

Enterprise Florida Offering Reimbursable Gold Key/Matchmaker Grants

In support of Enterprise Florida's Export Diversification and Expansion Program, reimbursable *Gold Key/Matchmaker Grants* are now being offered to assist Florida small to medium-sized companies to generate or increase their export sales overseas.

With over 70% of the world's buying power located outside of the United States, exporting can be your ticket to growth and profitability. According to the U.S. Department of Commerce, exporters find that, on average, sales grow faster, more jobs are created, and employees earn more than those in non-exporting firms.

The Gold Key/Matchmaker Grants serve as an international market development tool for companies that are new or infrequent exporters. It provides companies with an opportunity to meet with pre-screened and pre-qualified potential foreign buyers, agents, importers, and representatives with an interest in your products and/or services.

The Gold Key/Matchmaker Services offer:

- Customized market and industry briefings with qualified trade specialists.
- Timely and relevant market research.
- Appointments with prospective trade partners in key industry sectors.
- Post-meeting debriefing with trade specialists and assistance in developing appropriate follow-up strategies.
- Help with travel, accommodations, interpreter service, and clerical support.

TARGET SECTORS ELIGIBLE FOR GOLD KEY GRANTS:

- Aviation & Aerospace
- Cleantech
- Defense/Homeland Security
- Information Technology
- Life Sciences
- Marine Industry
- Other Manufacturing
- Professional Services
 - ◇ Healthcare
 - ◇ Architecture/Engineering
 - ◇ Software Development
 - ◇ Research & Development

Please see other side for further information.

Enterprise Florida, Inc. (EFI) is a public-private partnership between Florida's business and government leaders and is the principal economic development organization for the state of Florida. EFI's mission is to expand and diversify the state's economy through job creation. In pursuit of its mission, EFI works closely with a statewide network of economic development partners and is funded both by the State of Florida and by private-sector businesses.

Applying for a Reimbursable Gold Key/Matchmaker Grant

Qualified Florida small and medium-sized manufacturers, target sector companies, R&D companies and technology services providers from all regions of the state are eligible to participate in the program. Some of the requirements include:

- Companies must be legally registered in the state of Florida.
- The product must be produced in the state and services must be provided from within the state.
- Must be in business for a minimum of two years.
- Companies will need to meet the criteria set by the U.S. Department of Commerce definition of small companies (500 or fewer employees).
- Companies must be at least ONE of the following in order to qualify:
 - ◇ **New-to-export:** A company that has never or rarely made an export transaction at the time that they got the grant.
 - ◇ **New-to-market:** Not generated any business in the market in the last three years.
 - ◇ **Infrequent exporter to this market:** A company who makes between one and 50 export shipments per year to this market.
- Qualified applicants will be reimbursed a maximum of \$1,000 (or the actual amount of the matching service if less than \$1,000).

Please contact your local Enterprise Florida trade representative for Application, complete Grant Criteria, and Terms and Conditions.



HOW DO I GET MORE INFORMATION?

Florida companies interested in applying for a Gold Key/Matchmaker Grant should contact their local Enterprise Florida trade representative. Companies will be asked to complete an application to be reviewed by EFI staff.

To learn more about the Gold Key/Matchmaker Grant please contact your local Enterprise Florida trade representative:

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