



Virginia International Gateway, Portsmouth

ADVISORY COMMITTEE ON INTERNATIONAL TRADE

October 6, 2026

VEDP | International
Trade
ExportVirginia.org



Virginia International Gateway, Portsmouth

AGENDA

Public Comments, Review of Minutes, and Chair's Remarks

Port of Virginia Update

Dulles Air Cargo Update

Virginia Global Business Internship Program Update

VEDP International Trade Update

Committee Discussion



Virginia International Gateway, Portsmouth

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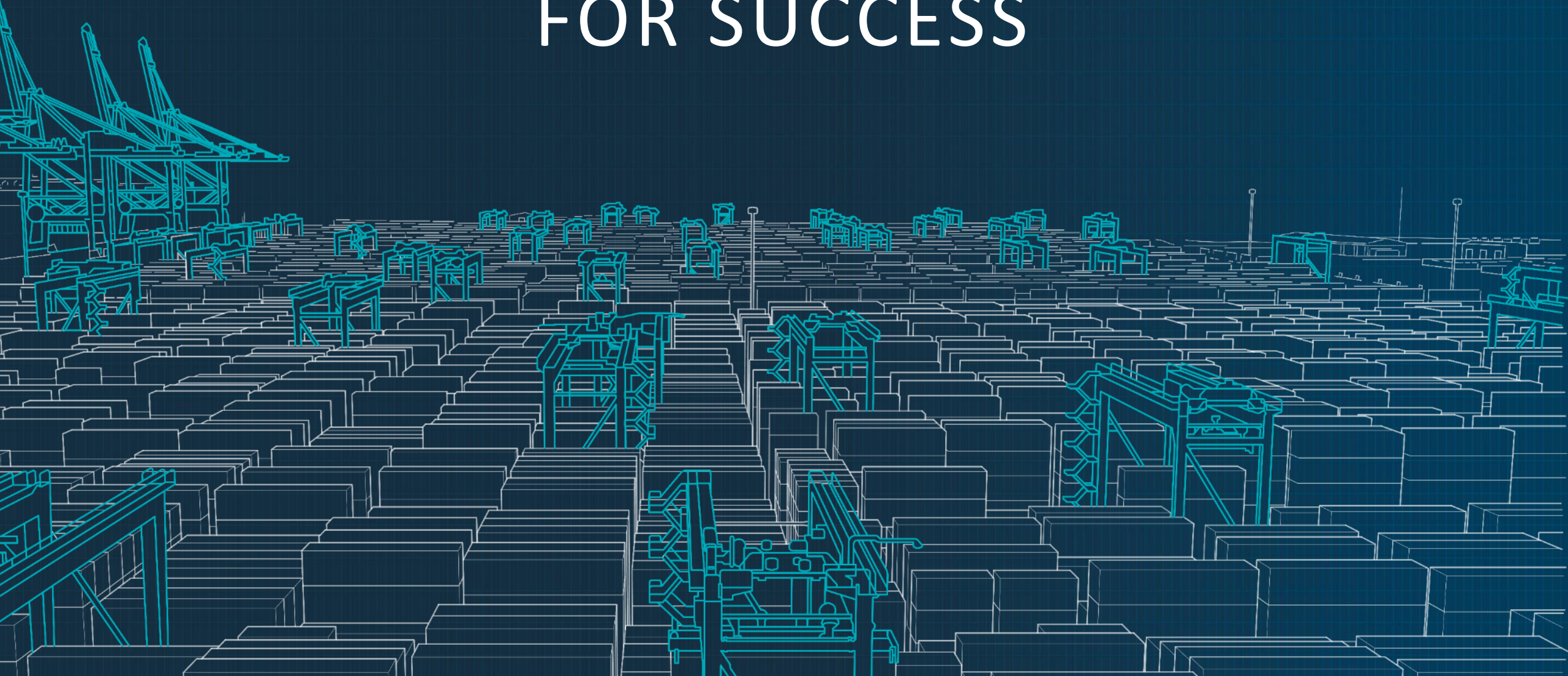
Committee Discussion



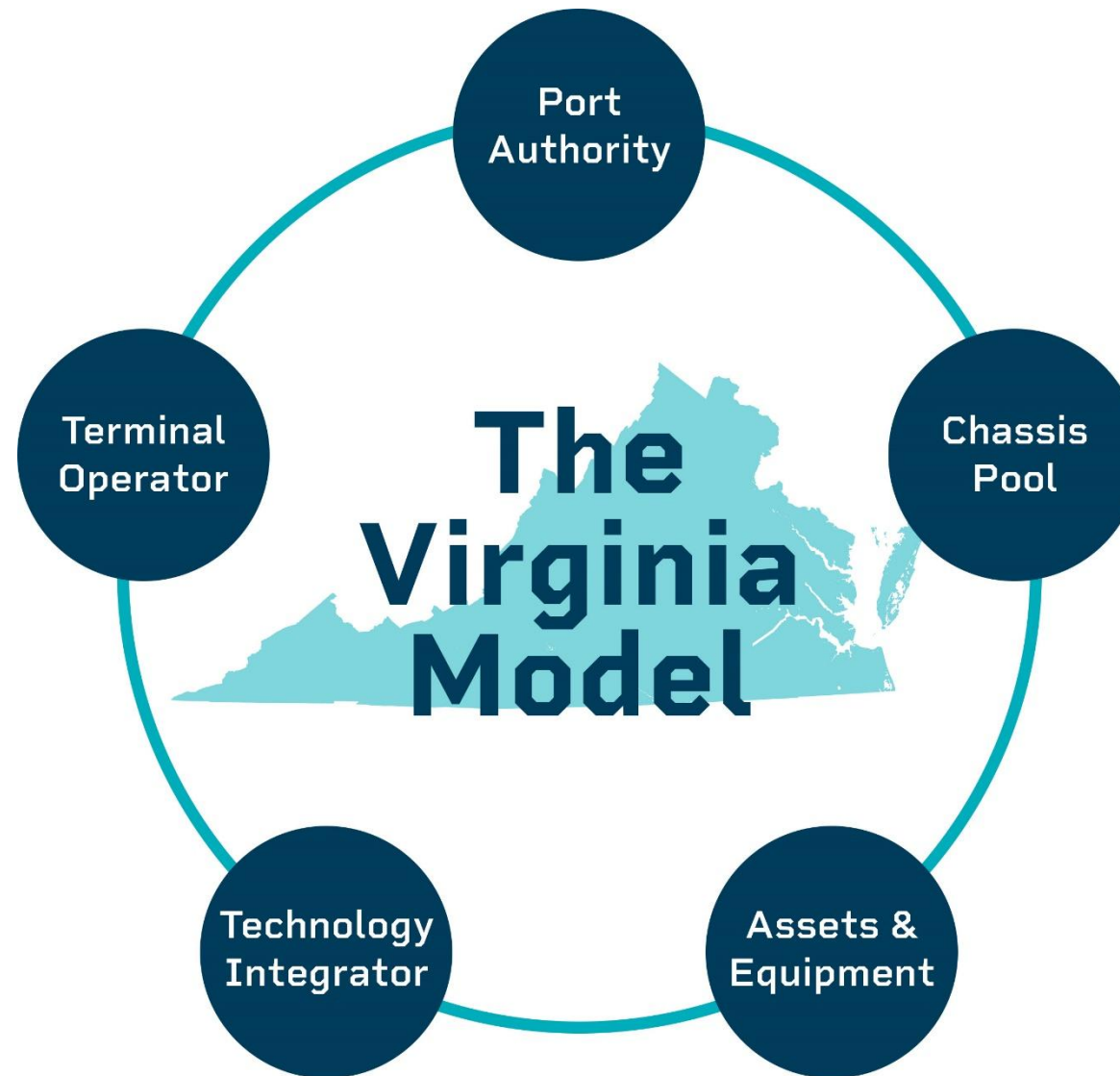
AMERICA'S MOST MODERN GATEWAY

Advisory Committee on International Trade Meeting
October 8, 2026

YOUR BLUEPRINT FOR SUCCESS



The Virginia Model



VIRGINIA INLAND PORT



RICHMOND MARINE TERMINAL



NORFOLK INTERNATIONAL TERMINALS



VIRGINIA INTERNATIONAL GATEWAY



PORTSMOUTH MARINE TERMINAL



NEWPORT NEWS MARINE TERMINAL



Norfolk International Terminals (NIT)



Norfolk, VA



Semi-Automated Container Terminal (TEU: 2.0M Current / 3.6M Future)



On-Dock Rail Access via NS;
\$83M Expansion of Rail Yard



\$650M to Expand & Modernize
North Berth

Virginia International Gateway (VIG)



Portsmouth, VA



Semi-Automated Container Terminal (TEU: 2.2M)



On-Dock Rail
Access via CSX & NS



\$312M Investment Project
Completed in 2019

Portsmouth Marine Terminal (PMT)



Portsmouth, VA



Offshore Wind Hub
(Previously container terminal)



Supporting Dominion Energy's
CVOW Project



\$220M Investment to
Transform Terminal



Richmond Marine Terminal (RMT)



Richmond, VA



Inland Terminal with
Barge Service



On-Dock Rail Access
via CSX (NS via switch)



\$6M Investment to Improve
Gate, Drop Lot, Lighting



Virginia Inland Port (VIP)



Front Royal, VA



Inland Port Strategically
Located in Northern Virginia



Direct Rail Access
via NS



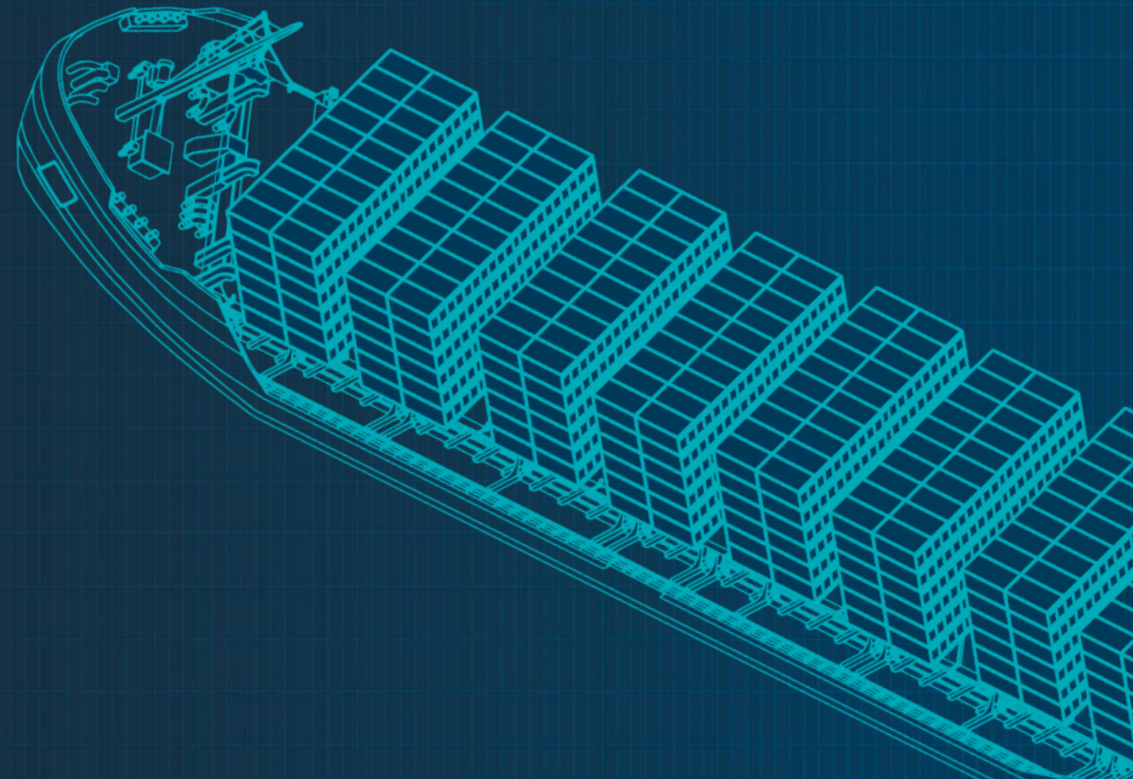
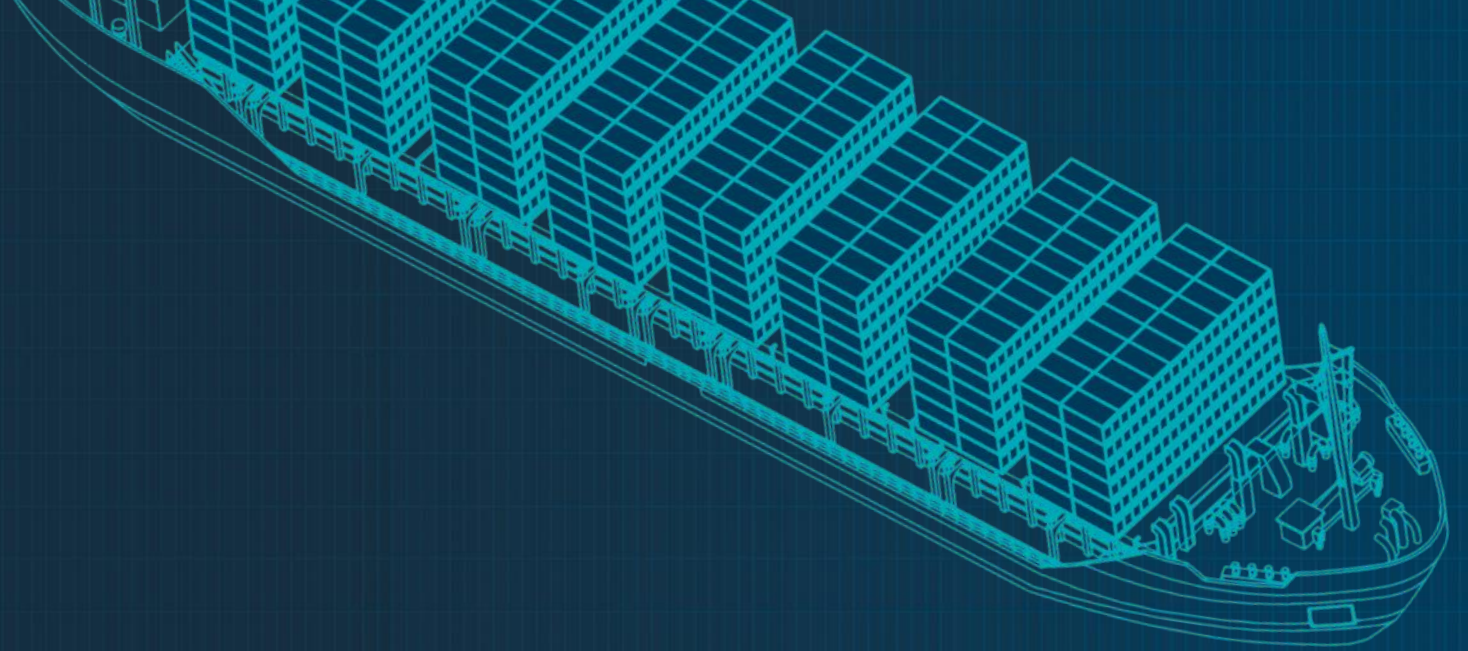
\$15M Investment to Expand
Rail, Container Yard





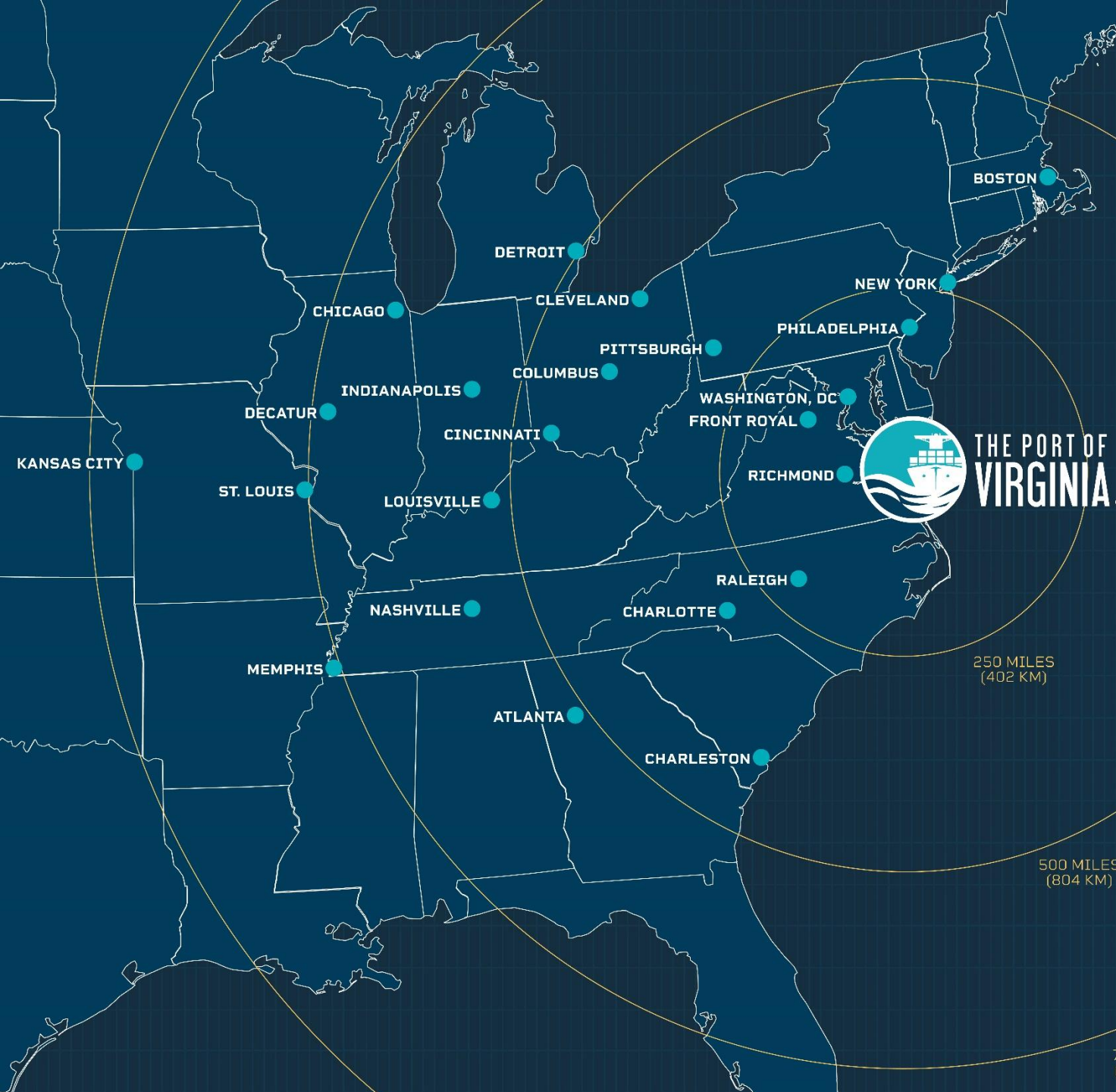
THE PORT OF VIRGINIA
AMERICA'S MOST MODERN GATEWAY

UNPRECEDENTED
SPEED TO MARKET



33 TOTAL OCEAN SERVICES





REACH FARTHER, FASTER.

Our competitive East Coast location positions you to deliver to 75% of the U.S. population in 2 days or less.

MOST EXPANSIVE RAIL REACH.

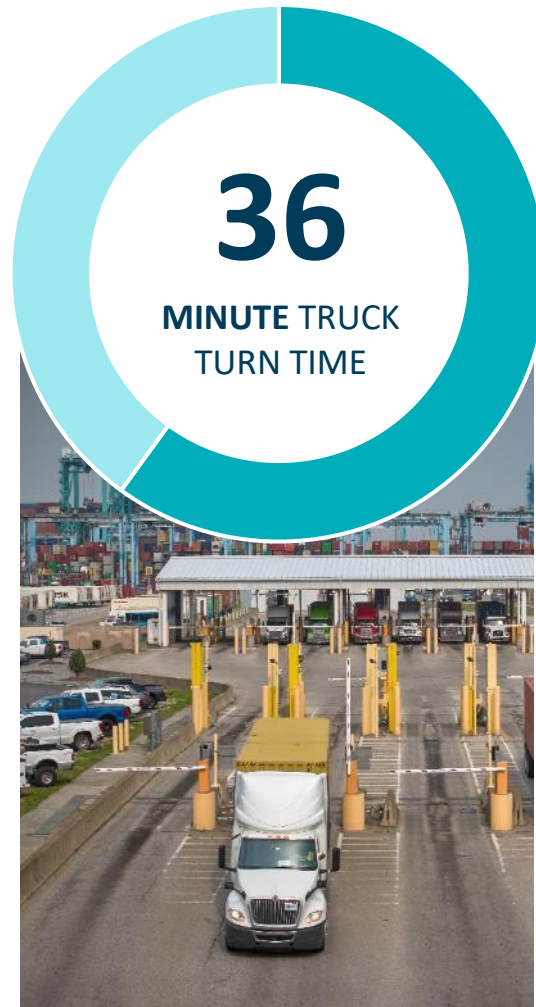
Servicing more inland markets via rail than any other port on the U.S. East Coast.



LEGEND

- CSX & Norfolk Southern
- CSX
- Norfolk Southern

Service Metrics 2025



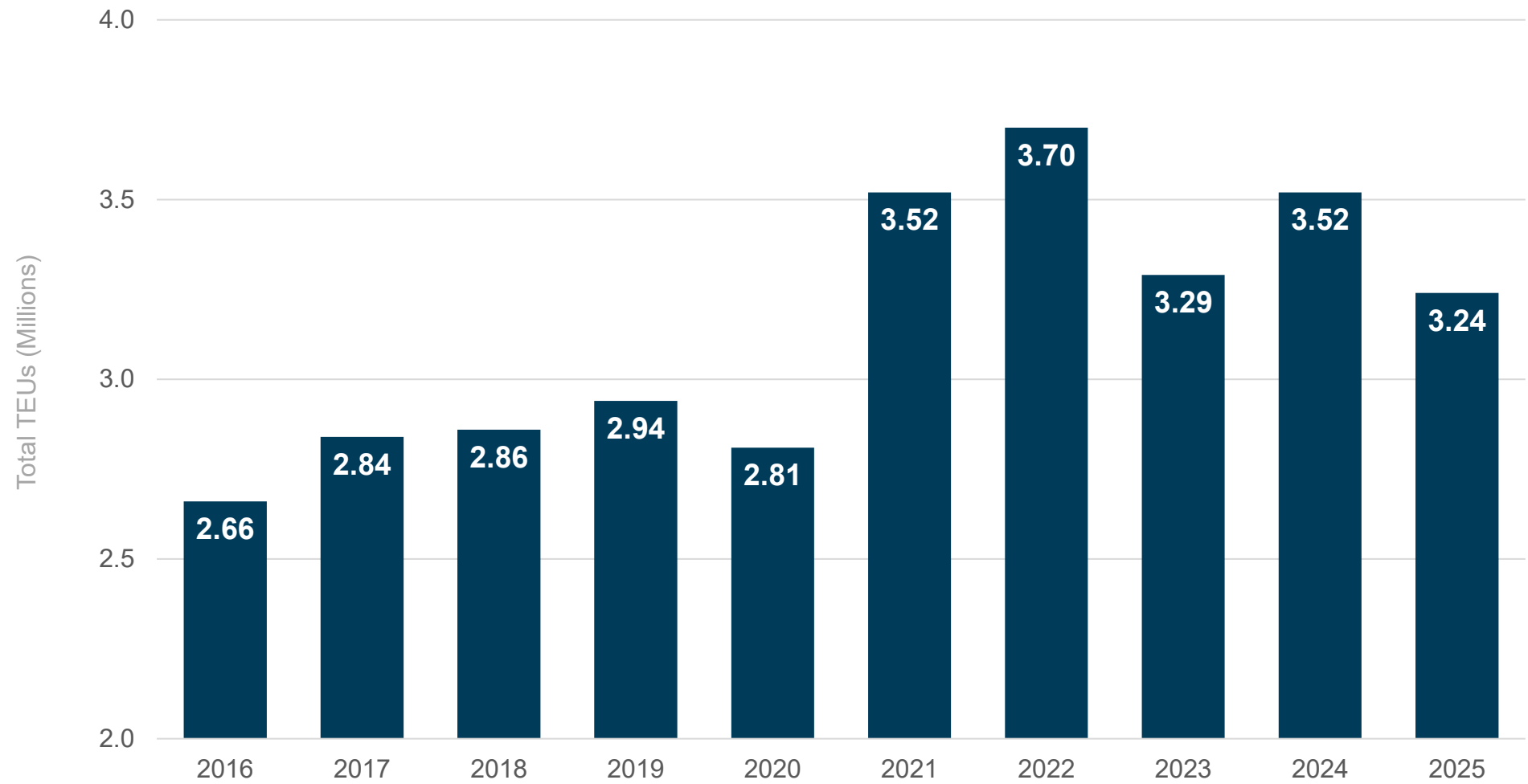


THE PORT OF VIRGINIA
AMERICA'S MOST MODERN GATEWAY

GROWTH ENGINE

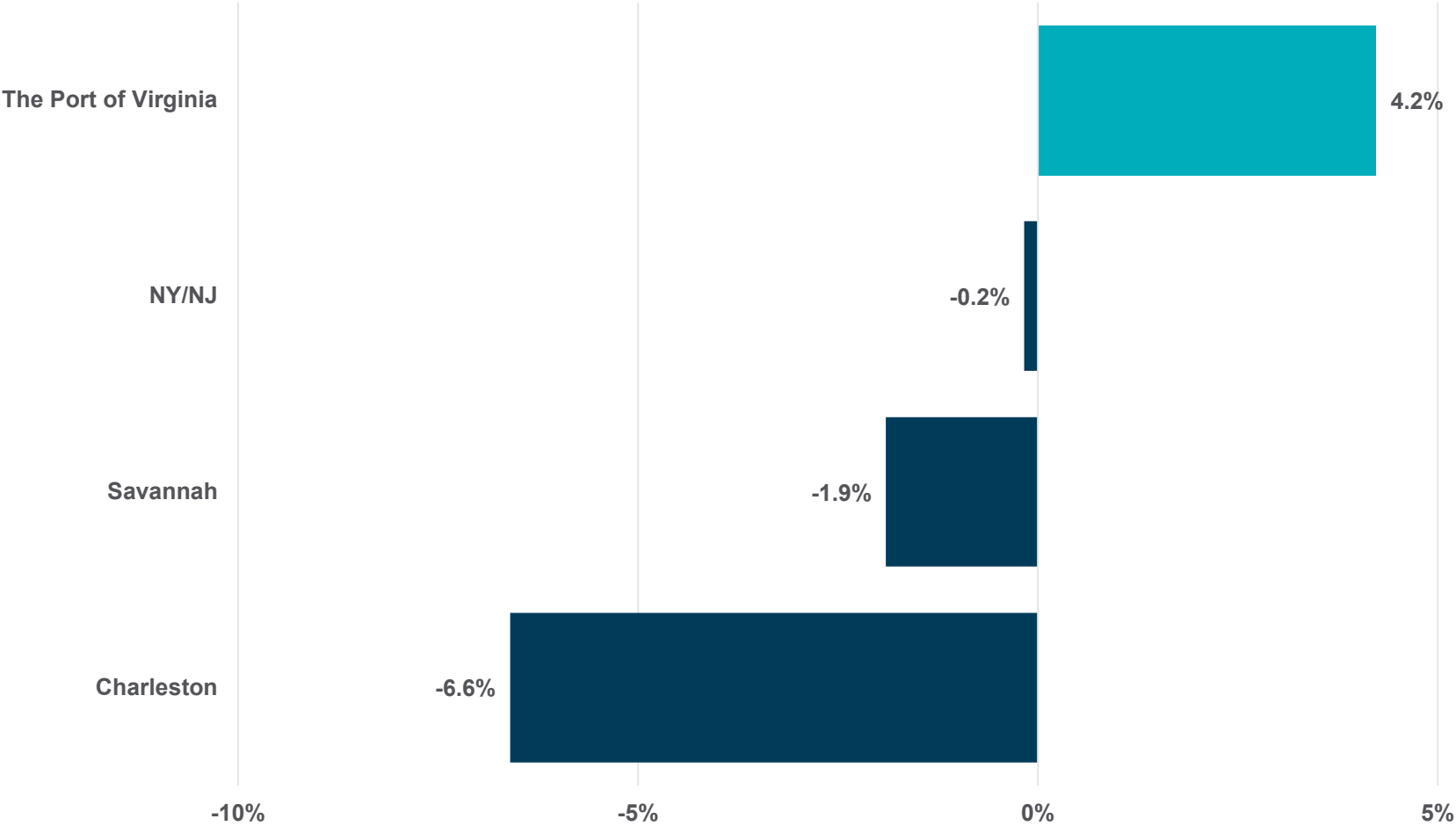


10-Year Volumes (TEUs)



Q1 – Q2 Loaded Container Volumes

Major U.S. East Coast Ports Total Loaded TEUs YoY % Change Jan-June, 2026 vs 2025

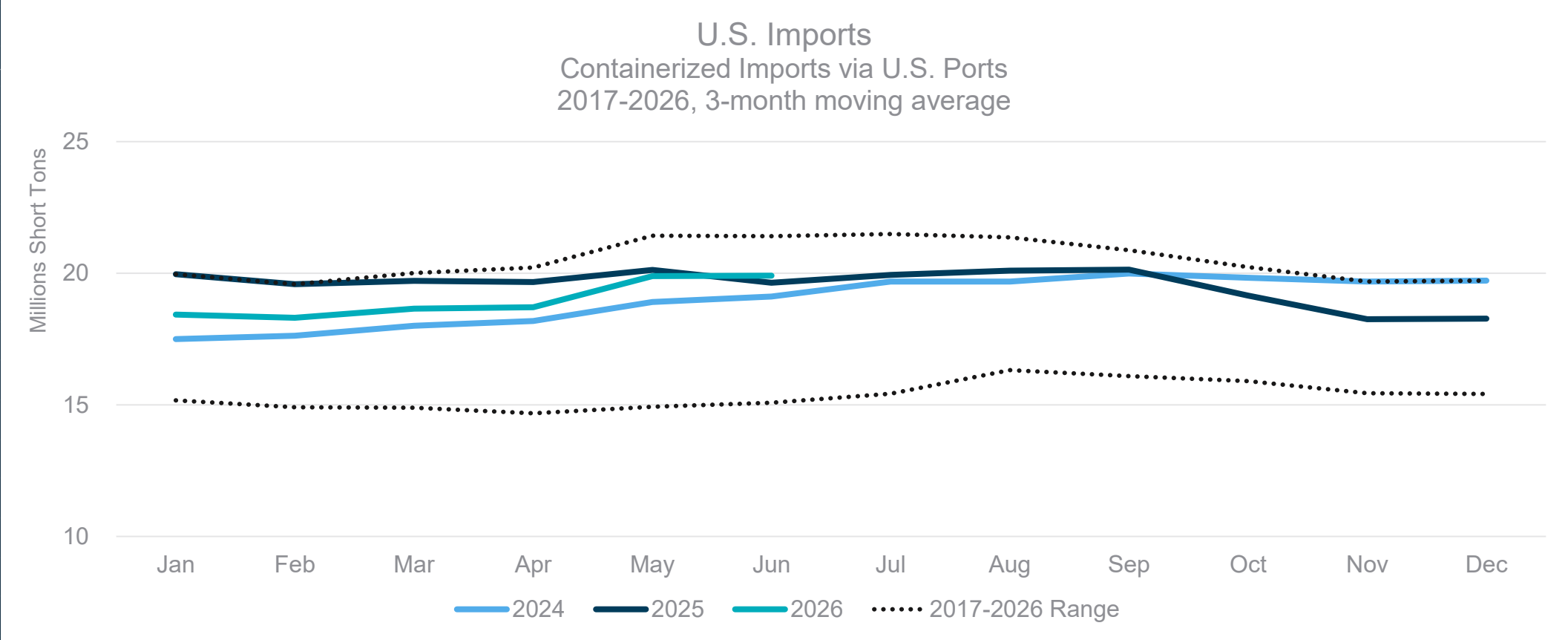


Source: U.S. port websites

U.S. IMPORTS

FRONTLOADING ACTIVITY BRINGS U.S. IMPORTS TO 10-YEAR RECORD HIGHS

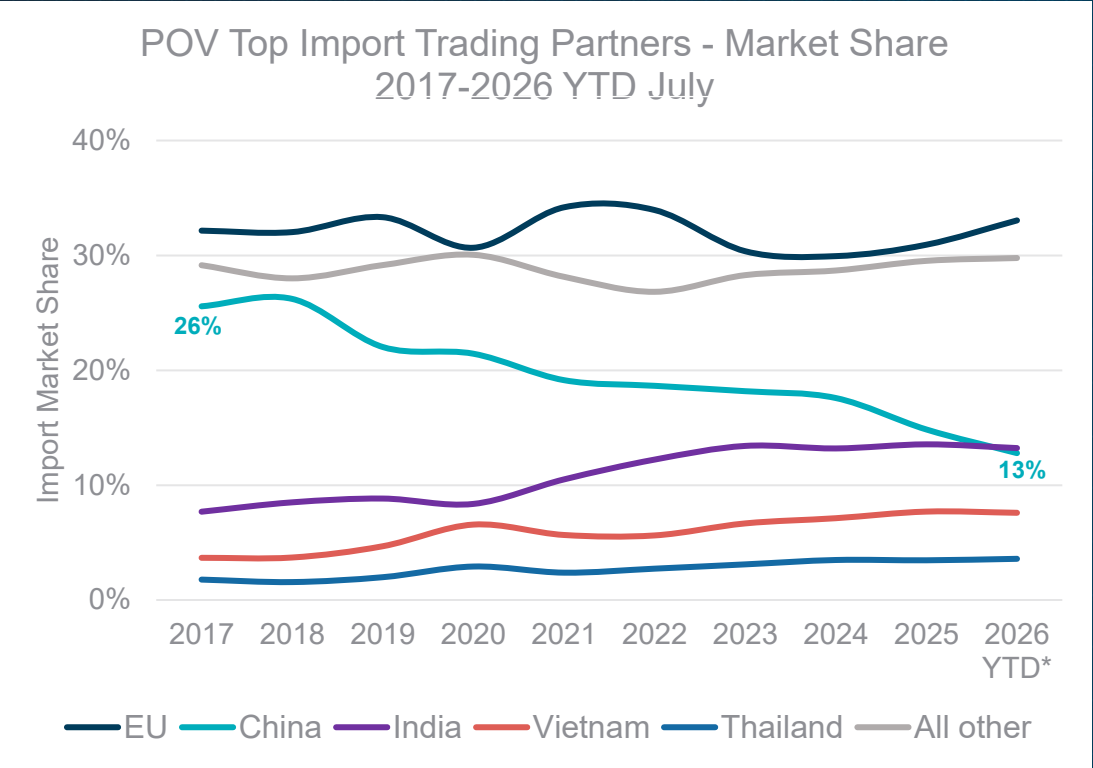
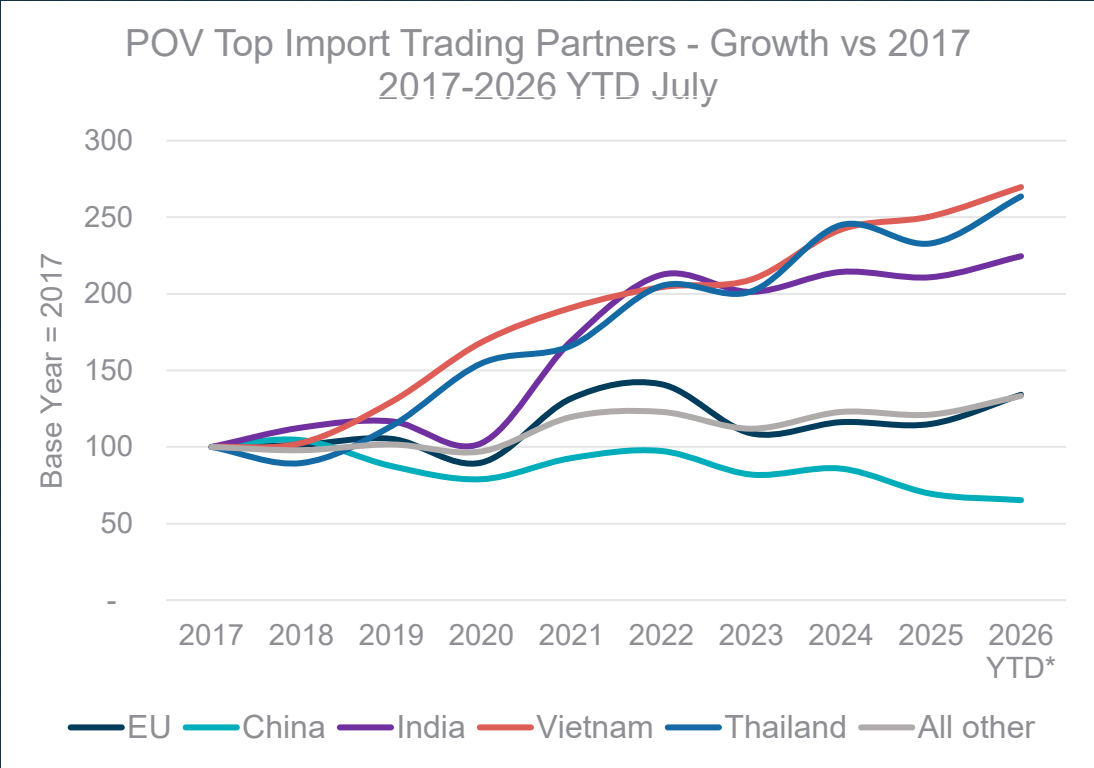
2024-2026 U.S. IMPORT CONTAINER CARGO LEVELS



Source: US Census Bureau; Data through June 2026

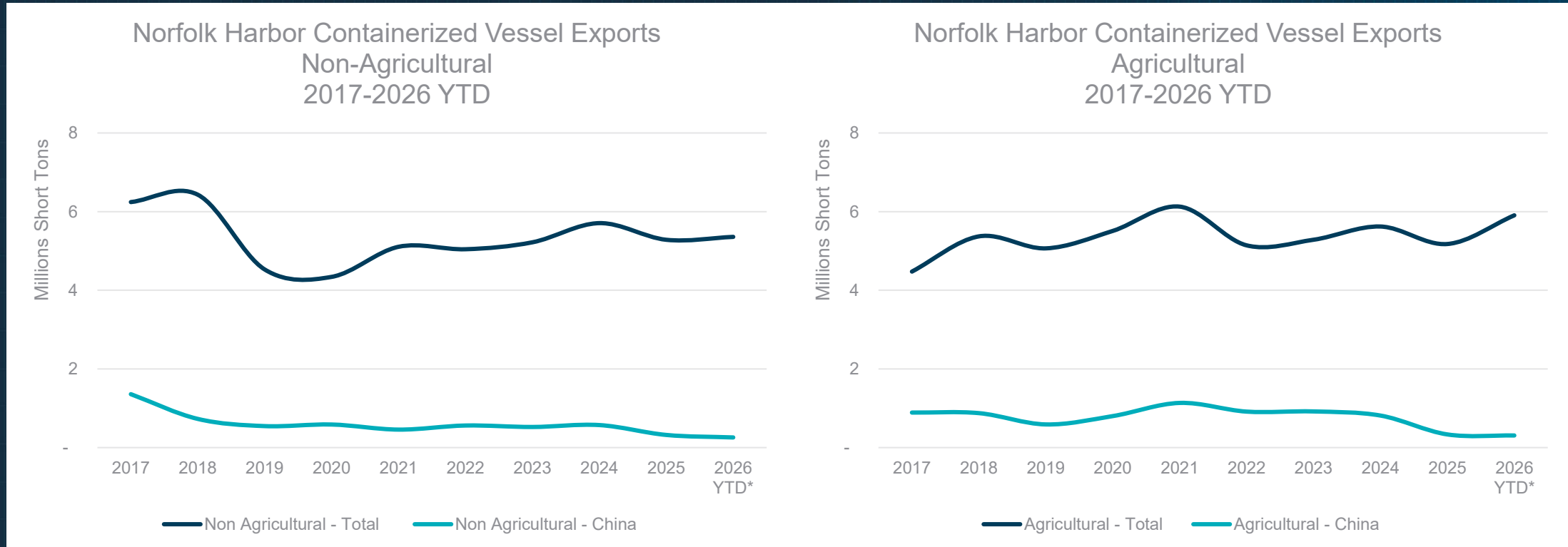
SOURCING SHIFTS

NORFOLK HARBOR CONTAINER IMPORTS



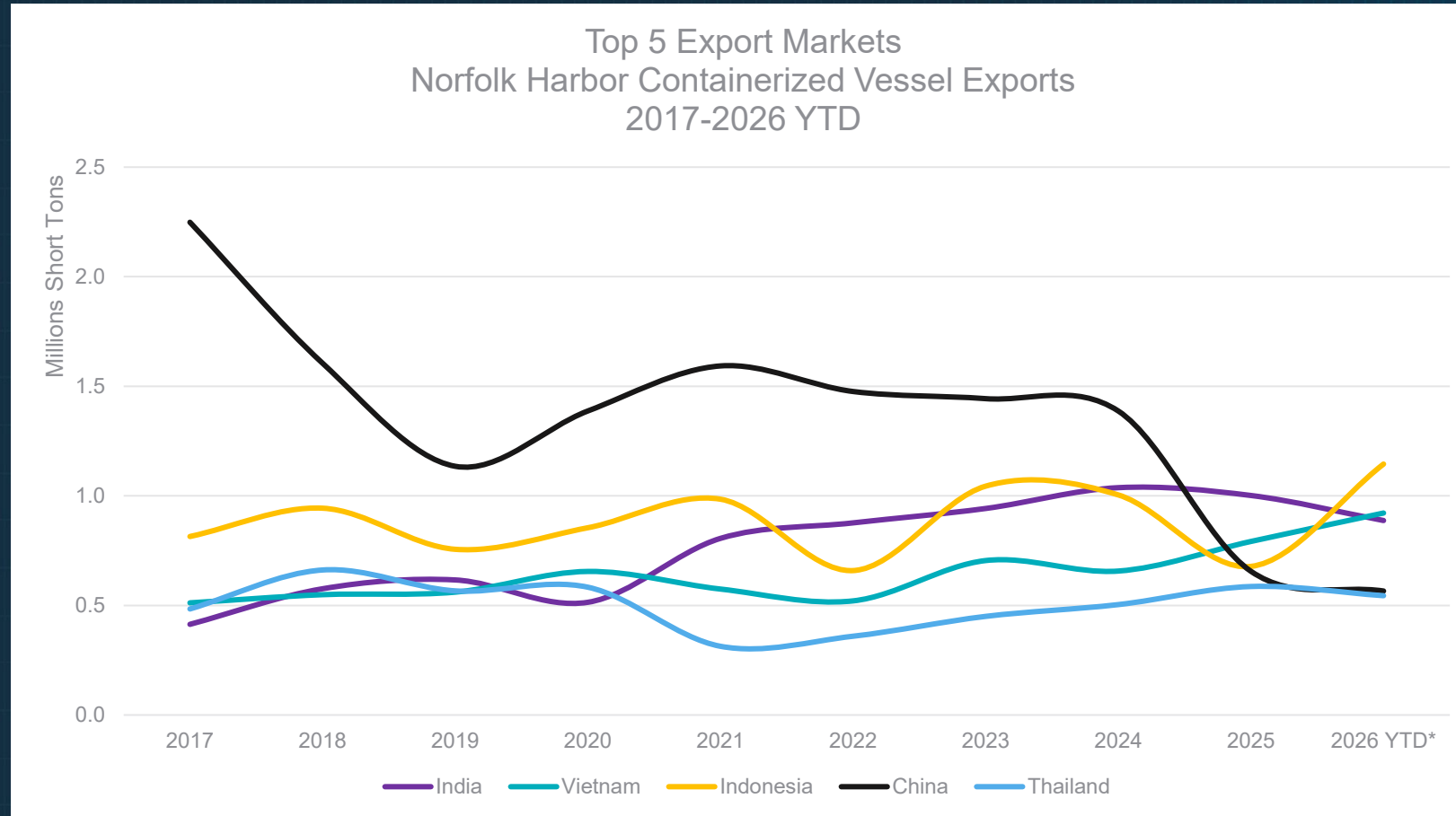
Source: US Census Bureau; data through July 2026; Data based on containerized import tonnage moving via terminals in the Norfolk Harbor; 2026 annualized based on actuals through July

NORFOLK HARBOR CONTAINER EXPORTS



Source: US Census Bureau; data through July 2026; Data based on containerized export tonnage moving via terminals in the Norfolk Harbor;
*2026 YTD annualized based on actuals through July

EXPORT MARKET DIVERSIFICATION

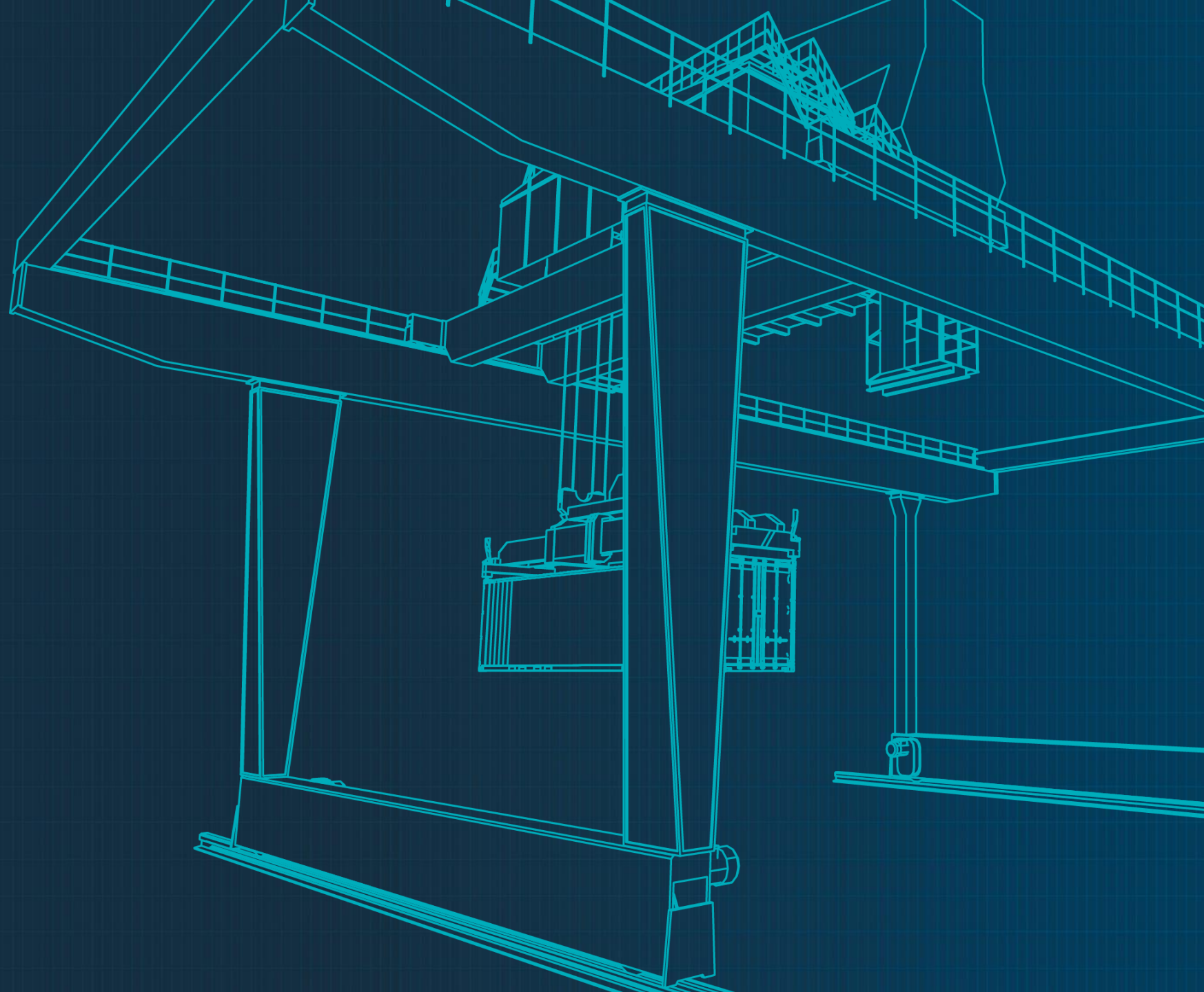


Source: US Census Bureau; data through July 2026; Data based on containerized export tonnage moving via terminals in the Norfolk Harbor;
*2026 YTD annualized based on actuals through July



THE PORT OF VIRGINIA
AMERICA'S MOST MODERN GATEWAY

INVESTING
FOR THE
FUTURE



\$1.4 BILLION GATEWAY INVESTMENT PROGRAM

Inland Port Improvements | **\$18M**

RICHMOND MARINE TERMINAL & VIRGINIA INLAND PORT

Channel Dredging | **\$450M**

NORFOLK HARBOR

North NIT Modernization | **\$650M**

NORFOLK INTERNATIONAL TERMINALS

Rail Yard Expansion | **\$83M**

NORFOLK INTERNATIONAL TERMINALS

Offshore Wind Hub | **\$220M**

PORTSMOUTH MARINE TERMINAL

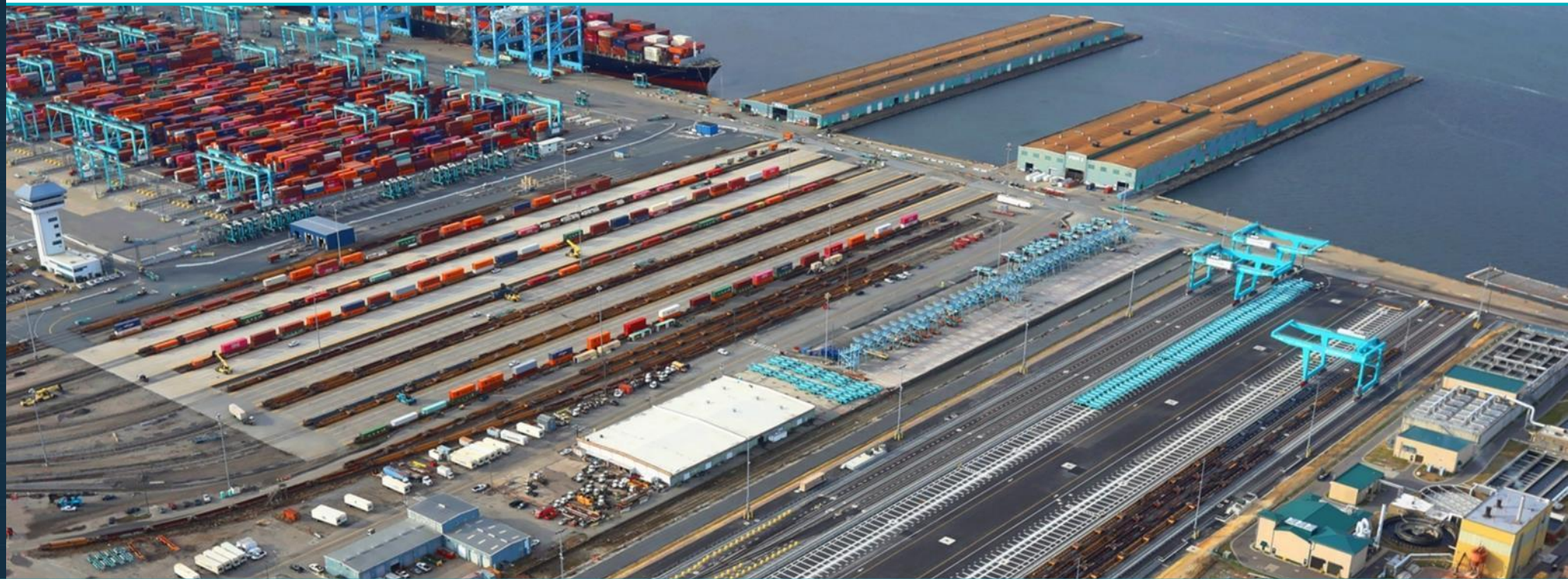
America's Rail Gateway

Central Rail Yard Expansion at NIT - Complete

Project Advantages:

- Total rail capacity of 2.0M TEUs
- Industry-leading rail dwell
- Most expansive rail reach of any U.S. East Coast port

Investment: \$83M | Project Completion: 2024



America's Offshore Wind Hub

Offshore Wind Hub at PMT - Complete

Project Advantages:

- Primary logistics center for the Mid-Atlantic's growing offshore-wind energy industry
- 1,000+ jobs
- 176 wind turbines installed 27 miles off coast of Virginia Beach (Dominion Energy's CVOW Project)

Investment: \$220M | Project Completion: 2025



USEC's Deepest, Widest Channels

Two-Way ULCV Passage Now Open & 55' Deep Channel - Complete

Project Advantages:

- Reduce ULCV stays by up to 15%
- Increased efficiency & reliability
- 55' (17 meters) channel depth (deepest on U.S. East Coast)
- Less idling, less emissions

Investment: \$450M | Project Completion: 2026



North NIT Expansion

Expanding & Modernizing Norfolk International Terminals (NIT) - Underway

Project Advantages:

- Additional 1.4M TEUs at the north berth of NIT
- Increasing total capacity at NIT to 3.6M TEUs
- Implementing semi-automated technology for operational efficiency

Investment: \$650M | Project Completion: Summer 2027







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THE VIRGINIA GLOBAL BUSINESS INTERNSHIP PROGRAM PARTNERS WITH VIRGINIA COMPANIES AND UNIVERSITY STUDENTS FOR MUTUALLY BENEFICIAL EXPERIENCES

The program matches students enrolled in Virginia colleges and universities with Virginia companies seeking to expand their international business development.

Benefits for Virginia Businesses

- Access up to \$6,800 for intern wage reimbursement
- Engage with trained, highly-motivated students and evaluate potential future employees to create possible pathways to employment
- Provide management and leadership experience for current employees through intern supervision
- Build export capacity and make progress on international business strategies
- Train future Virginia global business leaders

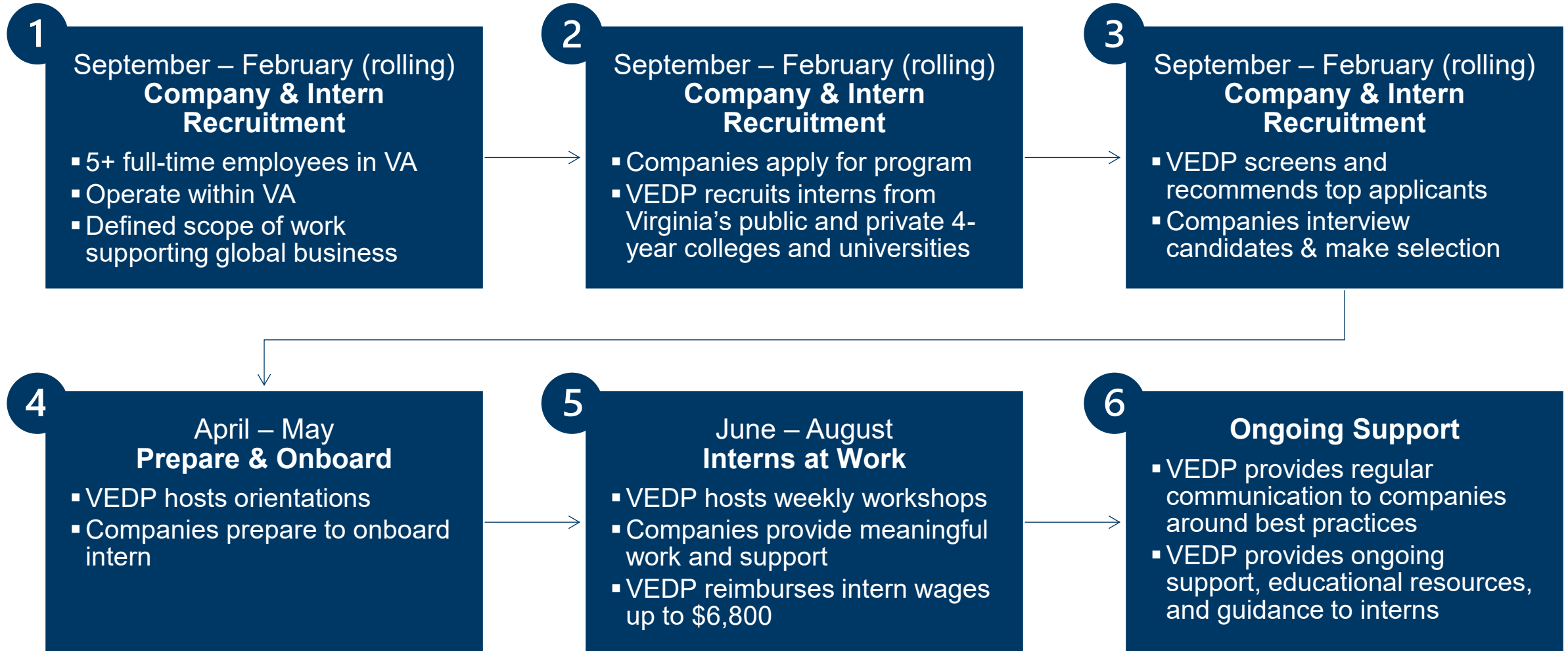
Process

- Companies submit scope of work to support their global business development
- VEDP recruits, pre-screens, and refers qualified candidates based on company needs
- Interns attend a VEDP-hosted orientation and receive weekly trainings on key global business topics and professional skills
- Interns are paid a reimbursable \$6,800 stipend for 10 weeks of full-time work over the summer
- Companies provide interns with supervisory guidance and hands-on learning opportunities
- Interns complete global business projects in research, operations, and/or marketing

Summer 2027

- Company recruitment is underway and will continue on a rolling basis through December or until full

VGBIP IS A 10-WEEK SUMMER PROGRAM, BUT PLANNING STARTS THE PRIOR FALL AND VEDP PROVIDES SUPPORT ALONG THE WAY



COMPANIES DEVELOP A SCOPE OF WORK TO MAKE PROGRESS ON THEIR INTERNATIONAL BUSINESS STRATEGIES

Marketing & Content Development

- Create and adapt marketing content for websites, social media, and international audiences
- Support digital campaigns, branding, lead generation, and customer engagement
- Develop marketing assets, training materials, and website enhancements

Market Research & Strategy

- Research new markets, industry trends, and competitive landscapes
- Support market expansion, export planning, and business development efforts
- Analyze performance data and present recommendations for global growth

Data Management & Technology

- Organize, analyze, and optimize business and customer data
- Improve systems, databases, product catalogs, and website functionality
- Leverage AI and technology tools to enhance efficiency and decision-making

International Operations

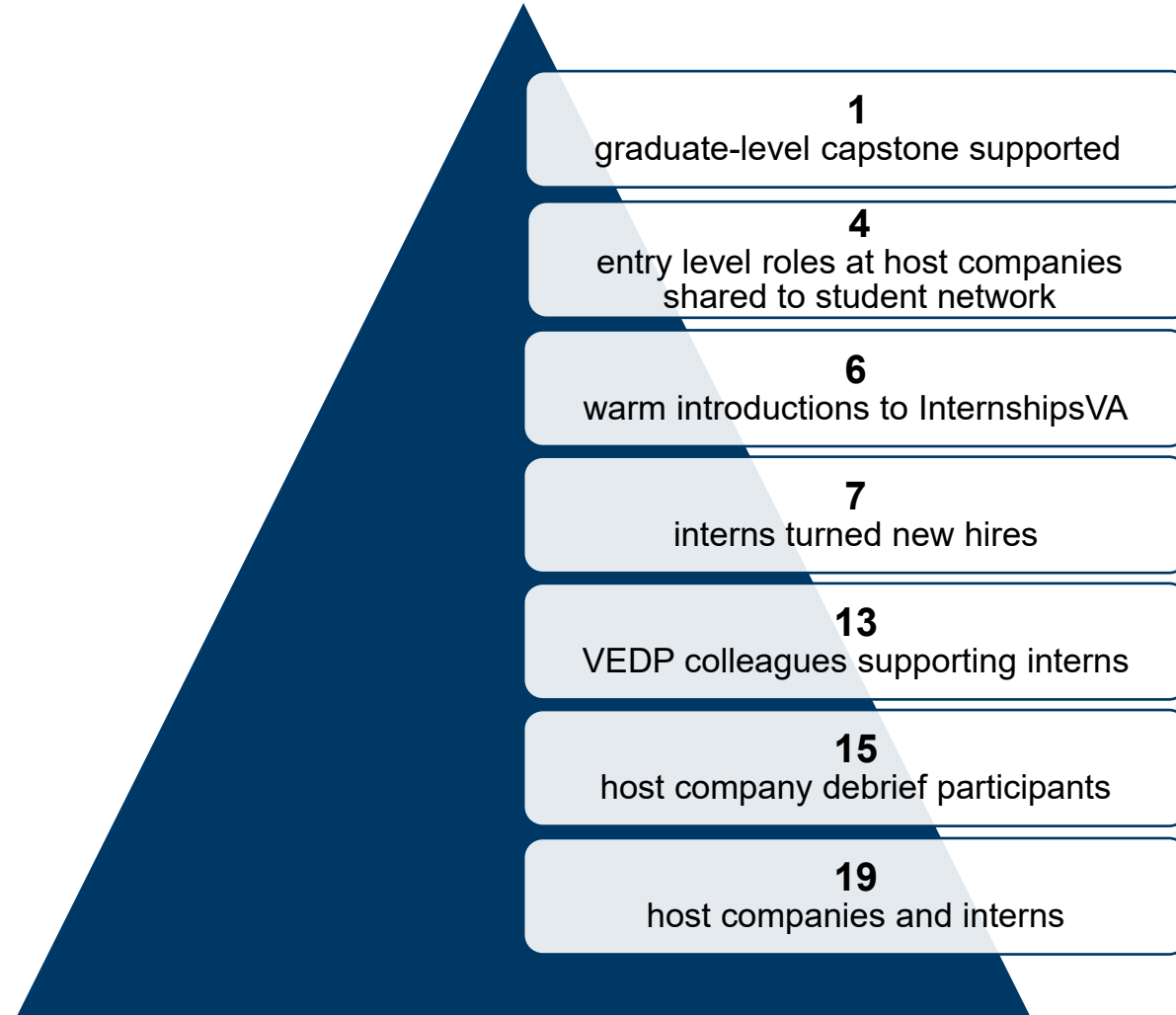
- Support international operations, logistics, sales, and global partnerships
- Assist with trade compliance, certifications, FTZ activities, and regulatory documentation
- Contribute to trade shows, market expansion initiatives, and cross-functional global projects

SINCE 2023, THE PROGRAM HAS EXPANDED IN REACH, VALUE, AND CONTINUITY TO EFFECTIVELY ATTRACT AND RETAIN VIRGINIA TALENT

- Expanded access to public and private schools across Virginia
- Implementing a new applicant tracking and learning management platform generated almost 1,000 applicant profiles.
- Recruitment targets the right student for the project, not the project to a fixed student profile.
- Specific applicant numbers from each school vary year to year
 - UVA and JMU participation fluctuates, but continues to produce strong talent
 - First VMI, Longwood, and Mary & Washington participants in the past two years
- Educational workshops have evolved to meet the needs of companies and students
- The relationship between myself and interns increasingly extends beyond the summer



VGBIP IS A SUMMER PROGRAM WITH MEASURABLE CLIENT VALUE AND A GROWING DOWNSTREAM TALENT NETWORK



INTERNS MADE A POSITIVE IMPACT ON THEIR HOST COMPANY'S GLOBAL BUSINESS DEVELOPMENT



The clear standout success was obtaining official approval for our FTZ usage-driven application. This deliverable has a direct financial and operational impact on our global business development. Securing this approval, paired with the intern's highly polished internal presentations that successfully educated our team on the process, made the internship an incredibly high-ROI initiative for our company.

- Denny Fincham, Euro-Composites Sr Manager, Procurement and Warehousing



The work Isha did this summer was outstanding. This may be the single most important project we have ever done – no joke. She brought expertise that we just didn't have in-house. I can't wait to see the results. If this ends up having the impact I think it will, I will report back to you in the coming year or so.

- Diane Kees, Micro Harmonics CEO



I was pleasantly surprised with the speed and quality to which Charlize delivered on projects. It created direct and immediate value for our organization – as much as a full-time W2 employee. She delivered on the most pressing priorities for Icarus to develop its international business.

- Evan Eckersley, Icarus Medical COO

VGBIP DEMONSTRATES HOW VEDP FACILITATES LASTING CONNECTIONS TO SUPPORT BOTH VIRGINIA COMPANIES AND EMERGING TALENT

- Since 2024, we've had one of our VGBIP interns turn into a full-time VEDP hire on our Deal Support team.
- A repeat intern applicant was ultimately hired to support one of our Trade team's programs
- Two VGBIP applicants found success with VEDP's summer intern program, and one has returned to work here consecutive years.
- Our candidate pool continues to grow each year thanks to excellent referrals from past participants.
- The Virginia Economic Review even featured one of our interns and the excellent work she did for her host company, ivWatch.





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VEDP HAS RECEIVED \$726K IN NEW STEP GRANT FUNDING

STEP “Year 13” Federal Grant¹

Amount: \$847,000

Time period: June 30, 2026 – Sept. 29, 2027

Status: Enrolling companies

Support for Businesses: Reimbursement funding to support Virginia small businesses with international trade mission and trade show travel costs, international website optimization, and other expenses

STEP “Year 14” Federal Grant¹

Amount: \$726,450

Time period: Sept. 30, 2026 – Sept. 29, 2027

Status: Enrolling companies

Support for Businesses:

- Aerospace, defense, and security:
 - Virginia booths, appointment setting, and travel support for Avalon Australian Airshow (Feb. 2027) and DSEI Germany (Mar. 2027)
- Agriculture, F&B, and forestry:
 - Virginia booth build at Philippine International Furniture Show (Mar. 2027) in partnership with VDACS
 - Travel support for businesses at London Wine Fair and Wine Paris
- All industry sectors:
 - Training on exporting and AUKUS developments
 - Digital marketing support to grow international sales



The Turman Group, Hillsville

¹ The STEP Grant is funded by the U.S. Small Business Administration (SBA) and administered by VEDP. In accordance with Section 632 of Public Law 117-328, the State Trade Expansion Program received the following: STEP Federal Fiscal Year 2025: \$847,000 in federal funding (75%) and \$282,333 in non-federal funding (25%), for a total of \$1,129,333; STEP Federal Fiscal Year 2026: \$726,450 in federal funding (75%) and \$242,147 in non-federal funding (25%), for a total of \$968,597.

EXPORTS FROM VIRGINIA WERE UP 2% FROM THIS TIME LAST YEAR

Rank	Commodity	Export Value, Jan-Jun 2026 (\$)	Change 2025-2026 ¹ (%)	Export Volume, Jan-Jun 2026 (KG) ²	Change 2025-2026 ¹ (%)
1	Electrical Machinery	1.2B	18	21M	4
2	Coal and Other Minerals	1.1B	0	6.3B	-15
3	Mechanical Appliances	880M	-11	21M	-22
4	Plastics	830M	-13	300M	-8
5	Vehicles	570M	-4	73M	22
6	Aircraft	490M	-15	630K	1
7	Scientific Instruments	400M	-16	1.9M	-16
8	Oil Seeds	390M	29	810M	27
9	Aluminum	220M	62	75M	16
10	Wood	220M	13	760M	20
Total Exports		9.9B	2	11.2B	-1

¹This measure calculates the change in exports from January – June 2025 compared to January – June 2026.

²Air and vessel volume is reported; land-mode volume is estimated.

Source: WiserTrade, Census, and BTS TransBorder.

EXPORTS FROM VIRGINIA IN A MORE DETAILED VIEW

Rank	Commodity	Export Value, Jan-Jun 2026 (\$)	Change 2025-2026 ¹ (%)	Export Volume, Jan-Jun 2026 ³ (KG)	Change 2025-2026 ¹ (%)
1	Coal ²	1.0B	-5	6.0B	-17
2	Integrated Circuits	440M	32	260K	82
3	Soybeans	340M	39	730M	33
4	Corn	200M	402	940M	423
5	Tractors	190M	-7	36M	59
6	Aluminum Scrap	180M	103	68M	25
7	Aircraft Parts	180M	70	320K	87
8	Civilian Aircraft, Engines	180M	-47	230K	-42
9	Polyamides	160M	10	46M	13
10	Nonwoven Textiles	160M	12	11M	-2
Total Exports		9.9B	2	11.2B	-1

¹ This measure calculates the change in exports from January – June 2025 compared to January – June 2026.

² Coal exports are 100% bituminous (HS 270112).

³ Air and vessel volume is reported; land-mode volume is estimated.

Source: WiserTrade and BTS TransBorder.

IMPORTS INTO VIRGINIA WERE UP 35% FROM THIS TIME LAST YEAR

Rank	Commodity	Import Value, Jan-Jun 2026 (\$)	Change 2025-2026 ¹ (%)	Import Volume, Jan-Jun 2026 ² (KG)	Change 2025-2026 ¹ (%)
1	Mechanical Appliances	11.5B	146	220M	14
2	Electrical Machinery	2.7B	11	170M	-5
3	Aircraft	2.1B	1	7.3M	-15
4	Special Classification Provisions	1.9B	62	81M	202
5	Vehicles	960M	21	120M	11
6	Plastics	720M	-11	250M	-15
7	Furniture	660M	-23	160M	-26
8	Scientific Instruments	540M	-4	6.3M	-20
9	Steel	460M	-34	160M	-27
10	Textiles	270M	-17	51M	-7
Total Imports		27.8B	35	4.5B	-2

¹This measure calculates the change in imports from January – June 2025 compared to January – June 2026.

²Volume is the reported shipping weight of air, vessel, and land modes.

Source: WiserTrade, Census, and BTS TransBorder, 2-digit level.

VIRGINIA'S TOP EXPORT DESTINATION IS CANADA AND TOP SOURCE FOR IMPORTS IS MEXICO

Top Export Destinations

Rank	Country	Export Value, Jan-Jun 2026 (\$)	Change 2025-2026 ¹ (%)
1	Canada	1.5B	-2
2	Mexico	692M	2
3	South Korea	552M	37
4	India	483M	-2
5	Germany	449M	4
6	Taiwan	377M	-3
7	United Kingdom	358M	-10
8	Netherlands	325M	-25
9	Belgium	310M	-22
10	China	310M	-20

Top Import Sources

Rank	Country	Import Value, Jan-Jun 2026 (\$)	Change 2025-2026 ¹ (%)
1	Mexico	6.8B	285
2	Taiwan	2.2B	518
3	Canada	1.9B	12
4	China	1.7B	-35
5	Germany	1.3B	-4
6	Vietnam	1.3B	30
7	Japan	1.2B	5
8	United Kingdom	1.1B	3
9	India	1.0B	-6
10	Italy	842M	-0

¹This measure calculates the change in exports or imports from January – June 2025 compared to January – June 2026.
Source: WiserTrade, U.S. Census Bureau



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