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August 13, 2025

The Honorable Ken Weyler, Chairman
Fiscal Committee of the General Court
State House
Concord, New Hampshire 03301

Her Excellency, Governor Kelly A. Ayotte
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, to **retroactively** amend Fiscal Item #FIS 22-135, originally approved by the Fiscal Committee on October 14, 2022, and by the Governor and Council on October 19, 2022, Item #52, and amended by the Fiscal Committee on August 11, 2023, Item #FIS 23-213, and by the Governor and Council on August 23, 2023, Item #72, by extending the end date from June 30, 2025 to September 29, 2025, to accept and expend grant funds from the U.S. Department of Agriculture, Agricultural Marketing Service's Acer Access and Development Program grant program (Award# AM22ACERNH1016) in the amount of \$11,848, effective upon Fiscal Committee and Governor and Council approval. **100% Federal Funds.**

Funding to be budgeted as follows:

03-22-22-220510-55750000, Dept. of Business and Economic Affairs, ACER ACCESS DEV PROG

Class - Account	Description	FY 26 Adjusted Authorized Budget	Requested Action	Revised FY 26 Adjusted Authorized
000-403944-16	Federal Funds	\$ 27,565	\$ 11,848	\$ 39,413
		\$ 27,565	\$ 11,848	\$ 39,413
040-501587	Indirect Costs	\$ -	\$ 15	\$ 15
041-500801	Audit Fund Set-Aside	\$ -	\$ 13	\$ 13
080-500710	Out of State Travel	\$ -	\$ 11,820	\$ 11,820
102-500731	Contracts for Program Services	\$ 27,565	\$ -	\$ 27,565
		\$ 27,565	\$ 11,848	\$ 39,413

EXPLANATION

This request is **retroactive** as the beginning date of July 1, 2025, associated with this request is in a new biennium. It is the policy of the Fiscal Committee of the General Court to act only on items within the current biennium and this is the first Fiscal Committee meeting in the new biennium.

The Honorable Ken Weyler, Chairman
Fiscal Committee of the General Court

Her Excellency, Governor Kelly A. Ayotte
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August 13, 2025
Page 2 of 2

Approval of this request will allow the Office of International Commerce to continue to use funds awarded to support the development of opportunities for maple producers in New Hampshire through activities funded by the U.S. Department of Agriculture, Agricultural Marketing Service's Acer Access and Development Program (Acer). Authorized by Congress in 2014, Acer is a competitive grant program aimed at developing and supporting the U.S. maple syrup and maple sap products industries through the promotion of research and education into production, the promotion of natural resource sustainability, market promotion for maple syrup and maple sap products, and encouraging production on privately held land.

The total grant amount awarded to the Department of Business and Economic Affairs (BEA) is \$388,080, to run through September 29, 2025.

Using this funding, BEA contracted with the non-profit organization New Hampshire Maple Producers Association, Inc. (NHMPA) to develop global marketing and sales strategies and to educate smaller producers in New Hampshire on how to access international business opportunities. The funding has supported the creation of a comprehensive global sales and marketing strategy, identified target markets such as India and Colombia, and enabled member participation in international trade shows. These efforts further included producing Spanish-language marketing materials to capture opportunities in Colombia. Key results to date include the generation of sales leads valued at more than \$500,000, delivery of in-depth international marketing and export training to five maple producers in the state and reported actual sales increases exceeding \$800,000. The remaining funds will allow BEA and NHMPA to advance the next phase of the global sales strategy, finalize marketing materials such as internationally focused maple-based recipes, and pursue additional funding sources to sustain the New Hampshire Maple industry's global expansion efforts.

Funds are budgeted as follows:

- Class 040 – Indirect Costs – all agencies receiving outside funding from any source are required by RSA 21-I:75 to recover a proportional share of the outside funding source to alleviate agency indirect costs.
- Class 041 – Audit Fund Set-Aside – to comply with RSA 124:16 which requires all agencies which receive federal funds set aside a percentage (0.1%) of federal revenue amount received to pay for financial and compliance audits.
- Class 080 – Out of State Travel Reimbursement – funding for BEA staff to attend out of state trade events.

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

Respectfully Submitted,



Taylor Caswell
Commissioner

FISCAL SITUATION
FY 2026
03-22-022-221510-55750000, ACER ACCESS DEV PROG

Total Federal Authorization	\$ 388,080
Less Expenditures thru 6/30/25	<u>\$ 348,667</u>
Remaining Authorization to Budget	\$ 39,413
Less Current FY26 Budget Authorization	<u>\$ 27,565</u>
Total Available for Budgeting	\$ 11,848
Available to Budget at a Later Date	<u>\$ -</u>
REQUESTED ACTION	<u>\$ 11,848</u>

Grant Award Number	Award Amount	Expenses to 6/30/25	Balance
AM22ACERNH1016	\$ 388,080	\$ 348,667	\$ 39,413

\$ 39,413

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July 20, 2023

The Honorable Ken Weyler, Chairman
Fiscal Committee of the General Court
State House
Concord, New Hampshire 03301

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, to **retroactively** amend Fiscal Item #FIS 22-135, originally approved by the Fiscal Committee on October 14, 2022, and by the Governor and Council on October 19, 2022, Item #52, by extending the end date from June 30, 2023 to June 30, 2025, and to accept and expend grant funds from the U.S. Department of Agriculture, Agricultural Marketing Service's Acer Access and Development Program grant program (Award# AM22ACERNH1016) in the amount of \$388,080, upon Fiscal Committee and Governor and Executive Council approval. **100% Federal Funds.**

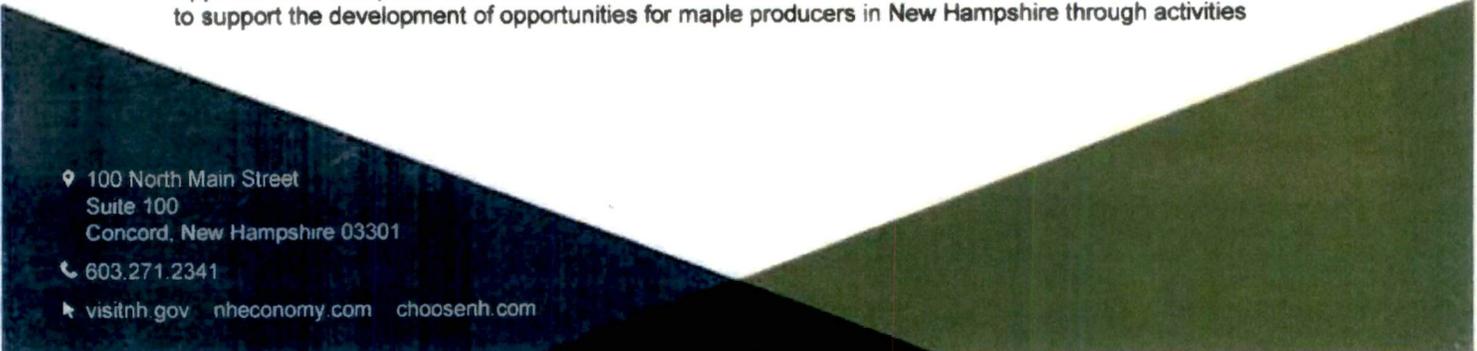
Funding to be budgeted as follows:

ACER ACCESS DEV PROG 03-22-22-220510-55750000		FY 24 Current Adjusted Authorized	Requested Action	FY 24 Revised Adjusted Authorized
Revenue				
000-403944-16	Federal Funds	\$0	\$(388,080)	\$(388,080)
	Total Revenue	\$0	\$(388,080)	\$(388,080)
Expense				
040-501587	Indirect Costs	\$0	\$25,718	\$25,718
041-500801	Audit Fund Set-Aside	\$0	\$362	\$362
080-500710	Out Of State Travel	\$0	\$11,820	\$11,820
102-500731	Contracts For Program Services	\$0	\$350,180	\$350,180
	Total Expense	\$0	\$388,080	\$388,080

EXPLANATION

This request is **retroactive** as the beginning date of July 1, 2023, associated with this request is in the new biennium. It is the policy of the Fiscal Committee of the General Court to act only on items within the current biennium and this is the first Fiscal Committee meeting in the new biennium.

Approval of this request will allow the Office of International Commerce to continue to use funds awarded to support the development of opportunities for maple producers in New Hampshire through activities



The Honorable Ken Weyler, Chairman
Fiscal Committee of the General Court

His Excellency, Governor Christopher T. Sununu
and the Honorable Council
July 20, 2023
Page 2 of 2

funded by the U.S. Department of Agriculture, Agricultural Marketing Service's Acer Access and Development Program (Acer).

Authorized by Congress in 2014, Acer is a competitive grant program aimed at developing and supporting the U.S. maple syrup and maple sap products industries through the promotion of research and education into production, the promotion of natural resource sustainability, market promotion for maple syrup and maple sap products, and encouraging production on privately held land.

The total grant amount awarded to the Department of Business and Economic Affairs (BEA) is \$388,080, to run through September 29, 2025.

BEA is using the funds for the following projects:

- The development of marketing materials to include images, videos, and social media assets that maple producers in New Hampshire can use to advertise their products as well as their facilities.
- The development of a market research report that provides information on the New Hampshire maple industry, challenges that it faces, and international markets where New Hampshire maple products could sell well to be shared with maple producers.
- The development of recipes that highlight and incorporate maple products as well as videos demonstrating how to prepare the recipes, including recipes designed to appeal to specific foreign markets. These recipes and videos will be shared with maple producers.
- Assistance with organizing and facilitating international trade missions to highlight New Hampshire maple products to international consumers, including international chefs, to bolster demand for New Hampshire maple outside the state.

Funds are budgeted as follows:

Class 040 – Indirect Costs – all agencies receiving outside funding from any source are required by RSA 21-I:75 to recover a proportional share of the outside funding source to alleviate agency indirect costs.

Class 041 – Audit Fund Set-Aside – to comply with RSA 124:16 which requires all agencies which receive federal funds set aside a percentage (0.1%) of federal revenue amount received to pay for financial and compliance audits.

Class 080 – Out of State Travel Reimbursement – funding for BEA staff to attend two out of state trade events.

Class 102 – Contracts for Program Services – contracts for the above-mentioned projects.

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

Respectfully Submitted,



Taylor Caswell
Commissioner

**Department of Business and Economic Affairs
GRANTS FISCAL SITUATION FISCAL YEAR 2024
03-22-22-221510-55750000 ACER ACCESS DEV PROG**

Total Federal Authorization	\$ 388,080
Less Expended through 6/30/2023	\$ 0
Less Current, FY24 Budget Authorization	<u>\$ 0</u>
Total Available for Budgeting	\$388,080
Available to Budget at a Later Date	<u>\$ 0</u>
REQUESTED ACTION	\$ 388,080

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September 22, 2022

The Honorable Karen Umberger, Chairman
 Fiscal Committee of the General Court
 State House
 Concord, New Hampshire 03301

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, to accept and expend grant funds from the U.S. Department of Agriculture, Agricultural Marketing Service's Acer Access and Development Program grant program (Award# AM22ACERNH1016) in the amount of \$388,080, effective upon Fiscal Committee and Governor and Executive Council approval through June 30, 2023. **100% Federal Funds.**

Funding to be budgeted as follows:

Acer Access Development Program 03-22-22-220510-XXXX0000		FY 23 Requested Budget
Expense		
040-501587	INDIRECT COSTS	\$ 25,718
041-550801	AUDIT FUND SET-ASIDE	\$ 362
080-500710	OUT OF STATE TRAVEL	\$ 11,820
102-500731	CONTRACTS FOR PROGRAM SERVICES	\$350,180
	Total Expense	\$388,080
Revenue		
000-400338-16	FEDERAL FUNDS	\$388,080
	Total Revenue	\$388,080

EXPLANATION

Authorized by Congress in 2014, the U.S. Department of Agriculture, Agricultural Marketing Service's Acer Access and Development Program (Acer) is a competitive grant program aimed at developing and supporting the U.S. maple syrup and maple sap products industries through the promotion of research and education into production, the promotion of natural resource sustainability, market promotion for maple syrup and maple sap products, and encouraging production on privately held land. Grants are made available to state and tribal governments, and research institutions.

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

His Excellency, Governor Christopher T. Sununu
and the Honorable Council

This is the second time that New Hampshire has received an Acer award; the University of New Hampshire received an award in 2020 for research into a new tap design and again in 2022 for research on wood formation and sap yields.

The total grant amount awarded to the Department of Business and Economic Affairs (BEA) is \$388,080, to run over a period of three years (ending on September 30, 2025). BEA will utilize the funds for the following projects:

- The development of marketing materials in conjunction with the Division of Travel and Tourism Development, to include images, videos, and social media assets that maple producers in New Hampshire can use to advertise their products as well as their facilities to promote sales and tourism.
- The development of a market research report that provides information on the New Hampshire maple industry, challenges that it faces, and international markets where New Hampshire maple products could sell well that can be shared with maple producers in New Hampshire so they can have insights into future trends and opportunities that are available.
- The development of recipes that highlight and incorporate maple products as well as videos demonstrating how to prepare the recipes, including recipes designed to appeal to specific foreign markets (for instance, if Japan is a top market for New Hampshire maple products, then one recipe would be created that is more traditionally Japanese to highlight the benefits of New Hampshire maple to that market). These recipes and videos will be shared with maple producers in New Hampshire so that they could advertise their products.
- Assistance with organizing and facilitating trade show participation by BEA staff and by New Hampshire maple producers, for two trade shows: one national and one international. Recruitment for the trade show will focus on a wide range of maple producers representing different regions of New Hampshire, and sufficient funding is available to completely cover the travel costs for 3 – 4 maple producers to encourage participation of smaller producers in New Hampshire.

These funds will also be used to cover staff travel to the two trade shows above.

Funds are budgeted as follows:

Class 040 – Indirect Costs – BEA will withdraw funds at the rate of 6.6% of direct costs. The Federal awarding agency has awarded us more than the 6.6% figure.

Class 041 – Audit Fund Set-Aside – per state requirements at 0.1%.

Class 080 – Out of State Travel Reimbursement – funding for BEA staff to attend two out of state trade shows

Class 102 – Contracts for Program Services – contracts for the above-mentioned services.

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

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

His Excellency, Governor Christopher T. Sununu
and the Honorable Council

Respectfully Submitted,

A handwritten signature in black ink, appearing to read "T. Caswell". The signature is written in a cursive style with a large initial "T" and a long, sweeping underline.

Taylor Caswell
Commissioner

Notice of Award

Award# AM22ACERNH1016-00
FAIN# AM22ACERNH1016
Federal Award Date: 08/30/2022

Recipient Information	
1. Recipient Name	BUSINESS AND ECONOMIC AFFAIRS, NEW HAMPSHIRE DEPARTMENT OF 100 N Main St STE 100 Concord, NH 03301-5054
2. Congressional District of Recipient	02
3. Payment System Identifier (ID)	026000618
4. Employer Identification Number (EIN)	026000618
5. Data Universal Numbering System (DUNS)	787504158
6. Recipient's Unique Entity Identifier (UEI)	VZ3GBEALT388
7. Project Director or Principal Investigator	Mr. Adam Thomas Boltik Program Manager adam.t.boltik@livefree.nh.gov 603-271-0331
8. Authorized Official	Mr Taylor Caswell taylor.caswell@livefree.nh.gov 603-271-0331
Federal Agency Information Agricultural Marketing Service (USDA-AMS)	
9. Awarding Agency Contact Information	Diane Riessen Grants Management Specialist diane.riessen@usda.gov 202-695-0155
10. Program Official Contact Information	Martin Rosier Grants Management Officer Martin.Rosier@USDA.gov 202-868-7796

Federal Award Information	
11. Award Number	AM22ACERNH1016-00
12. Unique Federal Award Identification Number (FAIN)	AM22ACERNH1016
13. Statutory Authority	ACER-Sec 12306 of the Agricultural Act of 2014 as amended under sec. 12501 of the Agriculture Improvement Act of 2018 (Pub. L. No. 115-334) (7 U.S.C. § 1632c)
14. Federal Award Project Title	Beyond Pancake's Best Friend: A Market Development Program to Highlight New Hampshire Maple's Many Uses to Expand Sales and Production
15. Assistance Listing Number	10.174
16. Assistance Listing Program Title	Acer Access Development Program
17. Award Action Type	New
18. Is the Award R&D?	No

Summary Federal Award Financial Information	
19. Budget Period Start Date	09/30/2022 - End Date 09/29/2025
20. Total Amount of Federal Funds Obligated by this Action	\$388,080.00
20a. Direct Cost Amount	\$362,362.00
20b. Indirect Cost Amount	\$25,718.00
21. Authorized Carryover	\$0.00
22. Offset	\$0.00
23. Total Amount of Federal Funds Obligated this budget period	\$0.00
24. Total Approved Cost Sharing or Matching, where applicable	\$0.00
25. Total Federal and Non-Federal Approved this Budget Period	\$388,080.00
26. Period of Performance Start Date	09/30/2022 - End Date 09/29/2025
27. Total Amount of the Federal Award including Approved Cost Sharing or Matching this Period of Performance	\$388,080.00

28. Authorized Treatment of Program Income	ADDITIONAL COSTS
29. Grants Management Officer - Signature	Martin Rosier Grants Management Officer

30. Remarks

Notice of Award

Award# AM22ACERNH1016-00
 FAIN# AM22ACERNH1016
 Federal Award Date: 08/30/2022

Recipient Information	
Recipient Name	
BUSINESS AND ECONOMIC AFFAIRS, NEW HAMPSHIRE DEPARTMENT OF 100 N Main St STE 100 Concord, NH 03301-5054	
Congressional District of Recipient	
02	
Payment Account Number and Type	
026000618	
Employer Identification Number (EIN)	
026000618	
Data Universal Numbering System (DUNS)	
787504158	
Recipient's Unique Entity Identifier (UEI)	
VZ8GBEALT588	
31. Assistance Type	
Project Grant	
32. Type of Award	
Other	

33. Approved Budget (Excludes Direct Assistance)	
I. Financial Assistance from the Federal Awarding Agency Only	
II. Total project costs including grant funds and all other financial participation	
a. Salaries and Wages	\$0.00
b. Fringe Benefits	\$0.00
c. Total Personnel Costs	\$0.00
d. Equipment	\$0.00
e. Supplies	\$0.00
f. Travel	\$11,820.00
g. Construction	\$0.00
h. Other	\$362.00
i. Contractual	\$350,180.00
j. TOTAL DIRECT COSTS	\$362,362.00
k. INDIRECT COSTS	\$25,718.00
l. TOTAL APPROVED BUDGET	\$388,080.00
m. Federal Share	\$388,080.00
n. Non-Federal Share	\$0.00

34. Accounting Classification Codes						
FY-ACCOUNT NO.	DOCUMENT NO.	ADMINISTRATIVE CODE	OBJECT CLASS	AMT ACTION	FINANCIAL ASSISTANCE	APPROPRIATION
ACER_Annual 22 AM0034000000000	22ACERNH1016	TM	4110		\$388,080.00	