**Funded in part through a Grant with the U.S. Small Business Administration.**A blue text on a black background

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# RI STEP 10 PROGRAM

***State Trade Expansion Program***

***Application to Exhibit at the Rhode Island Booth in the H2O Conference in   
Halifax, Nova Scotia, Canada***

***https://h2oconference.ca/***

Under the RI STEP program, the Chafee Center for International Business at Bryant University and the RI Commerce Corporation are sponsoring a Rhode Island booth at the H2O Conference. The Home to Overseas Conference will take place from June 3 to 5, 2024 in Halifax, Nova Scotia, Canada. This conference/trade show is rapidly becoming Canada’s premier event for the ocean technology sector and is attracting significant international participation.

The RI booth will have 1 table and 2 chairs per company. Each company is encouraged to bring their own table cover and pop-up banner to identify their space. Two people are allowed per company at the booth. The cost of the booth will be covered by the STEP program. The STEP program **does not** include travel expenses such as airfare, hotels, meals, etc.

**Exhibit booth includes:** two days of presentations, B2B meetings, industry showcase booth, receptions, and networking breaks, for ONE person.

***Please complete this Application and return it no later than April 19, 2024.*** All applications will be carefully reviewed to determine the best candidates. A notification will be sent out by April 30, 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 May 10, 2024.**

**Deadline for submission of Application to Participate: April 30, 2024   
Notification of Companies Selected to Participate: May 3, 2024**

#### PLEASE TYPE OR PRINT CLEARLY

**Name of Company:**   
**Contact Person:**   
**Address:**   
**City: Zip Code:** **Website:**   
**Telephone:**  **Email:**

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

**\_\_\_ NTE: NEW TO EXPORT –** My company is new to exporting or has limited export experience but wishes to increase our exports.

**\_\_\_ ME: 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.A. CONTENT:**

**\_\_\_ Yes \_\_\_ NO – STOP – You may not be eligible.\****(\*STEP funding can ONLY be used to support export of products of USA origin or those that have at least 51% USA content! If your products do not qualify, you cannot submit a Request for Approval.)*

## YOUR PRODUCT OR SERVICE:

* + Please describe the Product(s) and/or Services that will be displayed:

## TARGET CUSTOMERS:

* + Who are your target customers that you hope to meet at the H2O Conference:

## EXPORT GOALS

* + What would you primary goal be in attending this conference? (*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 (Taget Country)   
\_\_\_\_ New product launch \_\_\_ Expand in existing markets   
Other: (explain below)

* + Please explain how participation at DSEI supports the 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?

* + Does your company have experience selling to Canada: \_\_\_ Yes \_\_\_ No
  + If this is not a new market for you, what % increase in sales do you hope to achieve? \_\_
  + Have you attended this show in the past? \_\_\_ Yes \_\_\_ No
  + If yes, please indicate when and whether you had a booth or not:

## 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 If yes, how much? TBD% increase or $TBD increase

\_\_\_ No If 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):**



### 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 booth at H2O Conference in Halifax, Canada, understanding that I will be responsible for all other expenses, including 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, on a quarterly basis.

### Applicant's Representative Signature Date

\_\_\_\_\_\_

**Print Name Title**