PROSPECTIVE STATE HOUSE LEADER TRAINING

“It’s the economy, stupid”

Why understanding the state budget is the first job of an effective legislator



OUR ECONOMY OUR FUTURE NH

REVENUE, POWER, AND THE FIGHT FOR AN ECONOMY THAT WORKS FOR EVERYONE

ROADMAP

What we will attempt to cover....

01	The New Hampshire Affordability Snapshot
02	Where Your Tax Dollars Actually Go: The Budget 101
03	How New Hampshire Raises Money
04	Who Benefited From a Decade of Tax Cuts + How Much Has It Cost Us
05	The Federal Playbook Comes for NH

You cannot lower costs for families without fixing how New Hampshire funds itself.

Every housing bill, every child care bill, every property-tax fight you'll cast a vote on **runs through one question: does the state have the revenue to act?** For a decade, the answer has been engineered to be no — not by accident, but by design.

1	**Who's hurting**	Working families paying more in property taxes and everyday costs
2	**Who caused it**	A decade of legislators who cut taxes for corporations and the wealthy
3	**Who benefits**	The largest corporations and the highest-wealth households in the state
4	**Who can fix it**	You — the next generation of State House leadership

01

The New Hampshire Affordability Snapshot

This isn't an abstraction — people feel it every day

THE ECONOMY DOMINATES NH VOTERS' CONCERNS

- **42% of NH voters name an economic issue** — affordability (15%), economy/inflation (14%), or government spending/taxes (13%) — **as the most important issue facing the country**, more than any other single category *(Saint Anselm College Survey Center, March 2026)*
- **Affordability is the #2 issue for NH Democrats** (19%) and **government spending/taxes is the #1 issue for NH Republicans** (23%) — proof this crosses party lines *(Saint Anselm College Survey Center, March 2026)*
- **73% of Granite Staters say prices have risen** in the past year; 38% say significantly *(UNH Survey Center/BIA, August 2026)*
- **59% of Granite Staters who've seen price increases blame tariffs** *(UNH Survey Center/BIA, August 2026)*

ONLY 25%

of Granite Staters think the state's economy is getting stronger. 36% say it's getting weaker.

Nearly 50%

of Granite Staters say their household finances are worse than a year ago; 40% expect them to get worse still (UNH Survey Center/BIA, June 2026)

> *"Our property tax has climbed over 50% in the last 4 years. Wages aren't climbing like that!"*
>
> — Independent voter, Manchester/Nashua area

> *"I don't understand how my electric bill has more than tripled in the past couple years."*
>
> — Republican voter, age 35–49

Granite Staters are working harder and falling further behind

Even households earning close to $100,000 a year are struggling to afford the basics. 25% can’t afford an unexpected $2k expense. This didn't happen by accident.

2x

Housing costs have roughly doubled in New Hampshire since 2015

$30,000

what child care for two kids can cost a family per year — rivaling a second mortgage

-2.1%

the decline in real median household income in NH since 2010, even as costs climbed

300%

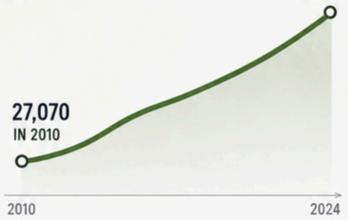
more of their income is what lowest-earning Granite Staters pay in state & local taxes, compared to the top 1%

Source: OEOF 2025 Report & 2026 Update; OEOF HB 155 Campaign Materials, drawing on Census, BLS, and ITEP data

WEALTH IS BOOMING IN NH FOR THOSE AT THE TOP



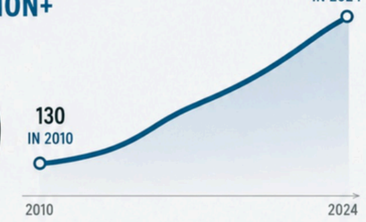
MILLIONAIRES IN NEW HAMPSHIRE



+212%
INCREASE
2010-2024



HOUSEHOLDS WORTH $50 MILLION+



+190%
INCREASE
2010-2024

SOURCE: STATE REVENUE ALLIANCE (SRA) + INSTITUTE FOR POLICY STUDIES (IPS)

OUR ECONOMY OUR FUTURE NH

→ MEANWHILE, FOR THE REST OF US...

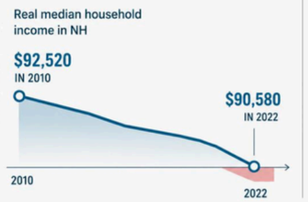
DURING THE SAME PERIOD

MEDIAN INCOME ACTUALLY FELL.





Real median household income in NH



-2.1%
DECLINE
2010-2022

AND EVEN WORSE, WORKING FAMILIES LOST $17,349 IN LEFTOVER INCOME AFTER BASIC EXPENSES IN THE SAME PERIOD.

2015
+$15,443
LEFT AFTER MAJOR ESSENTIALS

A LOSS OF
$17,349
IN ECONOMIC BREATHING ROOM

2024
-$1,906
SHORT AFTER MAJOR ESSENTIALS

NOT TO MENTION, COSTS KEEP CLIMBING EVERYWHERE ELSE.

HOUSING COSTS
HEALTH CARE COSTS
CHILD CARE COSTS
PROPERTY TAXES

THIS IS THE RIGGED ECONOMY.

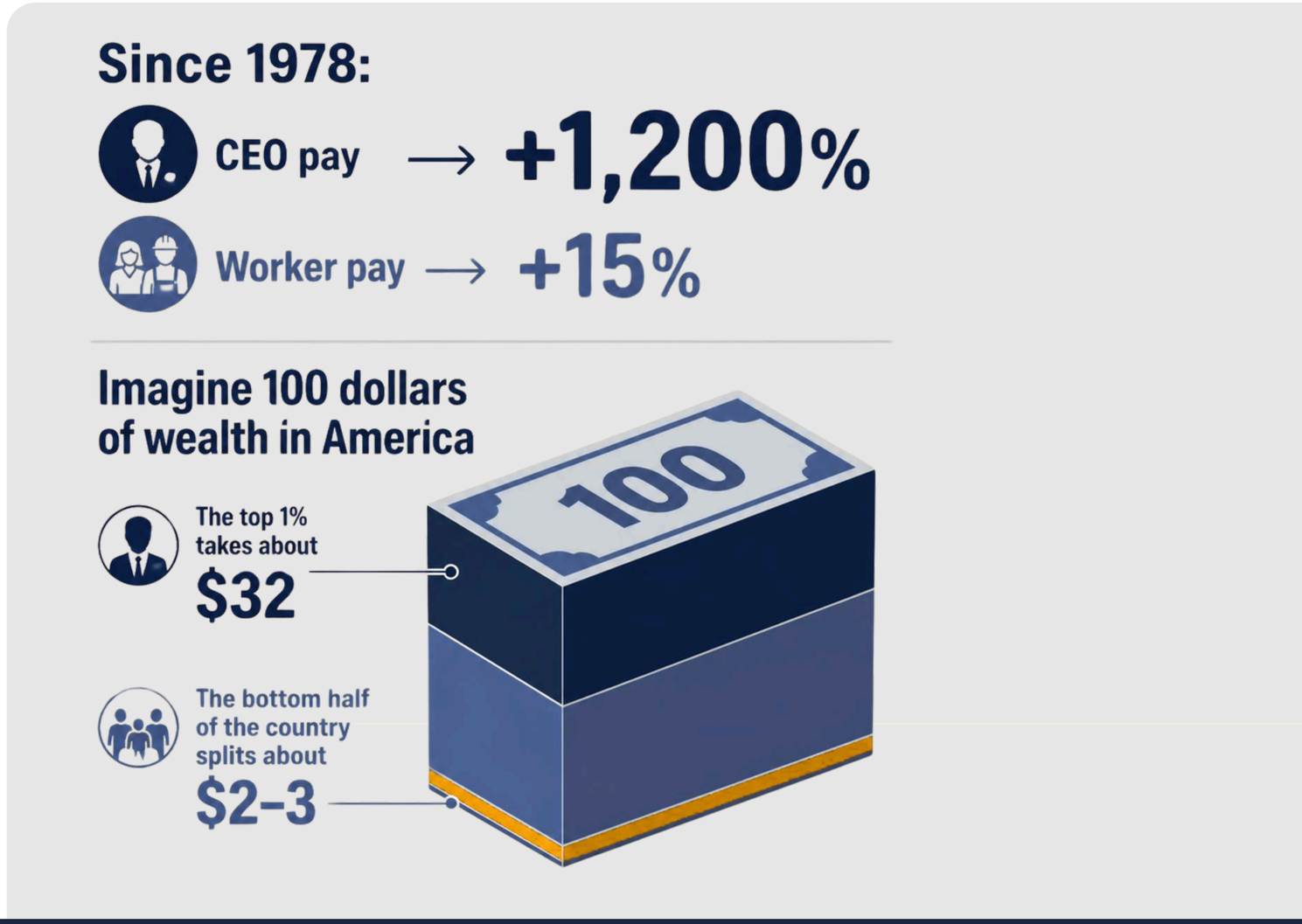
OUR ECONOMY OUR FUTURE NH

WEALTH INEQUALITY ON THE RISE

The top 1% now hold nearly 32% of all U.S. wealth, while the **bottom half of Americans hold just 2.5%.**

U.S. corporate profits after tax increased by about **250% from 2000 to 2023.**

.

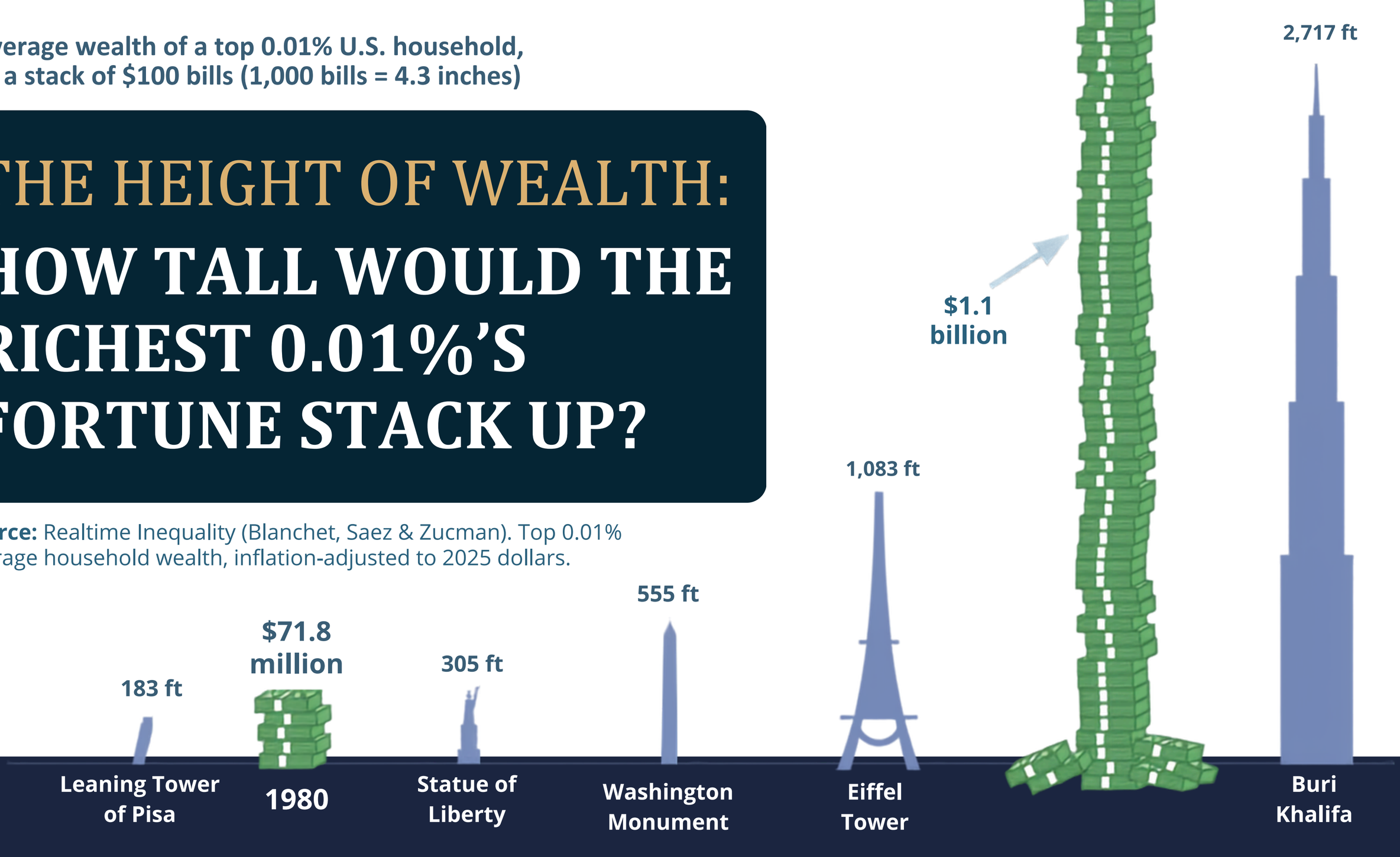


Average wealth of a top 0.01% U.S. household, as a stack of $100 bills (1,000 bills = 4.3 inches)

THE HEIGHT OF WEALTH:

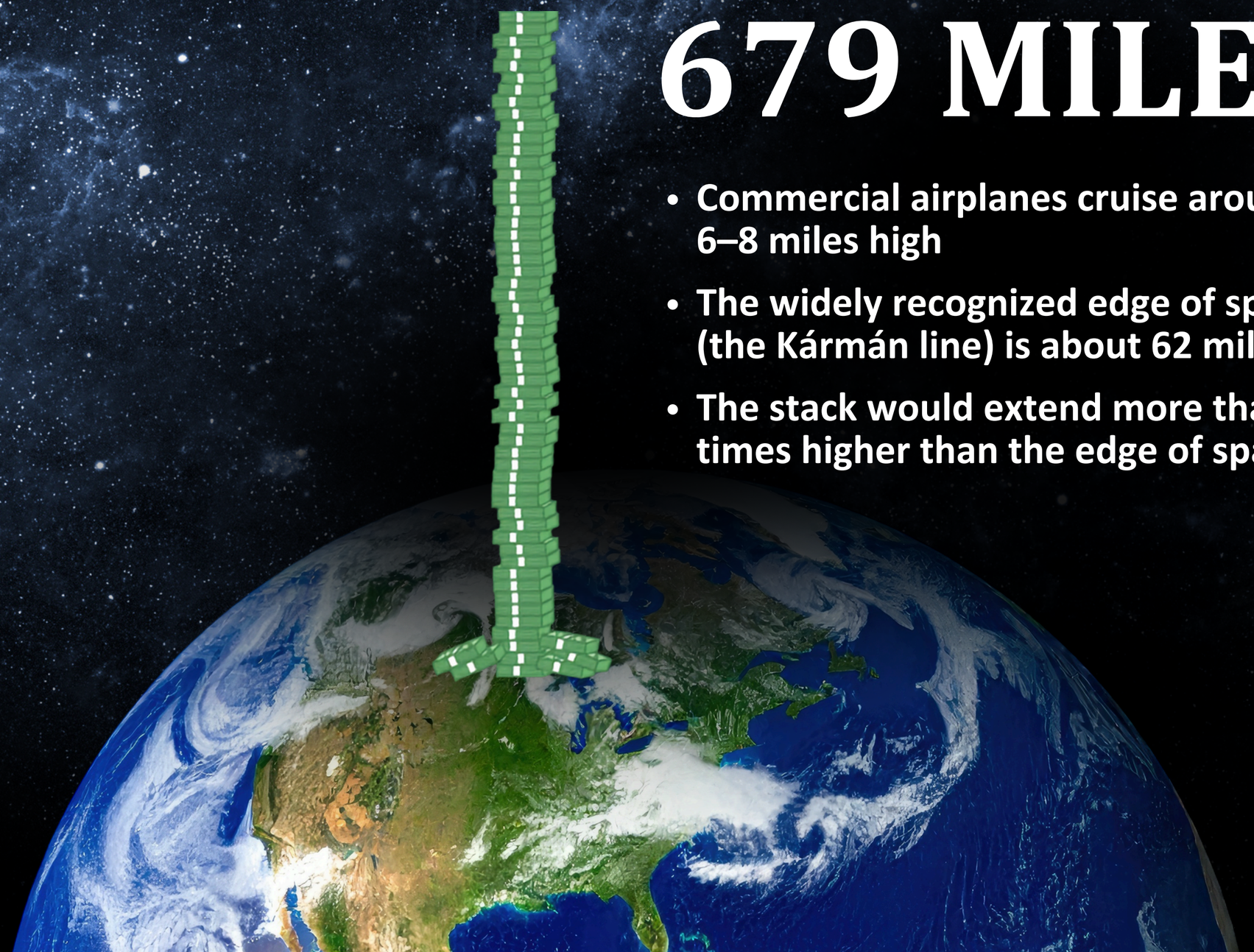
HOW TALL WOULD THE RICHEST 0.01%'S FORTUNE STACK UP?

Source: Realtime Inequality (Blanchet, Saez & Zucman). Top 0.01% average household wealth, inflation-adjusted to 2025 dollars.



679 MILES

- Commercial airplanes cruise around 6–8 miles high
- The widely recognized edge of space (the Kármán line) is about 62 miles up.
- The stack would extend more than 10 times higher than the edge of space.



02

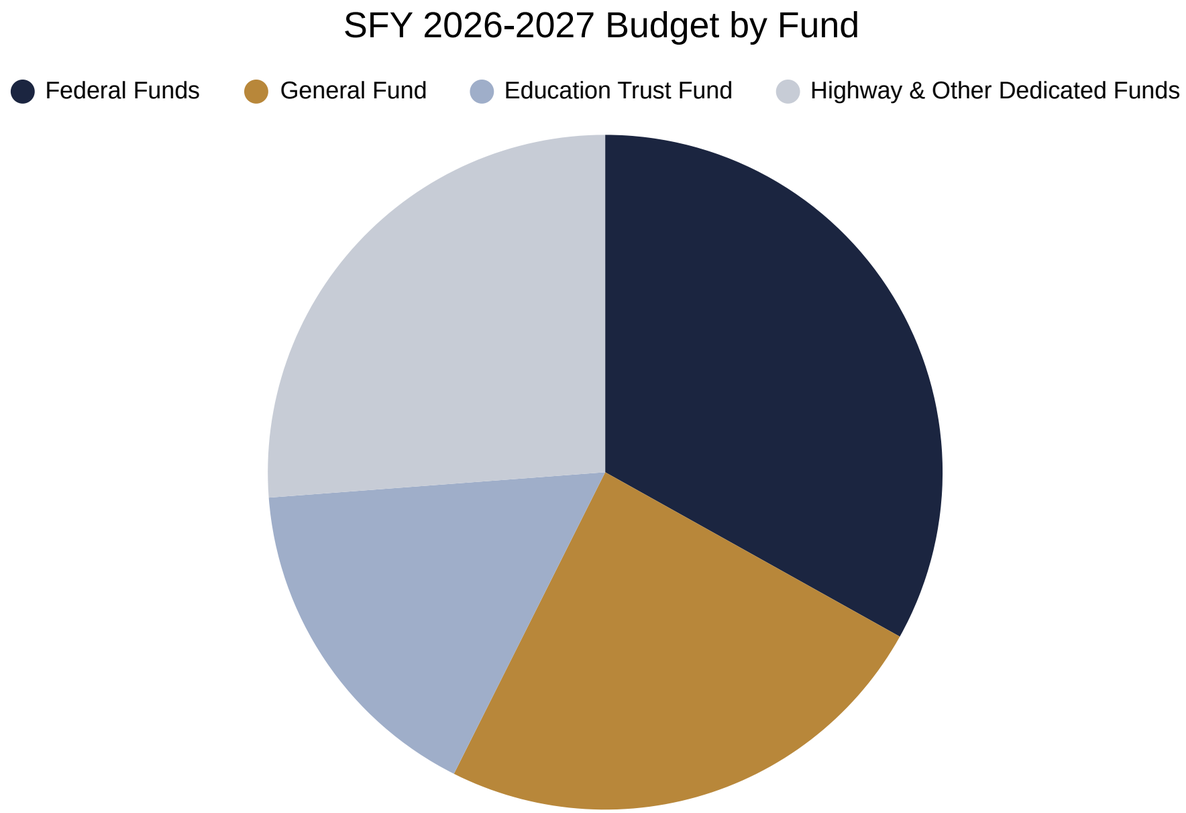
Where Your Tax Dollars Actually Go: State Budget 101

Before you can defend revenue, you need to know what it buys.

WHERE IT GOES

A $16~ billion, two-year budget — built on a patchwork of funds

New Hampshire has no broad-based income tax or sales tax. Instead, state government is funded by a mix of narrow taxes, fees, and a heavy reliance on federal dollars.



1/3 of the entire budget

is federal money — NH depends on Washington more than most realize

No income or sales tax

means NH leans harder on narrow taxes and property taxes to fill the gap

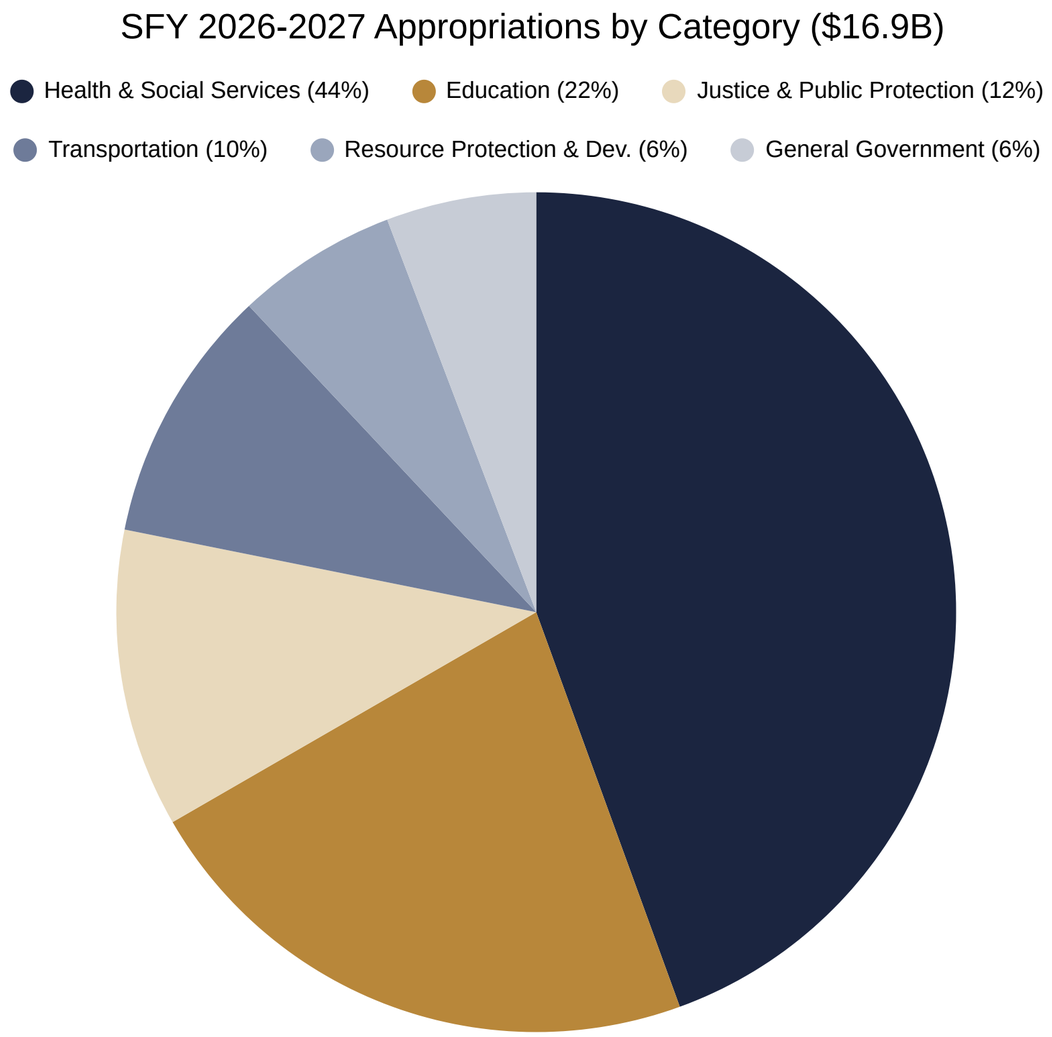
The General Fund

is the most flexible pot — and the one lawmakers fight over hardest

Source: NHFPI, The State Budget and Funding for Public Services in NH, July 2026

WHERE IT GOES

Six categories show the state's responsibilities



$7.08B goes to Health & Social Services — 44 cents of every state dollar

- **Medicaid**, older-adult and disability services, behavioral health, child protection, food assistance
- **Education (22%)** funds Adequate Education Grants, university & community college systems, EFAs
- **Justice & Public Protection (12%)** covers courts, corrections, safety, and labor
- **Transportation (10%)** and **Resource Protection (6%)** fund roads, water quality, and economic development

WHERE IT GOES

NH's budget leans on Washington more than most legislators realize

33.1%

of the entire state budget ($5.26B) comes from federal funds

$1.6B

in federal Medicaid revenue — the single largest source of state revenue, period

MEDICAID IN NEW HAMPSHIRE

168,652

Granite Staters — 11.9% of the state — get health coverage through Medicaid

$2.57B

spent on Medicaid in SFY2025, with 58% of it covered by federal funds

47%

of Medicaid enrollees are children living in low-income households

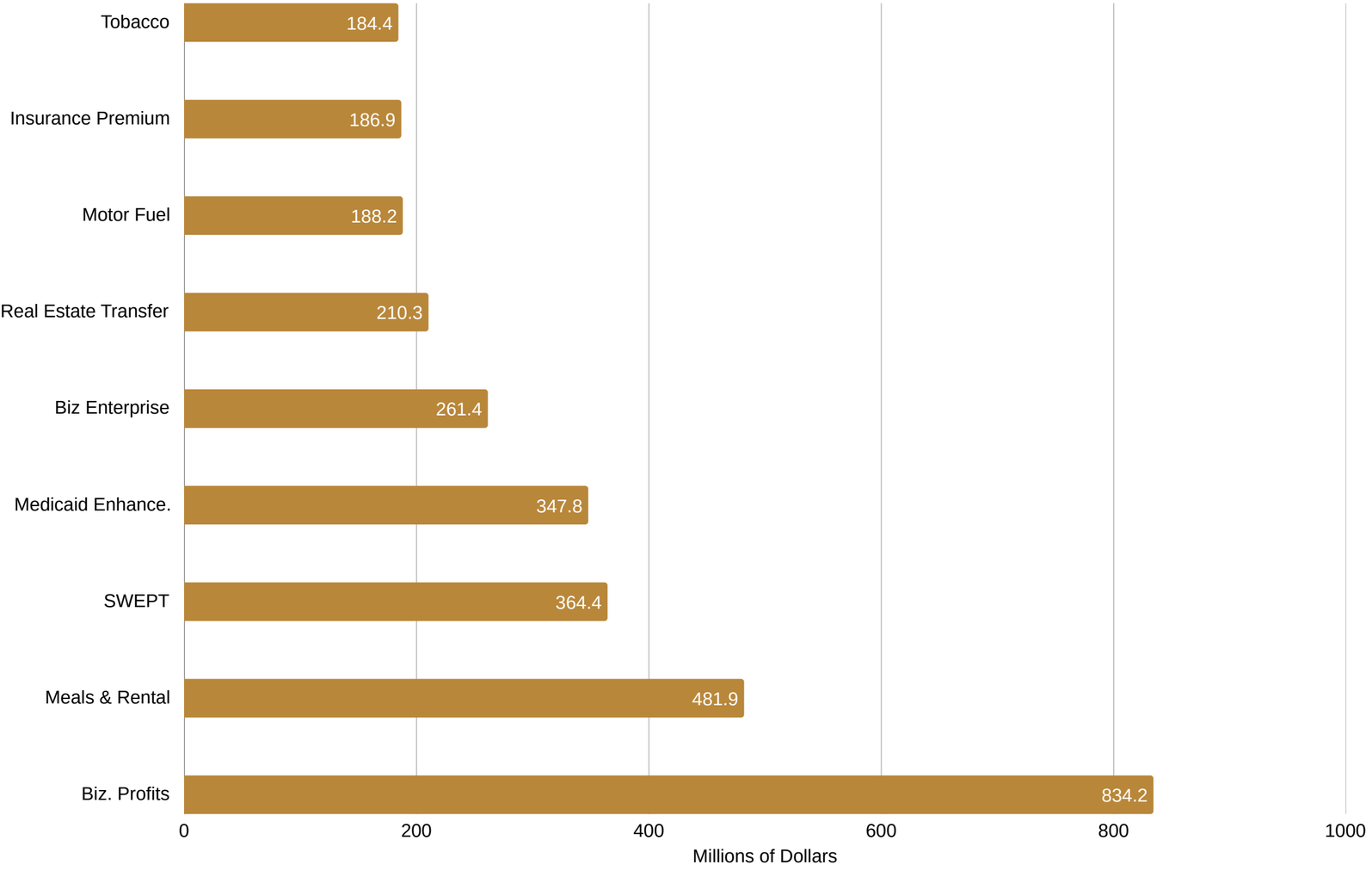
The Granite Advantage component of our Medicaid program was projected to cost about $620.8 million from that total of $2.57b. By comparison, State Budget appropriations for all education services, including aid to local public school districts, was $1.71b in State Fiscal Year 2025, and funding for State transportation operations was $771.4m.

03

How New Hampshire Raises Money

No income tax. No sales tax. So where does $16 billion come from?

New Hampshire's largest tax revenue sources



THE BOTTOM LINE

Business taxes are the single largest source of state tax revenue (36%) — highest in country, next highest? NY at 19%

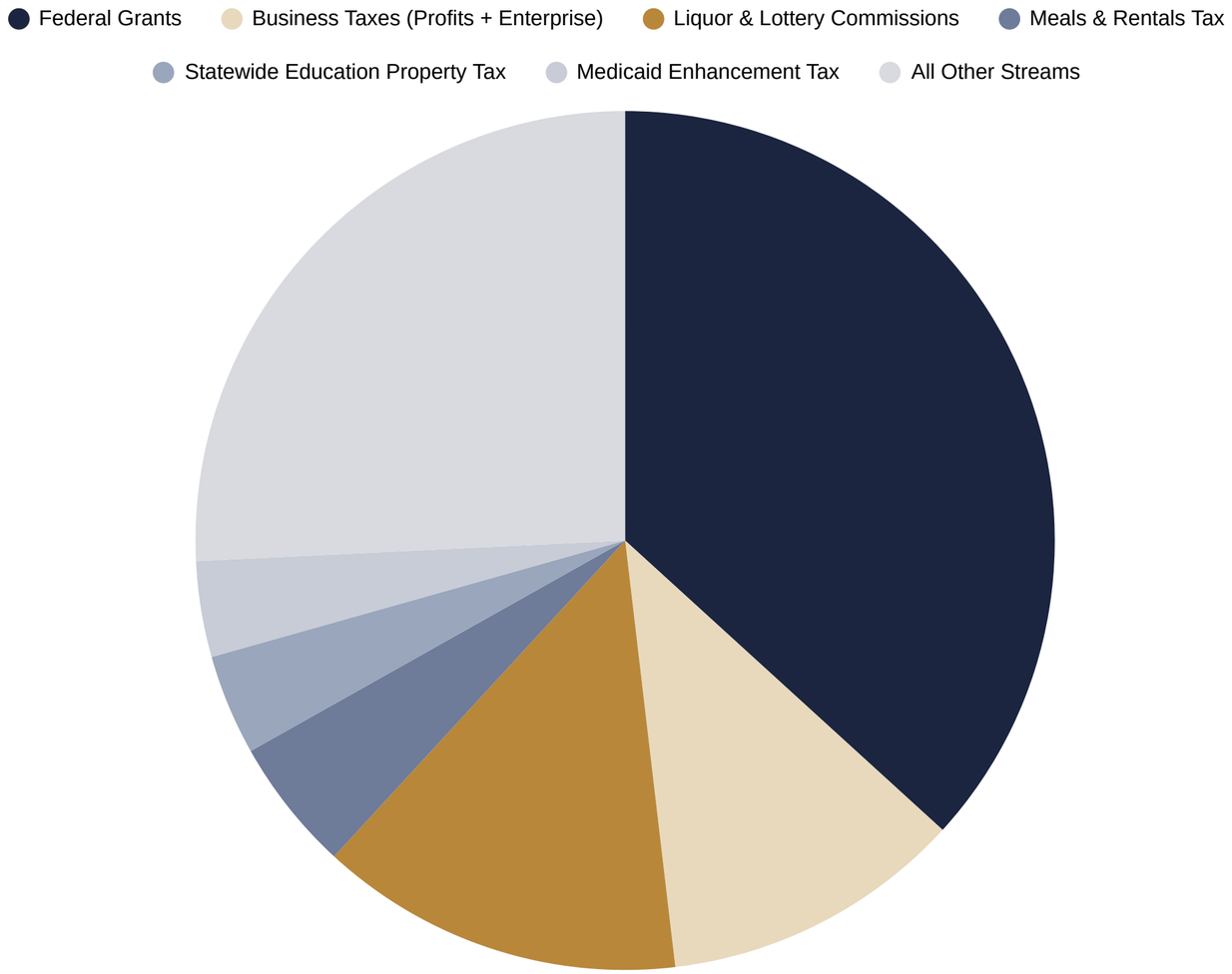
Property taxes aren't on this state list — because they're collected locally. But as you'll see, they've quietly become the shock absorber for every dollar the state chooses not to raise from corporations and the wealthy.

Source: NH Annual Comprehensive Financial Report, SFY 2025; NH Dept. of Revenue Administration

THE REVENUE PIE

Every stream that fills the state's coffers, in one picture

Governmental and Enterprise Funds, State Fiscal Year 2025 — all revenue streams combined, roughly $9.6 billion



READING THIS CHART

- **Federal Grants alone (37%) outweigh every state tax combined** — NH's budget runs on Washington as much as Concord
- **Business Profits + Business Enterprise Taxes together** are the single largest state-raised stream — and the one that's been cut every year since 2015
- **Liquor & Lottery figures are gross sales**, not profit — most of that revenue pays for running the store or the drawing, only the surplus reaches the budget
- **“All Other Streams”** bundles Real Estate Transfer, Motor Fuels, Insurance Premium, Tobacco, and dozens of smaller fees and charges

Source: NH Annual Comprehensive Financial Report, SFY 2025; NH Dept. of Revenue Administration

THE REVENUE SYSTEM: The Property Tax NH Advantage Trap

No state leans on property taxes harder than New Hampshire

When New Hampshire refuses to raise fair revenue from wealth and corporate profit, someone still has to pay for schools, roads, and public safety. That someone is the property taxpayer.

PROPERTY TAXES AS A SHARE OF ALL STATE & LOCAL TAX REVENUE

New Hampshire	**60%**
Texas	**41%**
Vermont	**39%**
New Jersey	**39%**
Rhode Island	**36%**
U.S. Overall	**27%**

FY 2022, U.S. Census Bureau, Survey of State & Local Government Finance

2ND HIGHEST IN THE COUNTRY

$3,388

in property taxes paid per person in New Hampshire — trailing only New Jersey nationwide

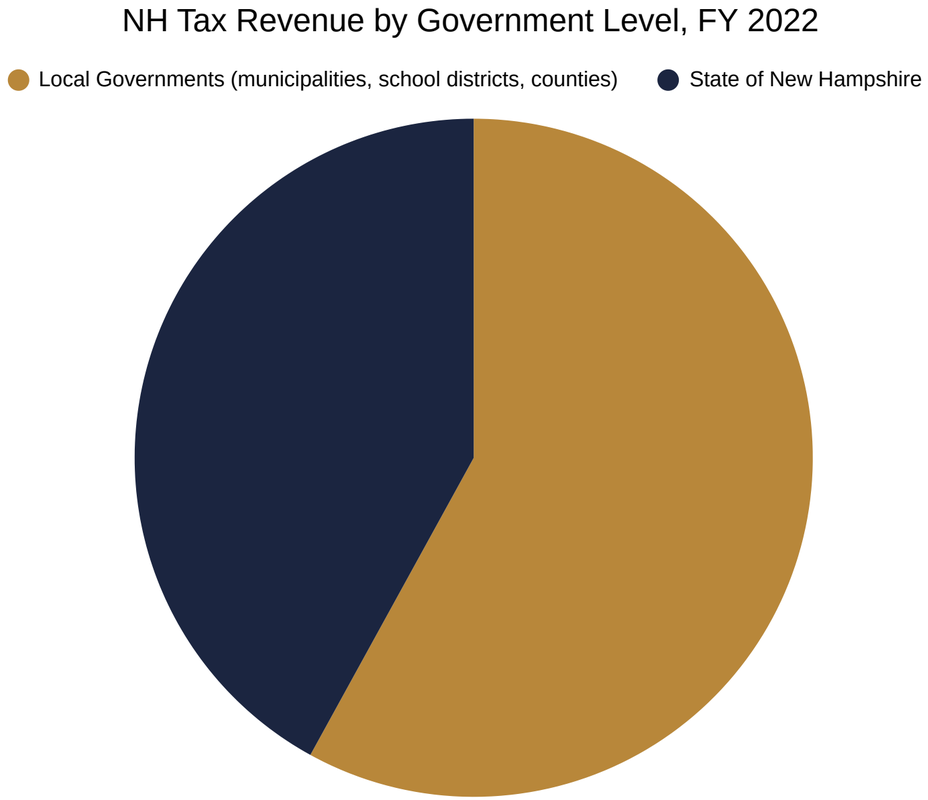
New Jersey	**$3,617**
New Hampshire	**$3,388**
Connecticut	**$3,356**
New York	**$3,314**
U.S. Overall	**$1,943**

Property Taxes Paid Per Capita, FY 2022, State and Local Taxes

THE REVENUE STREAM

Cities and towns collect more tax revenue than the state itself

Because New Hampshire pushes so much of the tax burden down to property taxes, local governments — not the state — end up raising most of the money.



59%

of ALL combined state and local tax revenue in New Hampshire comes from local property taxes alone — more than half of every tax dollar raised statewide

When Concord refuses to raise revenue from wealth and corporate profit, city and town governments are left holding the bag — and property taxpayers foot the bill.

Source: NHFPI, The State Budget and Funding for Public Services in NH, July 2026; NH Annual Comprehensive Financial Report, SFY 2025

THE REVENUE STREAM

Factor in property taxes, and NH's "low-tax" ranking disappears

New Hampshire's reputation as a tax haven only holds up if you ignore the tax that hits residents hardest.

STATE TAXES ONLY

Near the bottom

$2,514

in state taxes collected per person — among the very lowest of any state, versus a $4,412 national average. This is the number NH's “tax advantage” reputation is built on.

STATE + LOCAL TAXES COMBINED

32nd in the nation

$5,669

in combined state and local taxes paid per person, once property taxes are added back in — a jump of more than $3,100 per capita, and a fall from “lowest” to solidly middle-of-the-pack nationally

Source: NHFPI, The State Budget and Funding for Public Services in NH, July 2026; U.S. Census Bureau, Survey of State & Local Government Finances, FY 2022

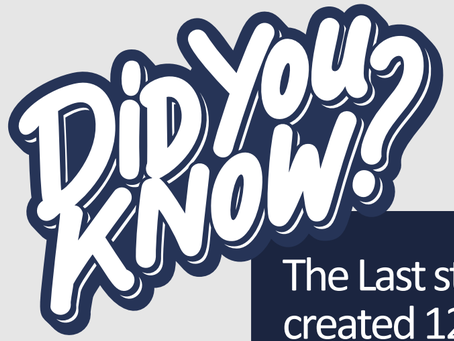
04

Who Benefited From a Decade of Tax Cuts

Who does the NH Advantage actually work for?

A decade of giveaways, one rate cut at a time

2015–2023	Business Profits Tax cut from 8.5% → 7.5%; Business Enterprise Tax cut from 0.750% → 0.550%
2019	Electricity Consumption Tax eliminated entirely
2021	Meals & Rentals Tax cut from 9% → 8.5%
2023	One-year cut to the Statewide Education Property Tax
2025	Interest & Dividends Tax — a tax on wealth — fully eliminated (you had to own millions in stocks, bonds, or investment property to really pay this tax, didn't tax retirement accounts)
2026	HB 155 attempts to cut the Business Enterprise Tax again



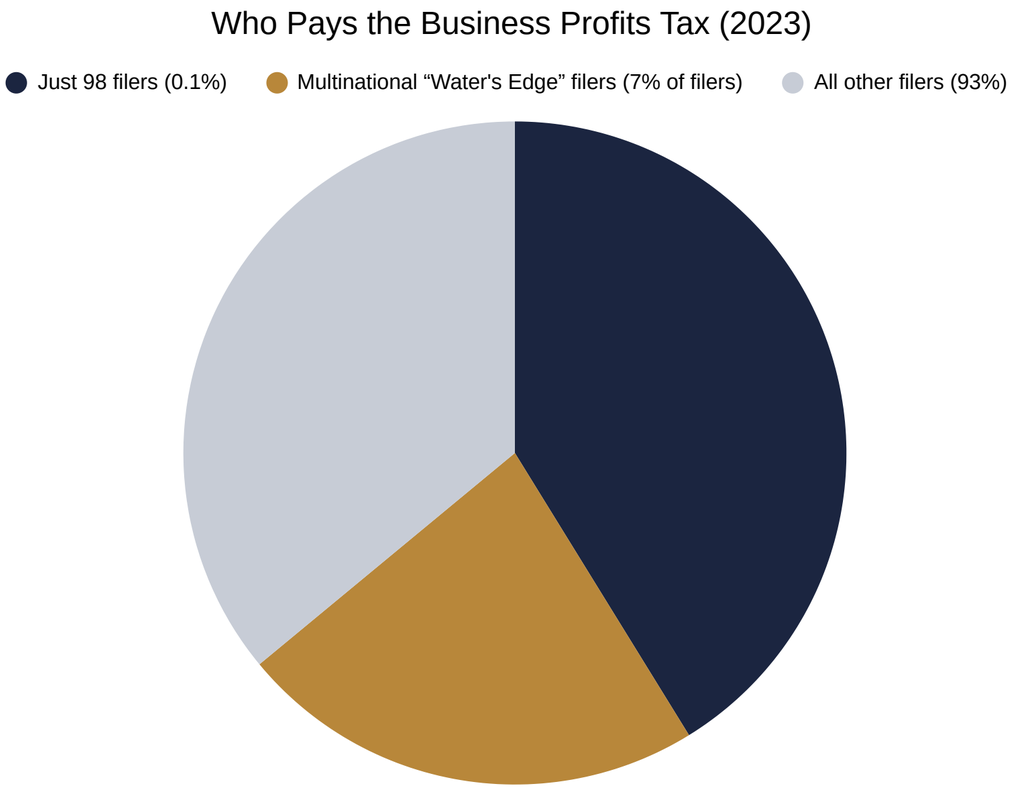
The Last state budget raised or created 125 fines and fees

Veteran's burial service fee? $450 to $550.

Every one of these was sold as harmless. Together, they are the reason New Hampshire can't afford housing, child care, or health care investments today.

WHO BENEFITS?

These "business tax cuts" mostly cut checks to giant corporations



Just 98 filers — one-tenth of one percent of all filers — pay 41% of the entire Business Profits Tax. Combined multinational filers pay 64% of it. Cutting this tax is not a favor to the shop on Main Street.

WHO ACTUALLY PAYS CORPORATE TAXES?

- 76.3% of all BPT filers paid zero tax in ‘19. A rate cut is invisible to 3 out of 4 businesses — because they were never paying in the first place.
- The most common category of profitable small business (paying $1,000-$10,000 in BPT): 7.6 %—> 7.5% = $49 in tax cut
    - Top 80 filers alone would average a $36,677 tax cut

FACT CHECK!

Tickle Down Myth Confirmed

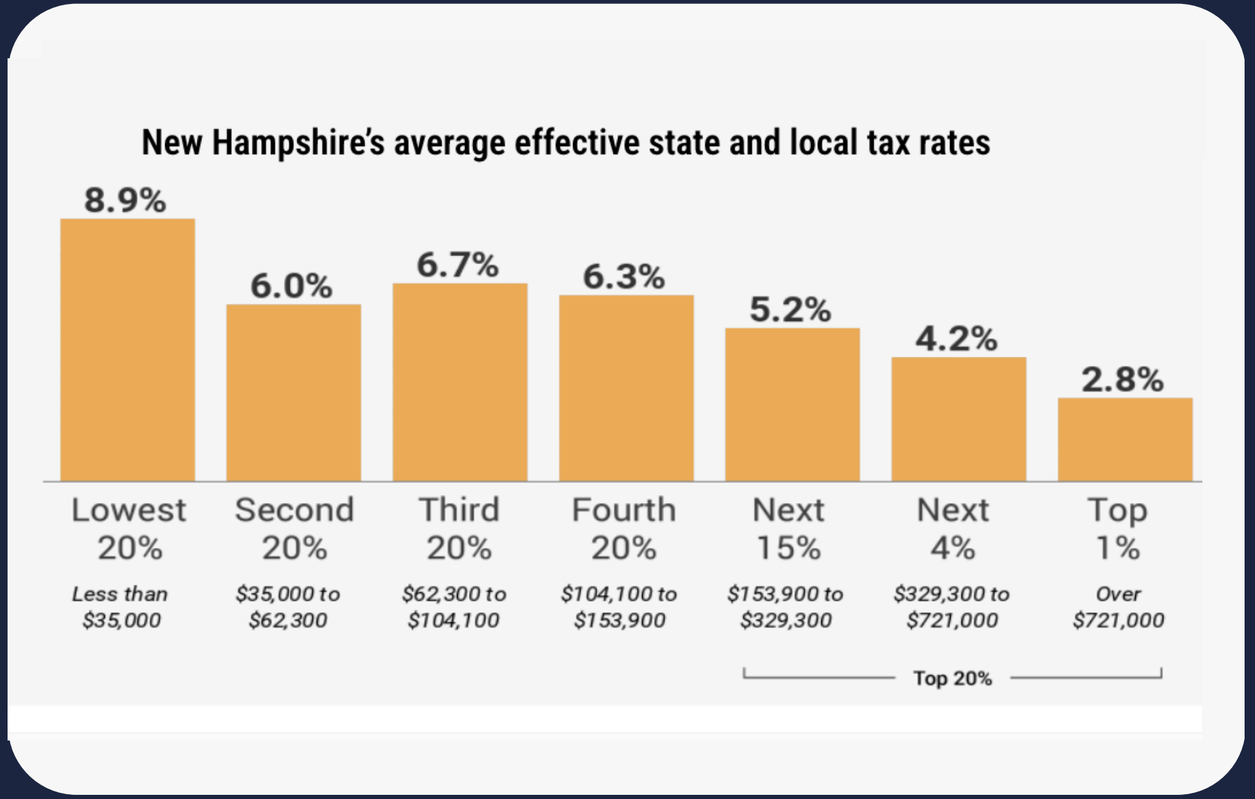
- No evidence that these tax cuts generate enough new economic activity to make up for the revenue they cost. The growth promised to justify the cut never shows up.
- From ‘15-’24, NH corp. tax revenue grew 118% — while the rest of New England grew 224% and the nation grew 239%.
    - aka - NH cut taxes and grew slower than states that didn't.

WHO BENEFITS?

An Upside-Down System

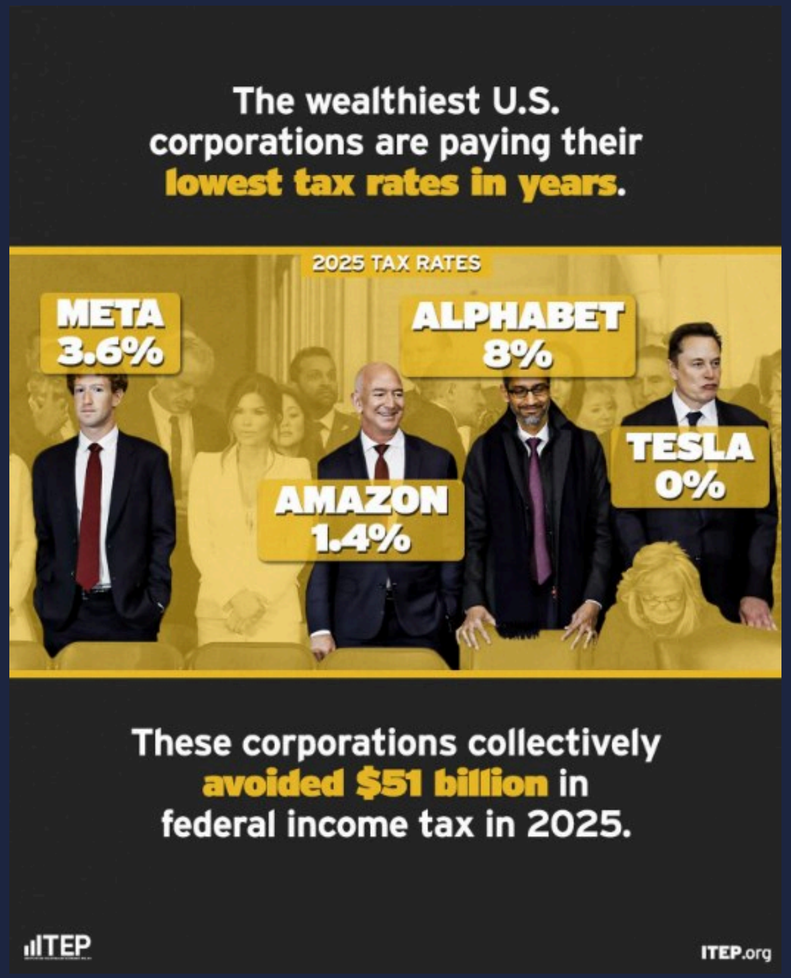
- The **lowest-income Granite Staters** pay 300% more of their income in state and local taxes compared to the top 1%.

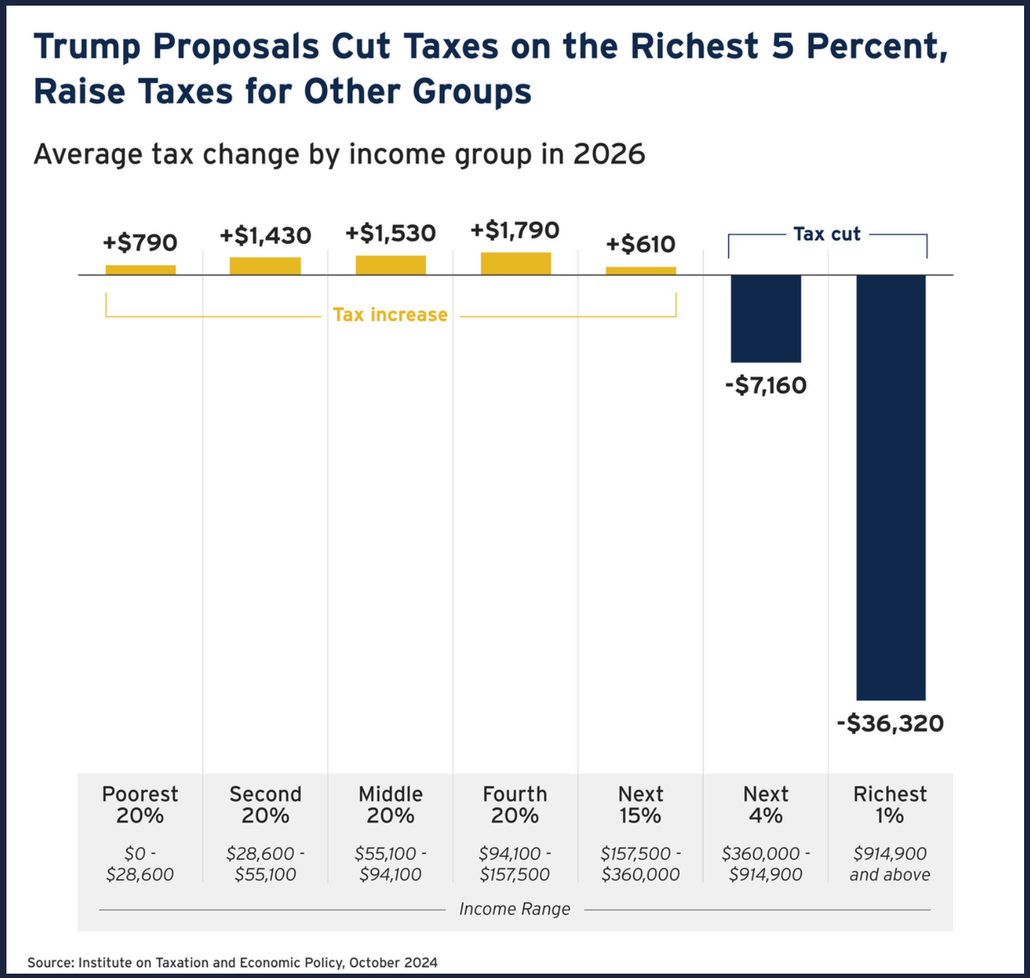
- **I+D Elimination:** The top 1% of NH households ($703,000~) got an avg. tax cut of $12,000.
    - **88% of the top 1%** received a benefit.



WHO BENEFITS?

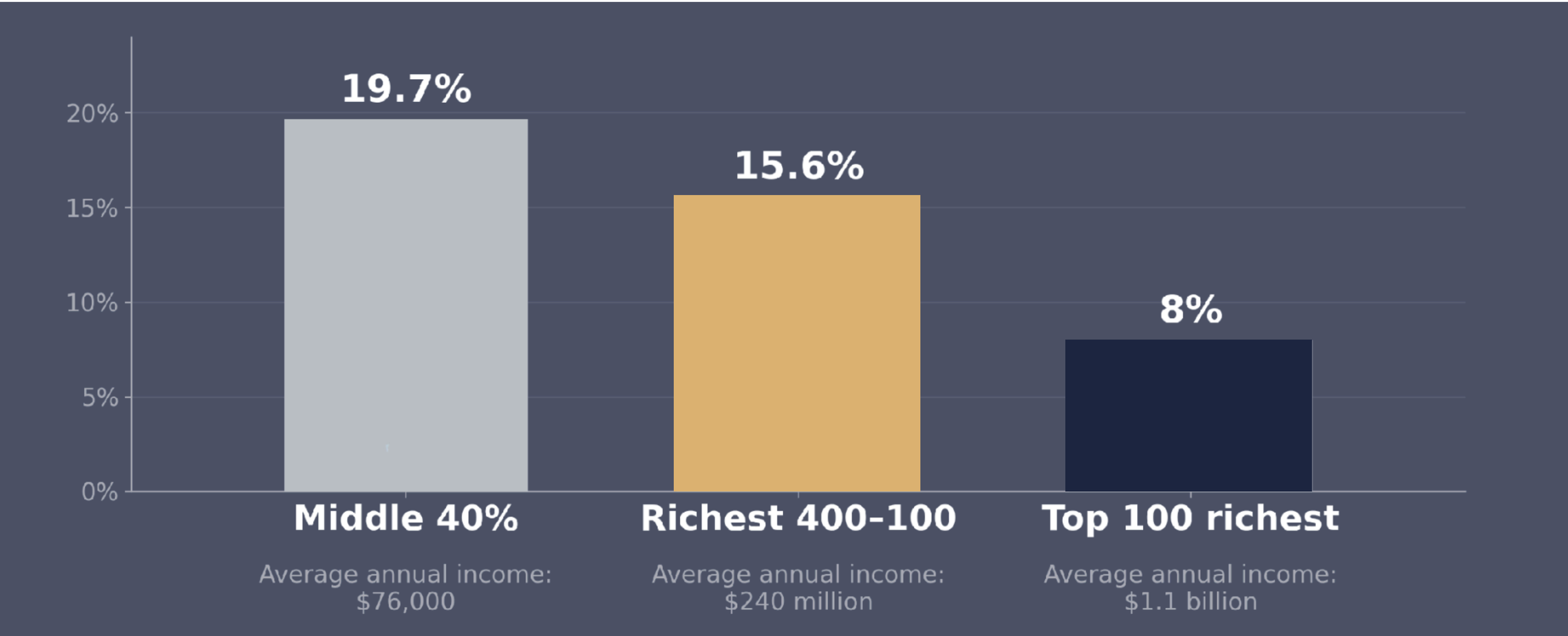
A Rigged System Cont.





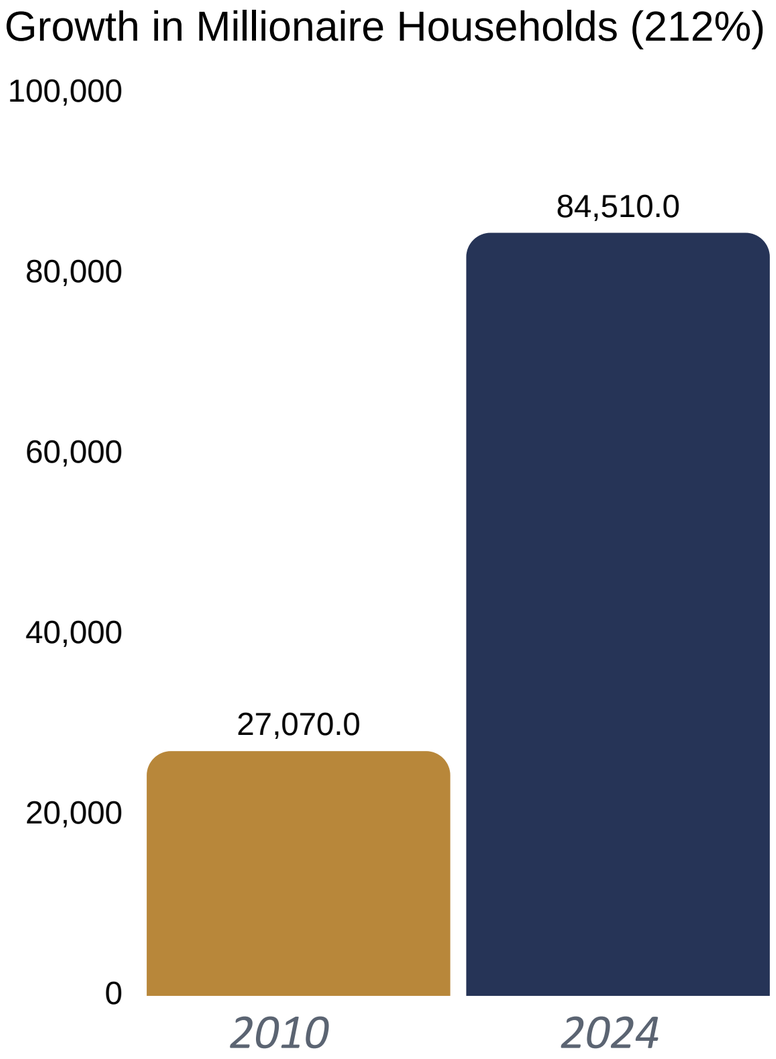
WHO BENEFITS?

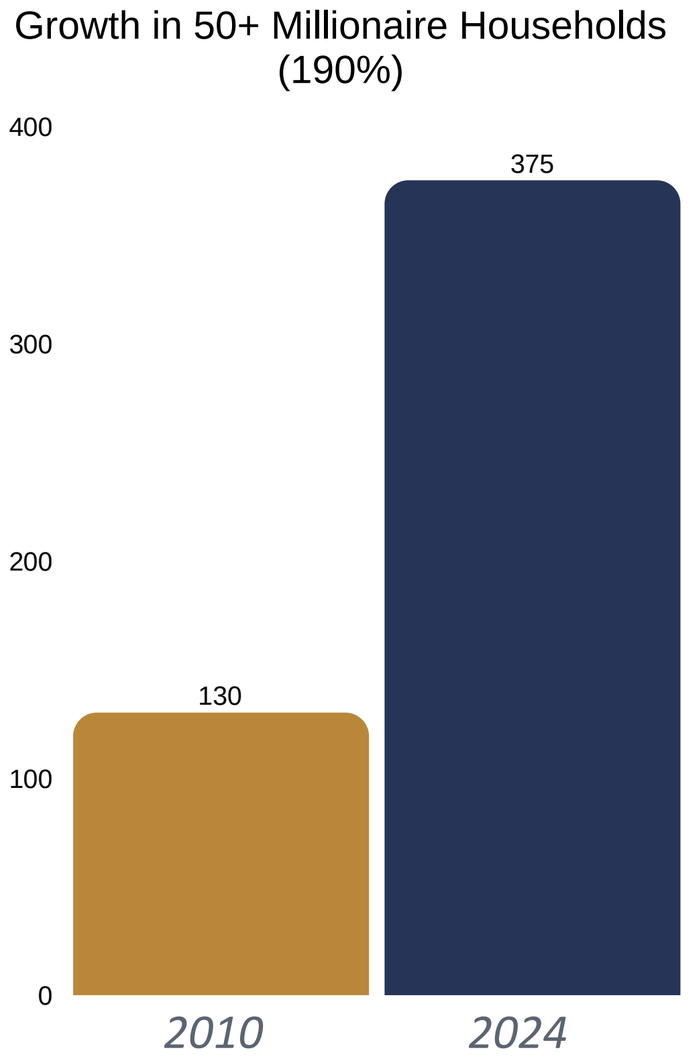
Average total income and payroll tax rate, 2019, by income group



WHO BENEFITS?

The wealthy don't need the giveaways — they're already thriving here





84,510

New Hampshire millionaire households in 2024

375

households worth $50 million or more in NH today, nearly 3x the number in 2010

Massachusetts and Washington both raised taxes on high earners in recent years — and their wealthy populations grew just as fast, or faster. There is no evidence NH's tax cuts kept a single millionaire here.

Source: State Revenue Alliance & Institute for Policy Studies, 2024

05

What These Cuts Have Cost Us

The forgone revenue isn't a one-time hit. It compounds, year after year.

WHAT THESE CUTS HAVE COST US

The price tag: up to $1.17 billion drained, and counting

$795M–$1.17B

in forgone state revenue since 2015 from business tax rate cuts alone — independently verified by the nonpartisan NH Fiscal Policy Institute



THE MECHANIC, IN ONE LINE

Forgone revenue doesn't disappear — it becomes property tax hikes, or it becomes a service that gets cut.

When corporations and the ultra-rich pay less, working families pay more.

Source: NHFPI, Business Tax Rate Reductions Led to Between $795 Million and $1.17 Billion in Forgone Revenue for Public Services Since 2015, April 2025

WHAT THESE CUTS HAVE COST US

This isn't theoretical — it's happening in this budget, right now

Facing a revenue hole of its own making, the state chose to cut services families depend on rather than raise a dollar from those who can most afford it.

Roads & bridges paused

34 highway projects worth $106m eliminated and $199m more delayed, after a $400m Highway Fund shortfall. I-293 in Manchester, I-93 in Concord, Rt 3. widening, the Charlestown–Springfield, VT bridge all stalled.

Child protection gutted

The Office of the Child Advocate — the independent watchdog for abused and neglected kids — cut 32% and reduced from 9 staff to 5.
DCYF youth residential placement funding cut 10% across the board.

Family support programs cut

$2 million cut from home-visiting programs for pregnant women and at-risk families; $575,000 cut from programs specifically designed to prevent DCYF involvement in the first place.

Sources: NHFPI, The State Budget for Fiscal Years 2026 and 2027; NH Bulletin, Dec. 2025 & June 2025 reporting; Valley News, Aug. 2026; Manchester Ink Link

WHAT DIDN'T GET INVESTMENT?

$5 million

a year in **housing** — the entire Affordable Housing Fund, held flat in this budget, while NH needs 60,000 more homes by 2030.

Child care needs continue to explode with enrollment in the state's child care scholarship program up 65% since 2023 — met only with enough funding to cover the growth, not to expand access or lower costs for the families still priced out.

WHAT THESE CUTS HAVE COST US

It's not just cuts — this budget invented new costs, too

Even as millionaire investors got a tax break and record breaking corproate profits were protected, this budget created a brand-new charge on low-income families, let utility bills climb unchecked, and functionally did nothing to lower the cost of living.

A NEW TAX ON BEING POOR

$23 million

a year the state now collects in brand-new Medicaid premiums — charged to enrollees who make as little as $15,650 a year

Single adult, $15,650/yr (100% FPL)	**$60/month**
Family of 4, $32,150/yr (100% FPL)	**$100/month**
Family of 4, $81,983/yr (255% FPL)	**$270/month**

The same budget that made stock dividends tax-free for millionaires now bills a single mom working part-time $720 a year just to keep her health coverage.

ELECTRIC BILLS ARE CLIMBING TOO

+$6 to +$18

more per month starting August 2026, on top of everything else already squeezing family budgets

- Eversource underestimated wholesale energy costs by $38 million this year alone — customers are covering the gap
- A new rate-setting process forces utilities to buy half their power on volatile daily spot markets
- About 200,000 NH households on Community Power plans are seeing some of the steepest increases

Sources: NH Bulletin, Jan. 2026 (DHHS Medicaid premium estimates); NH Public Radio, July 2026 (electricity rate increases)

06

The Federal Playbook Comes for NH

The same tax-cut-for-the-rich agenda in Concord is now happening in Washington — and NH pays for both.

THE FEDERAL PLAYBOOK COMES FOR NH

Same playbook, bigger stakes

In 2025, Congress passed permanent tax cuts for wealthy individuals and corporations nationwide — and paid for a huge chunk of it by cutting Medicaid.

WHAT CHANGED FEDERALLY

- New limits on provider taxes states use to fund Medicaid
- New work and “community engagement” requirements for enrollees
- Tighter eligibility rules that push people off coverage

Paid for by permanent tax cuts that overwhelmingly benefit corporations and the highest earners — the same group NH has been cutting checks to for a decade.

WHAT IT MEANS FOR NH

$2.3 billion

in projected federal Medicaid funding cuts to New Hampshire over the next nine years.

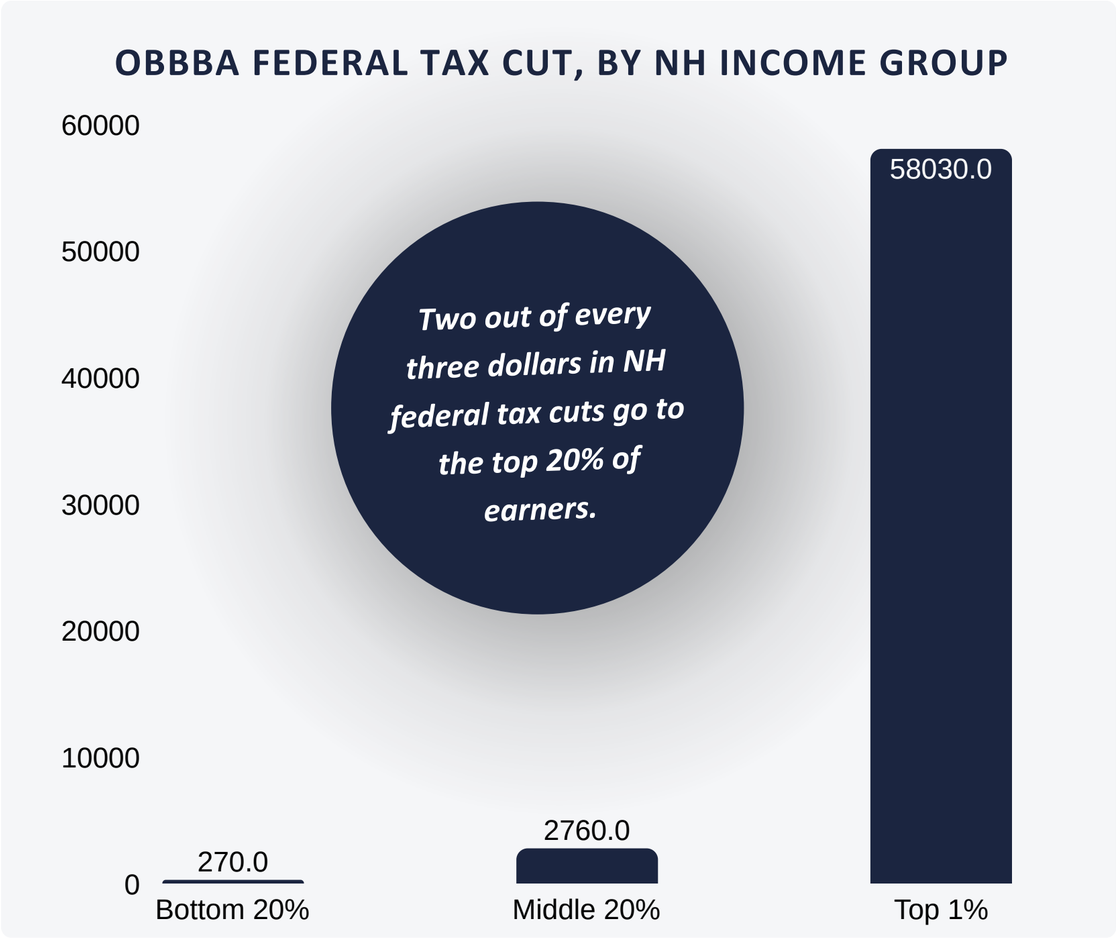
NH cannot backfill a hole this size with property taxes alone. Without a fair state revenue system, this means real cuts — to nursing homes, rural hospitals, and disability services families depend on.

Sources: NH Dept. of Health & Human Services; KFF; NHFPI

THE FEDERAL PLAYBOOK COMES FOR NH

The receipts: who wins and who pays under the federal tax law

ITEP's state-by-state modeling shows the same pattern in Washington that New Hampshire has run at home for a decade — tax cuts concentrated at the top, costs pushed onto everyone else.



Sources: Institute on Taxation and Economic Policy (ITEP); NH Fiscal Policy Institute, How Might the U.S. House's Big Bill Impact Granite Staters, 2025

WHAT IT COSTS NEW HAMPSHIRE

20,000 Granite Staters projected to lose Medicaid coverage under new work-reporting requirements

15,000 Granite Staters at risk of losing SNAP food assistance under expanded work requirements

$63M/yr new state cost if the federal Medicaid match rate falls from 90% to 80%

$38M/yr new state cost just to keep current SNAP service levels, due to a first-ever state funding mandate

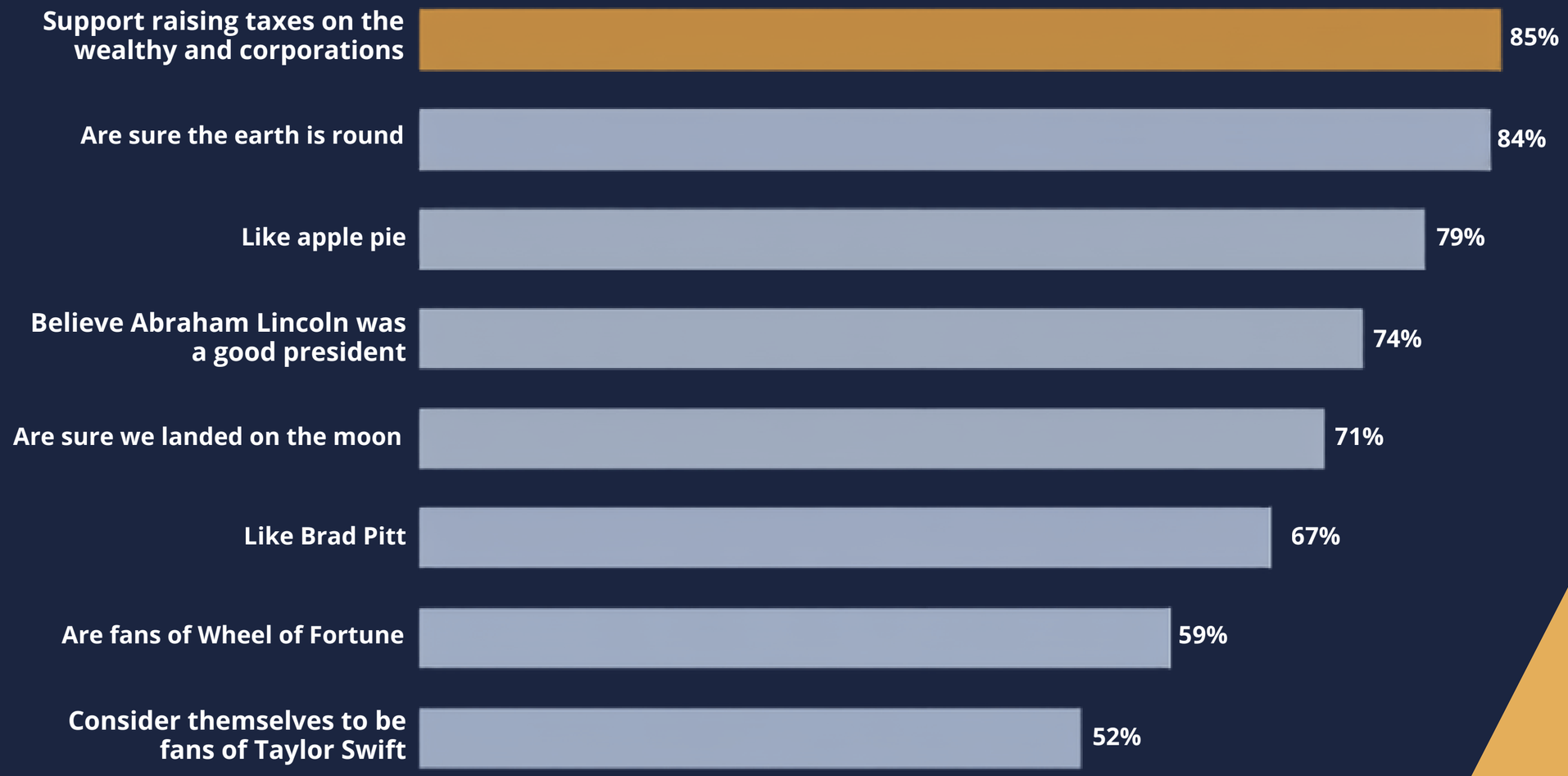
Every budget vote is a revenue vote.

Every revenue vote decides who wins, and who pays.



1. Ask who benefits every time a tax cut comes to the floor — and say it out loud
2. Fight for revenue that funds working people: housing, child care, health care, and schools
3. Name the decade of choices that got us here — this crisis isn't inevitable and a better future is within reach!

Percent of Americans who...



Sources: Hart Research, YouGov, Harris Poll, Carsey School of Public Policy