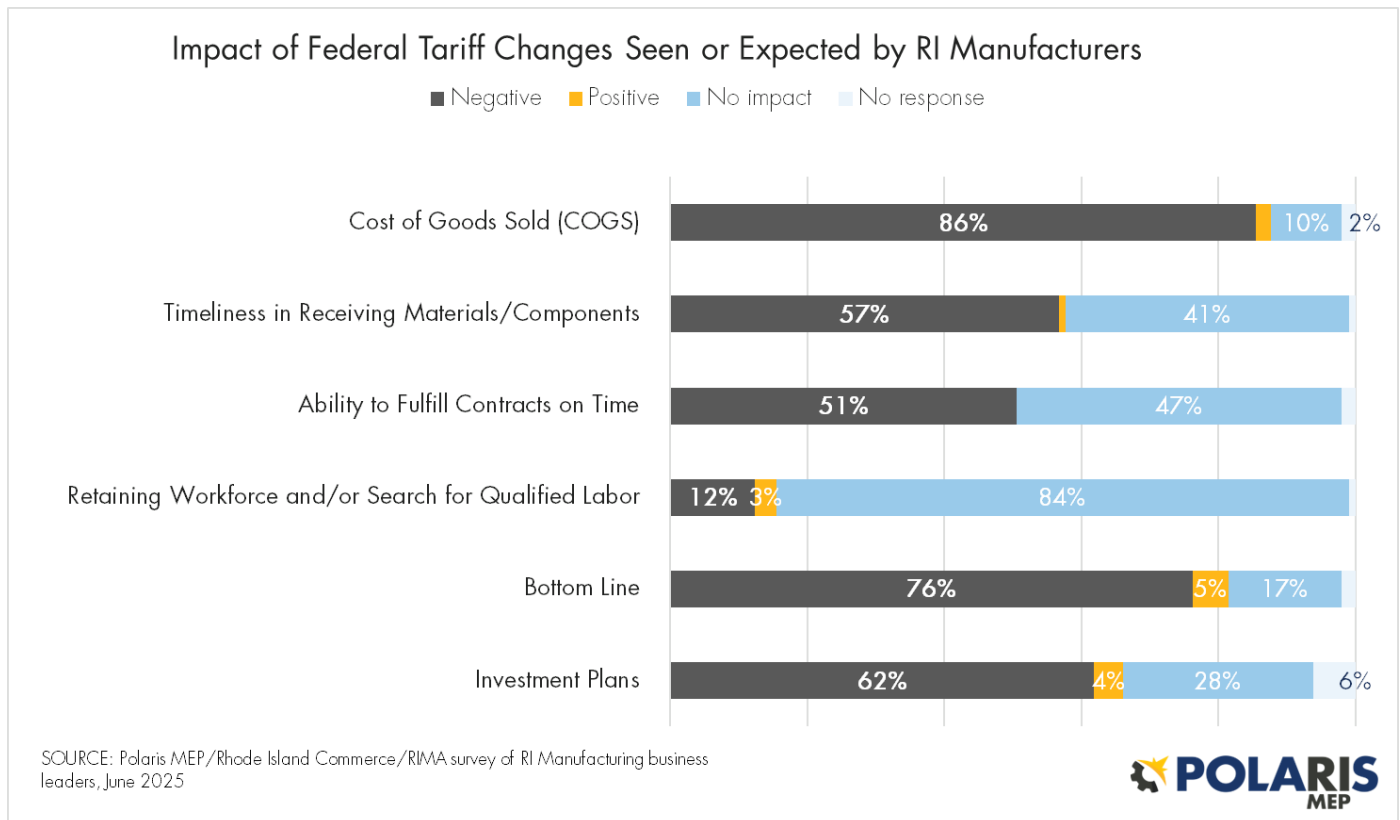


RI Manufacturing: 2025 Tariff Impact

Question 1:

What impact have you seen, or do you expect to see, that the tariffs have/will have on ...

	Significant positive	Somewhat positive	None	Somewhat negative	Significant negative	No response
Cost of Goods Sold (COGS)	0.0%	2.1%	10.3%	35.1%	50.5%	2.1%
Timeliness in Receiving Materials/Components	0.0%	1.0%	41.2%	26.8%	29.9%	1.0%
Ability to Fulfill Contracts on Time	0.0%	0.0%	47.4%	35.1%	15.5%	2.1%
Retaining Workforce and/or Search for Qualified Labor	1.0%	2.1%	83.5%	6.2%	6.2%	1.0%
Bottom Line	2.1%	3.1%	16.5%	35.1%	41.2%	2.1%
Investment Plans	2.1%	2.1%	27.8%	25.8%	36.1%	6.2%



RI Manufacturing: 2025 Tariff Impact

Question 2:

Have you adjusted pricing as a result of Tariff changes?

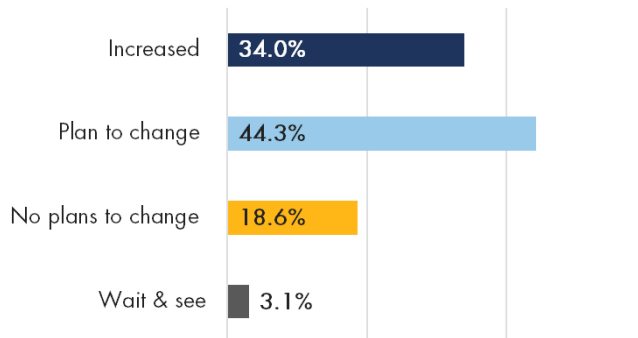
Value	Percent
Increased	34.0%
Plan to change	44.3%
No plans to change	18.6%
Other	3.1%
Other	

No change yet, and waiting on how this plays out.

Waiting on some clarity before placing 1st order

must wait and see

Pricing Adjustments Seen or Expected by RI Manufacturers
as a Result of Federal Tariff Changes



SOURCE: Polaris MEP/Rhode Island Commerce/RIMA survey of RI Manufacturing business leaders, June 2025

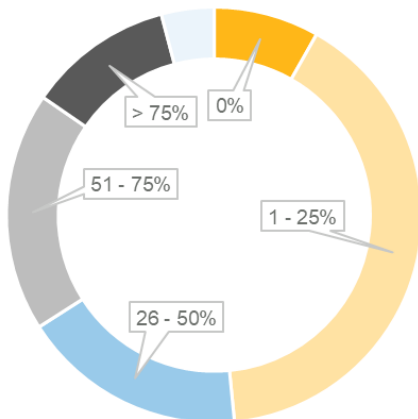
RI Manufacturing: 2025 Tariff Impact

Question 3:

What percentage of your raw materials or components are IMPORTED?

Value	Percent
0%	8.2%
1 - 25%	40.2%
26 - 50%	17.5%
51 - 75%	18.6%
> 75%	11.3%
Do not know	4.1%

Percentage of Raw Materials or
Components Imported by
RI Manufacturers



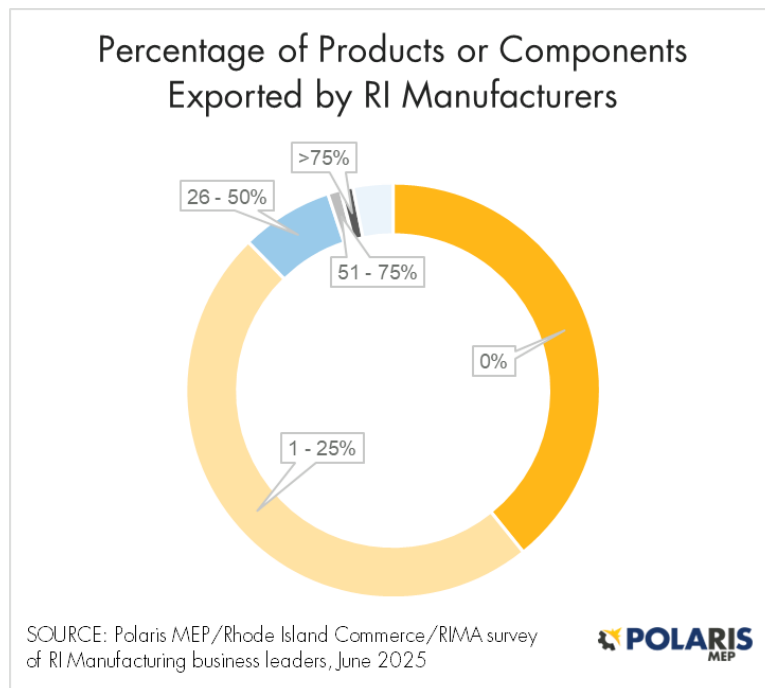
SOURCE: Polaris MEP/Rhode Island Commerce/RIMA survey
of RI Manufacturing business leaders, June 2025

RI Manufacturing: 2025 Tariff Impact

Question 4:

What percentage of your products or components are EXPORTED?

Value	Percent
0%	39.2%
1 - 25%	48.5%
26 - 50%	7.2%
51 - 75%	1.0%
>75%	1.0%
Do not know	3.1%



RI Manufacturing: 2025 Tariff Impact

Question 5:

Tell us your Tariff Impact story in your own words! What are you experiencing? Stories (even anonymous) are the most powerful way to rally support among policy makers.

SAMPLE Responses:

- I probably would have more to say if I wasn't on my mobile device filling out this survey however I appreciate it was posted in social media otherwise I wouldn't have seen it. I am doing what I can to Resource tools and materials in other regions globally to lessen the burden of tariffs but it's not a quick process and without stability I don't know how to strategize with confidence. I've held off restocking for as long as possible and now I'm forced to swallow a 20% increase on materials and tools. This does not include the steady increases on raw metals. My price points are already on the high end because my product is handmade, here in the USA. I can reshore tools but pay 4x the cost.. materials are possible to reshore with cattle ranch and tannery industry support, when and if its available.. its just not affordable plus there would be environmental constraints. Consumers are already over extended on costs of essentials so non-essential items become more competitive. Its just another obstacle needing mental gymnastics to overcome.
- Example: Last week, we received a shipment of gearboxes from a foreign country, and after reviewing the CBP Entry Form, we noticed the regular tariff rate plus a reciprocal 10% tariff. This was not a small amount, but we plan to absorb the 10% tariff and will mention this to our customers. We cannot say how we will address the next order, assuming the tariffs are still in effect.
- Things are only trickling in slowly from customs. Shipping costs are through the roof, we have to pay extra even when tariffs have been calculated. Things get stuck in customs, get returned to their original destination. It's a mess.
- Ordered in advance for materials imported so impact will not be noticeable till 12 month cycle. Our suppliers and distributors of Canadian raw materials for agriculture have raised their prices, even though the specific items/goods are tariff free.
- The proposed tariffs represent an existential threat to many SMBs including ours. We have spent nearly three years building an overseas supply chain in order to gain competitive advantage. That investment could be annihilated if punitive tariffs are imposed.
- Sales have slowed by 60% bc of economic uncertainty. I'm trying to avoid layoffs. I prepurchaed a number of components bc vendors told me prices would rise so that was a big outlay of cash. I'm also holding off annual raises and I worry my staff will leave.
- we are in the baking tool business and China is unfortunately the global supplier for many of our items. I've spent 10 years building out my supply chain in China and I can't just switch without it affecting quality. at 145% we completely stopped ordering from China. At 30-50% we will continue to order and increase prices to pay for the difference. 10% tariffs elsewhere isn't a huge strain because we order 90% of our imported goods from China. I will say that it has made us try to utilize usa suppliers more and push those products. Overall the China tariffs the last 5 years have personally cost me hundreds of thousands of dollars as we chose not to raise prices. The decrease in margins has partially caused our staff to shrink from 25 people down to 12. If i had that extra margin I'm confident I'd have more people employed today.

SAMPLE Responses (continued):

- biggest impact is the yo-yo affect since early February and the timing of experiencing different tariff rates over the past 4 months and trying to communicate the effect of that on our client pricing and getting our clients to understand and convinced to pay the uncharges. significant extra time, labor, cost in tracking the tariff surcharges and doing the accounting to submit increased pricing to customers Retail clients are a bit hesitant to approve projects currently and some waiting for the "dust to settle" which will impact second half revenues
- Our raw glass has gone up 10% across the board even before the tariffs went into effect.
- We have found even with Tariffs resourcing to US sources has proved to be more expensive so we stayed with foreign sources
- On a shipment from China processed on May 1, we paid 170% tariff on components needed to make our products. This includes 20% for Fentanyl charge. We now issued a price increase of 10-14% our customers. We notified one of the largest potential customers that we had to revise our pricing. They cancelled and advised us that they will cancel the introduction of our products after 4 month of negotiations and acceptance. New, Now, our Taiwan vendor wants and increase because of the 10% dollar devaluation.
- I haven't noticed a significant increase in my material costs, as I purchased about 50% of my materials in bulk before the tariffs (plywood, raw lumber, stain). However, I am seeing price increases at retail stores like Ace, Home Depot, and Lowes for materials that my suppliers don't provide. The biggest challenge to my business has been the overall impact of the economy. I went on a sales trip the same day the tariffs were announced, and 90% of the stores I visited mentioned they weren't buying new products due to a decline in tourism. I visited 130 gift stores and boutiques across Cape Cod and the South/North Shore, and only one store placed an order. Locally, I also visited stores in Westerly, and many of them are experiencing similar struggles, with one store even closing a location due to anticipated lower tourism. I recently followed up with stores in Massachusetts that had shown interest, and a few owners mentioned they're only making about 10% of their usual sales for this time of year. I stopped following up after some owners expressed frustration with the overall situation and were very upset about the state of their businesses.
- As a shipyard, when we bid for work, we bid blind and we are held to a fixed price for the duration of the build (can be as long as 3 years). As a result of these tariffs, we are forced to pad our bids by up to 40% of expected cost. Our competition is doing the same - as it is our only protection - so the company looking to have a vessel built receives bids that are much higher than they have budgeted, so they cannot build a vessel.
- I am a new inventor and currently in prototype phase, manufacturing in Beijing.. At 145% tariff, my cost would be 156% the product cost. plus port fees, taxes and logistics. At 30% Tariff, the cost will be 40.6% of the product cost. plus port fees, taxes and logistics. Because there is a reduction in call for trucks at the port, the logistics cost have also gone up to cover some of their loss. Which continues to increase the cost per unit. This changes my product which should be sold to every pet parent now will be a luxury item. At a luxury price point, this will significantly decrease the customer base.
- All my products are imported. My profit margin will be significantly decreased. Currently margins are ~30%. Any tariffs will directly decrease profits and possibly make me close my business. Customers will not pay more for my products since sales are already down over 50%.

SAMPLE Responses (continued):

- We are engaged in research and development to create hardware for neurological research. Much of our work has involved importing various components from around the world, including China. However, we have paused development in one product area ... due to rising production costs. Despite significant progress with our overseas partners, the expense of importing this cutting-edge component to the U.S. has made it no longer cost-effective, particularly given our limited budget as a small R&D company. We have also recently completed development of a ... system used in neurological research, which more than triples the success rate while significantly reducing the time and cost required to calibrate a mouse skull for scientific experiments. However, between the halting of NIH grants to universities and tariffs imposed on the U.S. by other countries, the number of viable clients for our product has significantly decreased.
- -My fabric supplier in NY increased their prices a second time this year (usually they increase it every January) by about \$1 /yard as a result of the tariffs. -I have increased my prices on goods because of the increase from tariffs. Not good! - My cotton supplier's (U.S. source) prices have not changed. -Other factors such as next year's expiration of premium tax credit for health ins. (this sole business owner needs this as a safety net!), will be profound. -Any increase of my taxes will be a significant burden on my business and I will have to work much harder with less to keep things going. -I am taking a parttime job to make sure I have health insurance which affects my business as a woman-owned manufacturing business. I will be challenged to increase my sales in the interior design market because I will spend less time manufacturing and marketing for my core business.
- [A popular jewelry collection] is being made in Indonesia and therefore dramatically impacted by the increase in tariffs (from 11% to 43%) The lack of actual policy from the administration has made it impossible to make meaningful business decisions. Inventory planning, capital investments, and hiring are all on hold. I am hearing this from nearly all of my manufacturing partners in RI and across the country.
- I am in prototype phase, ready to make my first order. The tariffs are significantly causing financial harm to a new business and I'm cautiously waiting until there is some real clarity of the real costs of the tariffs. A 30% Tariff is really 41% tariff as there are a 3.5 good tariff, plus a 7.5 tariff already in place along with the 30% China tariff increase. There are also increased logistics cost due to tariffs fall out. Imagine a product retailing for 50.00 usd now having to retail for 100.00.
- Our customers are not placing orders due to all the tariff uncertainty. We also suspect that a certain subset of our customers have run to Asia and placed large orders once the tariff impact was reduced. It is ugly at the moment.
- I am in the process of purchasing a new piece of equipment to expand production and the price has increased by thousands and I have not even paid for it yet. Additionally it uses imported material to operate and that cost is rising steadily.
- We are a startup metal fabricator whose customers are American manufacturers. Nearly all of our customers have taken a huge hit from the tariffs. Our sales plummeted, as our customers either stopped making certain products, started to conserve cash, or even went bankrupt. Our business went from growing to now struggling to survive.
- We purchase domestically but many of our suppliers are subject to tariffs. Our products are manufactured of steel and aluminum which use electrically components that are subject to tariffs.
- Just when we think we have "handled" this self created scenario by absorbing significant tariff costs Mar - Apr and then implementing a carefully calculated price increase of 5-12%, Friday's news of a doubling of steel and aluminum throws out business back into a tailspin! I would normally write "this couldn't be worse" but I am continually amazed at how 2025 gets worse and worse, again fully self inflicted! If we work out how to stay in business, it will likely be with meaningful layoffs to RI based employees.

SAMPLE Responses (continued):

- The instability and the potential for large duty bills does not allow for proper business planning and inventory planning. Very disruptive to our business
- The tariffs are AWESOME for us because it helps us compete with cheap good coming from foreign countries. Because our costs of doing business in RI are so high, it is very helpful to have tariffs on goods that help us be more competitive with other countries that don't have to follow any labor laws, etc. (which they should.)
- we can no longer get raw material in house to make our finished goods due to tariff increasing the price by over 150%.
- Our hands are tied - our local lumber economy cannot support our hardwood requirements we must import from Canada
- As a result of the uncertainty surrounding tariff policy, my business has paused plans for growth, eliminated an entire product category ... from our collection, and raised prices Nearly all of my products are made in RI, but raw materials, consumables, and some components come from outside the US. Costs are higher, and sales are down 30%
- The roll out of changes in tariff policies was highly disruptive. Widespread Confusion throughout the supply chain suppliers, manufacturers, including confusion between Carriers and US customs. We had at least 3 shipments caught in the overnight transition of policy that were returned to the China suppliers because of the backlog in US Customs. We not only had to pay the high tariff, we had to pay for return shipping to China, hours of work with suppliers and carriers to re do shipment documentation, then pay a 3rd time to have the material shipped. 2 day import clearance turned into 2 weeks being the norm for clearance. Low value Shipments now require formal entries which incur an average of \$300/per shipment in just Broker fees. Carriers no longer will pre pay duty because they can't afford upfronting 145%-165% duty. This caused an underbelly of added fees by carriers to pre pay duty and added time intransit as formal entries are not processed as quickly.