



**STATE OF NEW HAMPSHIRE DEPARTMENT OF  
BUSINESS AND ECONOMIC AFFAIRS  
Eastern Canadian Provinces Investment Strategic Plan Development  
RFP DBEA 2024-02**

**Clarifying Questions and Answers**

- Q1.** To clarify, is the intention to identify which of New Hampshire’s target industries make sense to target in the selected Canadian provinces? If yes, is the intention to identify specific industries for each province or overall industries over the series of provinces?
- A1.** Yes, The Department of Business and Economic Affairs (BEA)’s intent is to identify specific industries within each of the Eastern Canadian Provinces (Quebec, New Brunswick, Newfoundland and Labrador, Nova Scotia, and Prince Edward Island). as it will lead directly to the proposed outreach strategy identified by the Vendor.
- Q2.** Does the state have access to data on Canadian FDI flows or is the intention for the contractor to only use third-party indicators to provide this information?
- A2.** As noted in the Request for Proposal (RFP), the Vendor should utilize available information. BEA does not have full information on FDI flows which is why this is a requirement in Section 2 of the RFP.
- Q3.** Are existing investments the only data point of interest in identifying priority target industries, or would there be an interest in data related to the size, strength, and growth of domestic industry in the Canadian provinces of interest?
- A3.** BEA would be interested in data related to the size, strength, and growth of domestic industry in the Canadian provinces of interest. This information, and other information, can support identification of target industrial sectors, provided that it champions the aims as outlined in the RFP.
- Q4.** How many businesses do they expect to be surveyed as part of the strengths evaluation work?
- A4.** BEA hasn’t established a minimum or expected number of businesses to be surveyed. BEA recommends Vendor should conduct the number of surveys that will support findings as part of the strengths evaluation work.