

Enterprise Florida offers reimbursable Gold Key/Matchmaker Grants to help Florida companies expand in overseas markets

In support of the state of Florida's Export Diversification and Expansion Program, Enterprise Florida offers **Gold Key/Matchmaker Grants** to help Florida small to medium-sized companies 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.



TARGET 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
- Other Professional Services Providers

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.

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.

Applying for a Reimbursable Gold Key/Matchmaker Grant

Qualified Florida small and medium-sized manufacturers and professional services providers 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.
- Must be a small business (employing 1-500 employees).
- Product line or service must be considered viable in the target market, as determined by EFI.
- 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.
- 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 received 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 \$1,000.00 for a stand-alone Gold Key/Matchmaker. For Enterprise Florida trade missions, companies are reimbursed for the amount specified for that particular mission. Applicants may be awarded a total of two **Gold Key/Matchmaker Grants** per year from July 1 to June 30, based on the dates of the events.

Please contact your local Enterprise Florida trade representative for an application. Visit our website for complete grant criteria, and terms & conditions and 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. Companies will be asked to complete an online application.

HOW TO REACH YOUR ENTERPRISE FLORIDA TRADE REPRESENTATIVE

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