

55 JCR



**The State of New Hampshire  
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 R. Nicolopoulos  
Commissioner

David J. Bettencourt  
Deputy Commissioner

January 11, 2022

His Excellency, Governor Christopher T. Sununu  
and the Honorable Council  
State House  
Concord, NH 03301

**REQUESTED ACTION**

Pursuant to RSA 94:6, the Insurance Department respectfully requests to place James Fox at Step 6 for the position of Property and Casualty Director, Position #9U699, unclassified salary grade HH, earning \$113,568, effective upon Governor and Council approval. 100% agency income.

**EXPLANATION**

Mr. Fox was hired on July 30, 2012 and is the Department's Property and Casualty Director. He was promoted into this position in 2018 after serving as the Property and Casualty Attorney. Mr. Fox earned his J.D. in 1996 from the Boston University School of Law and is admitted to the New Hampshire Bar Association.

The unclassified position was given a labor grade recommendation of HH by Korn Ferry/Hay Group and was approved on December 16, 2021 by the Joint Committee on Employee Classification (JCEC). Mr. Fox is currently filling this role at classified Labor Grade 35, Step 8, earning \$108,400.50. The Insurance Department is seeking approval from Governor and Council to compensate Mr. Fox's unclassified position at the annual salary of \$113,568.

Respectfully submitted,

Christopher Nicolopoulos, Esq.  
Insurance Commissioner

# JAMES FOX

## PROFESSIONAL EXPERIENCE:

**New Hampshire Insurance Department, Concord, N.H.** 2016 - Present

Director

- Lead the Property & Casualty (P&C) Division of the New Hampshire Insurance Department.
- Develop P&C investigations and examinations of licensed entities to ensure compliance with New Hampshire regulatory laws.
- Oversight of P&C Form and Rate Compliance Units that review and approve insurer and advisory organization as compliant with New Hampshire Law.
- Work with legislators and lobbyists on both department-requested P&C bills and most non-department P&C bills.

**New Hampshire Insurance Department, Concord, N.H.** 2012 - 2016

Attorney

- Extensive work with all Property & Casualty divisions and senior management on P&C legal issues.
- Worked with legislators and lobbyists on both department-requested P&C bills and most non-department P&C bills. Principal drafter of many department P&C bills.

**Disabilities Rights Center, Concord, N.H.** 2004 - 2012

Attorney

- Access Team Leader: Managed access-based (physical access) civil rights issues with a team of three attorneys and two staff members.
- Worked in conjunction with state and federal regulators (NHHRC/EEOC/USDOJ) on resolution of civil rights issues.

**RiverStone Claims Management, LLP, Manchester, N.H.** 2003-2004

Case Manager

- Managed resolution of complex long-tail environmental insurance claims.

**Devine, Millimet & Branch, PA, Manchester, N.H.** 1999-2003

Attorney

- Represented insurers in coverage cases in both state and federal court
- Successfully argued multiple insurance cases before New Hampshire Supreme Court, involving both contract language and regulatory issues.

**New Hampshire Superior Court, Concord, N.H.** 1996-1999

Law Clerk

- Worked with Superior Court Judges on the resolution of state and federal legal issues.
- Drafted proposed orders on approximately seventy-five coverage cases, involving both insurance contract language and insurance regulatory interpretations.

## EDUCATION:

**Boston University School of Law, Boston, Mass., J.D.** 1996

**University of Miami, Coral Gables, Florida, B.S.C.** 1993