

**RHODE
ISLAND**
COMMERCE



Bryant University

THE JOHN H. CHAFEE CENTER
FOR INTERNATIONAL BUSINESS

**STATE FUNDING
IMPACT REPORT
FY 2020**



The John H. Chafee Center for International Business at Bryant University

**Providing comprehensive international trade services to help
Rhode Island businesses succeed in the global marketplace.**

About the Chafee Center

For over 37 years, the John H. Chafee Center for International Business at Bryant University has been a resource for Rhode Island businesses, students, organizations and individuals interested in global trade.

As Rhode Island's designated agency for trade and export activities, the Chafee Center has an official relationship through the Rhode Island Commerce Corp. and receives state program funding. The services provided through this partnership focus on global business expansion, retention and attraction.

The Chafee Center's programs include corporate training, international trade missions and shows, strategic consulting, market research, and broad-based events, as well as activities through the federal State Trade Expansion Program. The Chafee Center works closely with Bryant University faculty, staff, and students to provide customized business consulting services to Rhode Island-based enterprises.



The Importance of Exporting on the Rhode Island Economy

Rhode Island exporting activities play a key role in economic production and job growth. According to the U.S. Global Leadership Coalition, in 2018 more than 1,896 Rhode Island companies exported a total of **\$2.7 billion** worth of goods, helping to support more than 133,300 good-paying jobs in the state. Eighty-six percent of these exporters were small- and medium-sized enterprises.

In 2017, **26,400** people in Rhode Island were employed by affiliates of companies at least 50% foreign owned.*

* <https://www.usglc.org/state-facts/rhode-island/>

\$2.7billion

worth of goods exported

133,300

jobs supported by exports

26,400

employed by foreign affiliates

Training/Virtual Training

The Chafee Center helps local companies keep up to date on export issues and understand important concepts of international trade, including export compliance, regulatory issues, marketing, banking and more. Four in-person training events were offered during the July 2019 – March 2020 period, including a Global Trade Forum with Sen. Jack Reed and participation in the global U.S.-China Town Hall.

Due to the pandemic, all in-person activities were canceled or postponed as of March 13, 2020, through the end of the fiscal year, including World Trade Day. As a result, a comprehensive series of webinars was developed to address the relevant needs and interests of Rhode Island businesses, particularly as a result of COVID-19 and its impact on global trade. In line with other organizations and in consideration of the financial difficulties all companies were facing, all fees for the webinars were waived.

The 11 webinars presented through June 30, 2020, attracted a wide range of participants, not just in Rhode Island but also from across the United States and around the world. In total, 699 individuals participated in these 15 training events during FY20.

ambilabs[®]

Ambilabs[®], a Rhode Island small business, specializing in creating ambient air monitoring solutions, participated in the 2019 Chafee Center Canada Trade Mission and will participate again in 2020. Resulting partially from the 2019 mission, Ambilabs[®] has grown sales into Canada of its small sensor AQMesh[®] air monitoring technology. In addition, the company – in operation since 2012 – has been increasing awareness in Canada of its high-precision particulate/haze/visibility monitoring sensor solution. The trade missions were made possible through funding from the

federal STEP grant administered by the Chafee Center.

Ambilabs[®] gas and particulate measurement systems are utilized in both laboratory and field research. Different applications include: smoke monitoring impacts, human health impacts, construction/demolition, and various environmental analyses. Ambilabs[®] also has participated in other Chafee Center programs, including export training, global business consulting and the International Business Practicum.



Food Export USA

The Chafee Center acts as the official Rhode Island programmatic contact of Food Export USA-Northeast, a nonprofit composed of the 10 Northeastern state agricultural promotion agencies that provide U.S. companies with the programs and services needed to export and sell their products internationally. The Chafee Center educates eligible Rhode Island food companies on the wide range of export programmatic and financial support that is available through the Food Export network.

Total Food Exports Generated for Rhode Island:

\$19,528,700 million in forecast Food Exports 2019

\$5,376,500 million in actual Food Exports 2019



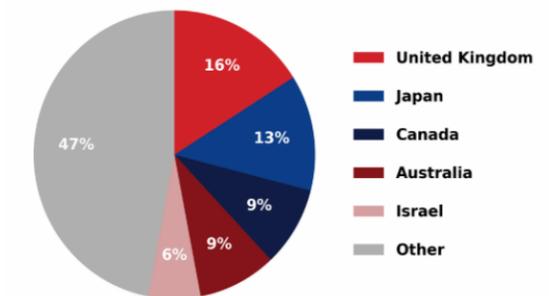
EVEN DURING COVID-19, THE CHAFEE CENTER ENGAGED WITH MORE THAN 170 RHODE ISLAND COMPANIES IN FY2020

Foreign Direct Investment (FDI)

The Chafee Center plays an active role in advising the Business Development team at R.I. Commerce on foreign direct investment. This includes working with Select USA and Select USA staff located in U.S. embassies and consulates around the globe. The mission of Select USA, a division of the International Trade Administration at the U.S. Department of Commerce, is to facilitate job-creating business investment into the United States and raise awareness of the critical role that foreign direct investment plays in the U.S. economy. In FY20, the Chafee Center planned several virtual sector-specific promotions highlighting Rhode Island's innovative business ecosystem set to take place in FY21, including an Offshore Wind Promotion for investors in Germany and surrounding countries, a FinTech event featuring Ravi Kumar, CEO of Infosys for investors from India, and a MedTech event for investors in the European Union.

Top Sources of FDI in Rhode Island

(32 Total Announced Greenfield Projects)



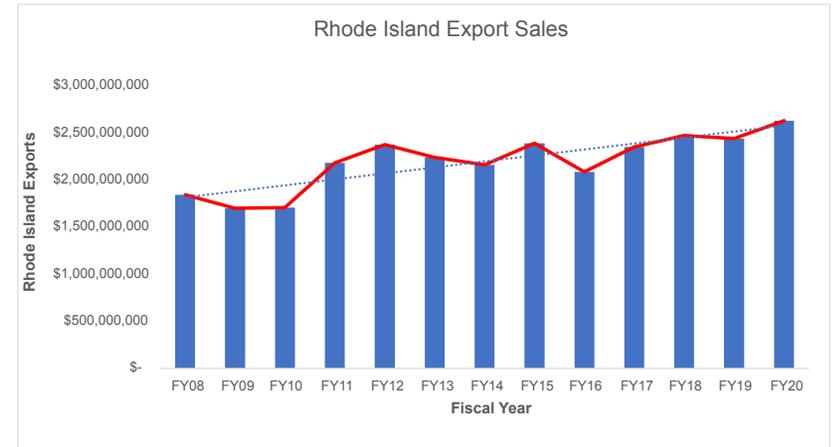
STEP Grant (State Trade Expansion Program)

The Chafee Center continues to be the Rhode Island recipient of the SBA State Trade Expansion Program, providing support to eligible RI small businesses to help expand the state's exports. STEP funding supports state foreign trade missions and booths at international trade events, as well as awards to individual companies for their own export-related activities, including virtual trade shows and digital marketing.

As of June 30, 2020, a total of \$484,397 in federal funding through STEP 7 and STEP 8 had been received. This provided 160 awards to 54 Rhode Island small businesses, leading to actual export sales of \$4.338M.

\$4.338 million

Increase in export sales due to the SBA STEP Program



Trade Missions and Trade Shows/Virtual Trade Missions and Trade Shows

Trade missions and shows are particularly useful for first-time exporters or companies that have had difficulty expanding into a market. Missions and shows are turn-key solutions, including country briefings, transportation, translators, meetings and networking events. FY20 presented unique challenges due to COVID and the cancellation of most international travel and events.

In the first half of FY20, the Chafee Center was able to produce two events: an in-person trade mission to Toronto and Montreal in October 2019 and a Rhode Island booth at Defense, Security, Equipment International in London in September 2019.

Two other events had been planned, including an in-person trade mission to Germany for May 2020 and a Rhode Island booth at the international Oceanology show in London in March 2020. However, due to COVID, these events were both converted to virtual events and postponed until later in FY21.

The Chafee Center is currently planning virtual trade missions to Israel, India, South Africa and Saharan Africa, and Australia and New Zealand.

\$2.96 – \$3.16 million

projected export sales from FY2020 trade missions and shows

CONTACT INFO:

John H. Chafee Center for International Business

Bryant University

1150 Douglas Pike, Smithfield, RI 02917

✉ chafeecenter@bryant.edu ☎ 401-232-6407 🌐 www.bryant.edu/chafeecenter

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