**Funded in part through a Grant with the U.S. Small Business Administration.**

# RI STEP PROGRAM 2023-2024

***State Trade Expansion Program***

***Application to join the Rhode Island Trade Mission
to the United Kingdom***

Under the RI STEP program, The Chafee Center for International Business at Bryant University and the SBA are sponsoring a trade mission to the United Kingdom from June 10 to 14, 2024.

We are looking for 6 companies to join us. Each company will receive matchmaking services (B2B), in addition to access to receptions, networking, and onsite visits. The cost of participation will be covered by the STEP program for companies that qualify. This opportunity **does not** include airfare, accommodations, meals, and local transportation.

**Please complete this Application and return it no later than April 5, 2024.**
All applications will be carefully reviewed to determine the best candidates. A notification will be sent out by April 12, 2024. Selected companies will be required to sign a contract upon their approval detailing what is included with their participation. **The contract should be signed and received at the Chafee Center by April 26, 2024.**

**Deadline for submission of Application to Participate: April 5, 2024
Notification of Companies Selected to Participate: April 12, 2024**

#### PLEASE TYPE OR PRINT CLEARLY

**Please check** ***one* of the following:**

 \_\_\_\_ **New to Export:** My company has limited export experience but wishes to increase exports.

 \_\_\_\_ **Market Expansion:** My company is an experienced exporter wishing to expand into new countries or expand within an existing market.

## ARE THE PRODUCTS/SERVICES COVERED BY THIS REQUEST OF U.S.A. ORIGIN OR DO THEY HAVE AT

**LEAST 51% U.S. CONTENT: Yes \_\_\_ NO \_\_\_ \* If not, you will not be allowed to participate.** *(\*STEP funding can ONLY be used to support the export of products of USA origin or those that have at least 51% USA content.)*

## YOUR PRODUCT OR SERVICE

Please describe in detail the product(s) and/or services you are trying to export.

## TARGET CUSTOMER

Who are your target customers that you hope to meet in the United Kingdom? This includes partners, sales agents, and distributors.

## EXPORT GOALS

* What would your primary goal be in attending this trade mission? (*Please note that STEP is designed to assist companies in entering new countries/regions, launching new products, or expanding into new market segments.)*

\_\_\_ New Country Entry. What sector? \_\_\_\_\_\_\_\_\_\_

\_\_\_ New product launch

\_\_\_ Expand into the existing market
\_\_\_ Other. Please explain:

* Please explain how participation in this trade mission supports your company’s current export strategy. Please be thorough.
* Please indicate the dollar value of export sale you would hope to realize within the next 12-18 months through participation at this event:

## EXPORT EXPERIENCE:

* Is your company new to exporting? \_\_\_ Yes \_\_\_ No
* If not, what countries are you currently exporting to?
	+ If this is not a new market for you, what % increase in sales do you hope to achieve?

## STEP EXPERIENCE

* + Has your company received STEP funding in the past: Yes\_\_ No\_\_
	+ If yes, please explain what you have received funding for and when.
	+ If you have received STEP funding in the past, have you realized an increase in export sales as a

**result** of these STEP-funded activities?

\_\_\_Yes How much?

\_\_\_ No Please explain why you feel you should continue to receive STEP funding if no export sales have resulted:

**Who would be attending this event and representing the company (name, title, email):**

### Please indicate any funds you will receive from other trade assistance programs or sources other than your company for this project: \_\_\_\_\_\_\_\_\_\_\_

#### I certify that all information provided on this application is complete and accurate to the best of my knowledge and that I am an authorized representative of the company. In submitting this Application for Participation, I am requesting STEP funding to cover my participation in the RI Trade Mission to travel. As part of the STEP program, I agree to provide feedback to the Chafee Center on actual export sales resulting from this activity as requested, every quarter.

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Applicant's Representative Signature Date***

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Print Name Title***