

# ENTERPRISE FLORIDA GRANTS

## FLORIDA DEFENSE SUPPORT TASK FORCE PROGRAM

**Annual Budget: \$1.75 Million** (Enterprise Florida (EFI) must award at least 1 grant/contract on an annual basis)

**Background:** The Florida Defense Support Task Force (FDSTF) was established in 2011 under Florida Statute 288.987 with the mission to make recommendations to preserve, protect, and enhance Florida's military installations, support the state's position in research and development related to or arising out of military missions and contracting, and to improve the state's military friendly environment for service members, military dependents, military retirees, and business that bring military and base-related jobs to the state.

**Purpose:** Within budget constraints, the FDSTF may fund projects that can be leveraged to promote, preserve, or enhance military missions and installations in Florida.

**Criteria:** The FDSTF will consider providing resources only for initiatives which directly support preserving, protecting and enhancing Florida's military installations. Projects must directly improve the military value of the installation. Applicants will only be accepted from eligible economic development applicants serving in an official capacity or a county, chamber of commerce, municipality, special district (i.e. an airport or deep water port authority), or state agency with the proper authority to complete the project. The applicant must represent a community or county with a military base/installation.

## EXPORT DIVERSIFICATION & EXPANSION GRANTS

Enterprise Florida's International Trade & Development programs help Florida's small and medium-sized companies increase their global sales with export counseling, trade events, trade grants, market research and more. The trade grants below are available to qualified companies to help them expand overseas and diversify their markets.

**Target Sector Trade Show Grants:** Qualified Florida companies can receive a grant of up to \$7,500 to help reduce the cost of exhibiting at an internationally-focused trade show or exhibition with Target Sector Trade Show Grants. These reimbursable grants cover select participation fees and trade show booth costs for events Enterprise Florida participates in as well as other shows in the state's target sectors.

**Gold Key/Business Matchmaker Grants:** New or infrequent exporters can take advantage of the Gold Key/Business Matchmaker Service to meet with pre-screened buyers, agents, and distributors in foreign markets, including Enterprise Florida export sales missions; U.S. Commercial Service Gold Keys and trade missions, and other approved services providers. Various reimbursement options are available.

**Virtual Business Matchmaker (VBM) Grants:** Enterprise Florida's network of international offices provides virtual business matchmaking services in their local markets so exporters can meet virtually with pre-screened buyers, agents, and distributors, with grants covering 100% of the cost. Reimbursable grants also cover the full cost of the matchmaker fee for Enterprise Florida-organized virtual trade missions, or up to \$2,500 for other services providers.

**Export Marketing Plans:** Working in partnership with the Florida Small Business Development Centers Network (FSBDCN) qualified Florida manufacturers and services providers can receive a customized export marketing plan to pinpoint the best countries for their products, develop the right entry strategies, and promote their products abroad. The cost to prepare an export marketing plan is \$5,000, but qualifying companies pay only \$500 and receive a \$4,500 scholarship to cover the cost the Plan preparation by the FSBDCN.

**Florida Online Global:** You can globalize your website by making it local with Florida Online Global! This program offers predefined or fully customized websites in your target markets to help grow your exports, sales, brand and business overseas. Qualifying companies contribute \$4,000 while grants cover \$8,000 of the total cost, which can vary depending on options selected.

**Please contact your local [EFI trade representative](#) for more information and grant application.**

## RURAL FLORIDA PROGRAMS

### REGIONAL DEVELOPMENT PROGRAM

The Regional Development Grant was established to support Florida's Designated RAOs with economic development related activities that focus on promoting rural Florida from a regional perspective. Eligible activities may include, but are not limited to: Regional Training, Marketing, Planning, Development, etc. Grants in this program are eligible for reimbursement up to \$30,000 for activities completed between July 1, 2021–June 30, 2022.

**The following organizations are eligible to receive a grant award for this program:**

**Opportunity Florida:** Representing the Northwest Rural Area of Opportunity: Calhoun, Franklin, Gadsden, Gulf, Holmes, Jackson, Liberty, Wakulla, and Washington counties, and the area within the city limits of Freeport and Walton County north of the Choctawhatchee Bay and intercoastal waterway.

**Florida's Heartland Region of Opportunity (FHERO):** Representing the South Central Rural Area of Opportunity: DeSoto, Glades, Hardee, Hendry, Highlands, and Okeechobee counties, and the cities of Pahokee, Belle Glade, and South Bay (Palm Beach County), and Immokalee (Collier County).

**North Florida Economic Development Program (NFEDP):** Representing the North Central Rural Area of Opportunity: Baker, Bradford, Columbia, Dixie, Gilchrist, Hamilton, Jefferson, Lafayette, Levy, Madison, Putnam, Suwannee, Taylor, and Union counties.

### SITE PREPAREDNESS PROGRAM

To gain a competitive advantage when it comes to business attraction and expansion projects, EFI will assist Florida's rural communities with the development/enhancement of sites to make them build-ready and competitive for site selection projects. Grants in this program are eligible for reimbursement up to \$25,000 with a 24-month term beginning upon the execution of the grant contract.

### CONSULTING SERVICES PROGRAM

Rural communities may apply for reimbursement for consulting services to enhance economic development efforts in their community. Grants in this program are eligible for reimbursement up to \$7,500 for activities completed between July 1, 2021–June 30, 2022.

### MARKETING & TRAINING PROGRAM

The Enterprise Florida Rural Marketing & Training Grant Program was established to support rural communities' efforts to market their counties and provide additional training, technical, marketing and lead generation opportunities to their employees, elected officials and board members. Grants in this program are eligible for reimbursement up to \$5,000 for activities completed between July 1, 2021–June 30, 2022.

**Grants will be awarded on a first-come, first-served basis.**

**For additional information, please visit [enterprise-florida.com/ruralprograms](https://enterprise-florida.com/ruralprograms)  
or contact Michelle Boylan, Director of Contracts, Compliance & Grants  
at [mboylan@enterprise-florida.com](mailto:mboylan@enterprise-florida.com) or 407-625-1568.**

## FLORIDA SPORTS FOUNDATION GRANT PROGRAMS

The Florida Sports Foundation's Grant Programs were established in 1996 to assist communities and host organizations in attracting sports events to the state of Florida. The Foundation's Board of Directors awards grants on a quarterly basis, and places emphasis on out-of-state economic impact, return on investment, community support and image value to the state. Events that will be considered for grant funding include amateur events, collegiate events, or professional all-star games and championships, or other categories approved by the Foundation's Board of Directors.

The Foundation's Grant programs operate through its Sports Industry Partnership program, which encompasses all regions of the state of Florida. Events are only considered when approval is granted after the application process, and if the event also receives funding from the state of Florida, its agency or state private partner, for the purpose of economic development or economic impact. All events considered for grant funding are required to meet the criteria as indicated within these Policies & Procedures.

### Types of grants included in the programs:

#### MAJOR GRANTS

This grant is for events that generate more than \$500,000 in out-of-state economic impact and at least 600 out-of-state bed nights in order to be considered for funding. The event must generate at least 80% of the applicant's estimated impact or remain above an ROI of at least \$150:1 to receive the full award. If the impact is less than the estimate, but still exceeds the \$500,000 threshold, the final payment will be prorated based on percentage of impact.

#### SMALL MARKET GRANTS

The Florida Sports Foundation's Small Market Grant Program is designed to reach Florida's rural and small market communities, or communities with small hotel inventory. It is the intention of the Foundation to assist the small market areas, as identified below. Each year, the Foundation will evaluate the designated areas, which may result in reclassification. The Foundation's Small Market Grant Program operates through its Sports Industry Partnership program, which encompasses all regions of the state of Florida. This program was created to assist events that normally will not exceed \$500,000 in out-of-state economic impact, by offering a grant award not to exceed \$5,000.

#### SPORTS INDUSTRY ASSISTANCE PROGRAM (SICA)

The Florida Sports Foundation's Sports Industry Conference Assistance (SICA) Program is designed to assist communities in attracting legitimate event rights holders to market the state of Florida and generate viable event sales leads. The SICA goal is to host Event Business opportunities throughout the State. Conferences that will be considered for assistance include tradeshows, conferences or association meetings whose attendees include legitimate event rights holders willing to conduct business in Florida. The Foundation's SICA Program operates through its Sports Industry Partnership program, which encompasses all regions of the state of Florida.

**For more information, please visit the GRANTS page at:**  
**[PLAYINFLORIDA.com](http://PLAYINFLORIDA.com).**