

# VIRTUAL EXPORT ASSISTANCE

## In search of new customers?



### Why Export?

- Firms that export, grow faster, create more jobs, and their employees earn more than non-exporting firms.
- 84% of the world's purchasing power is outside of the United States.
- In 2019, small businesses represented 97.5% of all U.S. exporters.
- Whether you are new to exporting or searching for new foreign clientele, there may be a virtual program for you!

### Dear Tampa Bay Business Leader,

It is our pleasure to introduce a new initiative designed to promote increased export sales for Tampa Bay companies. In light of recent global circumstances, we know the transition from in person sales to virtual is more important than ever. The benefits of increasing export sales presents great opportunity for your small business and our regional economy. Therefore, we encourage you to pursue some of the advantageous virtual export assistance programs provided by the U.S. Commercial Service, Enterprise Florida, and the supporting grant opportunities.

Sincerely,

**Bill Cronin**, *President and CEO, Pasco County Economic Development Council*

**Craig J. Richard**, *President and CEO, Tampa Bay Economic Development Council*

**Dr. Cynthia Johnson**, *EDFP, Director, Pinellas County Economic Development*

### FOR MORE INFORMATION, PLEASE CONTACT:

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### POTENTIAL NO COST TO YOUR BUSINESS!

Limited grants and scholarships will be available from Enterprise Florida and Global Tampa Bay to assist your business in search of new export sales. These include covering the cost of customized market research and matchmaking services.

Please contact us to learn more about eligibility.

### Familiar with Gold Key?

The Commercial Service's International Partner Search provides outreach and introductions to 5+ prospects/distributors in a foreign market. You may be eligible for full reimbursement by [Enterprise Florida's matchmaking grant](#). This grant also covers virtual matchmaking services throughout the European Union offered by Enterprise Florida's network of international offices.



### VIRTUAL SERVICES OFFERED BY THE U.S. COMMERCIAL SERVICE INCLUDE:



- Customized Market Research
- Matchmaking Services
- eCommerce
- Due Diligence on Foreign Parties
- In Country Promotion of Products
- Additional Services
- Webinars

[www.trade.gov/virtual-services](http://www.trade.gov/virtual-services)

Presented by:

