Our Export Marketing Plan Services will position your company for **GROWTH**.

**Why Export?**
- Over 95% of the world’s customers are located beyond U.S. borders.
- Exporters realize higher employment growth than non-exporters.
- Most companies that export have an easier time riding out fluctuations in the U.S. economy and are more likely to stay in business.
- Export wages are typically 13–18% higher than non-export wages.

**The Process**
You will meet with a Florida SBDC International Trade Specialist to conduct a confidential, in-depth business assessment. The Specialist will prepare and provide your company with a customized Export Marketing Plan.

**Qualifications**
- Florida manufacturers and professional services providers only
- Products must be produced in the state of Florida or services must be provided from a Florida location
- Company’s products must be at least 51% U.S. content
- New-to-export or infrequent exporters preferred
- Minimum of two years in business
- Five or more full-time employees
- $500,000 to $10 million in annual sales

**Cost to Qualifying Company - $500**
The cost for preparation of an Export Marketing Plan is $4,000. Qualifying companies are eligible for a $3,500 scholarship, making the cost to your company $500.

**Grants for Overseas Opportunities**
Upon acceptance of the Export Marketing Plan, companies may apply for grants from Enterprise Florida that will help them enter or expand in new markets. Reimbursable Gold Key/Matchmaker grants cover the cost of a single one-on-one business matchmaking service in a market recommended in the Export Marketing Plan, while Target Sector Trade Grants will cover 50% of the turnkey booth package costs of exhibiting at an overseas trade show – up to $6,000. For more information, please visit [www.enterpriseflorida.com/tradegrants](http://www.enterpriseflorida.com/tradegrants) or contact your local Enterprise Florida trade representative.

For More Information, Call 1.866.737.7232
APPLY ONLINE at [https://fsbdc.net/STEP/STEPApp.php](https://fsbdc.net/STEP/STEPApp.php)