


 ENTERPRISE FLORIDA
**TRADE DEVELOPMENT
 PROGRAMS AND SERVICES**

Enterprise Florida helps thousands of companies around the state enter and expand in global markets through nationally-recognized programs and services.

TRADE DEVELOPMENT SERVICES

Export Counseling – Professional trade counselors around the state provide free export counseling including evaluation of a company’s market readiness, selecting target markets for your products or services, market research, information on channels of distribution in target markets, and introductions to our International Offices.

Educational Events – Educational roundtables, seminars, and conferences on export fundamentals are offered throughout the state on topics such as researching markets, developing an export strategy, logistics, promotional opportunities and more.

Overseas Trade Missions & Shows – Participation in overseas trade missions and trade shows provides opportunities for Florida companies to showcase their products and services and meet one-on-one with potential customers worldwide.

Certificates of Free Sale – Enterprise Florida can prepare Certificates of Free Sale for firms involved in the export of products manufactured in, or distributed from, the state of Florida.

International Trade Events Newsletter – This monthly e-newsletter will keep you up-to-date on upcoming international trade events, from local educational workshops and seminars to major overseas trade shows and trade missions conducted by Enterprise Florida and our partners around the state.

Export Finance – In collaboration with the Florida Export Finance Corporation, EFI can guide small and medium-sized companies to state and federal resources that can help finance your export transactions.

Market Research – Find new export markets with detailed international trade reports by country and commodity including Florida’s top-50 two-way trade partners and top-50 markets for Florida-origin exports.

Africa Trade Expansion Program – Florida is one of the few U.S. states with a dynamic program to support companies seeking access to markets throughout Africa – a continent of over one billion people – and Southern Africa in particular.

EXPORT DIVERSIFICATION GRANTS

Target Sector Trade Show Grants – Qualified Florida companies can apply for a grant to help cover the costs of exhibiting at an internationally-focused trade show or exhibition. These reimbursable grants cover select participation fees and trade show booth costs.

Gold Key/Business Matchmaker Grants – New or infrequent exporters can meet in-person or virtually with pre-screened buyers, agents, and distributors in foreign markets with a Gold Key/Business Matchmaker Service. Reimbursable grants cover the cost of the matchmaker fee. *Grants are available for both traditional in-person events as well as virtual events.*

Export Marketing Plans – Working in partnership with the Florida Small Business Development Centers Network, qualified Florida manufacturers and services providers can receive a customized Export Marketing Plan to pinpoint the best countries for their products, develop the right entry strategies, and promote their products abroad.

Florida Online Global – Globalize your website by making it local with *Florida Online Global* – pre-defined or fully customized websites in your target markets to help you grow your exports, sales, brand and business. International online marketing, search engine marketing, and social media marketing options are available to offset your development costs.

To learn more about Enterprise Florida trade programs and services, please contact your local trade representative or visit www.enterpriseflorida.com/export.

TAMPA OFFICE

Counties Served: Charlotte, Citrus, Desoto, Hardee, Hernando, Hillsborough, Manatee, Pasco, Pinellas, Sarasota

Ms. Madison Lawson
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 Phone: (813) 276-9430
 201 North Franklin Street, Suite 201
 Tampa, FL 33602

CORAL GABLES/HEADQUARTERS

Counties Served: Collier, Glades, Hendry, Lee, Miami-Dade, Monroe

Ms. Alejandra Henao
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 Coral Gables, FL 33134

JACKSONVILLE OFFICE

Counties Served: Alachua, Baker, Bradford, Clay, Columbia, Dixie, Duval, Flagler, Gilchrist, Hamilton, Lafayette, Levy, Madison, Nassau, Putnam, St. Johns, Suwannee, Taylor, Union

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 Phone: (904) 359-9350
 3 Independent Drive
 Jacksonville, FL 32202

PENSACOLA OFFICE

Counties Served: Bay, Calhoun, Escambia, Franklin, Gadsden, Gulf, Holmes, Jackson, Jefferson, Leon, Liberty, Okaloosa, Santa Rosa, Wakulla, Walton, Washington

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ORLANDO OFFICE

Counties Served: Brevard, Highlands, Lake, Marion, Orange, Osceola, Polk, Seminole, Sumter, Volusia

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WEST PALM BEACH OFFICE

Counties Served: Broward, Indian River, Martin, Okeechobee, Palm Beach, St. Lucie

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INTERNATIONAL OFFICES

Enterprise Florida maintains a network of 20 offices outside the United States, ensuring representation in key markets offering significant trade and/or investment opportunities for Florida.



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