

## Enterprise Florida offers Gold Key/Matchmaker Grants to help Florida companies expand in overseas markets and increase their global sales

**DID YOU KNOW?** Florida is the 8th largest export state in the U.S. thanks to 60,000 Florida companies exporting \$55 billion in goods overseas. Sixty-five percent of those exports were shipped by Florida companies with less than 500 employees. *Would you like to join them?*

As part of the state's Export Diversification and Expansion Initiative, Enterprise Florida offers **Gold Key/Matchmaker Grants** to help Florida small to medium-sized companies generate new sales overseas, increase their sales in existing markets, and expand in new markets.



### INDUSTRY SECTORS ELIGIBLE FOR GOLD KEY GRANTS:

Manufacturers and Professional Services Providers in:

- Aviation & Aerospace
- Clean Energy
- Homeland Security/Defense
- Information Technology
- Life Sciences
- Marine Industry
- All Other Manufacturing
- Targeted Professional Services Providers

**Gold Key/Matchmaker Services** are an international market development tool for companies that are new or infrequent exporters. It provides you with an opportunity to meet with pre-screened and pre-qualified potential foreign buyers, agents, distributors, and representatives with an interest in your products and/or services. The Gold Key Service is an official service of the U.S. Commercial Service while Matchmaker Services can be provided by EFI-approved contractors.

### Gold Key/Matchmaker Services typically 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.

## Applying for a Gold Key/Matchmaker Grant

Qualified Florida small and medium-sized manufacturers and professional services providers in targeted sectors from all regions of the state are eligible to participate in the program. Some of the requirements include:

- Companies must be located and registered in the state of Florida.
- Must be in business for a minimum of two years.
- The product must be produced in the state and services must be provided from within the state.
- Services providers must be in one of [these](#) approved target sectors.
- Gold Key/Matchmaker Services must be provided by the U.S. Commercial Service; an Enterprise Florida International Office; AmCham, or approved local contractor for similar one-on-one business matchmaker services.
- Must comply with SBA size standards for a U.S. Commercial Service Gold Key, or have less than 500 employees if the matchmaker service is conducted by another provider.
- Companies must be at least ONE of the following in order to qualify: **New-to-export; New-to-market, or Infrequent exporter to the market.**

**Qualified applicants will be reimbursed the entire Participation Fee for Enterprise Florida trade missions** or U.S. Commercial Service Gold Key Service. Other options are available

*Please contact your local Enterprise Florida trade representative for a grant application. Visit our website to view the complete [grant criteria, and terms & conditions](#) and learn about other [trade grants](#) offered by Enterprise Florida.*



### 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 for an applica-

### HOW TO REACH YOUR ENTERPRISE FLORIDA TRADE REPRESENTATIVE

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