

INTERNATIONAL TRADE

Paul H. Grossman, Jr.



**VIRGINIA ECONOMIC
DEVELOPMENT PARTNERSHIP**

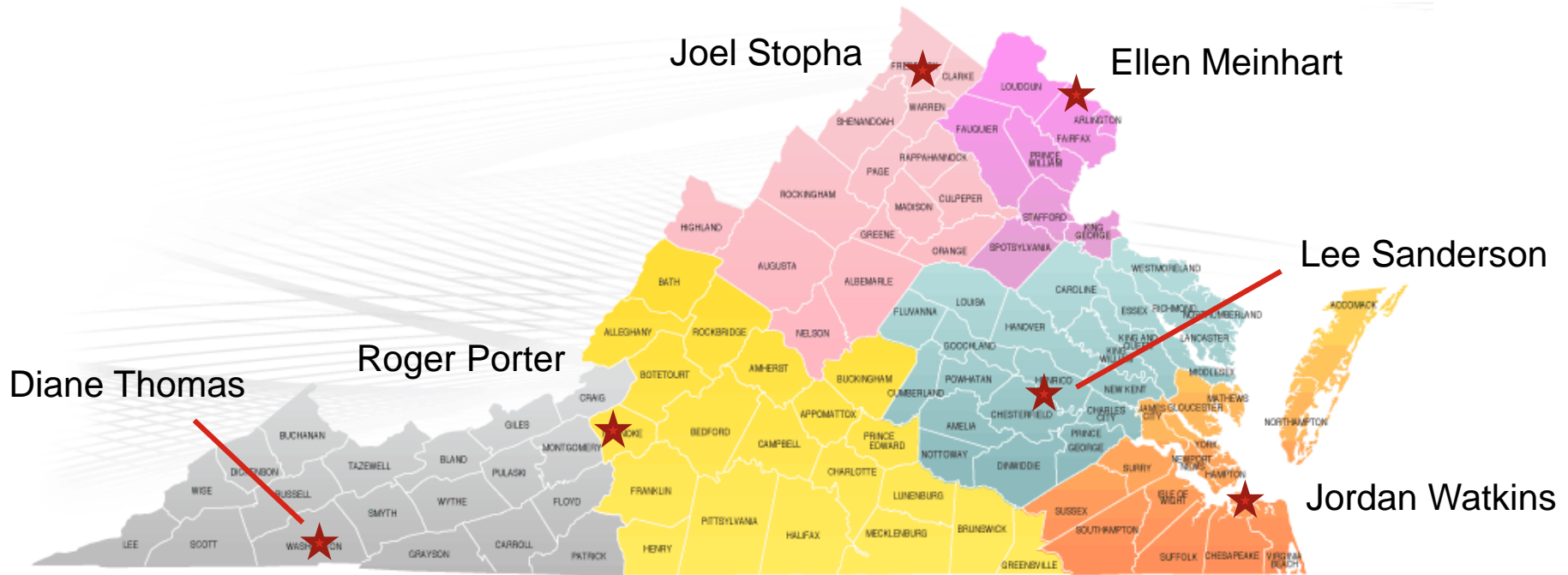
WHAT WE DO

Our mission is to increase international sales for Virginia companies and expand Virginia's tax base and job base.

FY18 Performance Metrics and Goals

Virginia companies enrolled in Trade programs:	320
Projected international sales from Virginia companies participating in Trade programs:	\$768 million
Projected trade-supported jobs from Virginia companies participating in Trade programs:	6,900

TRADE MANAGERS



VALET Program

- John Elink-Schuurman
- Holly Pearce

Going Global Defense Initiative

- Ed Laughlin
- Theodora von Hohenstaufen Noll

Trade Missions & Shows

- Scott Kennedy
- Mary Wood

Research

- Sosy Bouroujian
- Anne Phillips
- Jonathan Babington-Heina

Administrative

- Paul H. Grossman, Jr.
- Lindsey Bertozzi
- Carolyn Elliott

VIRGINIA'S EXPORTS



TYPES OF COMPANIES SERVED

- Aerospace & Defense
- Automotive
- Biotechnology
- Clothing & Textiles
- Construction
- Consumer Products
- Education
- Energy & Environment
- Food & Beverage
- Healthcare
- Hospitality
- Industrial Equipment
- Information Technology
- Maritime
- Mining & Metals
- Professional Services
- Security
- Telecommunications
- Transportation

VEDP – INTERNATIONAL TRADE SERVICES

- International Market Research
- Trade Missions
- Trade Shows
- Trade Show Program
- Virginia Leaders in Export Trade (VALET) Program
- Global Defense Program

INTERNATIONAL MARKET RESEARCH

Global Network: In-country consultants in 75+ countries

Europe

Belgium
Bulgaria
Croatia
Czech Republic
Denmark
Estonia
Finland
France
Germany
Hungary
Italy
Ireland
Latvia
Lithuania
Norway
Poland
Romania
Russia
Serbia
Slovakia
Slovenia
Spain
Sweden
The Netherlands
Turkey
Ukraine
UK

Middle East & Africa

Bahrain
Israel
Jordan
Kuwait
Oman
Qatar
Saudi Arabia
South Africa
UAE
Other African countries

Americas

Argentina
Brazil
Canada
Chile
Colombia
Costa Rica
Mexico
Panama
Peru

Asia Pacific

Australia
China
India
Indonesia
Japan
Malaysia
New Zealand
Philippines
Singapore
South Korea
Thailand
Vietnam

TRADE MISSIONS & TRADE SHOWS

127 companies traveled overseas with VEDP last year

94% of companies would participate again with VEDP

Trade Missions

- International business meetings arranged on your behalf
- Pre-qualified potential buyers or distributors

Trade Shows

- Exhibit products and services at international trade shows
- Subsidized participation

TRADE MISSIONS & TRADE SHOWS

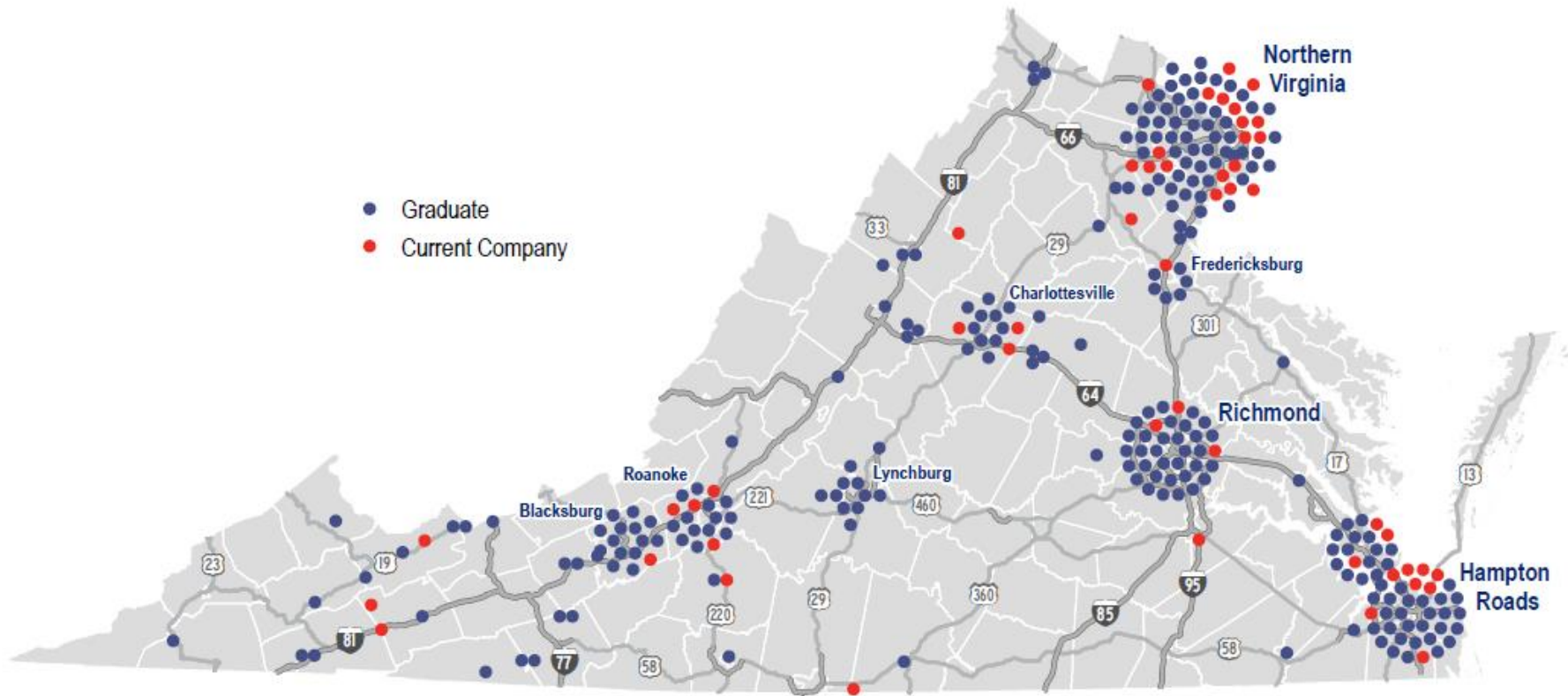
Trade Mission or Event	Dates
USAFRICOM Endeavor	August 21 - 25, 2017
DSEI 2017 (London, U.K.)	September 12 - 15, 2017
PERUMIN 2017 (Peru)	September 18 - 22, 2017
Trade Mission to Australia	October 2 - 6, 2017
Pacific 2017 (Australia)	October 3 - 5, 2017
AUSA 2017 (Washington, DC)	October 9 - 11, 2017
Trade Mission to South Korea	October 16 - 20, 2017
ADEX 2017 (South Korea)	October 17 - 22, 2017
Trade Mission to Southern Africa	October 23 - 27, 2017
Trade Mission to Saudi Arabia & UAE	Oct. 29 - Nov. 2, 2017
Trade Mission to Southeast Asia	November 6 - 10, 2017
Medica 2017 (Germany)	November 13 - 16, 2017
Expodefensa 2017 (Colombia)	December 4 - 6, 2017
Trade Mission to Colombia	December 4 - 8, 2017
Trade Mission to Panama	Jan 29 - Feb 2, 2018
Winter Germany	February 2018
Trade Mission to Mexico	March 12 - 16, 2018
Trade Mission to the United Kingdom	April 16 - 20, 2018
Trade Mission to Peru and Chile	April 23 - 27, 2018
Trade Mission to Brazil	May 14 - 18, 2018
Infosecurity Europe 2018 (London)	June 2018
Eurosatory 2018 (Paris)	June 11 - 15, 2018
Farnborough Air Show 2018	July 16 - 22, 2018

VIRGINIA LEADERS IN EXPORT TRADE (VALET)

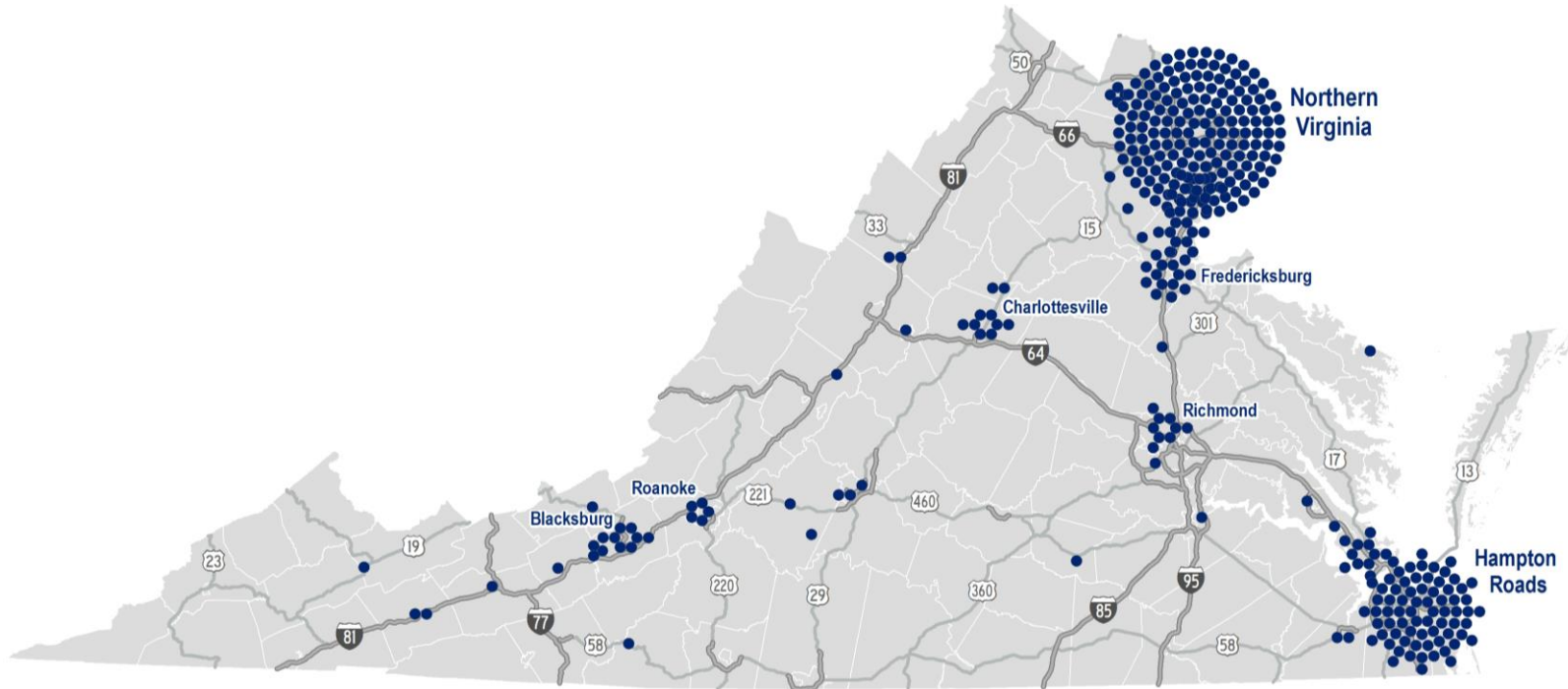
- VALET is an application based, two-year international business acceleration program.
- The VALET Program generates an average **increase in international sales of 54%** for participating companies.

Average Annual Virginia Sales	\$36 Million
Average Employees in Virginia	111
Average Years in Business	25
Average Annual Export Sales	\$3.7 million

VALET PARTICIPANTS & ALUMNI



GLOBAL DEFENSE PROGRAM



Number of Employees	331,695
Number of Employees in Virginia	62,606
Percentage of Sales to Defense Agencies	70%

CONTACT US

ExportVirginia.org

The screenshot shows the homepage of ExportVirginia.org. At the top, a red navigation bar contains the text "VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP" and "INTERNATIONAL TRADE" on the left, and social media icons for Facebook, Twitter, YouTube, and RSS on the right. Below this is the "Virginia" logo with a red heart shape, the URL "ExportVirginia.org", and the tagline "BUSINESS WITHOUT BORDERS". A search bar is positioned to the right of the logo. A horizontal menu below the search bar includes links for "Benefits of Exporting", "Services", "Resources & Partners", "Events", "News", "Blog", "About", and "Contact". The main content area features a large background image of a port at night with a ship and cranes. A white callout box in the center-left contains the heading "HELPING YOUR COMPANY EXPAND INTERNATIONALLY" and a paragraph of text. Below the callout is a "LEARN MORE" link with arrows. At the bottom, three blue boxes highlight key benefits: "Benefits to Your Bottom Line", "Higher Demand", and "Improved Productivity", each with an icon and a brief description.

VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP INTERNATIONAL TRADE

Virginia
ExportVirginia.org
BUSINESS WITHOUT BORDERS

Benefits of Exporting Services Resources & Partners Events News Blog About Contact

HELPING YOUR COMPANY EXPAND INTERNATIONALLY

Virginia businesses interested in increasing international sales benefit from our export development programs, grants, and market research. Our programs identify which markets to pursue, determine a market entry strategy, and secure appointments with pre-qualified customers in new international markets.

[LEARN MORE](#)

Benefits to Your Bottom Line

Grow your small company and become a major competitor by exporting.

Higher Demand

95% of consumer demand is outside the U.S.

Improved Productivity

Companies have seen an 8-14% increase in productivity due to exports.