



THE JOHN H. CHAFEE CENTER FOR INTERNATIONAL BUSINESS

Bring us your business. We'll give you the world.

RHODE ISLAND INTERNATIONAL TRADE AT-A-GLANCE:



128,100

The number of jobs in Rhode Island supported by trade in 2017



\$4.3 BILLION

total export sales (2017)



\$2.4 BILLION

in goods



\$1.9 BILLION

in services



151 COUNTRIES

and territories

ABOUT THE CHAFEE CENTER

The John H. Chafee Center for International Business at Bryant University is a resource for businesses, organizations, students and individuals interested in global trade. Named for the late U.S. senator from Rhode Island – a long-time advocate of international trade and the benefits of introducing new markets to our nation’s businesses – the Chafee Center’s mission is to foster world trade through collaboration with the University’s academic programs, partnerships with state and federal entities, and outreach to the business community.

Through the Chafee Center’s professional staff and its extensive network of strategic partners, both domestic and international companies of all sizes and industries can receive help and guidance on global trade issues and opportunities.

OUR SERVICES

CLIENT OUTREACH

The Chafee Center is a valuable, cost-effective resource to local companies and individuals for any of their international and domestic trade issues. Whether a company is a new exporter, a global entrepreneur or an experienced world trader, all are encouraged to contact the Chafee Center to learn more about our programs and services, speak with a staff member for assistance, or schedule a meeting.

BUSINESS CONSULTING

The Chafee Center’s in-house staff of international trade professionals works closely with clients to identify their goals and objectives, determine an appropriate project scope and apply the necessary resources to deliver a comprehensive solution that addresses the specific company’s business needs.

SEMINARS AND WORKSHOPS

The Chafee Center offers numerous options for training on a wide range of international business topics. These events feature global business experts who provide guidance on international trade topics, including export compliance, international logistics, global marketing, import requirements, international documentation and more.

BRYANT UNIVERSITY PRACTICUM

Bryant’s degree programs in International Business, Global Supply Chain Management and the MBA require students to complete a practicum, where students are divided into teams assigned to work with client companies on predetermined real-world projects. Students are divided into teams that are assigned to work with client companies on predetermined real-world projects. Building on classroom learning, team work and guidance from a team of Bryant professors and Chafee Center staff, students spend the semester on research and analysis to prepare and deliver high level, actionable reports.

TRADE MISSIONS & SHOWS

Working closely with the Rhode Island Commerce Corporation and the State of Rhode Island, the Chafee Center organizes and leads several international trade events throughout the year to encourage and promote international trade for local businesses and organizations.

PARTNERSHIP PROGRAMS AND GRANTS

- STEP (State Trade Expansion Program)
- U.S. Commercial Service
- Food Export USA
- EXIM Bank
- NETAAC (New England Trade Adjustment Assistance Center)

SUCCESS STORIES START HERE

SEASIDE CASUAL, located in Coventry, Rhode Island, is a leader in the outdoor furniture market, specializing in high-end products. A subsidiary of Arnold Lumber, Seaside Casual has been in business since 1996 and prides itself on the quality of its products, which are backed by a twenty-year warranty. Seaside Casual offers more than 100 products that are proudly Made in America.

Seaside Casual has utilized the services of the John H. Chafee Center for International Business in a variety of ways, including participating in the Bryant University Practicum Program, taking advantage of training and education opportunities and utilizing the State Trade Expansion Program (STEP), in which the company received federal grant dollars from the Small Business Administration to assist with exports.

SINCE PARTNERING WITH THE CHAFEE CENTER, SEASIDE CASUAL HAS SEEN AN INCREASE IN EXPORT SALES.

“With the help of the Chafee Center, Seaside Casual has seen **ENORMOUS GROWTH THROUGHOUT EUROPE**, with a particular focus on the UK. The STEP grant in particular has really helped us plan and manage for sustained growth worldwide.”

–PAUL EVANS, SEASIDE CASUAL, NATIONAL SALES MANAGER AND INTERNATIONAL OPERATIONS

“It’s our hottest growth market right now. We consider Bryant University and **THE CHAFEE CENTER AN INVALUABLE RESOURCE FOR SEASIDE.**”

–JOE PARENT, CFO SEASIDE CASUAL/ARNOLD LUMBER



OUR TEAM

The Chafee Center staff of business professionals is available to answer your questions, provide referrals, schedule a meeting, provide one-on-one consulting and guide your company to the appropriate resources and services that can support your company's international trade needs.

GERALD COHEN International Trade Specialist,
Practicum Programs Manager
phone: 401-232-6483, email: gcohen@bryant.edu

HEATHER DEMARCO Training and Events Coordinator
phone: 401-232-6409, email: hdemarco@bryant.edu

JESSICA GAUDREAU Business Manager
phone: 401-232-6516, email: jgaudreau1@bryant.edu

KATE MEDEIROS Business Development Manager
phone: 401-232-6405, email: kmedeiros@bryant.edu

KATHERINE THERIEAU Director of International Trade Programs
phone: 401-278-9139, email: katherine.therieau@commerceri.com

LINDA WOLFE Assistant Director, STEP Project Director
phone: 401-232-6525, email: lwolfe@bryant.edu



Bryant University

THE JOHN H. CHAFEE CENTER
FOR INTERNATIONAL BUSINESS

1150 Douglas Pike, Smithfield, RI 02917 • chafeecenter@bryant.edu • 401-232-6407 • www.bryant.edu/chafeecenter

 twitter.com/chafeecenter

 [linkedin.com/in/chafeecenterri](https://www.linkedin.com/in/chafeecenterri)

 [facebook.com/chafeecenter](https://www.facebook.com/chafeecenter)

State programs are offered in partnership with

