



**To:** Aesthetic Medical Providers Of New Hampshire  
**From:** A10 Associates, LLC  
**Re:** A10 Monthly Activity  
**Date:** December 6, 2022

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**December**

December 5<sup>th</sup>

Checked with Representative Rhodes and OPLC on legislative text. Nothing yet filed.

December 1<sup>st</sup>

Attended AMPNH Holiday Mingle and entertained Committee Chair McGuire

December 1<sup>st</sup>

Coordinated and attended meeting with OPLC to discuss upcoming legislative session and OPLC ideas

**November**

November 30<sup>th</sup>

Lindsay traveled to New Hampshire from Georgia to staff the OPLC meeting and attend the AMPNH Holiday Mingle

November 30<sup>th</sup>

Provided legislative update to be shared during the AMPNH Holiday Mingle

November 29<sup>th</sup>

Reached out to Rep. Murray to congratulate on re-election and to request a meeting to work with AMPNH as the LSR for registration of medical spas develops (she is now a co-sponsor). Also, invited her to the AMPNH Holiday Mingle

November 23<sup>rd</sup>

Reached out to Rep. Jaci Grote to congratulate on re-election and to request a meeting to better work together during the next legislative session. Also, invited her to the AMPNH Holiday Mingle

November 23<sup>rd</sup>

Invited the following 40 legislators to the AMPNH Holiday Mingle:

Representatives Rhodes, McGuire, Pearson, Lekas, Bailey, Santonastaso, Goley, Schuett, Jeudy, Schmidt, Fellows, O'Brien, DiSilvestro, Long, Bouchard, Bouldin, Freitas, Beaulieu, McLean, Berry, Herbert, Bradley, Baroody, Wilhelm, Chretien, Cornell, Smith, Hamer, and Heath  
Senators Bradley, Ward, Ricciardi, Avard, Carson, Whitley, Soucy, Birdsell, Perkins Kwoka, Prentiss, and Rosenwald

November 22<sup>nd</sup>

Weekly check-in strategy call with AMPNH and A10 focusing on OPLC

November 18<sup>th</sup>

Phone call with OPLC regarding upcoming legislative session and continuing the collaboration

November 18<sup>th</sup>



Weekly check-in strategy call with AMPNH and A10

November 14<sup>th</sup>

Emailed the members of the House ED&A Committee to congratulate on election results if they won. Also, reached out to Senators that won their elections to congratulate them.

November 14<sup>th</sup>

A10 is coordinating 2023 outreach strategy based on election results

November 11<sup>th</sup>

Weekly check-in strategy call with AMPNH and A10

November 11<sup>th</sup>

Shared an overview of the Midterm Election and what the results mean for AMPNH

November 10<sup>th</sup>

A10 reached out to key election winners to congratulate them and continue the relationship. A10 will draft messaging to be sent by AMPNH to election winners

November 8<sup>th</sup>

Tracked the midterm elections for pertinent results that would impact AMPNH

November 4<sup>th</sup>

Weekly check-in strategy call with AMPNH and A10

## **October**

October 28<sup>th</sup>

Weekly check-in strategy call with AMPNH and A10

October 21<sup>st</sup>

Weekly check-in strategy call with AMPNH and A10

October 21<sup>st</sup>

Strategized with Tanya and Jenn regarding bad actors within the organization and discussed potential Code of Ethics or standards for the members

October 7<sup>th</sup>

Weekly check-in strategy call with AMPNH and A10

October 5<sup>th</sup>

Attended Inbloom Health and MediSpa grand opening and had Senator Carson attend. A10 sent the invitation to 42 other NH Senators and Representatives

October 5<sup>th</sup>

HB 1444 was brought before the Subcommittee, following the interim study, and the bill failed

October 1<sup>st</sup>

A10 spoke with Rep Rhodes about HB 1444 to determine actions ahead of the hearing



## **September**

September 30<sup>th</sup>

Weekly check-in strategy call with AMPNH and A10

September 27<sup>th</sup>

Followed up with OPLC on any new legislation they were drafting so AMPNH could be involved

September 23<sup>rd</sup>

Weekly check-in strategy call with AMPNH and A10

September 16<sup>th</sup>

Weekly check-in strategy call with AMPNH and A10

September 16<sup>th</sup>

Phone call with, soon to be Senate President, Jeb Bradley who was introduced to AMPNH at a NH GOP event

September 9<sup>th</sup>

Weekly check-in strategy call with AMPNH and A10

September 2<sup>nd</sup>

Weekly check-in strategy call with AMPNH and A10

## **August**

August 19<sup>th</sup>

Weekly check-in strategy call with AMPNH and A10

August 8<sup>th</sup>

Strategy call with Tanya and Jenn to discuss whether to approach other boards and associations.

August 8<sup>th</sup>

A10 followed up with OPLC following the in-person meeting in July

August 5<sup>th</sup>

Weekly check-in strategy call with AMPNH and A10

August 4<sup>th</sup>

A10 Donated to the AMPNH launch event and casino night

August 3<sup>rd</sup>

Worked with NH Senate President, Chuck Morse, to have him attend AMPNH fundraising event at LaBelle Winery.

August 1<sup>st</sup>

Reached out to the Board of Pharmacy, Board of Medicine, Board of Nursing, Board of Naturopathic Medicine and Board of Dentistry to schedule meetings



## **July**

July 29<sup>th</sup>

Call with Senator Giuda - Senator Giuda offered his support in any capacity. Agreed that any additional committees would be inefficient and unnecessary.

July 28<sup>th</sup>

OPLC Meeting - OPLC proposed writing legislation together. OPLC's goal is to do random inspections of aesthetic medical practices but are also open to inspect all types of practices doing this work including regular doctor's offices; dermatology, and dentists.

July 22<sup>nd</sup>

Weekly check-in strategy call with AMPNH and A10

July 21<sup>st</sup>

Attended the Alchemy Clinic Open House. A10 invited the following government officials to attend:

- Joyce Craig, Mayor of Manchester NH, and her Chief of Staff and Director Community Engagement
- 13 Manchester Aldermen
- 35 New Hampshire Congressmen and Senators around the Manchester area

July 15<sup>th</sup>

Weekly check-in strategy call with AMPNH and A10

July 13<sup>th</sup>

A10 met with the Republican Legislative Campaign Committee about finding a candidate to replace Rep. Jaci Grote, the original bill sponsor.

July 12<sup>th</sup>

Call with Representative McGuire – Representative McGuire is the Chair of the House Administration Committee. Rep. McGuire discussed her concerns with the original legislation and with OPLC.

July 9<sup>th</sup>

Drafted Talking points on SB330 in preparation for a call with Rep. McGuire.

July 7<sup>th</sup>

Received response from Rep. Jaci Grote regarding HB1440: Rep. Grote will be in touch later this summer with questions or concerns from the subcommittee

July 6<sup>th</sup>

Scheduled a meeting with OPLC: OPLC would like to begin laying the groundwork now so that we may work collaboratively on future legislation regarding Medical Spas.

July 1<sup>st</sup>

Weekly check-in strategy call with AMPNH and A10

## **June**

June 30<sup>th</sup>



Heard back from OPLC regarding the letter and working to schedule an in-person meeting to work together

June 29<sup>th</sup>

Invited the following government officials to the The Alchemy Clinic Open House

- Joyce Craig, Mayor of Manchester NH, and her Chief of Staff and Director Community Engagement
- 13 Manchester Aldermen
- 35 New Hampshire Congressmen and Senators around the Manchester area

June 27<sup>th</sup>

A10 drafted and shared a letter to Representative Grote (copying the ED&A House Committee, ED&A Senate Committee, Governor's office, and OPLC) regarding the inaccuracies of the Interim Study Session from Tanya/AMPNH

June 24<sup>th</sup>

Reached out to legislators involved with SB 330 to schedule calls with AMPNH

- Sen. Giuda - R
- Sen. Hennessey - R
- Sen. Watters - D
- Sen. Birdsell - R
- Sen. Avarad - R
- Sen. Rosenwald - D
- Sen. Carson - R
- Rep. Lang - R
- Rep. P. Schmidt - D
- Rep. McGuire - R

June 21<sup>st</sup>

A10 drafted and shared a letter to Representative Grote (copying the ED&A House Committee, ED&A Senate Committee, Governor's office, and OPLC) regarding the inaccuracies of the Interim Study Session from A10 Associates

June 17<sup>th</sup>

A10 is working with the RLCC and NH State Party Chairman on the Rockingham 24 District State House of Representative election to attempt to get Jaci Grote voted out of the House.

The 3 other candidates to fill the 2 seats are:

- Dennis Malloy (D), currently representing Rockingham 23 filed for Rockingham 24, serves on Ways and Means Committee with 9 years of experience in New Hampshire state house
- Wendy Stanley Jones (R), Nurse Consulting advocate for Greater Boston who has served on New Hampshire nursing board since 2019
- Marilyn Page (R)

June 16<sup>th</sup>

A10 shared the link to the Interim Study Session on HB 1444

June 16<sup>th</sup>

A10 spoke with Governor Sununu's team regarding the study session



June 3rd

A10 shared New Hampshire SB 330 (which establishes a committee to study and make recommendations relative to the OPLC and the licensure of professions under boards, councils, and commissions within the office.) to start strategy to engage with legislators on this bill

## **May**

May 24<sup>th</sup>

A link to the Interim Work Study Session discussing the Bill was sent to AMPNH. A10 watched remotely and sent outcome, notes, and next steps to AMPNH. Rep. Grote will be leading the working group on the Bill over the summer and A10 is doing outreach to keep AMPNH involved (meetings expected for late June and then again starting late August).

May 24<sup>th</sup>

A10 and Tanya attended Senator President Chuck Morse reception. AMPNH spoke with Senator Morse and thanked him for all the work he had done this legislative session. Will traveled from Boston to Hampton to attend.

May 19<sup>th</sup>

A10 was informed that the session end date was moved up from June 30<sup>th</sup> to the end of May and the date of May 24<sup>th</sup> was set for the Bill to be assigned to a Representative for the Interim Study period.

May 18<sup>th</sup>

A10 attended NH Republican Senators Spring Reception. A10, Tanya, and Jenn attended a reception in Concord with almost every republican senator present. AMPNH spoke with Senator Bradley, Carson, Ricciardi, Ward, Birdsell, and House Member Barbara Griffin who will likely join the Senate next fall. Will traveled from Boston to Concord to attend.

May 17<sup>th</sup>

A10 joined AMPNH Zoom Meeting to discuss strategy.

May 12<sup>th</sup>

A10 represented the AMPNH at Senate President Jeb Bradley's Spring reception in Concord. A10 spoke with numerous Senators including Senators Bradley, Gray, Ward, Gannon, and Carson. Will traveled from Boston to Concord to attend.

May 11<sup>th</sup>

Zoom Meeting with National Med Spa Association

May 10<sup>th</sup>

A10 attended Senator Sharon Carson's reception with Tanya. Will traveled from Boston to Concord to attend. Senator Carson is soon to be the 2nd most powerful Senator following Senator Bradley's ascension to Senate President. At the reception, Tanya spoke with Senator Ward and Grant Bosse - Deputy Chief of Staff NH State Senate.

## **April**

April 28<sup>th</sup>

A10 spoke with the Governor's Office to try to get a session end date.



April 27<sup>th</sup>

A10 attended Congresswoman Malliotakis reception in Boston and spoke about AMPNH and the future of Medical Spas. Malliotakis is a rising female star in Congress who is passionate about women's and healthcare policy.

April 25<sup>th</sup>

Connected AMPNH with David Powers to set up a PAC. A10 paid for the initial cost of the meeting.

April 14<sup>th</sup>

Worked with Representative Rhodes on dates for a potential Hill Day to have AMPNH meet with multiple Representatives and Senators in Concord. Based on the fluctuating session end date, we were unable to confirm a set date after a few weeks of communication.

April 8<sup>th</sup>

A10 spoke with the NH GOP about AMPNH and including them on any upcoming events

April 7<sup>th</sup>

Shared upcoming NH political events with AMPNH that would be beneficial to attend

## **March**

March 29<sup>th</sup>

A10 attended a fundraising reception for Senator Guida and Senator Ricciardi. Senator Ricciardi is a proponent of Medical Spas and sits on the Senate ED&A committee where any Medical Spa licensure bills would go, therefore, we want to maintain that relationship. A10 traveled from Boston to Concord to attend.

March 24<sup>th</sup>

A10 traveled from Boston to Concord to attend a reception for Senator Avard on behalf of AMPNH. Tanya and Audrey had met with him in November.

March 23<sup>rd</sup>

Invited AMPNH to meet future-Congressman Poliquin in Boston

March 22<sup>nd</sup>

A10 attended a fundraising reception for Senator Ward with Tanya. Senator Ward is a former Nurse Practitioner who has a passion for healthcare issues, especially those effecting nurses. Will traveled from Boston to Concord to attend.

March 11<sup>th</sup>

Fundraising opportunities and idea of creating a PAC were discussed between A10 and AMPNH

March 8<sup>th</sup>

A10 followed up with Representative Rhodes to thank her for all the help during the hearing and to get her understanding of how we could keep AMPNH involved as the Bill heads to Interim Study. She shared that we should continue to track and follow up in June, closer to the end of Session.



## **February**

February 25<sup>th</sup>

A10 reached out to the Subcommittee to thank them for Referring the Bill to Interim Study and to see how we could get AMPNH involved with next steps. Informed that they would be assigning the Representative to work on the Bill closer to the end of session, sometime in June.

February 22<sup>nd</sup>

Two weeks after the Bill was Referred for Interim Study, A10 reached out to Governor Sununu's policy staff to determine best next steps and get an idea of when Session would end.

February 18<sup>th</sup>

A10 reviewed the AMPNH website after it went live and sent recommendations

February 8<sup>th</sup>

The subcommittee reviewed the Bill and an update was sent to AMPNH that the Bill was Referred for Interim Study along with an explanation of what that could mean for the Bill.

February 4<sup>th</sup>

A10 tracked the subcommittees action on the Bill. Their session for February 4<sup>th</sup> was cancelled due to snow. Communication with Rep. Stephen Pearson and Rep. Rhodes continued.

## **January**

January 26<sup>th</sup>

A10 followed up with the subcommittee to get more information and keep opposition top of mind. A10 reached out to the House Clerk to get the OPLC written testimony that was not read during the hearing.

January 19<sup>th</sup>

Provided requested documentation to the Committee following AMPNH testimonies. A10 did outreach to the subcommittee that the Bill was assigned to, specifically the head of the subcommittee, Stephen Pearson.

January 18<sup>th</sup>

A10 attended the Committee Hearing with members of AMPNH to testify against the bill. Lindsay traveled to New Hampshire from Florida and Will drove from Massachusetts to be able to attend alongside AMPNH.

January 16<sup>th</sup>

A10 read draft testimonies from AMPNH members and provided feedback

January 12<sup>th</sup>

A10 reengaged with the Senators, that AMPNH had met at previous events, and asked them to be on the lookout. Senator Ward signed in opposition

January 12<sup>th</sup>

Official committee hearing date was released for January 18<sup>th</sup>. A10 communicated the logistics to AMPNH and reached out to the following committee members to let them know we would be attending in person.





- Chairman Carol McGuire(R)
- Vice Chairman Jennifer Rhodes(R)
- Clerk John Sytek(R)
- Stephen Pearson(R)
- Michael Yakubovich(R)
- Tony Lekas(R)
- Mark Alliegro(R)
- Glenn Bailey(R)
- Tom Lanzara(R)
- Matthew Santonastaso(R)
- Jeffrey Goley(D)
- Dianne Schuett(D)
- Jean Jeudy(D)
- Peter Schmidt(D)
- Kristina Schultz(D)
- Sallie Fellows(D)
- Timothy Fontneau(D)
- Michael O'Brien(D)

January 6<sup>th</sup>  
A10 call with Jenn to prep for the committee hearing

January 6<sup>th</sup>  
A10 call with Emily to prep for the committee hearing

January 5<sup>th</sup>  
A10 call with Tanya to prep for the committee hearing

January 5<sup>th</sup>  
A10 call with Nicole to prep for the committee hearing

January 5<sup>th</sup>  
A10 call with Zubin to prep for the committee hearing

January 4<sup>th</sup>  
Sent instructions on how to submit remote testimony and how to livestream the committee hearing  
Updated the MAPNH name and logo to the newAMPNH name and logo

## 2021

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### December

December 1<sup>st</sup>

A call was facilitated where Tanya and Audrey were able to discuss the proposed legislation with State Senator Ruth Ward in more detail to gain a champion on the senate side. She signed in opposition to the legislation prior to the committee hearing in January

December 3<sup>rd</sup>



A10's General Counsel, spoke with Ericka McCarron, about steps to become registered as a non-profit 501c6 and helped line up next-steps

December 9<sup>th</sup>

A10 attended Senator Ricciardi's event in Manchester, NH with Tanya and Jenn, where they were able to meet one-on-one with Governor Sununu. Jess traveled from Boston to Manchester for this event and Danny traveled from Washington DC to Manchester to attend.

December 10<sup>th</sup>

A10 drafted and shared talking points for the committee hearing to help AMPNH prepare

December 20<sup>th</sup>

Drafted opposition letter template for members of AMPNH to use to remotely submit opposition. Over 200 people used the template to submit remote testimony.

## **November**

November 3<sup>rd</sup>

In preparation for the legislative session, A10 worked with Tanya to compile scopes of practice for various medical professions and personal testimonies from AMPNH members

November 4<sup>th</sup>

A10 spoke with Representative Tony Lekas, who is on the ED&A Committee, and shared his initial thoughts with AMPNH

November 5<sup>th</sup>

A10 spoke with Representative Rhodes, Committee Vice Chair, regarding the Medical Spa Legislation coming to the Committee and shared her initial opinions with AMPNH

November 12<sup>th</sup>

Did outreach to the following members on the NH Board of Medicine and NH Board of Nursing to discover their views and what was discussed during their meeting regarding the Bill:

- David C. Conway, MD
- Michael Barr, MD
- Emily R. Baker, MD
- Richard G. Kardell, DO
- Jonathan R. Ballard, MD
- Gilbert J. Fanciullo, MD
- Susan M. Finerty, PA
- Nina C. Gardner
- Linda M. Tatarczuch
- Tracey L. Collins, DNP
- Samantha L. O'Neill
- Gene E. Harkless, DNSc
- Joni Menard, RN
- Wendy Stanley Jones, RN
- Melissa M. Tuttle, LNA



- Maureen Murtagh, LPN
- Melissa A. Underhill, LNA
- Matthew Kitsis, RN

Shared the Board Meeting Minutes with AMPNH

November 18<sup>th</sup>

Invited AMPNH members and attended RSLC (Republican State Leadership Committee) Reception in Concord, NH along with Tanya and Audrey. This provided exposure to the following NH Elected Officials, two of which would sit on the Senate ED&A Committee:

**Attending New Hampshire Elected Officials:**

Senate President Chuck Morse

Senate President Pro Tempore Sharon Carson

Senate Majority Leader Jeb Bradley

Senator Kevin Avar  
Senator Regina Birdsell  
Senator Gary Daniels  
Senator Harold French  
Senator Bill Gannon

Senator Bob Giuda  
Senator James Gray  
Senator John Reagan  
Senator Denise Ricciardi  
Senator Ruth Ward

Jess traveled from Boston to Concord for the event

November 19<sup>th</sup>

A10 had a secondary call with OPLC where Rep. Jaci Grote was brought into the conversation

**October**

October 5<sup>th</sup>

Researched origin of Bill, other state policies, etc. and drafted one-pager opposing the Medical Spa Legislation

October 10<sup>th</sup>

Created Logo for "The Medical Aesthetic Providers of NH"

October 11<sup>th</sup>

Sent one-pager to the following committee members to alert them to the pending legislation because the Bill would go to their committee first. Also, reached out to the equivalent committee on the senate side, in case the Bill passed through the House:

**NH House Executive Departments and Administration Committee**

- Chairman Carol McGuire(R)
- Vice Chairman Jennifer Rhodes(R)
- Clerk John Sytek(R)
- Stephen Pearson(R)
- Michael Yakubovich(R)
- Tony Lekas(R)
- Mark Alliegro(R)
- Glenn Bailey(R)
- Tom Lanzara(R)
- Matthew Santonastaso(R)
- Jeffrey Goley(D)
- Dianne Schuett(D)



- Jean Jeudy(D)
- Peter Schmidt(D)
- Kristina Schultz(D)
- Sallie Fellows(D)
- Timothy Fontneau(D)
- Michael O'Brien(D)

#### **NH Senate Executive Departments and Administration**

- Chair Sharon Carson(R)
- Vice Chair John Reagan(R)
- Denise Ricciardi(R)
- Kevin Cavanaugh(D)
- Suzanne Prentiss(D)

October 12<sup>th</sup>

Engaged with OPLC and requested a meeting regarding the issue  
Engaged with Governor Sununu and his policy team on the topic  
Began scheduling a meeting with Committee Chair, Carol McGuire

October 13<sup>th</sup>

Engaged with HHS regarding the issue (John Williams, Legislative Director, and Doreen Shockley, Legislative Director for Licensing and Certification)  
Edited one-pager based on feedback from OPLC  
Sent AMPNH an updated version of the Bill

October 14<sup>th</sup>

Reworked one-pager with edits from AMPNH

October 19<sup>th</sup>

A10 facilitated a call with OPLC to try to get origin and background on the medical spa legislation, from their perspective. Lindsey Courtney (Executive Director), Joseph Shoemaker (Director, Division of Licensing and Board Administration), Jason Richard (Business Administrator), and Jessica Kallipolites (Director, Division of Enforcement) of OPLC were on the call.

October 22<sup>nd</sup>

OPLC and bill-sponsor, Rep. Grote, spoke and reached out to A10 to be updated on AMPNH's position on the bill. We welcomed a call to discuss further.