Christopher Nicolopoulos, Esq.
Insurance Commissioner

Joshua Hilliard

Work Experience

New Hampshire Insurance Department; Concord, New Hampshire
Associate Enforcement Counsel, January 2020 to Present
Investigate and prosecute instances of licensee misconduct to protect NH consumers and the NH insurance marketplace

Maggiotto, Friedman, Feeney & Fraas, PLLC; Concord, New Hampshire
Attorney, September 2016 to January 2020
Represent municipalities and businesses in litigation before administrative agencies, district, superior, and Supreme Court in NH, as well as the US Federal District Court for NH.

Bernard & Merrill, PLLC; Manchester, New Hampshire
Attorney, October 2014 to September 2016
Represented employers before the New Hampshire Department of Labor.

Attorney General's Office; Criminal Bureau; Concord, New Hampshire
Legal Resident, Spring 2014
Drafted Memos, 1-Party Intercept Auth., Responded to *Habeas Corpus* Petitions.

Bernstein Shur; Manchester, New Hampshire
Legal Resident, Fall 2013
Legal Research; Drafted Motions, Memos, Estate Planning Documents; and Interrogatories.

Hillsborough County Attorney's Office; Manchester, New Hampshire
Legal Intern, Summer 2013 and 2012
Drafted Pleadings; Researched and Wrote Memos; Appeared For The State, Rule-36.

Tires Too; Londonderry, New Hampshire
Service Writer, 2009 to September 2014
Dispatched Jobs; Drafted Repair Orders; Managed Shop's Day-to-Day Operations.

Education

UNH School of Law; Concord, New Hampshire
J.D. May 2014; GPA: 3.5 Class Rank: Top 20%
Daniel Webster Scholar Honors Program.

Dartmouth College; Hanover, New Hampshire M.A., Liberal Studies, 2009

Hampshire College; Amherst, Massachusetts B.A., Liberal Arts, 2007