

New Hampshire
Department of Agriculture,
Markets, and Food

Shawn N. Jasper, Commissioner



Division of Pesticide Control
 David J. Rousseau, Director

September 9, 2026

Her Excellency, Governor Kelly A. Ayotte
 and the Honorable Council
 State House
 Concord, New Hampshire 03301

REQUESTED ACTION

Authorize the New Hampshire Department of Agriculture, Markets, and Food, Division of Pesticide Control (DAMF) to grant funds and enter into a Cooperative Project Agreement, in the amount of \$93,332, with the University of New Hampshire Sponsored Programs Administration, Durham, NH (VC #315187 B083), for pesticide safety training and integrated pest management education, effective upon Governor and Council approval through September 30, 2028. 100% Other Funds.

Funding is available in Fiscal Year 2027 and is anticipated to be available in Fiscal Year 2028 in account, Integrated Pest Management, upon the continued appropriation of funds in the future operating budget with the authority to adjust encumbrances in each of the State fiscal years through the Budget Office, if needed and justified.

02-18-18-183010-21820000, Integrated Pest Management

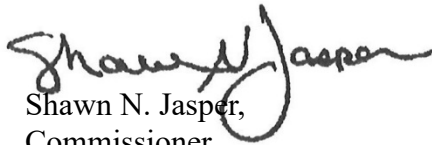
	<u>FY 2027</u>	<u>FY 2028</u>	<u>Total</u>
075-500590 - Grants and Subsidies	\$46,666	\$46,666	\$93,332

EXPLANATION

The New Hampshire Department of Agriculture, Markets, and Food (DAMF), Division of Pesticide Control in fulfilling its responsibilities under the Integrated Pest Management (IPM) Program, RSA 430:50; to promote the principles of IPM to pesticide applicators and persons whose activities are governed by the Pesticides Controls statute, has reviewed the project, "2026-2028 *Pesticide Safety in Practice: Reducing Risk through Education Pesticide Applicator Training*", and finds it supports the purpose of the IPM statute. Offering training of core pesticide topics to pesticide applicators serves the benefit of all citizens of New Hampshire. The attachment includes the project agreement and the dollar amount associated with each component.

In the event Other Funds become no longer available, General Funds will not be requested to support this contract.

Respectfully submitted,


Shawn N. Jasper,
Commissioner

COOPERATIVE PROJECT AGREEMENT

between the

STATE OF NEW HAMPSHIRE, **Department of Agriculture, Markets, and Food**
and the

University of New Hampshire of the UNIVERSITY SYSTEM OF NEW HAMPSHIRE

- A. This Cooperative Project Agreement (hereinafter "Project Agreement") is entered into by the State of New Hampshire, **Department of Agriculture, Markets, and Food**, (hereinafter "State"), and the University System of New Hampshire, acting through **University of New Hampshire**, (hereinafter "Campus"), for the purpose of undertaking a project of mutual interest. This Cooperative Project shall be carried out under the terms and conditions of the Master Agreement for Cooperative Projects between the State of New Hampshire and the University System of New Hampshire dated November 13, 2002, except as may be modified herein.
- B. This Project Agreement and all obligations of the parties hereunder shall become effective on the date the Governor and Executive Council of the State of New Hampshire approve this Project Agreement ("Effective date") and shall end on **9/30/28**. If the provision of services by Campus precedes the Effective date, all services performed by Campus shall be performed at the sole risk of Campus and in the event that this Project Agreement does not become effective, State shall be under no obligation to pay Campus for costs incurred or services performed; however, if this Project Agreement becomes effective, all costs incurred prior to the Effective date that would otherwise be allowable shall be paid under the terms of this Project Agreement.
- C. The work to be performed under the terms of this Project Agreement is described in the proposal identified below and attached to this document as Exhibit A, the content of which is incorporated herein as a part of this Project Agreement.

Project Title: 2026-2028 Pesticide Safety in Practice: Reducing Risk through Education Pesticide Applicator Training

- D. The Following Individuals are designated as Project Administrators. These Project Administrators shall be responsible for the business aspects of this Project Agreement and all invoices, payments, project amendments and related correspondence shall be directed to the individuals so designated.

State Project Administrator

Name: Sarah C.D. Conley
Address: NH Dept of Ag, Markets, and Food
1 Granite Place South
Suite 211
Concord, NH 03301
Phone: 603 271-7788

Campus Project Administrator

Name: Gretchen Swain
Address: University of New Hampshire
Sponsored Programs Administration
51 College Road
Durham, NH 03824-2620
Phone: 603-862-4865

- E. The Following Individuals are designated as Project Directors. These Project Directors shall be responsible for the technical leadership and conduct of the project. All progress reports, completion reports and related correspondence shall be directed to the individuals so designated.

State Project Director

Name: David J. Rousseau
Address: NH Dept of Ag, Markets, and Food
1 Granite Place South
Suite 211
Concord, NH 03301
Phone: 603 271-3640

Campus Project Director

Name: Rachel Maccini
Address: UNH Cooperative Extension
329 Mast Road - Suite 115
Goffstown, NH 03045
Phone: 603 836-4934

- F. Total State funds in the amount of **\$93,332** have been allotted and are available for payment of allowable costs incurred under this Project Agreement. State will not reimburse Campus for costs exceeding the amount specified in this paragraph.

Check if applicable

☐ Campus will cost-share _____ % of total costs during the term of this Project Agreement.

☐ Federal funds paid to Campus under this Project Agreement are from Grant/Contract/Cooperative Agreement No. _____ from _____ under CFDA# _____. Federal regulations required to be passed through to Campus as part of this Project Agreement, and in accordance with the Master Agreement for Cooperative Projects between the State of New Hampshire and the University System of New Hampshire dated November 13, 2002, are attached to this document as Exhibit B, the content of which is incorporated herein as a part of this Project Agreement.

G. Check if applicable

☐ Article(s) _____ of the Master Agreement for Cooperative Projects between the State of New Hampshire and the University System of New Hampshire dated November 13, 2002 is/are hereby amended to read:

- H. ☒ State has chosen **not to take** possession of equipment purchased under this Project Agreement.
☐ State has chosen **to take** possession of equipment purchased under this Project Agreement and will issue instructions for the disposition of such equipment within 90 days of the Project Agreement's end-date. Any expenses incurred by Campus in carrying out State's requested disposition will be fully reimbursed by State.

This Project Agreement and the Master Agreement constitute the entire agreement between State and Campus regarding this Cooperative Project, and supersede and replace any previously existing arrangements, oral or written; all changes herein must be made by written amendment and executed for the parties by their authorized officials.

IN WITNESS WHEREOF, the University System of New Hampshire, acting through the **University of New Hampshire** and the State of New Hampshire, **Department of Agriculture, Markets, and Food** have executed this Project Agreement.

**By An Authorized Official of:
University of New Hampshire**

Name: Dianne Hall

Title: Manager, Pre-Award Compliance

Signature and Date: _____

Dianne Hall

Digitally signed by Dianne Hall
Date: 2026.09.08 12:41:01
+04'00'

**By An Authorized Official of: the New
Hampshire Office of the Attorney General**

Name: Vasiliios Manthos Attorney

Title: _____

Signature and Date: _____

Vasiliios Manthos 9/14/26

**By An Authorized Official of:
Department of Agriculture, Markets, and
Food**

Name: Shawn N. Jasper

Title: Commissioner

Signature and Date: _____

Shawn N. Jasper

9/16/26

**By An Authorized Official of: the New
Hampshire Governor & Executive Council**

Name: _____

Title: _____

Signature and Date: _____

EXHIBIT A

A. Project Title: 2026-2028 Pesticide Safety in Practice: Reducing Risk through Education Pesticide Applicator Training

B. Project Period: Upon Governor and Council Approval through September 30, 2028

C. Objectives: The objectives of the University of New Hampshire are to assist the Department of Agriculture, Markets & Food in the promotion and advancement of Integrated Pest Management in New Hampshire

D. Scope of Work: A detailed scope of work is on file with the Department of Agriculture, Markets, and Food and described in Attachment A of this agreement.

E. Deliverables Schedule: A detailed description with schedule for each project is on file with the Department of Agriculture, Markets & Food and described in Attachment A of this agreement.

Major Project Components:

Integrated Pest Management Training

- Supervisory Registration Certificate-General Use Training September 2026-2028
- Initial Certification Training for Commercial and Private Applicators (3 Counties) 2027-2028
- Training for Commercial Pesticide Applicators September 2026-2028

Final Report: October 31, 2028

Multi-year project that will require resubmission each year, no later than November.

F. Budget and Invoicing Instructions: Campus will submit an invoice on regular Campus invoice form for \$46,666 at the time of Governor and Council approval for 2026; and one subsequent payment for \$46,666 following July 1, 2027. State will pay Campus within 30 days of receipt of an invoice. Any unused funds must be returned to the State after the project end date.

Program income is expected to be generated through participant registration fees and will be used in accordance with the additive method to support allowable project costs associated with pesticide safety and applicator training. Any program income remaining at the end of the project period may be retained by UNH and used for purposes consistent with applicable sponsor requirements and institutional policies.

Budget Items	State Funding	Cost Sharing (if required)	Total
1. Salaries & Wages	\$ 11,528	0	\$ 11,528
2. Employee Fringe Benefits	945	0	945
3. Travel	20,000	0	20,000

4. Supplies and Services	41,600	0	41,600
5. Facilities & Admin. Costs	19,259	0	19,259
Total Project Cost			\$ 93,332.00

G. Other

A representative of the Department of Agriculture, Markets, and Food reserves the right to attend seminars and audit any work performed by the grant recipient.

Attachment A: Project Proposal - "2026-2028 Pesticide Safety in Practice: Reducing Risk through Education Pesticide Applicator Training"

I. Itemized Budget

Funding can only be used for items detailed in your budget. Requests for the purchase of non-consumable equipment that may serve a broader purpose than the IPM project will be rejected. Itemized budget must be specific.

Expense Account	TOTAL
Personnel	
UNH Cooperative Extension Staff Salaries	\$11,528
Benefits	\$945
Travel	\$ 20,000
Supplies and Services	\$ 41,600
Subtotal:	\$74,073
Indirect Costs at 26%	\$19,259
Total	\$ 93,332

Expenses

1. Hourly support staff: \$12,473. One hourly assistant will coordinate all administration activities, communications, and information dissemination. Hourly rate \$22.00. Expected effort is 524 hours. Base Salary \$11,528 ($\$22 \times 524 \text{ hours} = \$11,528$)
Fringe \$945.00 ($\$11,528 \times 8.2\%$) Fringe benefits of 8.2% will be charged according to UNH's current federally approved fringe benefits rates for the project period.
2. Service Providers Fees: \$41,600. Speakers from outside of Extension will present materials in their field of expertise. Over the course of 35 days of training per year, speakers will deliver a total of 32 presentations, at an average fee of \$650 per presentation. [$32 \text{ presentations} \times \$650 \text{ per presentation} \times 2 \text{ years} = \$41,600$].

Some days may include panel discussions or combined sessions where multiple speakers present back-to-back. Other days may be dedicated to fieldwork, labs, or internal Extension-led sessions, which do not require external speakers.

3. Service Providers Travel Expenses: \$20,000. Reimbursement of travel expenses for out-of-state speakers to travel to New Hampshire (airfare, hotel, and food allowance). Travel expenses are based on the U.S. General Services Administration per diem rates. Mileage reimbursement is based on the UNH's travel policy inclusive of a mileage rate of .70 per mile. For each year of training, 16 speakers

will charge mileage, and 5 will charge for airfare and/or overnight accommodation. Average travel expenses per speaker are \$625. [16 speakers x 2 years x \$625 = \$20,000].

4. Facilities & Administrative (indirect) costs are calculated according to UNH's current negotiated rate agreement with the Federal government. For the proposed budget, an off-campus rate with a Modified Total Direct Costs base is applied. The applicable rate, as shown in our federal agreement, is 26% until amended. The US Department of Health and Human Services is UNH's cognizant federal agency.
\$19,259.00

$$26\% \times \$74,073 = \$19,259$$

Program income is expected to be generated through participant registration fees and will be used in accordance with the additive method to support allowable project costs associated with pesticide safety and applicator training. Any program income remaining at the end of the project period may be retained by UNH and used for purposes consistent with applicable sponsor requirements and institutional policies.

II. Project Description (3 lines or less, to be used for publicity purposes):

This project will deliver Integrated Pest Management (IPM) training to pesticide applicators across New Hampshire, promoting safer, more sustainable pest control practices. Participants will gain the knowledge and skills needed to reduce pesticide use, improve environmental outcomes, and meet state certification and recertification requirements.

III. Project Objectives

This project will offer 55 days of in-person and online training sessions across New Hampshire to support individuals seeking pesticide certification under Pes 101.36, those pursuing recertification, and those aiming to become certified as Private or Commercial Applicators for the first time. Each session will provide 6–8 hours of instruction, integrating IPM principles into practical, real-world topics such as:

- Pest identification and monitoring
- Selection and safe use of chemical and biological controls
- Reading and interpreting pesticide labels
- Equipment calibration and application techniques
- Safe storage and disposal of pesticides and containers
- New Hampshire Pesticide Rules and Regulations

Category-specific training will also be offered in:

- B – Right-of-Way and Commercial Weed and Brush Control
- C1 – Forest Pest Control and Timber Treatment
- F2 – Mosquito and Black Fly Control (25B products only)
- G1 – Shade and Ornamental Pest Control
- G2 – Turf Pest Control
- F1 – Structural Pest Control

Training will include a mix of lectures, hands-on activities, and in-field demonstrations to ensure participants can apply IPM practices effectively in their daily work. By emphasizing early pest

identification, prevention, and monitoring, the program promotes the adoption of environmentally sound and economically viable pest management strategies.

IV. Economic and Environmental Impact

Each year, over 1,000 million pounds of pesticides are applied across the U.S., costing an estimated \$14 billion (US EPA, 2017). In New Hampshire, anyone applying Restricted-Use or General-Use pesticides (including 25B products) on another's property or as part of their job must be certified or licensed. While pesticides are valuable tools in agriculture, landscaping, and public health, their use also poses risks to human health and the environment. To reduce those risks, this program promotes Integrated Pest Management (IPM), a science-based, ecological approach to pest control that combines multiple strategies to keep pest populations below damaging levels without over-reliance on chemical inputs.

IPM promotes:

- Reduced pesticide use
- Improved environmental and human health
- Cost-effective pest control for growers and applicators
- Safer, more informed decision-making

According to the USDA (1993), IPM encourages preventive action and natural pest suppression through habitat management, resistant plant varieties, and biological controls, reserving pesticides for use only when necessary.

Participants will gain actionable skills in:

- Monitoring and identifying pests and beneficial organisms
- Determining economic thresholds for intervention
- Implementing non-chemical and cultural control methods
- Applying pesticides responsibly and legally

Though economic impacts of IPM are complex to quantify, research and field experience show that well-designed IPM programs reduce pest control costs, enhance income stability, and minimize health risks for both applicators and the broader public.

This training program aims to go beyond compliance and foster a long-term cultural shift toward sustainable pest management practices across New Hampshire.

V. How will your goals be accomplished? (Program Design)

To accomplish these goals, a structured series of educational trainings will be delivered from January 2026 through September 2028, combining scientific knowledge with practical tools and instruction.

Training Design

- Format: A hybrid model including in-person workshops, field demonstrations, and virtual learning sessions for accessibility and flexibility.
- Schedule: Quarterly sessions with additional offerings timed to align with key agricultural seasons and pest activity.
- Location: Trainings will be held in centrally located areas of New Hampshire and designated counties to reach applicators statewide.

Instructors and Curriculum

- Facilitators: UNH Extension Field Specialists, supported by experts in entomology, plant pathology, weed science, and environmental safety.
- Curriculum Topics Include:
 - o Pest identification and biology
 - o Monitoring techniques and economic thresholds
 - o Cultural, biological, and mechanical control methods
 - o Responsible pesticide selection and application
 - o Compliance with NH pesticide laws and best practices

Recertification and Licensing Support

- A request will be submitted to the New Hampshire Department of Agriculture, Division of Pesticide Control for approval of recertification credits.
- Sessions will be designed to satisfy both initial certification and continuing education requirements.
- Participants will receive documentation of attendance for license renewal or new certification.

VII. How will your data be evaluated?

To measure the program's success and guide improvements:

- Pre- and post-training surveys will assess changes in knowledge, confidence, and IPM related attitudes.
- Follow-up evaluations (3–6 months post-training) will measure implementation of IPM practices and pest control outcomes.
- Pesticide use data (voluntary) will help estimate reductions in pesticide application and associated cost savings.
- Interviews and case studies will document personal stories, barriers, successes, and lessons learned.

Findings will be used to adjust future programming and enhance the long-term impact of Extension offerings.

VIII. Explain how the results of your project will be shared/publicized.

The outcomes and impacts of this project will be disseminated through a multi-channel outreach strategy to ensure they reach both practitioners and stakeholders:

1. Extension Publications and Newsletters

- Key findings, success stories, and impact metrics will be published in UNH Extension newsletters, crop updates, and seasonal reports.
- A final project summary will highlight statewide adoption rates and pesticide reduction outcomes.

2. Public Presentations and Conferences

- Results will be shared at relevant events including:
 - o New Hampshire Farm and Forest Expo
 - o New England Vegetable and Fruit Conference
 - o Local Extension field days and grower meetings

3. Online Platforms

- Project materials and updates will be posted on the UNH Extension website.
- Recorded webinars and digital resources will be made accessible for future reference and selfpaced learning.
- Updates will also be promoted via social media to extend reach to younger and tech-savvy audiences.

4. Agency Collaboration

- A formal report will be submitted to the NH Department of Agriculture, Division of Pesticide Control to support future planning and policy development.
- Ongoing communication will ensure alignment with regulatory and educational goals.

This approach ensures not only that results are visible and accessible but also that they inform future training efforts and contribute to the long-term advancement of IPM adoption in New Hampshire and beyond.

IX. How Other Groups May Adopt Information from This Project

The resources, training materials, and evaluation tools developed through this Integrated Pest Management (IPM) training initiative will be designed for adaptability and scalability, allowing other organizations, institutions, and agencies to replicate or tailor them for their own audiences. Here's how broader adoption will be supported:

1. Shareable Training Materials

All educational materials—including presentations, handouts, field guides, and recorded webinars—will be made available to other Extension programs, conservation districts, agricultural organizations, and educators.

These resources can be adaptable for:

- Different geographic regions
- Specific cropping systems or pest concerns
- Varying levels of applicator experience (beginner to advanced)

2. Extension and Inter-Agency Collaboration

By working closely with the New Hampshire Department of Agriculture, other state agencies, and regional partners, the project will create a framework that neighboring states or organizations can use as a model for:

- IPM-based applicator training
- Recertification credit program design
- Regulatory compliance support and education

3. Evaluation Tools and Templates

Pre/post surveys, follow-up assessments, and case study templates developed for this project will be shared with interested stakeholders to help them evaluate their own training programs and demonstrate impact.

4. Cross-State and Regional Outreach

UNH Cooperative Extension will share results and resources at regional and national Extension conferences, providing a platform for peer learning and encouraging adoption in similar educational initiatives across the Northeast and beyond.

5. Online Accessibility

Training content and outcomes will be posted on the UNH Cooperative Extension website, making materials easily accessible to educators, applicators, and decision-makers in other areas.

By creating high-quality, transferable materials and building collaborative networks, this project will serve as a replicable model for pesticide safety and IPM education—helping other groups enhance environmental protection, reduce pesticide reliance, and improve pest management outcomes in their communities.

Send Applications to:

NH Department of Agriculture, Markets, and Food -
Division of Pesticide Control
IPM Grant Program
1 Granite Place South, Suite 211 Concord, NH 03301

Attach a sheet with the names, addresses and phone numbers of other people involved in this project.

UNH Cooperative Extension

Rachel Maccini, UNH Extension Field Specialist, Pesticide Safety Education

Organization/Farm Name: University of New Hampshire Cooperative Extension

UNH Cooperative Extension

329 Mast Road – Room 115

Goffstown, NH 03045 (603) 836-4934

Rachel.maccini@unh.edu

UNH Administrative Contact:

Gwendel Moffett-White

Grant and Contract Administrator III

Proposal Development and Submission Team (Pre-Award Compliance)

University of New Hampshire

Sponsored Programs Administration

51 College Road

Durham, NH 03824-2620

Cell (662) 303-9975