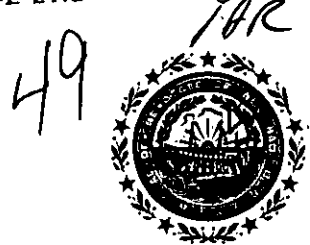




New Hampshire Department of  
**BUSINESS AND  
 ECONOMIC AFFAIRS**

FEBRUARY 20 11 30 AM '20



January 06, 2020

His Excellency, Governor Christopher T. Sununu  
 and the Honorable Executive Council  
 State House  
 Concord, New Hampshire 03301

**REQUESTED ACTION**

Authorize the Department of Business and Economic Affairs, Division of Economic Development, to enter into a Memorandum of Understanding (MoU) with the New Hampshire Aerospace and Defense Export Consortium (NHADEC) in the amount of \$30,000 for a consortium manager project funded under the OEA grant. Effective upon Governor and Executive Council approval through December 31, 2020. **100% Federal Funds**

Funding is available as follows:

	<u>FY2020</u>
03-22-22-220510-14550000	
OEA Grant	
102-500731 Contracts for Program Services	\$30,000

**EXPLANATION**

Aerospace and defense constitutes two of New Hampshire's largest manufacturing sectors, both of which have experienced fluctuating sales and activity due to the previous recession, impacts from sequestration, and uncertainty in national defense spending levels and areas of focus. One solution to counter the uncertain fluctuation in military contracts available for New Hampshire companies, while national defense spending levels slowly begin to grow and become more focused, is to provide businesses with the information and resources necessary so that they can expand their market base both with the U.S. Department of Defense and globally. This is achieved through specialized assistance provided by a Consortium Manager to direct the strategic growth of New Hampshire's nationally-recognized aerospace and defense export consortium. Strategic goals include commercialization of products and ideas with military applications, develop channels to access key market research and business-to-business networking services for global geographic markets and products. All of these strategies lead to entry and expansion opportunities in the global marketplace, and all of which are addressed in the grant's scope of work.

100 North Main Street, Suite 100  
 Concord, New Hampshire 03301

603.271.2341

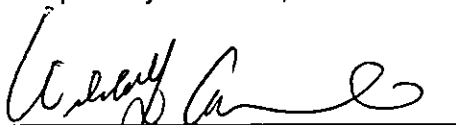
visitnh.gov nheconomy.com choosenh.com


The New Hampshire Aerospace and Defense Export Consortium (NHADEC) was established in 2013 by the Office of International Commerce (OIC). In partnership with OIC, NHADEC focuses on fostering the most opportune global markets for its members through sales opportunities, collaborative efforts and global brand messaging and awareness. In five years, the consortium developed programs, technical assistance and expertise to support and expand global growth activities of its members. The programs have included regular training sessions on export compliance, domestic and international trade shows, presentations by global market experts and business-to-business matchmaking. The focus of OIC's and NHADEC's efforts is on global capacity building for NH businesses-increasing sales by diversifying and building new markets. The grant will assist OIC and NHADEC in meeting this goal.

The US Department of Defense, through its Office of Economic Adjustment (OEA), assists communities impacted by defense-related programs and budgetary changes. Founded in 1961, OEA has helped communities in all 50 states and major United States territories to develop comprehensive strategies to adjust to defense industry cutbacks, base closures, personnel and logistical realignments, and incompatibilities between military operations and local development. The grant program provides states with the resources to provide technical assistance for growth and diversification opportunities for manufacturers serving the defense sector.

In the event that Federal Funds are no longer available, General Funds will not be requested to continue the support of this program.

Respectfully submitted,

  
Wildolfo Arvelo  
Director

Concurred,  
  
Taylor Caswell  
Commission  
(HCO)

**Memorandum of Understanding  
Between  
New Hampshire Department of Business and Economic Affairs  
And  
New Hampshire Aerospace and Defense Export Consortium Inc.  
For  
Consortium Manager Salary**

1. This Memorandum of Understanding (MOU) constitutes an agreement between New Hampshire Department of Business and Economic Affairs (BEA) located at 100 North Main Street, Suite 100, Concord, NH 03301, and New Hampshire Aerospace and Defense Export Consortium Inc. (NHADEC) located at 172 Pembroke Road, Concord, NH 03301.
2. A partnership between BEA and NHADEC will allow both parties to provide valuable resources and programming to build the sustainability of NHADEC, and to support BEA's efforts to mature two of the state's key industries (aerospace and defense) and exporters.
3. This MOU covers financial support made available via BEA's federal grant from the Department of Defense, Office of Economic Adjustment (OEA), and specifically relates to the payment of salary towards the consortium manager project funded under the OEA grant. A Scope of Work (SOW) is attached and will form the basis for any and all resources provided under this MOU.
4. The total value of BEA's contribution under this MOU shall not exceed \$30,000.00. Future opportunities for additional funding via OEA will require an amended MOU and BEA/CM contract; both of which will require Governor and Council approval.
5. BEA agrees to provide funding for the consortium manager project as follows:
  - a. BEA will provide funding approved by and made available via the OEA grant up to \$30,000.00.
  - b. BEA will not use state funding for this project.
6. Contracts and other procurement activities will be carried out in accordance with appropriate state and federal policies and procedures.
7. The conditions and responsibilities outlined in this MOU are subject to the availability of resources. Either party may terminate this MOU by written notice to the other party effective upon delivery to that party, if funds become unavailable to carry out this MOU. If either party terminates its contract with the selected CM, written notice of such termination shall promptly be provided to the other party. Neither party is responsible for reimbursement of any funds incurred by the other party.
8. This MOU is effective upon Governor and Council approval and will remain effective until the end of the OEA grant period of performance or the termination of the BEA/CM contract, whichever comes first.
9. The Contractor shall defend, indemnify and hold harmless the State, its officers and employees, from and against any and all losses suffered by the State, its officers and employees, and any and all claims, liabilities or penalties asserted against the State, its officers and employees, by or on behalf of any person, on account of, based or resulting from, arising out of (or which may be claimed to arise out of) the acts or omissions of the Contractor. Notwithstanding the foregoing, nothing herein contained shall be deemed to constitute a waiver of the sovereign immunity of the State, which immunity is hereby reserved to the State. This covenant shall survive the termination of this Agreement.

In witness whereof, the parties hereto have caused this Memorandum of Understanding to be executed:

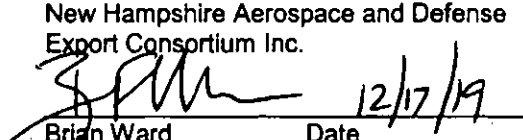
New Hampshire Department of  
Business and Economic Affairs

  
Taylor Caswell  
Commissioner *(neo)*

Date

21 Jan 2020

New Hampshire Aerospace and Defense  
Export Consortium Inc.

  
Brian Ward  
Vice-Chairman

Date

12/17/19

Approval by the Attorney General

By: 

Date:

2/4/2020