**House Committee on Executive Departments and Administration**

**Friday, April 8, 2022**

**Testimony in support of SB438, establishing state and local procurement policies intended to promote the use of American materials.**

Chairperson McGuire and members of the Committee:

Thank you for the opportunity to submit testimony to your committee on SB438, an Act establishing state and local procurement policies intended to promote the use of American materials.  I spent almost 10 years in the welding industry as a Technical Sales Rep and had the pleasure of working with local steel fabrication organizations. For the last 6 years I have provided risk management and insurance services, and although my role has changed, my appreciation and support for those local shops is still a part of who I am.  Keeping public dollars local provides NH companies the ability to keep people employed, invest in their communities, and helps provide opportunities for the next generation of much needed steel fabricators.

The “silver tsunami” is real and the next generation needs local jobs.  I was on the board for the welding program at Seacoast School of Technology, which is just down the street from where I live in Exeter, and I was also involved with programs at White Mountain Community College and Manchester Community College.  Working with those programs and with the potential places those students could work made it obvious to me that we need more local fabricators.  Losing jobs to foreign competition only moves those dollars out of NH and the USA and provides fewer opportunities for those students.

In my current role as an insurance broker I am always looking at risk and exposures for businesses.  In this case, payrolls and revenue directly impact revenue to insurance brokers and carriers.  Higher revenues and payrolls are seen as larger exposures and insurance premiums increase accordingly.  Increased premiums means more revenue is available to hire Account Managers, Loss Control personnel, Producers, Claims people, etc.  More Workers Compensation exposure also leads to more data being available so more analytics can be done in this specific industry.  What impacts the local NH fabricators also impacts service providers like myself, as well as, local shops, restaurants, and many other businesses.  If our public dollars are kept in NH we can all succeed and prosper locally.

Thank you for your time and consideration.  Please take action and support SB438.

Best Wishes,

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