

FLORIDA FIRST SOURCING PROGRAM

A TRADE PROMOTION INITIATIVE OF ENTERPRISE FLORIDA, INC.



HEARD THE NEWS?

"This is one of the best new programs for Florida exporters and suppliers that I have seen in a long time."

*Charlotte Gallogly, President
World Trade Center Miami
Miami, Florida*

To learn more about the Florida First Sourcing Program, please contact your local Enterprise Florida trade representative:

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MATCHING FLORIDA EXPORTERS WITH FLORIDA SUPPLIERS

The Florida First Sourcing Program is a trade promotion initiative of Enterprise Florida. Its main objective is to connect Florida traders with Florida producers by helping exporters find local, in-state suppliers. It expands opportunities for Florida suppliers by encouraging traders and purchasing agents to source products for export to international markets from local providers.

We know that hundreds of millions of dollars in goods are purchased every year from U.S. companies in order to fill foreign orders. While some of these products are purchased from Florida companies, many are sourced elsewhere. Enterprise Florida is now using its trade lead program and other sources to help Florida exporters identify in-state suppliers for their export needs and increase business interaction among Florida companies. Enterprise Florida previously distributed trade leads only from foreign companies seeking to purchase Florida products. We are now making this program available to Florida companies to match in-state exporters with local suppliers.

WHO IS ELIGIBLE FOR THIS SERVICE?

Florida companies seeking to source goods for export are eligible for this service. Participants will be asked to periodically provide results of export sales generated with the assistance of the Florida First Sourcing Program.

HOW DO I SIGN UP?

Companies looking to identify Florida suppliers will be asked to fill out a form providing a full description of the products sought and submit it to one of our trade development staff. Forms can be obtained from any of our regional trade representatives listed to the left.

WHAT HAPPENS NEXT?

Inquiries will be screened based on their export potential. Enterprise Florida will then:

- Provide the client with a list of Florida suppliers of the products being sought
- Include the inquiry in our trade lead program and distribute it to companies throughout Florida that may also be able to supply the products requested
- Forward the inquiry to our trade development staff, and trade and economic development partners statewide for further distribution to potential suppliers

Enterprise Florida, Inc. (EFI) is a partnership between Florida's business and government leaders and is the principal economic development organization for the State of Florida. EFI's mission is to diversify Florida's economy and create better-paying jobs for its citizens by supporting, attracting and helping to create businesses in innovative, high-growth industries. In pursuit of its mission, EFI works closely with a statewide network of economic development partners and is funded both by the State of Florida and private-sector businesses.

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