

Enterprise Florida offers trade grants to help Florida companies increase their export sales through international trade shows and exhibitions

In support of the state's Export Diversification and Expansion Initiative, Enterprise Florida offers a reimbursable **Target Sector Trade Show Grant** to help Florida small to medium-sized companies generate or increase their export sales overseas.

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.

To help your company increase export sales and enter new markets overseas, our Target Sector Trade Show Grants provide event-specific grants on a reimbursable basis to eligible manufacturers and professional services providers in target sectors. The grants can be used for trade shows where Enterprise Florida hosts a Florida Pavilion as well as other events that are important to your company's success in the global marketplace. **Companies with 500 employees or less may qualify for reimbursement of 75% of select trade show booth costs up to \$7,500.**

TARGET 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

Connecting Florida companies to some of the largest [international trade shows](#) in the world!



Applying for a Target Sector Trade Show 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; services must be provided from within the state.
- Must be a small business (employing 1-500 employees).
- Services providers must be in one of [these](#) approved target sectors.
- International trade exhibitions must be held outside the United States, including commonwealths and territories.
- Companies must be at least ONE of the following in order to qualify:
 - **New to show:** A company that has not participated in the same show within the last three (3) years.
 - **Second year participant:** A company that was “new to trade show” the previous year of show.
 - **New to export:** A company that has never or rarely made an export transaction at the time that they received the grant.
- Companies may apply for a total of three trade 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 a grant application. Visit our website to view the complete [grant criteria, and terms & conditions](#), and learn about other [trade grants](#) offered by Enterprise Florida.

HOW DO I GET MORE INFORMATION?

Florida companies interested in applying for a **Target Sector Trade Show Grant** should contact their local Enterprise Florida trade representative for an online application.

HOW TO REACH YOUR ENTERPRISE FLORIDA TRADE REPRESENTATIVE

Pensacola/Northwest

Andrea Moore
T 850.469.8989
amoore@enterprise florida.com

Jacksonville/Northeast

Larry Bernaski
T 904.359.9350
lbernaski@enterprise florida.com

Orlando/Central Florida

Michael Cooney
T 407.956.5678
mcooney@enterprise florida.com

Tampa Bay Region

Joseph Bell
T 813.276.9430
jbell@enterprise florida.com

Southeast (except Miami-Dade)

John Diep
T 561.832.8339
jdiep@enterprise florida.com

Miami-Dade County & Southwest Florida

Alejandra Henao
T 305.808.3670
ahenao@enterprise florida.com