



October 28, 2021

The Honorable Karen Umberger, Chairman  
 Fiscal Committee of the General Court and

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

**REQUESTED ACTION**

Pursuant to RSA 14:30-a, VI, authorize the Department of Business and Economic Affairs, Division of Economic Development, Office of International Commerce (OIC) to accept and expend grant funds from the U.S. Department of Commerce, International Trade Administration's Market Development Cooperator Program (MDCP) grant program (Award# IT21INA1120005) in the amount of \$115,182.00, effective upon Governor and Executive Council approval through June 30, 2023.  
**100% Federal Funds.**

Funding to be budgeted as follows:

Market Development Cooperator Program 03-22-22-220510-XXXX0000		FY 22 Requested Budget
Revenue		
000-403944	FEDERAL FUNDS	\$(115,182)
Total Revenue		\$(115,182)
Expense		
041-550801	AUDIT FUND SET-ASIDE	\$115
102-500731	CONTRACTS FOR PROGRAM SERVICES	\$115,067
Total Expense		\$115,182

**EXPLANATION**

Authorized by Congress in 1988, the U.S. Department of Commerce, International Trade Administration's Market Development Cooperator Program (MDCP) is a cooperative effort that includes awards to assist in new foreign market development projects. The aim of MDCP projects is to promote the expansion of exports of nonagricultural goods and services produced in the United States. MDCP projects include a financial assistance component as well as access to the domestic and international network of International Trade Administration staff to leverage opportunities internationally.

This is first time that the State of New Hampshire has received an MDCP award. OIC will use the funding to establish a program designed to increase the digital capacity of New Hampshire-based companies that are looking to begin exporting or to expand their presence in foreign markets.

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With the COVID-19 pandemic demonstrating the importance of having a virtual presence, being competitive in the digital marketplace has never been more important for business. Today, companies must be tech savvy, with a virtual presence built around a digital strategy that incorporates all facets of marketing, from online discovery through search engine optimization, to connecting with the right customer through localization efforts.

The MDCP funding will be used to establish a New Hampshire eGlobal Institute, building on the efforts that OIC started with its Go eGlobal program. The funding will be used for New Hampshire companies to get access to business counselling from OIC and public and private sector partners throughout the state, about the importance of having a digital strategy to do business internationally and the components important to keep in the forefront.

The total grant amount awarded to OIC is \$181,034.00, to run over a period of five years (ending on September 30, 2026). At this time, OIC is only requesting to accept and expend \$115,182.00, which is the portion of the grant award expected to be expended by the end of fiscal year 2023.

Funds are budgeted as follows:

Class 041 – Audit Fund Set-Aside – payment of audit fee set aside associated with federal funding to comply with RSA 124:16 that requires all agencies which receive federal funds to set aside a percentage (0.1%) of the federal revenue amount received to pay for financial and compliance audits. The total revenue award for a period of five years is \$181,034.00.

Class 102 – Contracts for Program Services – contract to pay for the establishing and marketing the program, hosting educational assets for New Hampshire companies to access and incorporate digital capacity and digital strategy in making international sales.

Indirect costs are **not** included in this proposal: this grant only allows for direct costs.

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,



Taylor Caswell  
Commissioner

FORM CD-450 (REV 10/18)		U. S. DEPARTMENT OF COMMERCE <b>FINANCIAL ASSISTANCE AWARD</b>		<input type="checkbox"/> GRANT <input checked="" type="checkbox"/> COOPERATIVE AGREEMENT	
RECIPIENT NAME BUSINESS AND ECONOMIC AFFAIRS, NEW HAMPSHIRE DEPARTMENT OF		FEDERAL AWARD ID NUMBER <b>IT21INA1120005</b>			
		PERIOD OF PERFORMANCE 10/01/2021-09/30/2026			
STREET ADDRESS 100 N MAIN ST STE 100		FEDERAL SHARE OF COST <div style="text-align: right;">\$181,034.00</div>			
CITY, STATE, ZIP CODE CONCORD NH 03301-5054		RECIPIENT SHARE OF COST <div style="text-align: right;">\$362,068.00</div>			
AUTHORITY 15 U.S.C. 4723		TOTAL ESTIMATED COST <div style="text-align: right;">\$543,102.00</div>			
CFDA NO. AND NAME 11.112 Market Development Cooperator Program					
PROJECT TITLE Digital Capacity Building for NH Businesses though the New Hampshire eGlobal Initiative (NHEGI)					
<p><b>This Award Document (Form CD-450) signed by the Grants Officer constitutes an obligation of Federal funding. By signing this Form CD-450, the Recipient agrees to comply with the Award provisions checked below and attached. Upon acceptance by the Recipient, the Form CD-450 must be signed by an authorized representative of the Recipient and returned to the Grants Officer. If not signed and returned without modification by the Recipient within 30 days of receipt, the Grants Officer may unilaterally withdraw this Award offer and de-obligate the funds.</b></p> <p><input checked="" type="checkbox"/> DEPARTMENT OF COMMERCE FINANCIAL ASSISTANCE STANDARD TERMS AND CONDITIONS</p> <p><input type="checkbox"/> R &amp; D AWARD</p> <p><input type="checkbox"/> FEDERAL-WIDE RESEARCH TERMS AND CONDITIONS, AS ADOPTED BY THE DEPT. OF COMMERCE</p> <p><input type="checkbox"/> BUREAU SPECIFIC ADMINISTRATIVE STANDARD AWARD CONDITIONS</p> <p><input checked="" type="checkbox"/> SPECIFIC AWARD CONDITIONS</p> <p><input checked="" type="checkbox"/> LINE ITEM BUDGET</p> <p><input checked="" type="checkbox"/> 2 CFR PART 200, UNIFORM ADMINISTRATIVE REQUIREMENTS, COST PRINCIPLES, AND AUDIT REQUIREMENTS, AS ADOPTED PURSUANT TO 2 CFR § 1327.101</p> <p><input type="checkbox"/> 48 CFR PART 31, CONTRACT COST PRINCIPLES AND PROCEDURES</p> <p><input checked="" type="checkbox"/> DEPARTMENT OF COMMERCE PRE-AWARD NOTIFICATION REQUIREMENTS FOR GRANTS AND COOPERATIVE AGREEMENTS (REF: 79 FR78390)</p> <p><input type="checkbox"/> MULTI-YEAR AWARD. PLEASE SEE THE MULTI-YEAR SPECIFIC AWARD CONDITION.</p> <p><input checked="" type="checkbox"/> OTHER(S):          This award is being made under competitive Funding Opportunity Number ITA-INA-OIE-2021-2006761 posted at Grants.gov on 02/02/2021.</p>					
SIGNATURE OF DEPARTMENT OF COMMERCE GRANTS OFFICER Alan Conway				DATE 09/03/2021	
PRINTED NAME, PRINTED TITLE AND SIGNATURE OF AUTHORIZED RECIPIENT OFFICIAL Adam Boltik				DATE 10/18/2021	