**NH House Committee on Executive Departments and Administration Hearing**

**April 8, 2022**

**Testimony in support of Senate Bill 438, establishing state and local procurement policies intended to promote the use of American materials.**

Good morning,

I would first like to thank you for this opportunity to testify in support of Senate Bill 438.

My name is Stephen Chasse, and I am the Owner and President of SL Chasse Steel in Hudson, New Hampshire.

**SL Chasse Steel has been in business for 32 years. We currently have over 170 employees.**

**Most of our employees live in New Hampshire, and many grew up in New Hampshire. They pay real estate taxes in New Hampshire, and have graduated from New Hampshire Schools. Now they are raising their own children in New Hampshire and are sending them to New Hampshire schools.**

I am here to testify from my own personal experience. SL Chasse Steel and my fellow New Hampshire and New England-based steel fabricators see more structural steel buildings being fabricated outside of the United States.

New Hampshire’s state, city and town tax dollars that are being used to fund municipal construction projects are going to foreign steel fabrication companies instead of local New Hampshire-based companies like ours. I see local schools that our employees’ children attend,

being fabricated outside of this country. These children never had the opportunity to say to their classmates, “My father or my mother built our school.” When in fact their parents tax dollars paid for the school.

Through flawed procurement laws, our state, city, and town tax dollars, money meant to strengthen New Hampshire’s economy, leaves the country when foreign steel fabricators are awarded work on public construction jobs. In effect, we are bolstering another countries economy instead of our own.

**This situation has gotten to a point where it is almost a waste of resources to even bid on these projects.**

Foreign steel fabrication companies are often financially subsidized by their governments and/or enjoy favorable currency exchanges with the United States enabling them to repeatedly undercut American fabricators in the bidding process. When foreign fabricated steel is purchased, there is no economic benefit to the domestic economy.

As I’m sure you know, local spending has significant economic impacts on local and regional economies because of the multiplier effect. Local spending has multiplier impacts on employment, income, and tax revenues.

Simply stated, for every $1.00 spent on domestic fabricated steel, $1.50 is generated in domestic economic activity. For every $1.00 spent on foreign fabricated steel, $0.00 are generated in domestic economic activity.

Income associated with steel fabrication will result in income to local residents. This income will be spent on local goods and services such as restaurants, lodging, hardware stores, and other local industries. If these public construction projects are awarded to foreign firms, then the economic benefits will be demonstrated in foreign economies thus resulting in zero economic stimulus to the local, regional, and national economies.

We need you, our state government, to support Senate Bill 438 and keep our tax dollars here in New Hampshire!

I thank you for your time and ask for your consideration on this matter.

Thank you!

Stephen L Chasse

President

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