

Enterprise Florida offers grants for Virtual Business Matchmaking to help Florida companies expand overseas and keep your business growing!

Unprecedented market disruptions bring forth new ways of doing business and the **Virtual Business Matchmaking** program is one way Enterprise Florida is helping the state's business community.

Virtual Business Matchmaking includes virtual introductions via teleconference or videoconference with up to five interested agents, distributors, or partners in various given target markets who have been pre-screened and pre-qualified.

Enterprise Florida is offering a **reimbursable trade grant** to cover the cost of the matchmaker, **making the service completely free!**



INDUSTRY SECTORS ELIGIBLE FOR 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

Florida companies have two options to choose from, depending on the market of interest:

- Enterprise Florida's international representatives will connect Florida companies with five pre-qualified partners/distributors through teleconference or video-conference in the below markets:

[Europe](#) | [Canada](#) | [Mexico](#) | [South Africa, Kenya, & Tanzania](#)

[Japan](#) | [Taiwan](#) | [Singapore](#) | [Israel](#)

- Similar services are offered in additional markets through Enterprise Florida's partnership with the U.S. Commercial Service and their *International Partner Search Plus Virtual Introductions*. The U.S. Commercial Service program includes virtual introductions with up to five pre-qualified contacts, with options for additional introductions.

Applying for a Virtual Business Matchmaker Grant

Qualified Florida small and medium-sized manufacturers and professional services providers in target 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.
- Virtual Business Matchmaker Services must be provided by the U.S. Commercial Service or an Enterprise Florida International Office.
- Must comply with SBA size standards for the U.S. Commercial Service's *International Partner Search Plus Virtual Introductions* OR have less than 500 employees if the matchmaking service is conducted by one of Enterprise Florida's International Offices.

Virtual Business Matchmaker grants must be approved prior to the first day of the scheduled appointments. No exceptions.

Reimbursement: Qualified applicants will be reimbursed the entire cost of the matchmaker service upon completion.

Please contact your local Enterprise Florida trade representative for a grant application. Visit our website to view the complete [grant criteria, and terms & conditions](#).



HOW DO I GET MORE INFORMATION?

Contact your local Enterprise Florida trade representative for an online application.

HOW TO REACH YOUR ENTERPRISE FLORIDA TRADE REPRESENTATIVE

Pensacola/Northwest

Larry Bernaski
T 904.359.9350
lbernaski@enterprisefflorida.com

Jacksonville/Northeast

Larry Bernaski
T 904.359.9350
lbernaski@enterprisefflorida.com

Orlando/Central Florida

Joseph Bell
T 407.956.5602
jbell@enterprisefflorida.com

Tampa Bay Region

Madison Lawson
T 813.276.9430
mlawson@enterprisefflorida.com

Southeast (except Miami-Dade)

John Diep
T 561.832.8339
jdiep@enterprisefflorida.com

Miami-Dade County & Southwest Florida

Alejandra Henao
T 305.808.3670
ahenao@enterprisefflorida.com