

2010 -- S 2775

=====
LC01124
=====

STATE OF RHODE ISLAND

IN GENERAL ASSEMBLY

JANUARY SESSION, A.D. 2010

A N A C T

RELATING TO STATE AFFAIRS AND GOVERNMENT -- ECONOMIC DEVELOPMENT

Introduced By: Senators Sosnowski, and Felag

Date Introduced: April 13, 2010

Referred To: Senate Corporations

It is enacted by the General Assembly as follows:

1 SECTION 1. Chapter 42-64 of the General Laws entitled "Rhode Island Economic
2 Development Corporation" is hereby amended by adding thereto the following section:

3 **42-64-35. Government contract procurement assistance.** – (a) The general assembly
4 recognizes that:

5 (1) Government contracts represent a ready source of jobs and economic expansion for
6 Rhode Island companies. Many Rhode Island companies provide products and services which
7 are routinely procured by a myriad of government entities. However, the complexity and
8 specialized nature of many of these opportunities often raises significant barriers for those
9 companies with no government contracting experience;

10 (2) While the EDC provides basic government procurement training and support, the
11 costs and complexities associated with competing for and winning a government contract for
12 products or services often prevents most small businesses from seeking government procurement
13 opportunities;

14 (3) Currently many Rhode Island companies could compete for government procurement
15 opportunities but are unable due to lack of knowledge, subject matter expertise and specialized
16 business development skills. These opportunities are regularly contracted to businesses located
17 outside of the state;

18 (4) The Economic Development Corporation currently administers programs and
19 initiatives that help create and grow companies in Rhode Island and recruit companies to Rhode

1 Island through the use of state employees, public-private partnerships, and contractual services;
2 and
3 (5) There exists a significant opportunity for Rhode Island companies to increase their
4 competitiveness and capabilities to secure new business with federal, state, and local
5 governments.
6 (b) The corporation through its director:
7 (1) Shall manage and direct the administration of state programs and initiatives whose
8 purpose is to procure federal, state, and local governmental contracts;
9 (2) May require program accountability measures; and
10 (3) May receive and distribute legislative appropriations and public and private grants for
11 projects and programs that:
12 (i) Are focused on growing Rhode Island companies and positively impacting statewide
13 business growth by expanding current services to help those companies secure new business with
14 federal, state, and local government;
15 (ii) Provide guidance, skills and resources to Rhode Island companies interested in
16 obtaining new business with federal, state, and local government entities;
17 (iii) Would facilitate marketing, business development, and expansion opportunities for
18 Rhode Island companies in cooperation with other state and local agencies and departments and
19 with public, non-profit, or private sector partners such as local chambers of commerce, trade
20 associations, or private contractors as determined by the Corporation's director to successfully
21 match Rhode Island businesses with government procurement expertise and opportunities; and
22 (iv) May include the following service components:
23 (A) Individualized consultation for government contracting;
24 (B) Specialized contractor training for companies located in Rhode Island;
25 (C) Focused Rhode Island contractor matching program for government requirements;
26 (D) Experienced proposal and bid support; and
27 (E) Specialized support services.
28 (c) A recipient of monies distributed under this section shall provide the office with a set
29 of standard monthly reports, the contents of which shall be determined by the office to include at
30 least the following information:
31 (1) Consultative meetings with Rhode Island companies;
32 (2) Seminars or training meetings held;
33 (3) Government contracts awarded to Rhode Island companies;
34 (4) Jobs created/retained; and

1 [\(5\) Salary ranges of jobs/retained.](#)

2 SECTION 2. This act shall take effect upon passage.

=====
LC01124
=====

EXPLANATION
BY THE LEGISLATIVE COUNCIL
OF
A N A C T
RELATING TO STATE AFFAIRS AND GOVERNMENT -- ECONOMIC DEVELOPMENT

1 This act would establish within the Economic Development Corporation an expanded
2 program to assist Rhode Island companies to secure new business with federal, state and local
3 governments.

4 This act would take effect upon passage.

=====
LC01124
=====