

Christopher Shea

From: Barry Glennon <Barry.Glennon@SOS.NH.GOV>
Sent: Wednesday, May 13, 2020 11:01 AM
To: Susan Almy
Cc: Christopher Shea; Paula Penney
Subject: FW: Revenue Update N.H. Bureau of Securities Regulation

Dear Representative Almy:

Christopher Shea asked that I provide you with an update relative to anticipated Securities revenue for the remainder of FY 2020 and FY 2021.

As of May 12, revenue from securities registrations and securities licensing is currently \$40.7m. Our plan for FY 2020 is \$43m. While the Covid-19 pandemic has temporarily delayed agent testing and related licensing revenue as well a hard copy submission of mutual fund renewal registrations, we anticipate activity to resume as industry professionals and firms return to regular operations in June, and will meet plan. With regard to FY 2021 revenue, our projections remain as originally reported to Way and Means as level at \$43m.

Should you have any questions, please do not hesitate to contact me, or through Mr. Shea.

Sincerely,

Barry Glennon
Director
N.H. Bureau of Securities Regulation
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Barry.Glennon@sos.nh.gov

From: Christopher Shea [mailto:Christopher.Shea@leg.state.nh.us]
Sent: Wednesday, May 06, 2020 2:48 PM
To: Barry Glennon
Cc: Susan Almy; Susan Almy
Subject: FW: Revenue Update

Hi Barry

As you might recall, Rep Almy would like your best estimate of Securities Revenue for the remainder of FY 2020 and for FY 2021 by May 15. Please include me on any emails you send related to your revenue estimates.

If you have any questions please feel free to contact me.

Christopher Shea
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