

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.

enterprise florida.com

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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:

Pensacola/Northwest

Andrea Moore
T 850.469.8989 • amoore@eflora.com

Jacksonville/Northeast

Larry Bernaski
T 904.359.9350 • lbernaski@eflora.com

Orlando/Central Florida

Paul Mitchell
T 407.956.5639 • pmitchell@eflora.com

Tampa Bay Region

Max Stewart
T 813.276.9430 • mstewart@eflora.com

Southeast (except Miami-Dade)

John Diep
T 561.832.8339 • jdiep@eflora.com

Miami-Dade County & Southwest Florida

Stephanie Pavolini
T 305.808.3388 • spavolini@eflora.com

Jorge Riano
T 305.808.3389 • jriano@eflora.com

To apply for a reimbursable Gold Key/Matchmaker Grant from Enterprise Florida, please submit a completed application to your [local Enterprise Florida trade representative](#). Only electronic submissions will be considered.

CONTACT INFORMATION

Company Name:	
Address:	
Web Site:	
Contact Person:	Title:
Tel:	Federal Employer ID #:
Contact Email:	

COMPANY INFORMATION

Number of employees:	Year established:	Is the product produced in Florida or is the service provided from within Florida? ☐ Yes ☐ No	Company MUST BE ONE of the following: ☐ Manufacturer ☐ Professional Services Provider
Industry Sector:	☐ Aviation/Aerospace ☐ Cleantech	☐ Defense/Homeland Security ☐ Information Technology	☐ Life Sciences ☐ Other Manufacturing ☐ Professional Services (Healthcare, Architecture/Engineering, Software Development, R&D)

Please describe your company's specific products or services:

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Applicants MUST BE AT LEAST ONE of the following to qualify. Please check all that apply:	☐ New to export (never exported)	☐ New to this market	☐ Infrequent exporter to this market (1-50 shipments/year)
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GOLD KEY/MATCHMAKER APPOINTMENT

Destination Country for Gold Key/Matchmaker:
Date of Gold Key/Matchmaker:
Name of Gold Key/Matchmaker Service Provider:
Gold Key/Matchmaker Cost in \$U.S. (final reimbursement will be based on actual receipts):

GRANT RECIPIENT AGREEMENT TO TERMS & CONDITIONS

Signature of Company Representative By signing this Grant Application, you are affirming that all information provided is accurate and true, and if awarded a grant you are aware of the Terms and Conditions listed on the following page that will be part of your Agreement.	Date
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Enterprise Florida Gold Key/Matchmaker Grant Agreement - Grant Criteria and Terms & Conditions

Following are the criteria that applicants must meet in order to be eligible for a reimbursable Gold Key/Matchmaker Grant, along with the terms and conditions that Grant recipients will be required to abide by.

CRITERIA - Qualified Applicant Criteria

1. Must be located in Florida and provide proof of registration with the Florida Division of Corporations: (<http://sunbiz.org>)
2. Product(s) must be produced in the state of Florida. Services must be provided from a Florida location.
3. Must be in business for a minimum of two (2) years.
4. Must be a small business (employing 1-500 employees).
5. Products or services must be within one of the following sectors: Aviation/Aerospace; Cleantech; Defense/Homeland Security; Information Technology; Life Sciences; Marine Industry; any other manufacturing, or Professional Services (specifically Healthcare; Architecture/Engineering; Software Development, or Research & Development).
6. Applicant MUST be at least one of the following: (a) New to export (never exported); (b) New to this market, or (c) An infrequent exporter to this market (1-50 export shipments per year).
7. Gold Key/Matchmaker Services must be provided by the U.S. Commercial Service, Enterprise Florida International Office, AmCham, or approved local contractor for similar one-on-one business matchmaker services. The applicant must receive prior approval from Enterprise Florida before using the services of a local contractor.
8. Applicants may be awarded a total of three trade Grants of any kind from July 1 to June 30, based on the dates of the events the Grants are awarded for - including Target Sector Trade Grants, Export Marketing Plans, Gold Key Service for EFI Trade Missions, or Gold Key/Matchmaker Service.
9. A maximum of two (2) Gold Key/Matchmaker Grants (including Gold Key Grants for EFI Trade Missions) may be awarded per company from July 1 to June 30, based on the dates of the events the Grants are awarded for.

APPLICATION PROCESS

1. Applicants must submit a **completed** Gold Key/Matchmaker Grant Application.
2. Applicants must provide proof of company registration with Florida Division of Corporations from www.sunbiz.org (in .pdf format).
3. Applicants must provide confirmation of matchmaking appointments (Gold Key Participation Agreement or similar).
4. Applicants must submit this completed Grant Application and all required documents electronically at least 30 days before the Gold Key/Matchmaker takes place.

TERMS & CONDITIONS

1. **Evaluation Process:** Enterprise Florida staff will review all applications and make a determination regarding the applicant's eligibility and recommend Grant awards within 30 days of receipt of application.
2. **Funding:** The Grant is awarded in the form of a reimbursement for a maximum of \$1,000 for one single standalone Gold Key Service provided by the U.S. Commercial Service or similar one-on-one business matchmaker service pre-approved by Enterprise Florida. Reimbursement will not exceed actual cost of the Gold Key/Matchmaker Service.
3. ONLY the Gold Key/Matchmaker service will be covered; expenses related to travel, accommodations, shipping/freight, personnel etc. do not qualify for reimbursement.
4. **Disbursement of Funds:** Grantees will be required to submit the following in order to receive reimbursement: (a) an invoice to Enterprise Florida for the cost of the Gold Key/Matchmaker service up to \$1,000; (b) receipt(s) that clearly identify the cost of the Gold Key/Matchmaker service and proof of payment, (c) a current [IRS W-9 Form](#) in pdf format), and (d) a completed and signed "Record of Export Action" provided by Enterprise Florida. Reimbursement will be made to grantee in one payment following EFI's receipt of required documents.
5. **Reporting of Export Sales:** Each grant recipient must submit an official Enterprise Florida "Record of Export Action" form, which will be provided. The report collects information about actual sales made during the event, and expected sales over the next twenty-four months.
6. **Noncompliance:** If the Grantee does not submit the invoice with valid receipt(s) and Record of Export Action within thirty (30) calendar days after completion of Gold Key, EFI reserves the right to cancel this Agreement. If EFI learns that any of the information provided on this application is false, EFI has the right to cancel the award if not already paid, or require repayment of funds already disbursed.