

## SBA-funded grants to help Florida companies grow their export sales through international trade events

Expanding into international markets can be vital to the success of a company's growth strategy and studies demonstrate that companies with a significant international portfolio grow faster, are more profitable and less susceptible to domestic downturns. Thanks to a grant from the U.S. Small Business Administration, Enterprise Florida, Inc. (EFI) offers *Target Sector Trade Grants* to qualified Florida companies to help further their entry into global markets.

The *Target Sector Trade Grants* program provides event-specific grants on a reimbursable basis to eligible small companies in one of Enterprise Florida's target sectors. Enterprise Florida conducts trade events and hosts Florida Pavilions for a variety of industry sectors each year, with particular emphasis on Aviation & Aerospace, Information Technology, Life Sciences, and targeted manufacturing sectors such as the Boating/Marine Industry.



### TARGET SECTORS ELIGIBLE FOR TRADE GRANTS:

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

### WHO CAN APPLY FOR THE TRADE GRANTS?

Florida small manufacturers, target sector companies, R&D companies and technology services providers from all regions of the state will be eligible to participate in the program, with the following conditions:

- Companies must be legally registered in the state of Florida and the product or service to be exhibited must be produced in the state.
- Companies will need to meet specific eligibility criteria set forth by the U.S. Small Business Administration for size based on industry sector; must be in business for at least one year, and is operating profitably. Other conditions apply. Please contact an Enterprise Florida trade representative for complete details.
- The company's product line will be reviewed by EFI to make a determination of its viability in the target market before giving final approval to the grant request.

*Please see Application for complete Grant Criteria and Terms & Conditions.*

## HOW DO I SIGN UP?

Florida companies interested in applying for a Target Sector Trade 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 Target Sector Trade Grants, please contact your local Enterprise Florida trade representative:

### Pensacola/Northwest

Andrea Moore  
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### Tallahassee

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### Jacksonville/Northeast

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### Tampa Bay Region

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### Southeast (except Miami-Dade)

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### Miami-Dade County & Southwest Florida

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## Target Sector Trade Grants — Continued:

- Companies interested in a Target Sector Trade Grant must submit an application to Enterprise Florida and complete additional forms required by the U.S. Small Business Administration.
- Only EFI-conducted trade events and other major international target sector trade events approved by Enterprise Florida will be eligible; priority will be given to EFI trade events.
- International trade exhibitions must be held outside the United States.
- Trade event grants will cover up to 50% of the cost of exhibition space and basic decoration package up to a maximum of \$7,500.
- Grants will be given on a first-come, first-served basis until allocated program funds are exhausted.
- Applicants must submit a completed Grant Application and all required documents electronically to EFI one (1) month before the start date of the international trade event.
- Only one Target Sector Trade Grant will be awarded per company through September 30, 2012.
- Qualified events must take place prior to September 30, 2012.
- The grant money will be reimbursable and the grantee must submit an end of event report (provided) that includes actual and expected sales generated through the show, as well as 3rd party receipts documenting their expenses associated with the exhibition in order to be reimbursed. No advance on grant monies will be considered.
- The company must agree to abide by the conditions enumerated in the application and cover all additional expenses associated with their event participation not covered by the grant.
- EFI will reserve the right to deny the grant request if the company does not meet the eligibility criteria, or if their product or service is not deemed as having export potential for the international markets targeted.