

The “*Commerce*” in Operation Safe Commerce

Economic Development and
Cargo Security Prototyping

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Why OSC-NE Important to NH Economic Development?

- Threats
 - International Trade
 - Canadian Trade
 - Port Competition
 - Cost of Fixes w/o Commercial Input
 - Border Disruption
 - Supply Chain Disruption vs. “Lean” Manufacturing
- Opportunities
 - Economic Development was trusted advocate and intermediary
 - EZ Pass state crossing
 - State’s strong security sector – Head Start

What Worked?

- Jambalaya Team of Participants
- Small
- Open Enrollment
- Flexible
- Cheap
- Persistent
- Rapid
 - NE “PATS”
 - Prototype Acceleration TeamS
- No Glory Greed
- Local AND National Team
 - OSC-NE & LLNL
- People
 - Skills
 - Colleagues
 - Frustration & Commitment
- Leadership
 - Different at Stages
 - Top Down & Bottom Up
 - So...?

Where Will Leadership Come From Next?

- Threats

- Federal Silos
- State Silos
- Learning Curve
- Changes in Leadership
- Off & On & Off funding
- No Home
- No Standing
- No Champion
- Complacency

- Opportunities

- Openness of Leadership to good ideas
- OSC's "secret mantra":
 - "Can Do – Did Do- Will Do"
 - Patriots & Colleagues
- Success breeds success
- So: What About **Today?**
 - Anyone here from the "Department of Getting It Done?"

Thanks!

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