

Association of CountiesLegislative Conference



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Presented to:

NH Legislative 2025 Annual Conference

Meeting Agenda

SNS Company Overview

MSP Services

Expertise with municipal and county clients

Security Services

Corporate Overview

- SNS is a Managed Services Provider (MSP) with specialized expertise supporting municipalities and counties throughout the state of NH
- 32 FTE as of 1/1/2024 All team members are FTE (no 3rd party)
- Corporate HQ Littleton, NH
- SNS supports 2 of 12 counties in NH and 15 cities and towns presently

Services Commonly Contracted with an MSP

- NOC Services 24x7x365 Monitoring and Management of mission critical IT infrastructure
- Project Implementation Manage complex IT projects requiring specialized skill sets
- Network Security Design, Implementation and on-going management of networks and firewalls
- Cloud Service Management Microsoft 365, Azure, Google Apps & other SaaS services
- Staff Augmentation Extend the capacity and capability of your internal IT dept
- Datacenter Infrastructure Design, Implement and ongoing management of servers and networks
- Manage 3rd Party Escalations Work with vendors, SaaS services, and Internet Service Providers (ISPs)
- Business Resiliency Off-Site & Immutable Backups, Disaster Recovery, Data Restoration

Security Offerings for Government & Municipalities

- ".gov" Domain Transition Projects (get.gov) Overwatch foundation funding
- Assistance leveraging Cybersecurity & Infrastructure Security Agency (CISA) resources
- Cybersecurity Risk Management Engagement with Primex & other Insurers
- Assistance with evolving regulations, standards, and industry best practices.
- Leverage SLED to procure best in class products and solutions

Universal Service Administration Company (USAC)

- Universal Service Administration Company (USAC)
- To help promote deployment high speed internet to rural areas
- Rebates available for services such as MSP network services, Internet Service, Network
 Equipment
- SNS can assist in determining funding available and creation of strategic plans utilizing the funds

Common Cybersecurity Misconceptions

- Data migrated to the cloud is automatically secure and the responsibility falls on the software vendor
- Due to investments in tools, trainings, and 3rd party assessments a breach is not possible
- We will be covered by cybersecurity insurance in the event of a breach
- We already have an IRP plan and do not need to update it
- We are too small to be a target
- It doesn't matter if we are breached, we can always restore from our backups

SNS Cybersecurity Services (MSSP)

- 24x7x365 Security Monitoring SOC/SIEM/MDR
- Incident Management, Restoration & Recovery
- Fractional CISO (Chief Information Security Officer)
- Business Continuity & Incident Response Planning
- Multifactor Authentication (MFA) Implementation
- Deployment and management of EDR (Endpoint Detection & Response)
- Security Awareness Training, Phishing Simulations, and Tabletop exercises







We would love to discuss how we can help your business adapt and thrive in todays ever changing technology and cybersecurity landscape.

- ▶Give us a call, visit our website, reach out to us on LinkedIn, or send us an email.
- ▶sns.com
- ▶603-444-8400
- ▶sales@sns.com



Session 1: Federal Update

Seamus Dowdall, Legislative Director, National Association of Counties (NACo)



PRESENTATION AGENDA



TRACKING TRUMP ADMIN ACTIONS



FY2025 APPROPRIATIONS



TAX REFORM



2025 FARM BILL



RURAL BROADBAND



DISASTER RESILIENCE



PERMITTING AND LAND USE



2025 NACo Federal Policy Update

Stronger Counties. Stronger America.

Our Mission

Strengthen America's Counties

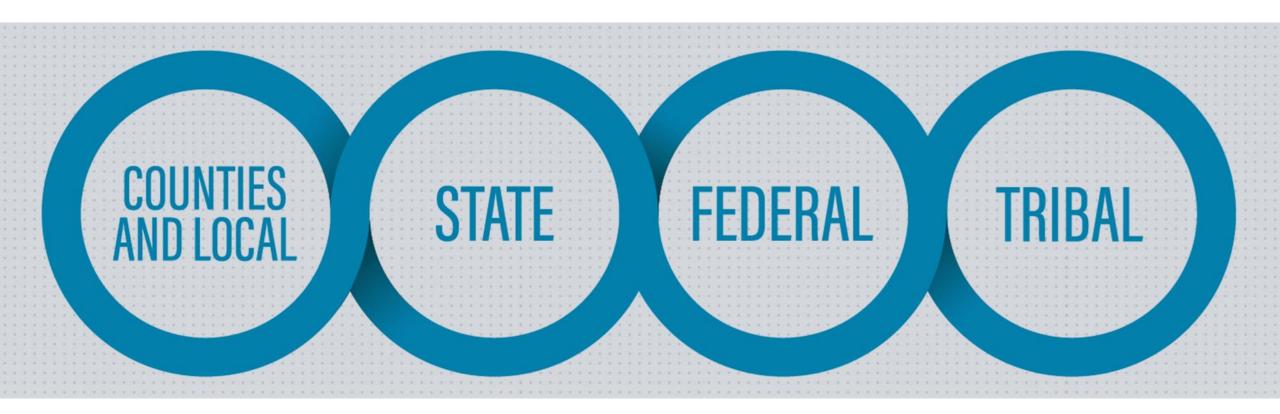
Our Vision

Healthy, safe and vibrant counties across America

Across America, there are:

- 3,069 counties, parishes and boroughs across the country
- 3.6 million county employees
- 319 million county residents
- 40,000 county elected officials

Role of NACo and America's Counties in our Intergovernmental System





2025 NACo POLICY PRIORITIES



- 1. Advocate for a fair and flexible tax policy framework that safeguards local revenue sources and flexibility for essential county services—such as preserving the tax-exempt status of municipal bonds and restoring the full deductibility of state and local taxes
- 2. Pass a bipartisan, multi-year farm bill with the inclusion of county priorities
- **3. Foster bipartisan support for direct federal investments through county governments**, enhancing local investments in essential infrastructure, services and community resilience
- 4. Promote better outcomes in behavioral health, homelessness and criminal justice systems by modernizing exclusionary policies that restrict local innovation and investment while enhancing incentives and flexibility to support cross-sector collaboration
- 5. Support counties with federal public lands by fully funding Payments in Lieu of Taxes and the Secure Rural Schools program while also promoting active management, restoration and revenue sharing on federal lands
- 6. Promote county priorities and local decision-making in land use, environmental stewardship and energy development in federal rulemaking
- **7. Enhance the nation's disaster mitigation, response and recovery efforts** by strengthening intergovernmental partnerships, modernizing federal disaster policies and building local capacities
- 8. Expand federal flexibility, incentives and resources to empower county investments, policies and services that support at-risk and vulnerable residents, enhance economic opportunities and workforce readiness and address the housing affordability and accessibility crisis
- **9. Ensure access to affordable, reliable and inclusive technology solutions** —including high-speed internet and emerging AI technologies while preserving local decision-making, strengthening cybersecurity and fostering innovation to improve county services
- 10. Maintain election integrity and strengthen election worker safety.



FIRST 100 DAYS: CABINET NOMINATIONS



- Tulsi Gabbard U.S. National Intelligence Director
- Robert Kennedy Jr. U.S. Department of Health and Human Services
- Brooke Rollins U.S. Department of Agriculture
- Lori Chavez-DeRemer U.S. Department of Labor
- Linda McMahon U.S. Department of Education
- Howard Lutnick U.S. Department of Commerce
- Scott Turner U.S Department of Housing and Urban Development
- · Pam Bondi U.S. Attorney General
- Russ Vought Office of Management and Budget
- Scott Bessent U.S. Department of Treasury
- Doug Burgum U.S. Department of Interior
- Sean Duffy U.S. Department of Transportation
- Pete Hegseth U.S. Department of Defense
- Kirsti Noem U.S. Department of Homeland Security
- Marco Rubio U.S. Department of State
- Lee Zeldin Environmental Protection Agency Administrator
- Chris Wright U.S. Department of Energy
- John Ratcliffe Central Intelligence Agency Director

THREE ADDITIONAL CABINET-LEVEL NOMINEES HAVE BEEN **CONFIRMED BY** THE SENATE SINCE LAST WEEK





JANUARY 27 JANUARY 28 JANUARY 29 FEBRUARY 3

OMB releases memorandum direct that federal agencies pause all federal funding OMB releases
additional
guidance clarifying
which federal
agencies/programs
are impacted –
Those that do not
align with 6
Executive Orders
released by Trump
Administration

Federal judge temporarily blocks federal funding pause memorandum until Feb. 3 OMB rescinds federal funding pause memorandum, citing EOs are still in place

Temporary block expires and federal judge decides to maintain block on federal funding pause

FIRST 100 DAYS: DIRECT COUNTY INVESTMENTS



- Airport Improvement Program
- Consolidated Rail Infrastructure and Safety Improvements (CRISI)
- Federal Lands Access Program
- Transportation Infrastructure Finance and Innovation Act (TIFIA) Program
- FTA Capital Investment Grants
- Rail Crossing Elimination Grant Program
- Federal Transit Formula Grants
- Formula Grants for Rural Areas and Tribal Transit Programs
- Federal-State Partnership for Intercity Passenger Rail (FSP) Grant
- Essential Air Service
- Small Community Air Service Development Program
- National Infrastructure Investments Program (RAISE/BUILD/TIGER)
- Rural Surface Transportation Grant Program
- Nationally Significant Freight and Highway Projects (INFRA) Program
- National Infrastructure Project Assistance
- Safe Streets for All Program
- Reconnecting Communities
- Port Infrastructure Development Program
- Passenger Ferry Grant Program
- Good Neighbor Authority
- State and Private Forestry Hazardous Fuel Reduction Program
- Rural e-Connectivity Pilot Program (ReConnect Loan and Grant Program)
- Human Services grants in 10 states.

- Community Connect Grant Program
- Secure Rural Schools and Community Self-Determination
- Direct Subsidy Bonds (Build America Bonds, Qualified Zone Academy Bonds and Qualified School Construction Bonds)
- Digital Equity Competitive Grant Program
- Broadband Equity, Access, and Deployment (BEAD) Program
- Broadband Infrastructure Program
- Middle Mile (Broadband) Grant Program
- State and Local Cybersecurity Grant Program
- Universal Service Fund Schools and Libraries
- Universal Service Fund Lifeline Program
- · Weatherization Assistance Program for Low-
- Income Persons (WAP)
- Energy Efficiency and Conservation Block Grant (EECBG)
- Clean School Bus Program
- Clean Heavy-Duty Vehicles Program
- Clean Ports Program
- Climate Pollution Reduction Grants
- Healthy Communities Grant Program
- Reducing Lead in Drinking Water Grant Program
- Drinking Water System Infrastructure Resilience and Sustainability Program
- Clean Water State Revolving Fund (CWSRF)
- Drinking Water State Revolving Fund (DWSRF)
- Brownfields Program
- Water Infrastructure Financing and Innovation Act (WIFIA) Program

2025 NACo Federal Legislative Update





What Are Expenditures?

All amounts of money paid out by a government during its fiscal year, excluding debt retirement, investment purchases, loans, and intra-governmental transfers.

These include:

- Community Health and Human Services
- Public Safety
- Education
- Public Amenities (e.g.: parks, libraries, etc.)
- Transportation and Infrastructure

\$743
BILLION

Total county expenditures in 2022.

Money being used to deliver

essential services to our

communities.

2017 Figure: Over \$600 billion





	2022 Figure	2017 Figure	
Health and Human			
Services	More than \$193 billion	\$163 billion	
Infrastructure			
Expenditures	More than \$146 billion	\$134 billion	
Justice and Public Safety	More than \$124 billion	\$107 billion	
Educational Expenditures	More than \$121 billion	\$103 billion	
Transportation	More than \$60 billion	More than \$60 billion	
Administrative			
Expenditures	\$29 billion	More than \$22 billion	
Sewerage and Solid Waste			
Management	More than \$26 billion	More than \$22 billion	
Public Amenity			
Expenditures	More than \$22 billion	\$20 billion	
Financial Expenditures	More than \$20 billion	More than \$20 billion	
Housing and Community			
Development	\$17.7 billion	\$12.8 billion	
Utilities	\$17.6 billion	\$16.3 billion	

COUNTY INVESTMENTS HAVE INCREASED OVER THE LAST FIVE YEARS. MAJOR INVESTMENT CATEGORIES INCLUDE:

- Health and Human Services
- Infrastructure
- Justice and Public Safety
- Education

OTHER TRUMP ADMIN EXECUTIVE ORDERS WE'RE TRACKING

Declaring a National Energy Emergency; Unleashing American Energy; Unleashing Alaska's Extraordinary Resource Potential

Would expedite the permitting of energy, critical minerals projects on federal lands, expedite liquified natural gas
 (LNG) projects; rescind Biden Admin restrictions of oil/gas production on federal lands

Regulatory Freeze Pending Review

Halts issuance of any new rule or regulation for 60 days

Hiring Freeze; Return to in-Person Work

- "No Federal civilian position that is vacant at noon on January 20, 2025, may be filled, and no new position may be created except as otherwise provided for in this memorandum or other applicable law."
- Exempts military, national security, immigration enforcement
- o Institutes 5-day in-office policy for all federal employees (a few marginal exceptions

Delivering Emergency Price Relief for American Families and Defeating the Cost-of-Living Crisis

 Orders executive branch agencies to "deliver emergency price relief, consistent with applicable law, to the American people and increase the prosperity of the American worker." READ deregulate the market to alleviate supply-side constraints

■ Immigration Policy

Expands efforts/authorities to detain and remove undocumented immigrants; Reinstates "Remain in Mexico"
 Policy; Strengthens partnerships between federal immigration enforcement and local law enforcement, Ends birthright citizenship; Indefinitely pauses all refugee admissions, designates certain cartels as Foreign Terror Organizations





FY2025 APPROPRIATIONS: WHERE ARE WE NOW?

APPROPRIATIONS TO-DO LIST:

Introduce, debate and pass all 12 appropriations bills by March 14

OR

- Pass a reconciliation package including FY25 approps bills plus other priorities
- Pass another short-term Continuing Resolution (CR) to extend deadline
- Pass a CR for the rest of the year
- Allow a federal government shutdown

Current Funding Deadlines:

- FY2024 funding was extended in Continuing Resolution passed on December 20, 2024 and expires on March 14, 2025
- National debt hit the legal limit of \$31.4 trillion on January 19. Debt limit must be increased before Treasury Department runs out of cash reserves.
 Projected deadline is June 16, 2025

Congressional GOP Strategy on Appropriations:

Use **Reconciliation Process** to pass legislative priorities in a single omnibus package, including appropriations and other major priorities

Budget Reconciliation: A special process in Congress that allows budget-related bills to pass with a simple majority in the Senate, bypassing the filibuster. It is used to adjust spending, revenue, and the debt limit, with debate limited to 20 hours.



Budget Reconciliation Process

- In its annual budget resolution, Congress sets total spending, revenues, the surplus or deficit and the public debt.
- The budget may also include reconciliation instructions. These instructions direct one or more committees to recommend changes to existing law to achieve specified changes in spending, revenues, deficits, and/or the debt limit.
- Budget reconciliation provides a fast-track process for consideration of bills to implement the policy choices embodied in the annual congressional budget resolution.
- In the Senate, reconciliation bills are subject to expedited procedures during floor consideration.



Budget Reconciliation Process

1. Pass Budget Resolution

 House & Senate approve a budget resolution with reconciliation instructions (no presidential signature needed)

2. Committees Draft Legislation

- Directed committees write legislative text to meet budget targets.
- Submissions sent to the Budget Committees for compilation.

3. House & Senate Consideration

- Reconciliation bill introduced, debated, and amended.
- Senate debate limited to 20 hours; "vote-a-rama" follows.

4. Byrd Rule Compliance

- Senate rules ensure provisions relate to revenue/spending.
- Deficit increases beyond 10 years must be offset.

5. Final Passage & Presidential Signature

- House & Senate must pass identical text with simple majorities.
- Sent to the president for approval or veto.

House Budget Blueprint - Released Wednesday, Feb. 12

Topline Numbers

- Deficit: \$4.5 trillion cap
 - 40 Expiring TCJA Provisions + other campaign promises
 - +\$900 billion
 - Growth to offset cost
- Debt Limit: \$4 trillion increase
- Mandatory Spending: \$300 billion increase
 - Armed Services Committee: \$100 billion cap
 - Homeland Security Committee: \$90 billion cap
 - Judiciary Committee: \$110 billion cap

Path Forward?

- Budget Committee consideration today
- Full House by end of month



HOUSE'S BUDGET
PROPOSAL CONTAINS

ONE BILL THAT
INCLUDES TAX CUTS,
BORDER AND
DEFENSE SPENDING
AND MANDATORY
PROGRAM SAVINGS

House Budget Blueprint - Released Wednesday, Feb. 12

Spending Cuts – Totals a \$1.5 trillion floor (\$2 trillion goal)

- Agriculture Committee: \$230 billion (SNAP)
 - County administered in 10 states
- Education and Workforce Committee: \$330 billion
- Energy and Commerce Committee: \$880 billion (Medicaid)
 - Counties contribute to Medicaid in 25 states
 - 19 mandate counties to contribute to the nonfederal share of Medicaid costs
 - 900 county-supported hospitals
- Financial Services Committee: \$1 billion
- Natural Resources Committee: \$1 billion
- Oversight and Government Reform Committee: \$50 billion
- Transportation and Infrastructure Committee: \$10 billion
 - Counties invest more than \$146 billion annually in infrastructure



HOUSE'S BUDGET
PROPOSAL CONTAINS

ONE BILL THAT
INCLUDES TAX CUTS,
BORDER AND
DEFENSE SPENDING
AND MANDATORY
PROGRAM SAVINGS

Senate Budget Blueprint

Topline Numbers

• \$342 billion in spending over 4 years/\$85.5 billion per year

Border Security: \$175 billion

Defense: \$15 billion

Coast Guard: \$17 billion

Deficit Increases/Decreases

- Agriculture: Reduce deficit by at least \$1 billion (SNAP)
- Armed Services: Increase deficit by no more than \$150 billion
- Commerce: Increase deficit by no more than \$20 billion
- Energy and Natural Resources: Reduce deficit by at least \$1 billion
- Environment and Public Works: Increase deficit by no more than \$1 billion
- Health, Education, Labor and Pensions: Reduce deficit by at least \$1 billion
- Homeland Security and Governmental Affairs: Increase deficit by no more than \$175 billion
- Judiciary: Increase deficit by no more than \$175 billion



SENATE'S
RECONCILIATION
PLAN CONTAINS **TWO**BILLS WITH THE
FIRST FOCUSING ON
BORDER AND
DEFENSE SPENDING

KEY PROVISIONS OF THE 2017 TAX CUTS AND JOBS ACT EXPIRE ON DECEMBER 31, 2025

Now that the election is over, what we know is that:

1. President Trump will look to extend or make permanent his first administration's signature legislation

2. One of the FIRST items on the 119th Congress' to-do list is a tax package

3. Congressional Republicans will likely look to use the <u>budget reconciliation</u> <u>process</u> to pass a tax reform package



THE 2017 TAX LAW: WHAT WAS IN IT?

Marginal Tax Rates & Brackets	lowered marginal rates for most income brackets	31-Dec-25
Standard Deduction	expanded to \$12,000 per single filer, \$24,000 for joint filer	31-Dec-25
SALT Deduction	\$10,000 cap on state and local tax deduction (previously uncapped)	31-Dec-25
New Markets Tax Credit	Businesses and corporations receive tax credit for investment in low-income communities	31-Dec-25
Child Tax Credit	expanded \$2,000 tax credit (previously \$1,000 - ARPA increased to \$3,600)	31-Dec-25
Advance Refunding Bonds	eliminated tax-exempt status of advance refunding bonds	N/A (permanent)



TAX REFORM IN THE 119TH CONGRESS: COUNTY PRIORITIES

County tax package priorities can be divided in 2 buckets:

County Authorities & Operations

- Preserve and modernize municipal bonds
- Restore the SALT deduction
- Preserve IRA clean energy tax credits available for elective pay
- Disproportionate share hospital payments

Serving our Communities & Residents

- Extend the expanded Child Tax Credit (CTC) and Child and Dependent Care Tax Credit (CDCTC)
- Restore the Low-Income Housing Tax Credit (LIHTC)
- Extend the New Markets Tax Credit
- Create Single-Family Homeownership Tax Credit



TAX REFORM IN THE 119TH CONGRESS: WHAT DO WE EXPECT?

"CBO and JCT have estimated extension to cost \$4.6 trillion over 10 years if not offset"

THIS MEANS THAT CONGRESS COULD LOOK TO ADDITIONAL REVENUE GENERATORS TO OFFSET THE HIGH PRICETAG, INCLUDING LIMITING OR ELIMINATING THE TAX-EXEMPT STATUS OF MUNICIPAL BONDS

- 1. Eliminating or limiting the tax-exempt status of municipal bonds has been proposed as a spending offset or to address the deficit over the past decade
- 2. The TCJA eliminated the tax-exempt status of bonds issued to advance refund existing bonds
- 3. The CBO has estimated eliminating the tax-exempt status of municipal bonds as generating approx. \$350 billion for the federal government over 10 years



NACo Advocacy Materials on tax-exempt municipal bonds



OTHER KEY COUNTY PRIORITIES

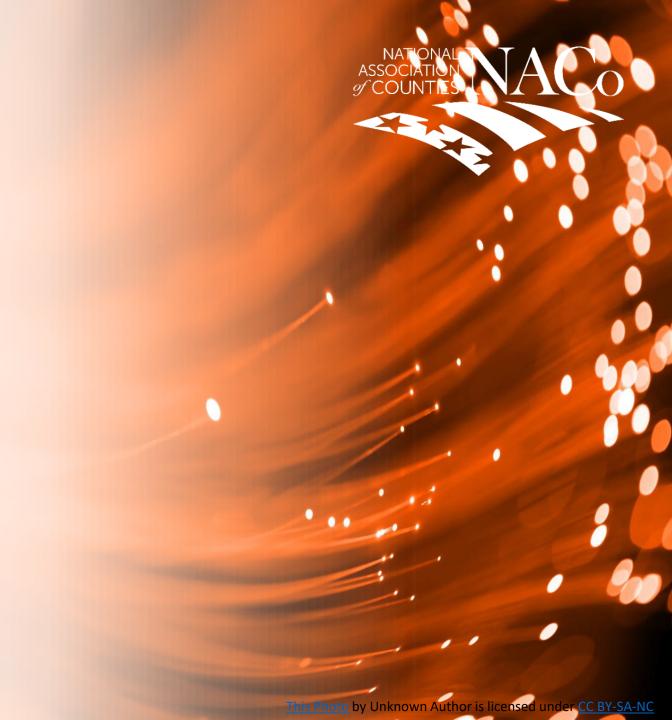




AMERICAN RESCUE PLAN ACT UPDATE

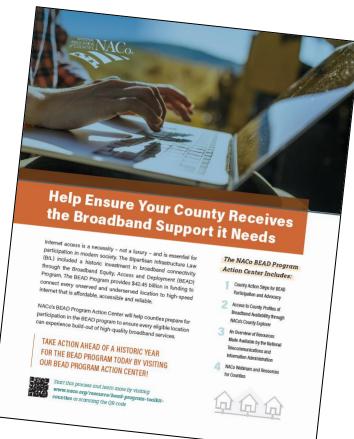
- ARPA State and Local Fiscal Recovery Fund provided \$65.1 billion in direct, flexible funding to every county, parish and borough in U.S.
- Funds have already been obligated from U.S. Treasury to prime recipients (counties)
- County obligation deadline was Dec. 31, 2024
- Clawbacks can **only** hapen on the federal level i.e. rescinding unobligated funds from U.S. Treasury, <u>NOT</u> from prime recipient level
- Counties should continue investing obligated ARPA funds <u>ahead of the</u>
 <u>Dec. 31, 2026 expenditure deadline</u>

TELECOMMUNICATIONS AND TECHNOLOGY



NACO LEGISLATIVE PRIORITIES ON BROADBAND IN 119TH CONGRESS

- Continuation of the Broadband, Equity, Access and Deployment (BEAD) program and other federal broadband infrastructure deployment programs
- Securing new funding and authorization of a permanent broadband affordability program at the federal level
- Securing funding for next-generation 911 technology deployment for public safety answering points across the country
- Improve the Federal Communications Commission's national broadband and cellular maps to ensure unserved and underserved locations are accurately reflected
- Reauthorization of the First Responder Network Authority before the agency's sunset date in 2027
- Preservation of the final year of funding for the State and Local Cybersecurity Grant Program (SLCGP)
- ...and more.





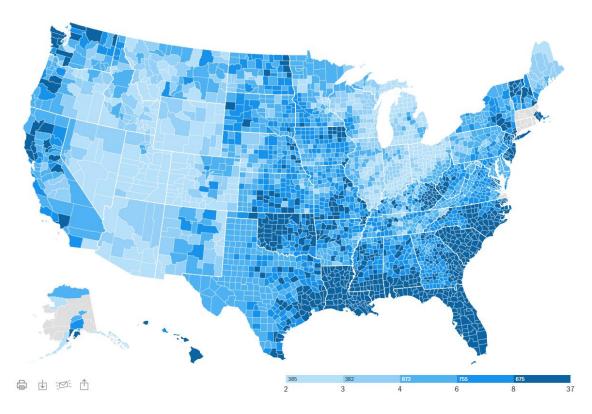




DISASTER RESILIENCE: THE COUNTY STAKE

- All disasters start and end locally, with county officials on the frontlines of disaster mitigation, response and recovery
- Nearly 900 counties receive at least one federal major disaster declaration each year, with many receiving multiple
- Counties are major owners and operators of infrastructure including 44 percent of public road miles, 38 percent of the National Bridge Inventory, 960 public hospitals, more than 2,5000 jails and a third of the nation's airport
- Counties are not just stakeholders but intergovernmental partners that share the responsibility of protecting our nation from all types of disasters – and the level of government that is most reliant on property values for revenue

2013 – 2022 Number of Major Disaster Declarations by County





COUNTY PRIORITIES FOR DISASTER RESILIENCE

Mitigation & Preparedness

- Explore local practices and innovations including intergovernmental and multi-sector partnerships that improve disaster mitigation.
- Explore options for better federal partnerships:
 - Direct technical support
 - Reduced administrative burdens
 - Enhanced federalcounty collaboration

Response

 Enhance the existing framework for federal, state, tribal and local partners to collaborate in a transparent and trusted manner in disaster response efforts

Recovery

- Streamline recovery programs
- Increase transparency on reimbursements to reduce administrative burdens
- Speed up assistance to affected counties.

Federal Advocacy Priorities for 119th Congress:

- Reauthorize and reform the National Flood Insurance Program (NFIP)
- Increase Transparency in FEMA's Public Assistance (PA) Program
- Create Universal Disaster Assistance application for county residents



NACO INTERGOVERNMENTAL DISASTER REFORM TASK FORCE

Call to Action:



- 1. Partner with a new Administration and Congress, along with other intergovernmental partners, to reform long-standing inadequacies in our nation's federal disaster system
- 2. Elevate national awareness of the roles, responsibilities and challenges facing county governments in ensuring the safety and wellbeing of our communities against natural disasters
- 3. Advance NACo's policy advocacy agenda, such as reauthorization and reform of the National Flood Insurance Program (NFIP), increased transparency on FEMA's Public Assistance Program, codification of the Community Development Block Grant Disaster Recovery Program and creation of a universal disaster application for impacted residents
- **4. Foster a cohesive intergovernmental strategy** to improve and enhance disaster mitigation, response and recovery

PERMITTING REFORM



PERMITTING REFORM

Legislative landscape on permitting and NEPA reform

- Annually, counties invest over \$130 billion in public works. Federal permitting process reforms will allow for more efficient and timely development for projects our residents rely upon
- National Environmental Policy Act (NEPA): landmark federal law that requires federallyfunded infrastructure projects to undergo environmental review
- Major legislative proposals to reform federal permitting were put forward last Congress, including Energy Permitting Reform Act of 2024. No permitting reforms included in year-end legislative package

Potential Legislative Action

- GOP Priorities: Changes to environmental reviews required by NEPA, streamlining
- Dem Priorities: Transmission reform to strengthen electric grid

County Priorities for Permitting Reform

- Limit federal preemption of local authority over land use decision making
- Increase meaningful consultation with local governments throughout the planning cycle for a project



QUESTIONS?

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Audience Q & A

Please line up at a microphone to ask your question.



Association of CountiesLegislative Conference



Session 2: All About the NH Budget

Representative Mary Jane Wallner Senator James Gray

Moderated by Jim Monahan, President, The Dupont Group



Audience Q & A

Please line up at a microphone to ask your question.



Association of CountiesLegislative Conference



Session 3: Tackling Housing
Challenges: Strategies for Counties to
Lead the Way

Senator Timothy Lang

Senator David Watters

Elissa Margolin, Director of Housing Policy and Practice, St. Anselm College

Moderated by Matt Mayberry, Chief Executive Officer, NH Home Builders Association



Audience Q & A

Please line up at a microphone to ask your question.



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November 9 – 11, 2025
Omni Mt. Washington Hotel
nhcounties.org/annual-conference