

December 6, 2021

The Honorable Jeanne Shaheen  
Member  
United States Senate Committee on Appropriations  
Washington, DC 20510

Dear Senator Shaheen,

We, the undersigned seasonal businesses and trade associations, on this letter urge Senator Shaheen to cosponsor S. 2443, also known as the Graham Manchin bill. This bill would alleviate the crippling labor shortages faced by New Hampshire's seasonal businesses by modernizing the H-2A program to include aliens engaged in seafood processing, horticultural commodities and the care of horses. It would move approximately 60% of the current demand on the H-2B program to the uncapped H-2A program. This would be of benefit to all of New Hampshire's seasonal businesses, no matter if one is moved to H-2A or remains in the H-2B program.

New Hampshire's seasonal businesses are suffering from a critical and crisis level labor shortage. A recent report by the career site CareerCloud ranked New Hampshire as the second most affected state by the labor shortage.<sup>1</sup> The New Hampshire Employment Security's 2021 Economic Analysis Report determined that "the geographic location of these jobs and the seasonal availability of younger adults are just some of the issues exacerbating labor shortages (in NH)."<sup>2</sup> Seasonal businesses have resorted to sign on bonuses, referral bonuses, wage increases and additional vacation time but the incentives have produced few applicants.

In FY21, thirty-seven New Hampshire businesses applied for 725 H-2B workers at an average wage of \$15.77 an hour. However, these numbers do not paint the picture of the true demand for the H-2B program among New Hampshire's seasonal businesses. If the H-2B program provided certainty that those who applied would have access to the program, significantly more of New Hampshire's businesses would apply. Many of New Hampshire's seasonal businesses often cannot afford to take the risk of winning the H-2B lottery. If they lose the lottery, businesses have to absorb the \$10,000 - \$20,000 application cost. If S. 2443 is passed, we know that dozens of New Hampshire's seasonal businesses will be able to enter or re-enter the program. This will allow them to expand their hours, their product offerings and hire additional full-time, year-round American workers.

We know that you understand our plight. You have been a constant and vocal advocate of the H-2B program and for this, we are extremely appreciative. We kindly ask you to cosponsor S. 2443 and to work with Senators Graham and Manchin to attach S. 2443 to the next moving legislative vehicle. If we have to undergo another season like 2021 we are afraid there will be none of us left!

Sincerely,

---

<sup>1</sup> [States Most and Least Impacted by the Labor Shortage](#) | CareerCloud | October 12, 2021

<sup>2</sup> [Reviving New Hampshire's Workforce](#) | 2021 Economic Analysis Report | New Hampshire Employment Security | June 2021

Ski New Hampshire  
Jessyca Keeler, President  
Conway, NH

Omni Mount Washington Resort  
Josh DeBottis, General Manager  
Bretton Woods, NH

EJ Amusements of NH, Inc.  
EJ Dean  
Seabrook, NH

Granite State Fair  
Rochester, NH

Thomson Lawn Care  
Doug and Carolyn Thomson  
Concord, NH

Morin's Landscaping  
Michel Carter  
Hollis, NH

Certified Erosion Control  
David Letourneau, Member  
Goffstown, NH

Northeast Turf and Irrigation  
Jim Moreau, President  
Londonderry, NH

North Point Outdoors  
Andrew Pelkey, COO  
Derry, NH

The Naswa Resort  
Stephanie Crowley  
Laconia, NH

White Mountains Attractions Association  
Charyl Reardon, President  
North Woodstock, NH

New Hampshire Landscape Association  
Dave DeJohn, President  
DeJohn Landscaping  
Concord, NH

Akorn Landscape Inc.  
Kathy Korn  
Brookline, NH

Faulkner Landscaping & Nursery  
Steve Faulkner, Owner  
Hooksett, NH

Brochu Nursery & Landscaping  
Len and Leah Brochu  
Concord, NH

Millican Nurseries  
Ken Michael, President  
Chichester, NH

Stratham Circle Nursery  
David Short, President  
Stratham, NH

Justin Stanton  
Stanton Landscaping and Irrigation  
Nashua, NH

Piscataqua Landscaping  
Justin Gamester, President  
Eliot, ME