

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 application.

HOW TO REACH YOUR ENTERPRISE FLORIDA TRADE REPRESENTATIVE

Pensacola/Northwest

Andrea Moore
T 850.469.8989
amoore@enterpriseflorida.com

Jacksonville/Northeast

Larry Bernaski
T 904.359.9350
lbernaski@enterpriseflorida.com

Orlando/Central Florida

Michael Cooney
T 407.956.5678
mcooney@enterpriseflorida.com

Tampa Bay Region

Joseph Bell
T 813.276.9430
jbell@enterpriseflorida.com

Southeast (except Miami-Dade)

John Diep
T 561.832.8339
jdiep@enterpriseflorida.com

Miami-Dade County & Southwest Florida

Alejandra Henao
T 305.808.3670
ahenao@enterpriseflorida.com