



Florida Chamber Global Florida Webinar



International Business Council



Dan Tapia

Manager, Global Outreach, Florida Chamber of Commerce

Agenda

Global Florida: Trade Topics and Trends

- I. **Welcome | Dan Tapia**, Manager, Global Outreach, Florida Chamber of Commerce
- II. **Guest Speakers:**
 - **Matthew Waldron**, Trade Commissioner, Canada
 - **Dr. Jerry Parrish**, Chief Economist and Director of Research, Florida Chamber Foundation
 - **Gillian Hatton**, Director, Enterprise Florida Canada
 - **Glenn Cooper**, President, Quebec Florida Chamber of Commerce
- III. **International Business Council updates | Dan Tapia**, Manager, Global Outreach, Florida Chamber of Commerce
- IV. **Audience comments**
- V. **Adjourn**



CANADA

Matthew Waldron, Trade Commissioner
Consulate General of Canada
March 2017

The Consulate General of Canada in Miami

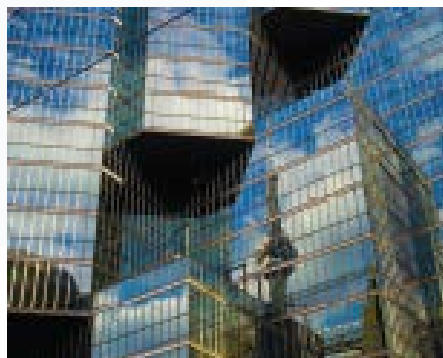
- Responsible for Florida, Puerto Rico and U.S. Virgin islands.
- Services include Consular and Passport, Public Affairs, and Trade & Investment Promotion.
- The Canadian Trade Commissioner Service
 - Network in over 160 cities around the world to help you connect with Canada.
 - Introductions for sourcing high quality products, services or technologies.
 - Strategic intelligence and contacts to expand your business in Canada.
 - Connections with R&D partners in Canada.
 - Guidance on top research facilities and academic institutions for study in Canada.

Imagine **CANADA**



Launching Opportunities • Créons des opportunités • Creando oportunidades

CANADIAN Strengths



Launching Opportunities • Créons des opportunités • Creando oportunidades

Agenda

- Canada – U.S. Trade
- Canada – Florida Trade
- Why Canada?
 - Excellent Economic Fundamentals
 - Highly Competitive Business Environment
 - Dynamic Workforce
 - Easy Access to Markets
 - Innovative Industries
- Export Development Canada

Canada- U.S. Trade

We trade almost **USD \$700 billion** per year.

With investment added, this rises to

USD \$1.4 trillion.

TRADE PARTNERSHIP



**\$1.4 TRILLION IN TRADE
AND INVESTMENT**



\$671 BILLION IN GOODS AND SERVICES



#1 CUSTOMER FOR 35 STATES

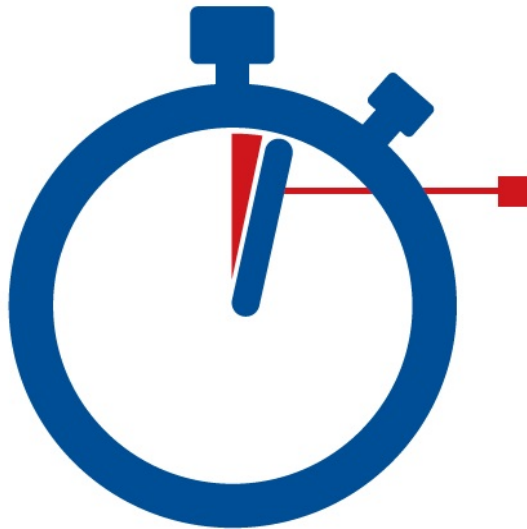


9 MILLION U.S. JOBS

Canada – U.S. Trade

Canada is the largest market for U.S. goods and services, representing 20% of global U.S. exports.

Canada & the U.S. trade an average of



\$1.3 IN BILATERAL
MILLION GOODS &
SERVICES
every minute of every day

Canada- U.S. Trade

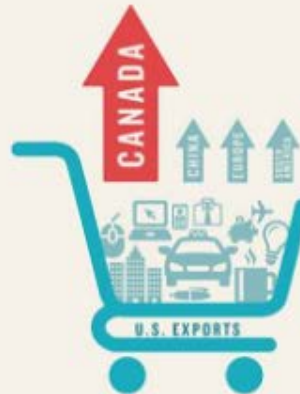
AGRICULTURE

- Canada buys **\$8 BILLION** in vegetable, fruits, and nuts
- We trade **MORE BEEF AND PORK** with each other than anyone else

SERVICES

- Bilateral trade in services totaled **\$88 BILLION** in 2015
- Travel-related services trade: **\$25 BILLION**
- Bilateral services trade has grown by **85%** in the last 10 years

“**CANADA
BUYS MORE**
FROM THE UNITED STATES
THAN DOES ANY OTHER NATION”



MANUFACTURING

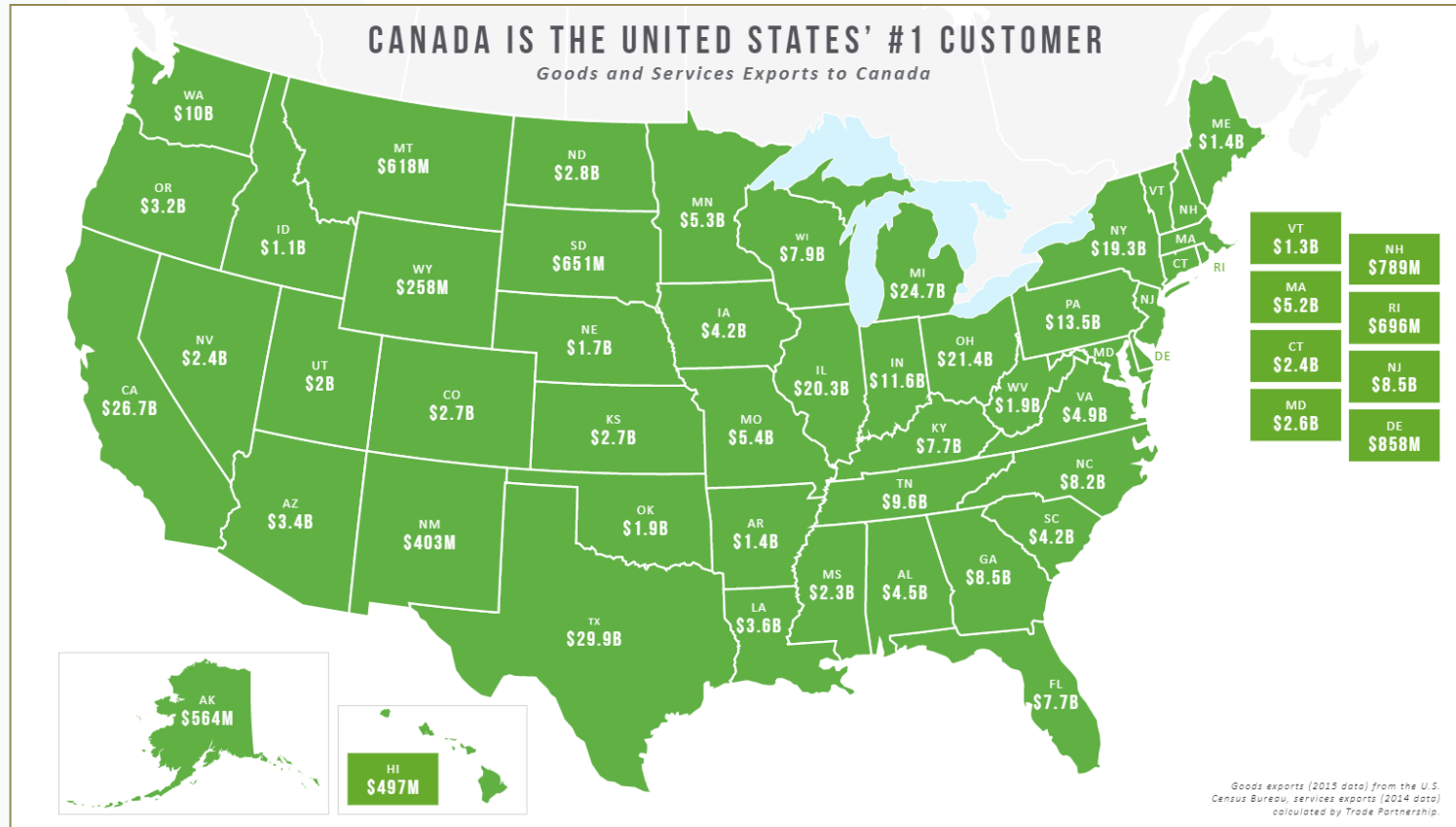
- The U.S. sells over **\$80 BILLION** in equipment and machinery to Canada
- The U.S. has a **SURPLUS OF \$50 BILLION** in this sector

ENERGY

- Canada is the **MOST SECURE SUPPLIER OF ENERGY** to the U.S.
- Canadian **CLEAN HYDROELECTRICITY** provides power to one million American homes
- Canada supplies the U.S. with over 40% of its **CRUDE OIL IMPORTS**

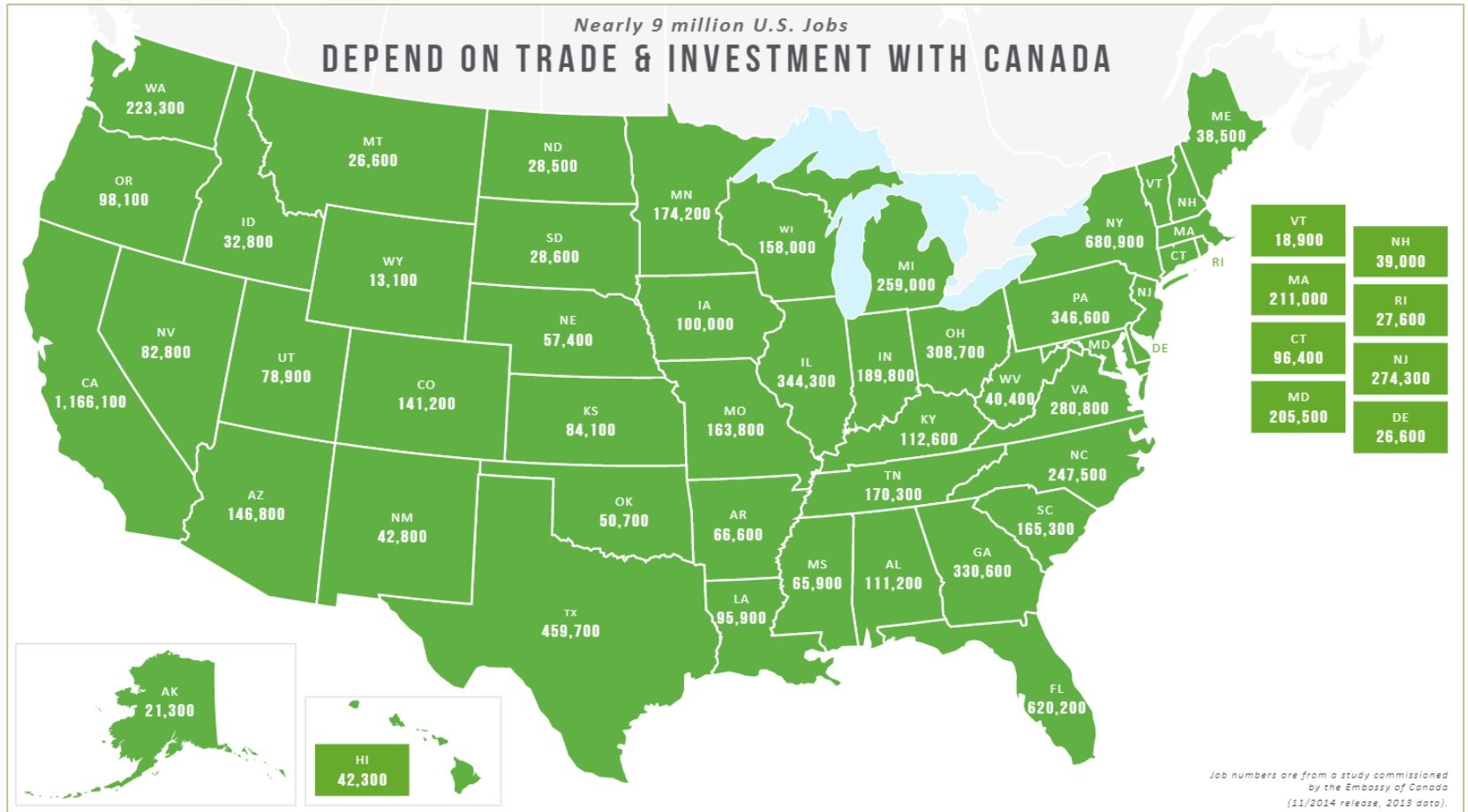
Canada- U.S. Trade

70% of U.S. states count Canada as their #1 customer.



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Canada- U.S. Trade

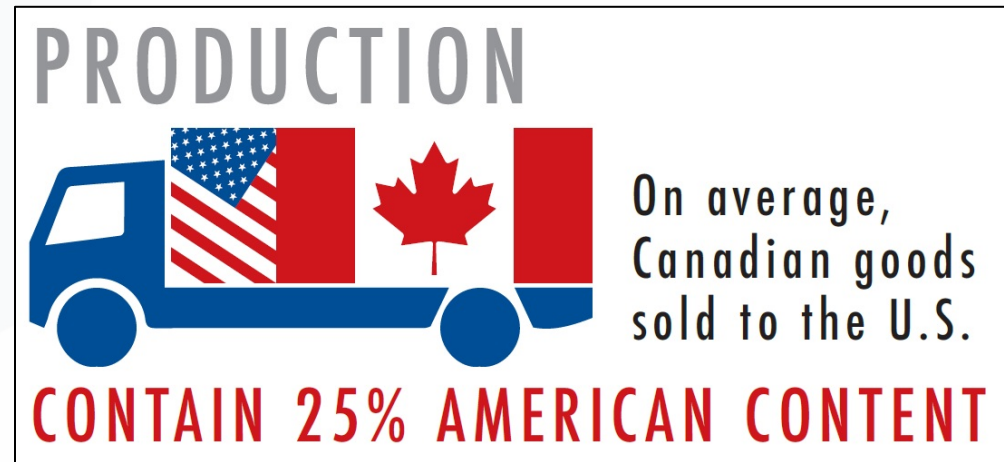


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Canada- U.S. Trade



*"We not only sell to each other...
we make things together."*



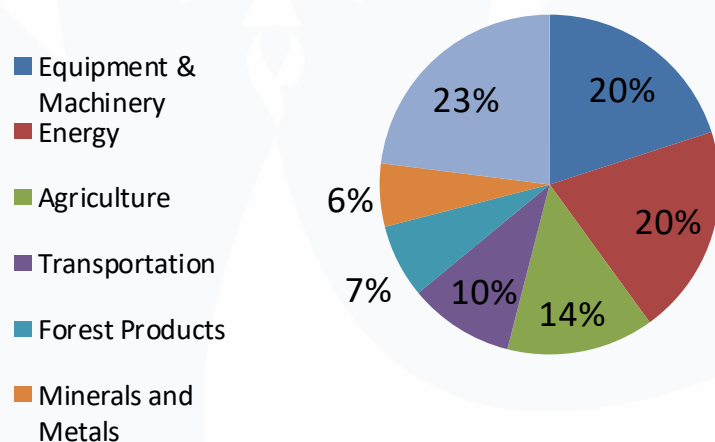
Canada – Florida Trade

- We export more than snowbirds, and import more than oranges.
- Over 4.5 million annual visits to Florida by Canadians = \$5.5 billion dollars vacation spending.
- Canada is the #1 foreign purchaser of residential real estate in Florida – over 500,000 Canadians own property in Florida.
- Two-way trade of over \$8 billion dollars.
- 620,200 jobs in Florida depend on trade and investment with Canada.

ECONOMIC IMPACT	
KEY INDICATORS	US\$ bill
Canadian Exports to Florida	\$4.2
Floridian Exports to Canada	\$3.9
Canadian Tourist Spending in Florida	\$4.4
Canadian Company Affiliate Assets in Florida	\$3.4
Canadian Residential Real Estate Purchases in Florida	\$1.9

Canadian Exports to Florida

Florida imported \$4.2 billion from Canada

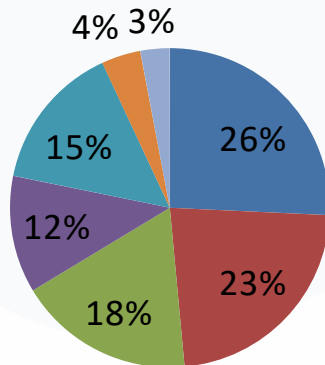


Top Canadian exports to Florida in 2015:

Fuel oil	\$789 million
Machinery, Boilers and turbines	\$587 million
Electrical machinery	\$285 million
Furniture	\$260 million
Aircraft, spacecraft & parts	\$191 million
Wood & wooden articles	\$178 million
Vehicles	\$144 million
Optical, Photo, Surgical & medical equip.	\$143 million
Plastics	\$122 million

Canadian Imports from Florida

Florida exported \$3.9 billion to Canada



Top Florida merchandise exports to Canada in 2015:

Fertilizers	\$371 million
Machinery & Mechanical Parts	\$368 million
Electrical Machinery & Equip	\$273 million
Optical, Photo & medical equip	\$269 million
Pharmaceuticals	\$267 million
Fruit Juices	\$218 million
Edible Vegetables	\$159 million
Edible Fruits	\$114 million
Plastics	\$100 million

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Canadian Presence in the Region



300+ Canadian
companies directly
employ 42,700 jobs
in Florida

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Florida Investments in Canada



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Canada is Florida's most important economic partner

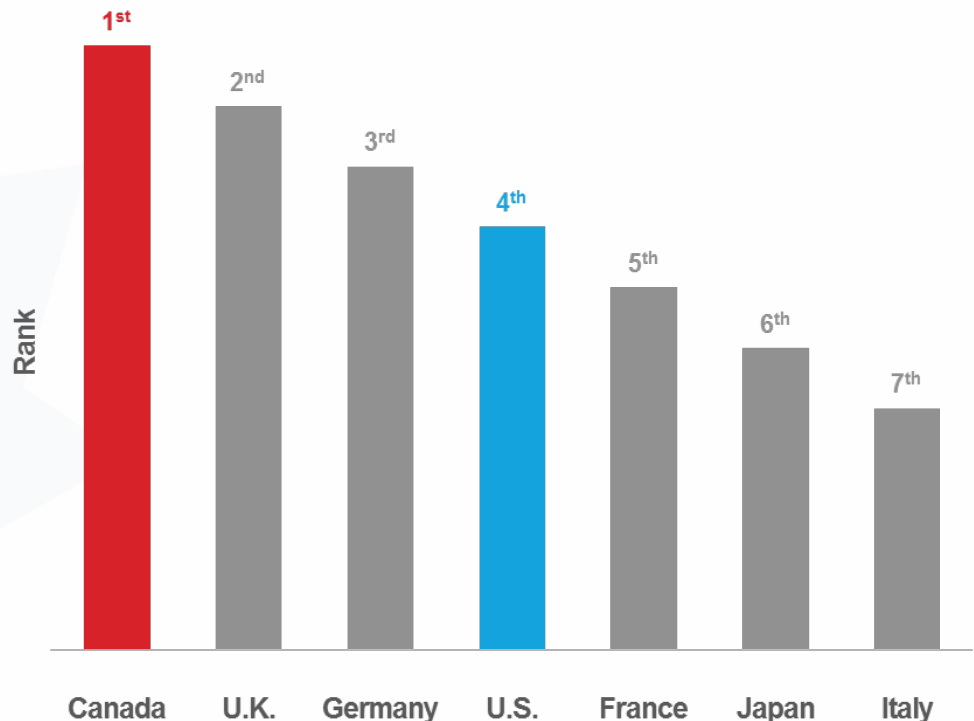


Why Canada – Excellent Economic Fundamentals

- Leads G7 countries in long-term GDP growth.
- Strong employment growth.
- Track record of fiscal responsibility.
- Declining federal debt.
- Low inflation and interest rates.

According to the *Legatum Prosperity Index**, Canada ranks first in the G7, first in the G20 and fifth among 149 countries in terms of overall prosperity, based on material wealth and personal wellbeing.

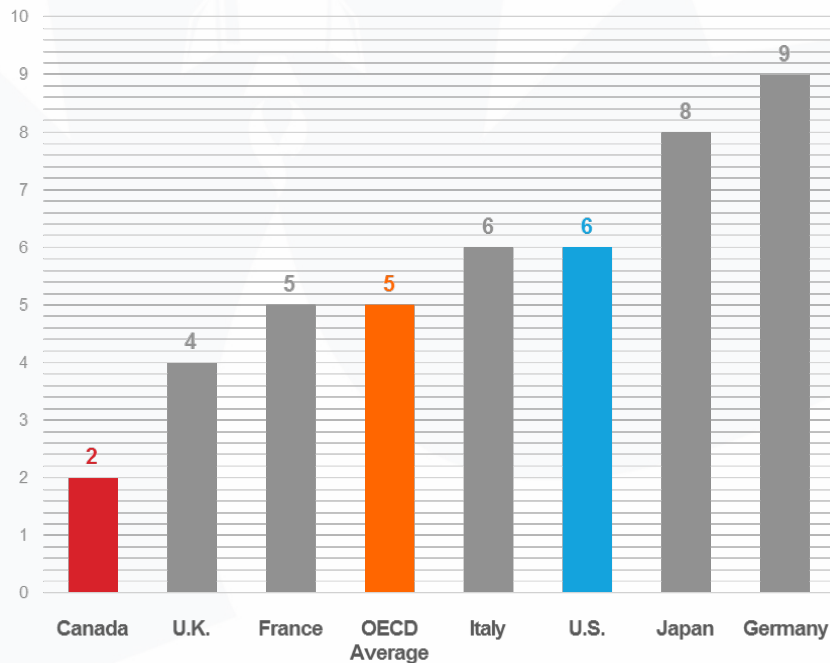
*Legatum Prosperity Index** 2016
G7 Ranking



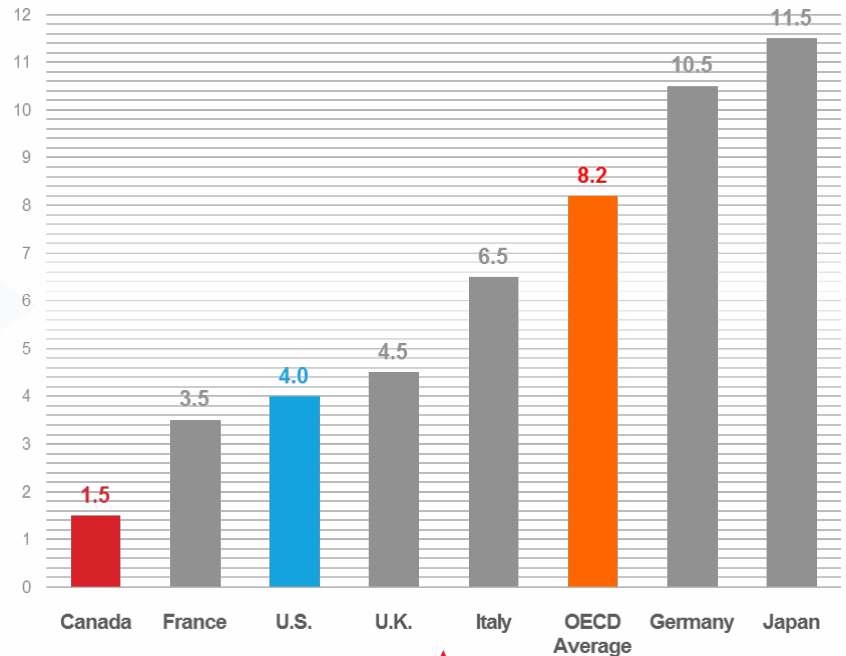
Why Canada? – Highly Competitive Business Environment

Establishing a business in Canada involves relatively few steps and takes relatively less time.

Number of Procedures*



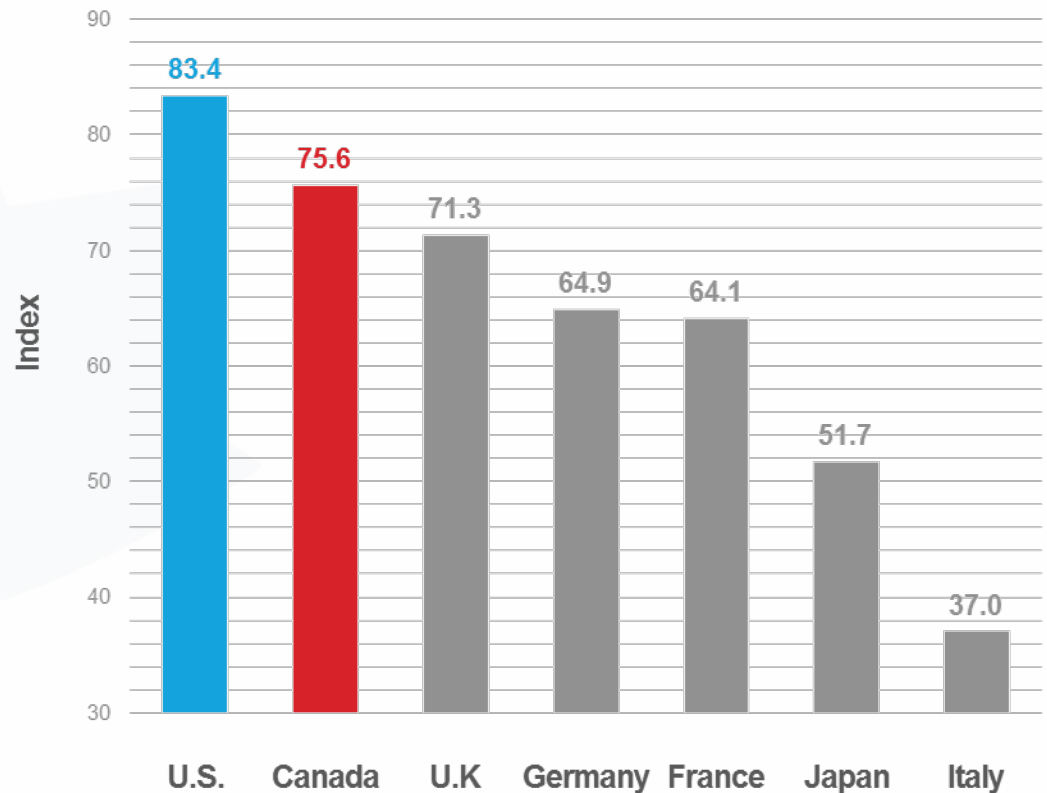
Time Required to Start a Business
Days



Why Canada? – Dynamic Workforce

Canada has one of the world's best business climates for entrepreneurs.

Global Entrepreneurship Index*
G7 Ranking



Why Canada? – Easy Access to Markets

- Direct access to NAFTA market.
- 16 of Canada's 20 largest cities are within a 1.5-hour drive of the U.S.
- Efficient transport linkages tying North America to Asia and Europe.



Why Canada? – Innovative Industries

Aerospace

Over 700 firms makes Canada the 5th largest aerospace market in the world and 3rd in terms of global civil aircraft production activity.

WESTERN PROVINCES

► Aerostructures, composites, airframe MRO, helicopter MRO, engine MRO, space systems, earth observation, engines, cold weather engine testing

► Leading companies:

Asco Aerospace Canada Ltd., Avcorp, Boeing Canada, Cascade Aerospace (Airbus Group), Vector Aerospace (Airbus Group), Magellan Aerospace, MDA, Pratt & Whitney Canada, StandardAero, Viking Air Ltd

ONTARIO

► Rotorcraft manufacturer, commercial and business aircraft, satellite payload subsystems, landing gear, engine parts, MRO, space robotics, aerostructures, engines

► Leading companies:

Airbus Helicopters Canada, Bombardier, UTC Aerospace Systems, Honeywell Canada, Magellan Aerospace, MDA, Messier-Bugatti-Dowty, L-3 Electronic Systems Services, MHI Canada Aerospace, Pratt & Whitney Canada



QUEBEC

► Aerostructures, civil helicopters, commercial and business aircraft, training and simulation, avionics, engine components, landing gear, engines, engine MRO

► Leading companies:

Aerolia, Bell Helicopter, Bombardier, CAE, GE Canada, Héroux-Devtek, Mechtronix, Pratt & Whitney Canada, Rolls-Royce Canada, Thales Canada, Turbomeca Canada

EASTERN PROVINCES

► Precision machining and complex assemblies, composites, gas turbine MRO, design and manufacturing, engines

► Leading companies:

APEX Industries, Composites Atlantic (SOGERMA-Airbus Group), Vector Aerospace (Airbus Group), IMP Group, Pratt & Whitney Canada, Slemon Park

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Why Canada? – Innovative Industries Clean Technology

- A \$10.6 billion R&D industry.
- Export intensive - 82% of sustainable technologies companies are exporting.
- The Canadian clean technology industry has 774 technology companies, mostly considered small to medium-sized enterprises (SMEs), which directly employ 55 600 people.
- To put this into context, in terms of employment, the clean tech industry exceeds the size of the aerospace, forestry and logging, and petroleum and coal products industries.



Why Canada? – Innovative Industries

ICT

- Canada has a strong history of working in Florida (e.g. Blackberry, OpenText) to utilize its skills and technologies, and selling to and partnering with companies like Citrix, Brightstar, Terramark and Web.com.
- Florida is a hub for sourcing technology for not only the U.S., but also the Latin American & Caribbean region.
- Florida's creative and tech industries team up in the Digital Media field to develop some of the best video games, animation, movies, television, online content and mobile applications.
- There are some 4,200 industry companies in Florida, employing nearly 11,000 people.
- Key Events in Florida: Cybersecurity Conferences, eMerge Americas, KidScreen and FETC.

Why Canada? – Innovative Industries

Life Sciences

- Florida has the second largest medical device manufacturing industry, the third largest pharma manufacturing industry and the seventh largest biotech R&D industry in the U.S.
- The state has been extremely keen on attracting life sciences companies to the state by providing a number of generous business incentives to move or expand into Florida.
- Canadian capabilities and opportunities in Florida are in digital health, including chronic disease management, data analytics / predictive analytics and patient engagement.
- Opportunities also exist for manufacturers of assistive devices for the long-term care facility / nursing home industry given the high number of seniors in Florida.
- Key Events in Florida: BIO Florida, South Florida Hospital & Healthcare Association, South Florida Healthcare Information & Management Systems Society.

Key Initiatives in Florida

Clean Technologies & Infrastructure

- Water-Energy Nexus Road Show (August 2017 – Miami, Orlando, Tampa)
- Caribbean Renewable Energy Forum (October 2017 - Miami)
- International Builders Show (January 2018 – Orlando)

Defence & Security

- Special Ops Forces Industry Conference (May 2017 – Tampa)
- Florida Defense Contractor Association Defense Expo (September 2017 – Orlando)
- Florida Simulation Summit 2017 (September 2017 - TBC)
- I/ITSEC - Training, Simulation and Education Conference (December 2017 – Orlando)

Information & Communications Technologies (ICT)

- eMerge Americas (June 2017 - Miami)
- FETC (Education Technology) (January 2018 – Orlando)
- KidScreen (February 2018 – Miami)

Life Sciences

- BIO Florida Annual Conference (October 2017 – Tampa)

Key Initiatives in Canada

Clean Technologies

- GLOBE 2018 (March 2018 – Vancouver, Canada)

Defence & Security

- Interservice/Industry Training, Simulation and Education Conference (I/ITSEC) (December 2017 – Orlando)

Information & Communications Technologies (ICT)

- KidScreen (February 2018 – Miami)

Infrastructure

- Canadian Public Private Partnership Conference (November 2017 – Toronto)

Life Sciences

- BIO Florida Annual Conference (October 2017 – Tampa)

OVERVIEW OF EXPORT DEVELOPMENT CANADA

About EDC



- ▶ Canada's International Financial Institution
- ▶ Financially self sustaining
 - ▶ Facilitated over \$102B in exports and investments
 - ▶ AAA /Aaa rated by S&P and Moody's
 - ▶ Total Assets \$61B CAD, Net Income \$925M
 - ▶ Premier Issuer of securities in global capital markets
- ▶ Enable growth of Canadian business into foreign markets through financing, insurance, and market intelligence

EDC's Financing for Foreign companies:

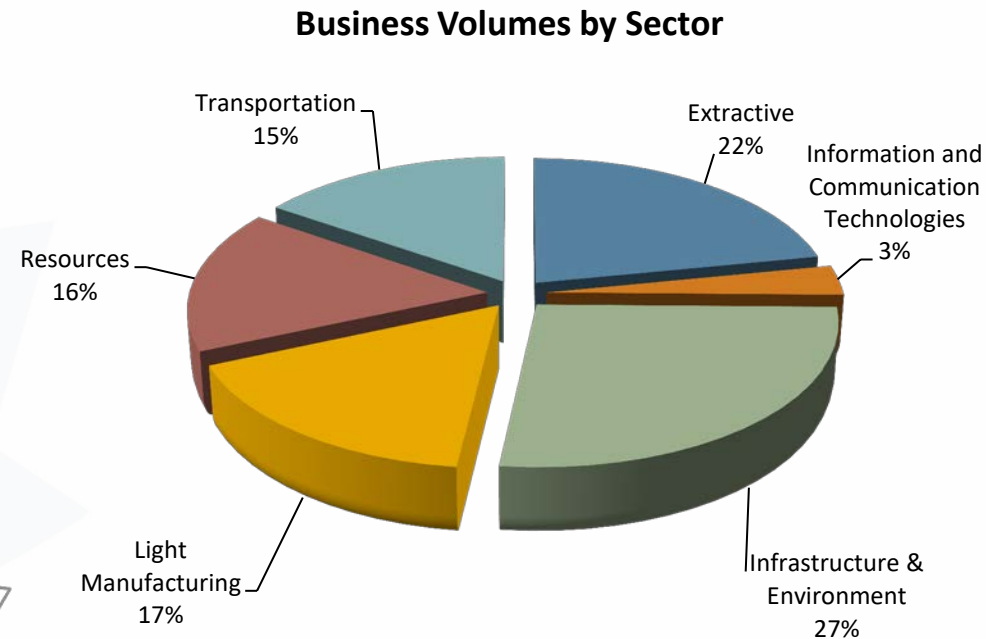
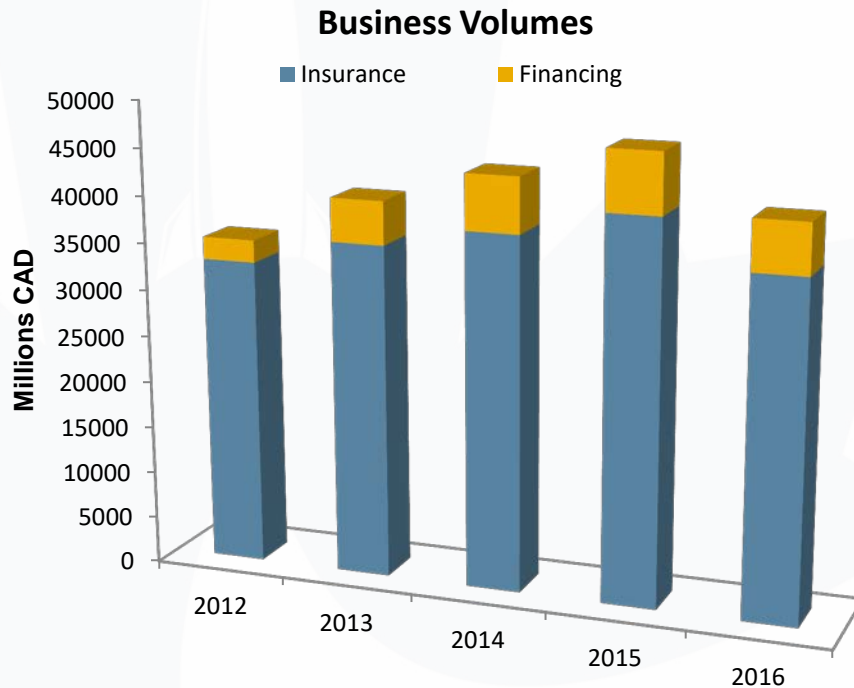
- ▶ Bilateral Facilities
- ▶ Merger and Acquisition Facilities
- ▶ Bridge or Term Loans
- ▶ Syndicated Facilities
- ▶ Highly Structured / Project Finance Facilities
- ▶ Corporate Revolvers

With every transaction, EDC must demonstrate financing provides sufficient Canadian benefits

Finance Offering



UNITED STATES BUSINESS VOLUMES



FINANCIAL HIGHLIGHTS (2016)

\$41.2 BILLION IN TOTAL VOLUME

\$5.4 BILLION IN FINANCING

3,558 CUSTOMERS SERVED

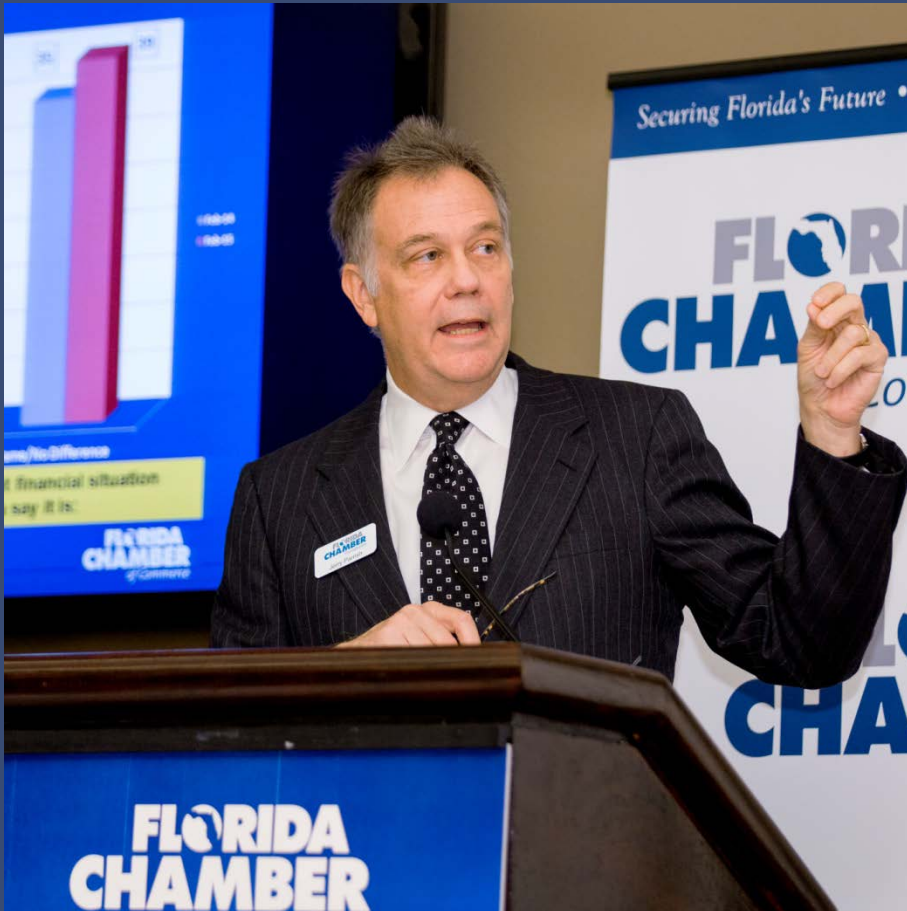
2,596 SMEs SERVED



Questions?



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JERRY D. PARRISH, PH.D.

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THE FLORIDA SCORECARD

METRICS TO HELP SECURE FLORIDA'S FUTURE

View County Data...



TALENT SUPPLY
& EDUCATION



INNOVATION &
ECON. DEVELOP.



INFRASTRUCTURE &
GROWTH LEADERSHIP



BUSINESS CLIMATE &
COMPETITIVENESS



CIVICS &
GOVERNANCE



QUALITY
OF LIFE

State of Florida Metrics (What is this?)

Florida FutureCast

Click any metric to get more information!



UNEMPLOYMENT
RATE

4.9%

(Unchanged)

Jobs Year Over Year Change

251,400



CONSUMER
SENTIMENT

94.0

(Declining)



STATE OF FLORIDA
VISITORS

\$89.1

Billion Visitor Spending

112.8

Million Visitors



STATE HOUSING
STARTS & SALES

5,245

Starts (Declining)

19,763

Sales (Declining)



SALES TAX
REVENUE

\$2.688

Billion per Month (Improving)



INCOME
MIGRATION

\$879K

Per Hour



POVERTY RATE

15.8%

(Better)



HIGH SCHOOL
GRADUATION RATE

80.7%

(Improving)



VOTER
PARTICIPATION

74%

(Improving)



RIGHT / WRONG
DIRECTION

52%/27%



LAND IN
CONSERVATION

28%



POPULATION

20.61

Million



THE FLORIDA SCORECARD

METRICS TO HELP SECURE FLORIDA'S FUTURE

View County Data... ▾



TALENT SUPPLY
& EDUCATION



INNOVATION &
ECON. DEVELOP.



INFRASTRUCTURE &
GROWTH LEADERSHIP



BUSINESS CLIMATE &
COMPETITIVENESS



CIVICS &
GOVERNANCE



QUALITY
OF LIFE

State of Florida Metrics (What is this?)

Florida FutureCast

Innovation & Economic Development

Click any metric to get more information!



PATENTS GRANTED

4,243

(Improving)



GROSS DOMESTIC
PRODUCT

\$911.02

Billion (Improving)



VENTURE CAPITAL

\$1,118.50

Million (Improving)



STATE OF FLORIDA
VISITORS

\$89.1

Billion Visitor Spending

112.8

Million Visitors



IMPORTS &
EXPORTS

\$52.0

Billion Exports (Declining)

\$73.7

Billion Imports (Improving)



TOP 6 IMPORTERS

29.7%

Market Share (Declining)

\$15.44

Billion (Declining)



INDUSTRY
DIVERSIFICATION

24th



FLORIDA
EXCHANGE RATE

81.91



International Trade

EXPORTS

IN-TRANSIT

IMPORTS



SERVICES

VISITORS

INVESTMENT



Top Global Partners

IMPORTS

EXPORTS

VISITORS

INVESTMENT

China



Brazil



Canada



United Kingdom



Mexico



Canada



United Kingdom



Canada



Canada



Mexico



Brazil



Germany



Germany



Colombia



Argentina



Spain



Japan



Germany



Colombia



France





IMPORTS & EXPORTS

\$52.0

Billion Exports (Declining)

\$73.7

Billion Imports (Improving)



TOP 6 IMPORTERS

29.7%

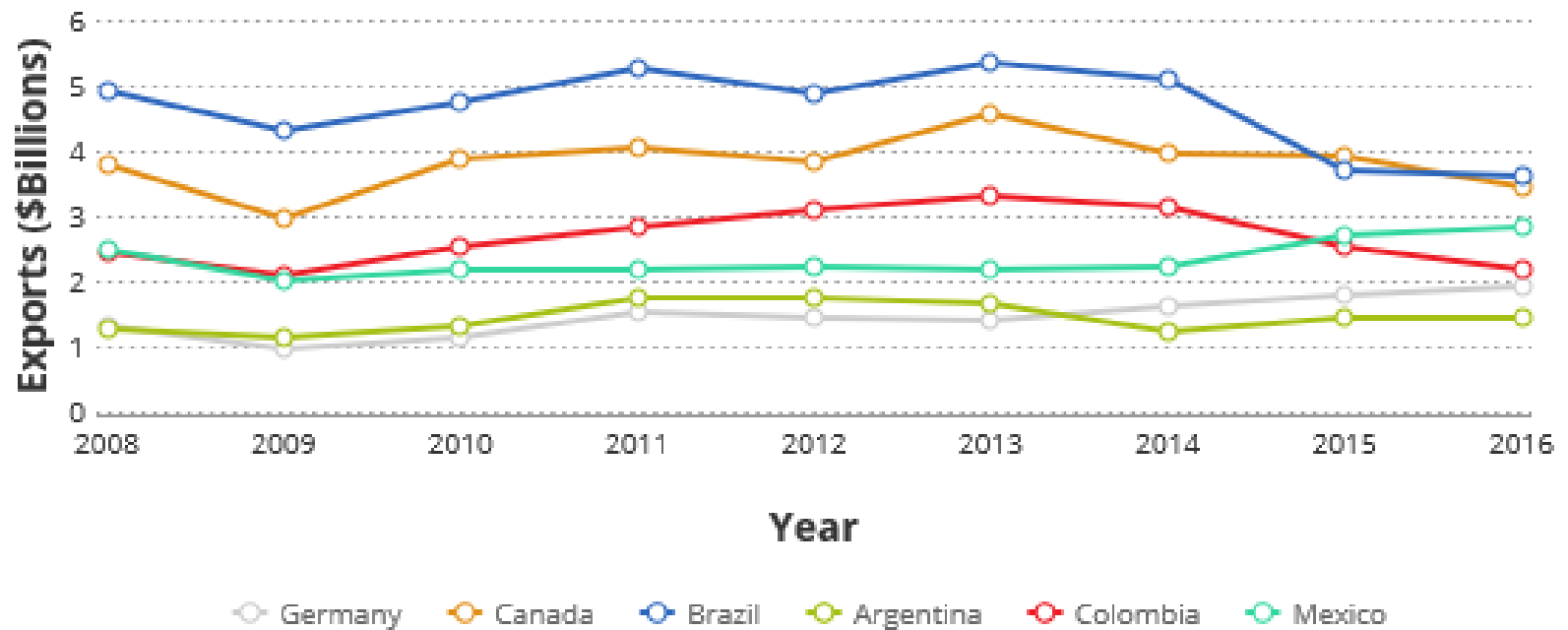
Market Share (Declining)

\$15.44

Billion (Declining)

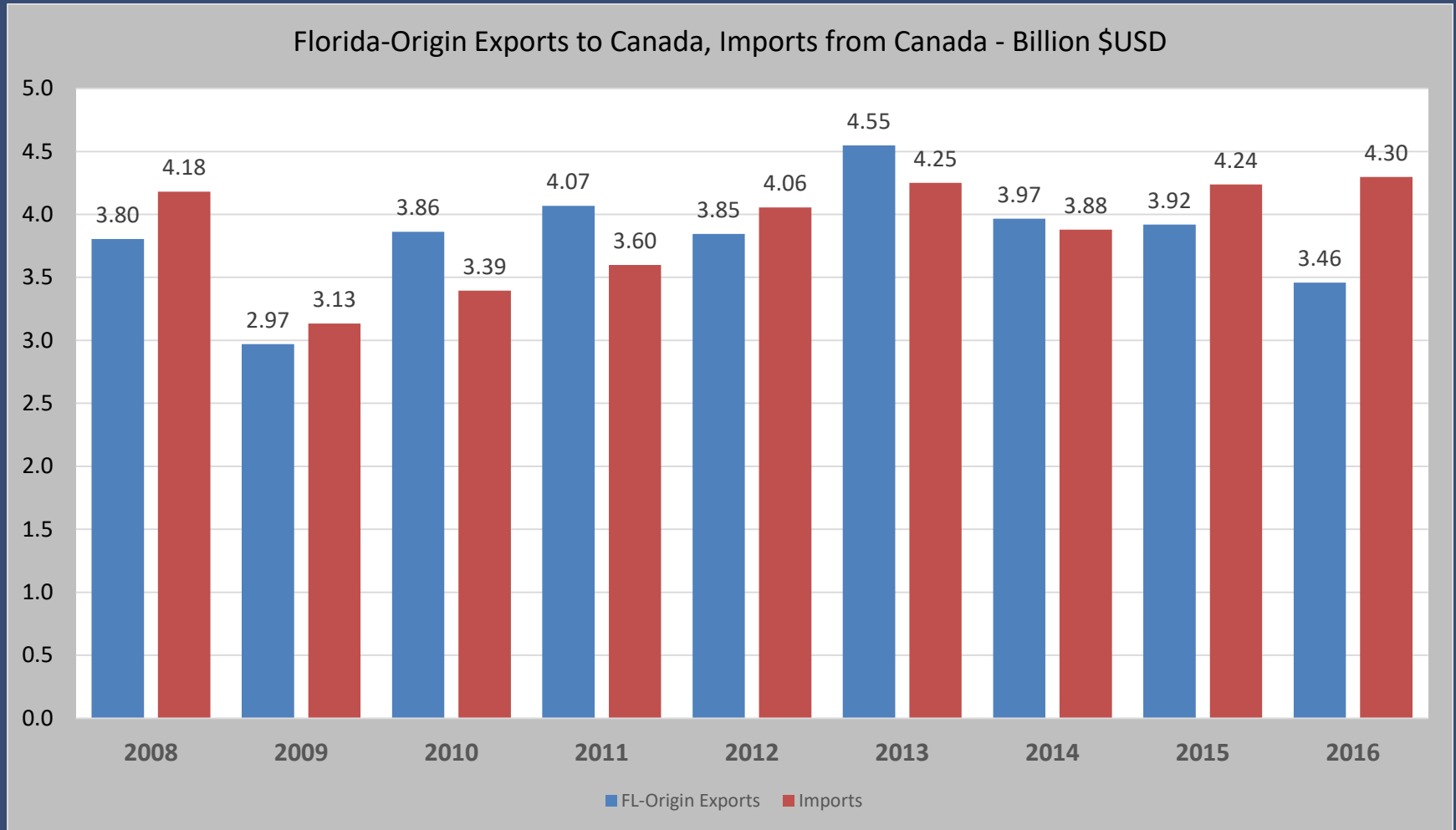


Florida Origin Exports By Year - \$USD



Country	2015 Visitors	% of Total Overseas
Canada	3.8 million	25%
United Kingdom	1.7 million	11%
Brazil	1.5 million	10%
Argentina	722,000	5%
Total International	15.3 million	100%

Imports and Exports – Canada/Florida



Florida-Origin Exports

2-Digit Category	Leading 4-digit Category	2016 Florida-Origin Exports	2012-2016 Percent Change
Power Generation Equip	Gas Turbine Parts	\$462 million	+23.7%
Electrical Machinery	Integrated Circuits	\$361 million	-3.8%
Fertilizer	Phosphates	\$352 million	-6.6%
Aircraft & Parts	Civilian Aircraft, Engines, Parts	\$305 million	+24.6%
Optic & Med Devices	Optical fibers, Med Instruments	\$265 million	9.7%
Edible Vegetables	Chilled Vegetables, Tomatoes	\$206 million	-4.8%
Edible Fruits & Nuts	Strawberries, Blueberries, Watermelon	\$197 million	-17.5%

Imports from Canada

2-Digit Category	Leading 4-digit Category	2016 Imports from Canada	2012-2016 Percent Change
Power Generation Equip	Turbojets & Turboprops	\$509 million	+11.8%
Furniture, Bedding	Furniture	\$260 million	+56.4%
Aircraft & Parts	Airplanes	\$246 million	+31.6%
Oil	Petrol oil (not crude)	\$241 million	-64.5%
Electric Machinery	Phone parts, wire, circuit boards	\$223 million	-14.0%
Wood and wood articles	Sawn and chipped wood	\$184 million	61.1%
Fertilizers	Potassium chloride	\$152 million	88.3%



Q&A





Florida Chamber Global Florida Webinar Opportunities for Florida Companies in Canada

Gillian Hatton
Director EFI Canada
March 7, 2017



AGENDA

The EFI Canada Team

Our Activities

About Canada

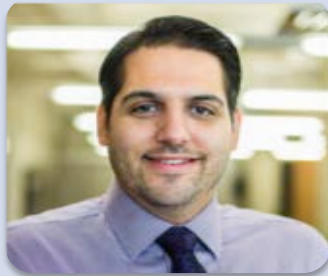
Canada-Florida Statistics

Trade Development Case Study Examples

Contact Information



EFI CANADA TEAM



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ENTERPRISE
FLORIDASM



TRADE & INVESTMENT ACTIVITIES





KEY CANADIAN STATISTICS

The eleventh largest economy in the world by nominal GDP, and the fourteenth by purchasing power parity

Population: 36.23 million (2016)

Breakdown: 10 Provinces & 3 Territories

Nominal GDP: \$2 Trillion

Exports: \$500 billion of goods, primarily to US

Three largest economies by city:

Toronto, Montreal and Vancouver

Four largest by province:

Alberta, Ontario, Quebec and Saskatchewan

Unemployment Rate: 6.8%

Major Canadian Based Companies Include:



TARGET INDUSTRY SECTORS IN CANADA



Aerospace & Aviation

- +700 companies
- Montreal 3rd largest cluster
- Heroux-Devtek, Bombardier, CMC



Manufacturing

- +51,600 companies
- Employs +1.8m people
- 21 industrial & consumer industries



Information Technology

- +33,000 companies
- +155 million, +525,000 people
- Ubisoft, Blackberry, CGI, Videotron



Life Sciences

- 8th largest pharmaceutical market
- Employs +28,000 people
- CRO's, Medical Device, Pharma, R&D



Finance & Professional Services

- 3rd largest in North America (Toronto)
- 8th largest stock exchange (TSX)
- Ambitious growth plans led by TFSA
- GE Capital, AON Hewitt, Sun Life, D+H, TD Bank



Logistics & Distribution

- +\$134 billion in sales
- 680,000 people employed
- Transforce, Transat, CN, Air Canada



Defense & Homeland Security

- 2,000 firms, 100,00 employees
- \$12 billion economic activity
- ABB, CAE, Bell Helicopter, L-3

KEY CANADA-FLORIDA STATISTICS

Canada is Florida's Largest Tourist Partner

- Nearly 3 million visits and \$3 billion spent per year by Canadian tourists



Real-Estate

- Canada is also the largest buyer of American residential real estate, with roughly 25% of international purchases
- Canadians own more homes in Florida than any other foreign nationality, approximately one quarter of Canadian-owned American real estate. The total value could approach \$40 billion





KEY CANADA-FLORIDA STATISTICS

Investment

- Canada Represents 10% of FDI into Florida
- Over 460 Canadian-owned companies in Florida; second behind United Kingdom
- 9% of FDI jobs in Florida come from Canada
- Over 8 million US jobs depend on Canada
- Canadian subsidiaries in Florida include RBC, TD Bank, BMO, Desjardins, NatBank, RWDI, Blackberry, Bombardier, CAE, Aldo, Birks, Cirque du Soleil, Lululemon Athletica, Fruits & Passion
- CAE alone employs nearly 500 people in the Tampa area

KEY CANADA-FLORIDA STATISTICS

Trade

- 620,200 Florida jobs depend on trade and investment with Canada
- Canada is the 4th top Florida export destination, at a value of roughly \$3.5 billion
- Canada is Florida's #1 destination for agricultural products - buys nearly \$1 billion in product



Florida's top goods exports to Canada

Fertilizers: \$352 million

Aircraft: \$304 million

Optical, medical & precision instruments: \$265 million

Vegetables: \$206 million

Fruits & nuts: \$197 million

Florida exports to Canada by industry

Equipment & machinery (31%)

Agriculture (21%)

Chemicals (16%)

Transportation (14%)

Minerals & metals (4%)

Plastics & rubbers (3%)

Other (10%)

Florida top services exports to Canada

Business, professional & technical services: \$553 million

Royalties: \$184 million

Financial services: \$97 million

Insurance: \$96 million

Telecommunications: \$36 million

CASE STUDY EXAMPLES

- Identified co-packers for a Florida food company producing dairy products to help the company expand its market reach in Canada
- Provided information on key investment contacts to reach high net worth individuals and applicable pension funds for a Florida real estate fund
- Identified potential distributors and current 'going green' incentives to assist a materials handling company in finding niche markets
- Provided potential distributors for medical devices company and information on medical task force groups to raise awareness of their product



CONTACT INFORMATION

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Q&A





Glenn M. Cooper, QFCC President
Jade Vinet, Management Consultant

March 7th, 2017



OVERVIEW

- **200 +** members separated between Quebec and Florida
 - 1 membership covers both territories
- **Bilingual** services in English and French
- Plenty of activities to keep you busy and informed



THE QFCC SERVICES

- **Connect** with several hundred members who are interested in business between Florida and Quebec
- Essential partner for anyone looking for any **information** on the Sunshine State or the French province of Canada
- Grow your business and increase your **visibility** and your exposure in the Quebec-Florida business network



ACTIVITIES

Trade Missions

- Central Florida Jan. 28-Feb. 1st
- *South Florida, March 28-31*
- *Québec, June 5-7*

Workshops

- Doing Business in Florida
– March 1st, Montreal
- *Doing Business in Canada*
– *March 30th, Fort Lauderdale*

Networking

- Tower Club International
Events Presenting Canada,
Feb. 23rd, Fort Lauderdale
- *Sugar Shack Brunch, Mar. 12,
Palm Beach*
- *10th Trade Mission Cocktail,
March 29th, Miami*



For more information please contact:

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Q&A



SAVE THE DATE

Global Florida Trade Topics and Trends Webinars

Upcoming webinars will be on April 4th and May 2nd

Florida Trade and Logistics Institute | March 29, 2017

Florida Polytechnic University in Lakeland, FL

We will address educational and workforce needs for the trade and logistics industry. Roundtable discussions with higher education institutions on their programs as well as with the private sector on their challenges and needs. Meeting will include lunch.

Other meeting activities will include:

Tour of Florida Polytechnic's Innovation, Science and Technology building. For more information about Florida Polytechnic, [click here](#)

Presentation of [SunTrax Test Track](#) – the new, state-of-the-art transportation technology testing facility. It will be a high-tech hub for the research, development and testing of emerging transportation technologies related to tolling, intelligent transportation systems (ITS) and automated and connected vehicles.

Florida Trade and Investment Conference | May 9, 2017

Hyatt Regency Orlando Airport

9300 Jeff Fuqua Blvd, Orlando, FL

The 2017 Florida International Trade and Investment Conference will draw trade and influential business leaders to provide insight and direction for our state and your business. Discussions range from examining the supply chain, economic ties, growth strategies and investment opportunities across sectors to exploring future trends, opportunities and challenges that the global marketplace presents.

For conference information and to register, [click here](#)

www.flchamber.com/international



Certificates of Free Sale

<http://www.flchamber.com/certificate-of-free-sale/>

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Some foreign governments require a "Certificate of Free Sale." These are sometimes also referred to as a "Certificate for Export" or "Certificate to Foreign Governments." The Florida Chamber of Commerce can issue you a Certificate of Free Sale, evidence that a product was manufactured in, packaged, or distributed from the state of Florida freely without restriction, and approved by the regulatory authorities in the country of origin (United States). Products include:

- General Manufactured Goods
- Machinery and Equipment
- Commercially Prepared Food (ready to eat)
- Cosmetics and Medical Devices

The Florida Chamber does **not** offer Certificates of Free sale for raw agricultural commodities, dairy products, poultry or meat products, a dietary supplements, human or animal drugs or biologics. Please contact the [FDA](#) for more information. (see below)

How Do I Apply for a Certificate of Free Sale?

1. Pay Exporter Service Fee

- **Regular Processing** (Up to Two Weeks)
 - Member Rate: \$60 Per Certificate
 - Non-Member Rate: \$80 Per Certificate
- **APOSTILLE**
 - \$25.00 Additional Per Certificate; Please Allow for Extra Processing Time
- **Expedited Processing** (1-2 Days for Processing; Call to confirm availability.)
 - Member Rate: \$150
 - Non-Member Rate: \$175



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