



# The ARRA for New Hampshire Businesses:

**DRED**

**NH Procurement Technical  
Assistance Program**

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# The ARRA for New Hampshire Businesses:

It's about READINESS

Finding the OPPORTUNITIES

Dealing with the CHALLENGES





# Readiness – What Does it Mean?

- A Going Concern
  - Successful Track Record
- Established Business Systems
  - Stable Financial Condition
- Access to Capital (if needed)





# What is a “Going Concern”?

- Not a Startup - > 2 years old
- Not a New Product or Service Line
- Has Necessary Equipment in Place
  - Needed Staff is Available





# A Successful Track Record

- Similar Projects/Products
  - Delivered successfully
  - On-time, within budget
    - More Credible if for Government Customers





# Established Business Systems

- Accounting Systems and Staff to Operate Them
- Labor and Project Cost Tracking Systems
- OSHA & Environmental Programs





# Stable Financial Condition

- No Serious Financial Problems
  - Adequate Cash Reserves  
or Access to Credit
  - Adequate Cash Flow
- **OPERATING CAPITAL!**





# Some of The Opportunities

- Transportation Programs ~ \$178M+
- Environmental Projects ~ \$64M+
- Energy Projects ~ \$64M+
- Housing ~ \$12M+







# Transportation Programs

- Highways ~ \$129M
- Surface Infrastructure ~ \$40M
- Transit Capital Assistance ~ \$13.5M
  - Airports ~ \$5M





# Environmental Projects

- Clean Water Act Projects ~ \$39.1M
- Safe Drinking Water Act ~ \$19.5 M
- Leaking Underground Tanks ~ \$1.8M
- Diesel Emission Reduction ~ \$1.8M
  - Brownfields ~ \$1.8M





# Energy Projects

- State Energy Program ~ \$25.8M
  - Weatherization ~ \$23.2M
  - Block Grants ~ \$10M+
  - Clean Cities - ~ \$5M





# Housing

- Public Housing Capital ~ \$7.7M
  - National Guard O&M ~ \$5M
    - Low Income Housing
- Academic Research Modernization
  - Rural Community Facilities





# More Opportunities

- Public Safety
  - Education
  - Health
- Broadband

Opportunities May Emerge





# Finding Opportunities

- Bureau of Purchase & Property Web Site
- Federal Procurement Web Sites
  - NH-PTAP
  - [www.nheconomy.com/sell-to-the-government](http://www.nheconomy.com/sell-to-the-government)





# Challenges for Business

- **Accounting to Government Standards**
- **Compliance with “Special” Labor Laws**
- **Access to Operating Capital**





# Accounting Standards

- Greater Cost Accounting Detail
  - More Reporting
- Detailed Labor Tracking
- Increased Oversight







# Special Compliance Issues

- Davis-Bacon Prevailing Wage
  - Must pay DOL wage rates
  - Buy-American Act
- Must use iron, steel & manufactured goods of US origin





# Resources for Businesses

- NH Department of Resources & Economic Development
  - [www.nheconomy.com](http://www.nheconomy.com)
  - NH-PTAP
  - [www.nheconomy.com/sell-to-the-government](http://www.nheconomy.com/sell-to-the-government)





# Resources for Businesses

- NH Small Business Development Center
  - [www.nhsbdc.org](http://www.nhsbdc.org)
- NH Office, US SBA
  - <http://www.sba.gov/localresources/district/nh/index.html>





# Resources for Businesses

- NH Chapters, SCORE
- <http://www.score-manchester.org/>
- <http://www.monadnockscore.org/>
  - <http://www.scorehelp.org/>
- <http://www.uppervalleyscore.org/>
  - <http://score641.org/>





# Challenges for Business

## Part II

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