



ADVISORY COMMITTEE ON INTERNATIONAL TRADE

Virginia International Gateway,
Portsmouth

December 1, 2020

VEDP | International
Trade
ExportVirginia.org

AGENDA

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A woman with short brown hair and glasses, wearing a white t-shirt, is working with a large roll of purple material. She is holding a piece of the material, and another person is visible in the background, also working with the material. The setting appears to be a factory or manufacturing plant. A blue diagonal overlay covers the left side of the image, containing the title text.

SUPPLY CHAIN MANAGEMENT AND IMPORTING GUIDE

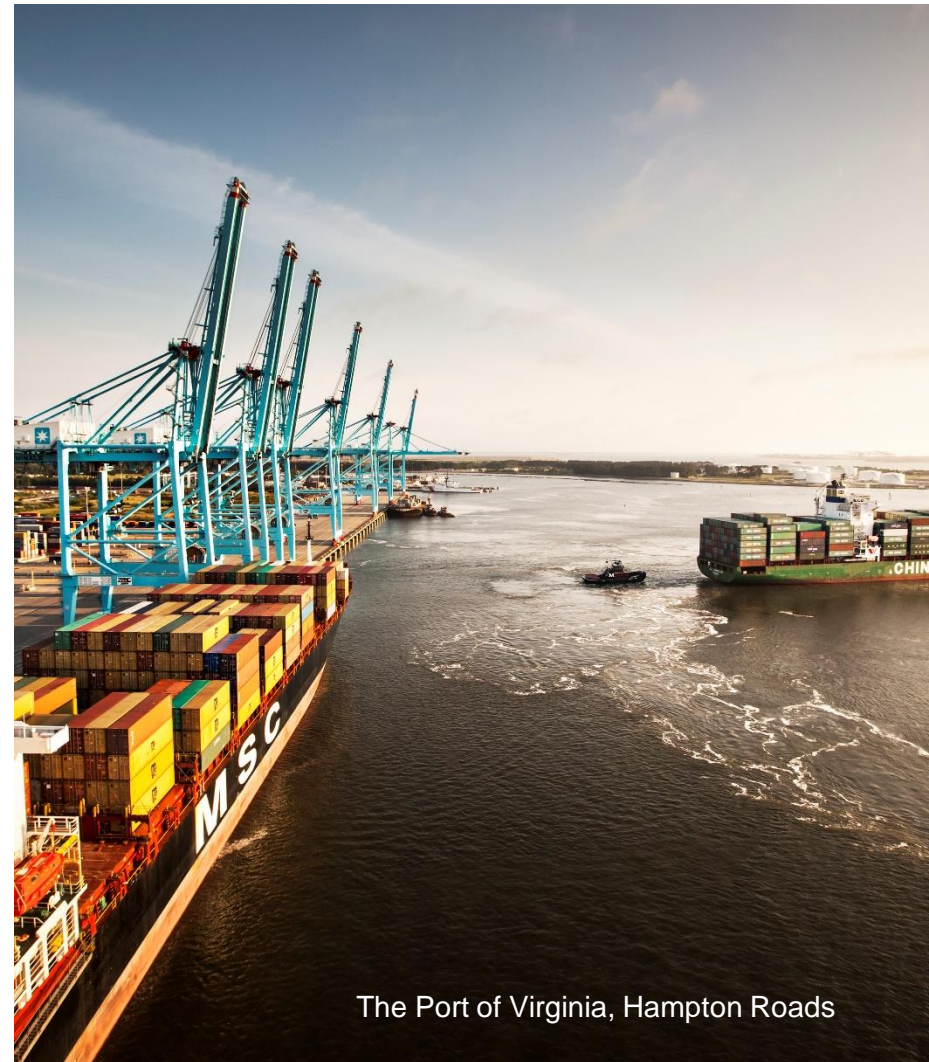
O'Sullivan Films, Winchester

VEDP DEVELOPED A SUPPLY CHAIN MANAGEMENT AND IMPORTING GUIDE AS PART OF THE INTERNATIONAL TRADE PLAN

The guide is a reference for import and supply chain questions and covers the following topics:

- Importing basics
 - Essential Role of Imports
 - Compliance (including jurisdiction of partnering government agencies)
 - International Suppliers
 - Foreign Trade Zones
 - Supply Chain Management Conferences
- Service providers
 - Associations and Organizations
 - Educational Resources in and out of Virginia
 - Logistics resources

The guide was reviewed by International Trade staff and Virginia exporters



The Port of Virginia, Hampton Roads



VEDP INTERNAL RESEARCH OVERVIEW

World Map

VEDP'S INTERNAL RESEARCH TEAM COMPLETED 90+ CUSTOMIZED RESEARCH PROJECTS IN FY2020

VEDP's internal research team completed 90+ customized research projects in FY2020, including reports on:

- Top Markets
- Due Diligence
- Trade Shows and Marketing Opportunities
- Market Overviews
- Logistics (landed cost, regulations, certifications)

Recent research questions include:

- What are the top export markets for high-end hair care products?
- What are the requirements for importing food supplements into European countries for personal use?
- How has the outlook of the Mexican toy and game market changed because of COVID-19?
- What is the process of obtaining a CE Mark or ISO certification?
- Which countries' defense budgets are increasing?

Other internal research work includes:

- VALET company-specific research on incoming class participants
- Requests from the Governor's office for export data and country overviews

A DEFENSE COMPANY REQUESTED RESEARCH ON THE GLOBAL MARKET FOR MILITARY DETONATORS

Defense company looking to sell safety device

- Market sizes for detonators and explosives
- Markets by end use:
 - Military & Security
 - Mining
 - Construction
- Select top markets:
 - Mexico
 - Germany
 - South Korea
 - India
 - Australia

Country	Market Size			Change 2018 - 2020 (%)
	2020 (\$)	2019 (\$)	2018 (\$)	
China	1.8B	1.6B	1.4B	29
US	1.0B	931M	845M	19
Germany	363M	346M	310M	17
Japan	328M	322M	312M	5
Korea	214M	198M	173M	24
India	190M	177M	154M	23
UK	120M	112M	103M	16
Italy	116M	109M	104M	11
France	103M	100M	95M	8
Indonesia	87M	82M	74M	18
Mexico	81M	77M	73M	11

VIRGINIA EXPORT & IMPORT DATA



Lumber Liquidators, Sandston

EXPORTS FROM VIRGINIA ARE DOWN 12% FROM THE SAME PERIOD LAST YEAR

Rank	Commodity	Export Value, Jan. – Sept. 2020 (\$)	Change YTD 2019 - 2020 ¹ (%)
1	Mechanical Appliances	1.3B	-12
2	Electrical Machinery	1.3B	-3
3	Fuel	1.3B	-21
4	Plastics	930M	-10
5	Aircraft	658M	0
6	Vehicles	600M	-42
7	Meat	560M	63
8	Scientific Instruments	440M	-14
9	Paper	380M	-14
10	Wadding, Yarn, Twine	280M	5
Total Exports		12B	-12

Source: IHS Markit, Global Trade Atlas

¹This measure calculates the change in exports from January - September 2019 compared to January - September 2020.

IMPORTS INTO VIRGINIA ARE DOWN 7% FROM THE SAME PERIOD LAST YEAR

Rank	Commodity	Import Value, Jan. – Sept. 2020 (\$)	Change YTD 2019 - 2020 ¹ (%)
1	Mechanical Appliances	5.6B	3
2	Electrical Machinery	2.0B	5
3	Plastics	1.0B	-6
4	Furniture	950M	-15
5	Vehicles	930M	-25
6	Aircraft	780M	-11
7	Toys, Games, Sports Equipment	680M	-17
8	Textile	670M	4
9	Steel	490M	-2
10	Scientific Instruments	460M	-15
Total Imports		21B	-7

Source: IHS Markit, Global Trade Atlas

¹This measure calculates the change in imports from January - September 2019 compared to January - September 2020.

VIRGINIA'S TOP EXPORT DESTINATION IS CANADA WHILE THE TOP SOURCE OF IMPORTS IS CHINA

Top export destinations

Rank	Country	Export Value, Jan. – Sept. 20 (\$)
1	Canada	1.9B
2	China	1.1B
3	Mexico	610M
4	United Kingdom	520M
5	Singapore	510M
6	Germany	490M
7	Netherlands	440M
8	Belgium	400M
9	Taiwan	400M
10	Brazil	380M

Top import markets

Rank	Country	Import Value, Jan. – Sept. 20 (\$)
1	China	4.6B
2	Germany	1.6B
3	Canada	1.5B
4	Malaysia	1.4B
5	Mexico	1.2B
6	Vietnam	1.0B
7	United Kingdom	730M
8	France	700M
9	India	630M
10	Japan	550M

A scenic view of the Seoul skyline, featuring the N Seoul Tower on a hill in the background, surrounded by modern skyscrapers. In the foreground, traditional Korean tiled roofs are visible. A large blue diagonal overlay covers the left side of the image, containing the title text.

TRADE MISSIONS & TRADE SHOWS - FY21 AND PROPOSED FY22

Seoul, South Korea

VIRGINIA COMPANIES CAN PARTICIPATE IN THE FOLLOWING TRADE MISSIONS & TRADE SHOWS THROUGH JUNE 2021

Trade Mission or Event	Dates ¹	Fee (\$)
Virtual Trade Mission to the United Arab Emirates	Feb. 14 - 18, 2021	2,500
IDEX 2021 Trade Show (UAE)	Feb. 21 - 25, 2021	2,500
Virtual Trade Mission to Australia & New Zealand	Mar. 1 - 5, 2021	2,500
Virtual Trade Mission to Western Europe	Mar. 15 - 19, 2021	2,500
Virtual Trade Mission to Mexico	Apr. 19 - 23, 2021	2,500
Virtual Trade Mission to Southeast Asia	May 10 - 14, 2021	2,500
Virtual Trade Mission to Colombia	May 24 - 28, 2021	2,500
InfoSecurity 2021 Trade Show (UK)	Jun. 8 - 10, 2021	2,500
Paris Air Show 2021	Jun. 21 - 25, 2021	2,500

¹To participate, companies must register at least two months before each event.

THE INTERNATIONAL TRADE TEAM IS DEVELOPING ITS CALENDAR OF TRADE MISSIONS AND TRADE SHOWS FOR FY2022

Proposed Trade Mission or Event	Month
DSEi 2021 (United Kingdom)	September 2021
AUSA 2021 (Washington DC)	October 2021
Africa Health 2021 (South Africa)	October 2021
Trade Mission to Southern Africa	October 2021
Trade Mission to Canada	October 2021
Trade Mission to India	November 2021
Trade Mission to South Korea (Partnership with VDACS)	November 2021
Expodefensa 2021 (Colombia)	November 2021
SHOT Show 2022 (Las Vegas)	January 2022
Trade Mission to Saudi Arabia and the United Arab Emirates	February 2022
Winter Germany 2022 - Defense Trade Show	February 2022
Trade Mission to Mexico	March 2022
Trade Mission to United Kingdom	April 2022
Trade Mission to Peru & Chile	May 2022
Infosecurity Europe 2022 (United Kingdom)	June 2022
Farnborough Air Show 2022 (United Kingdom)	July 2022

ACIT 2021 CALENDAR AND WORK PLAN

Optical Cable Corp., Roanoke

ACIT MEETING SCHEDULE FOR 2021 – FOR DISCUSSION

Tuesday, February 2, 2021

Tuesday, April 6, 2021

Tuesday, June 1, 2021


Tuesday, August 3, 2021

Tuesday, October 5, 2021

Tuesday, December 7, 2021

ACIT ANNUAL WORK PLAN – FOR DISCUSSION

ACIT Goals		Description		Q1		Q2		Q3		Q4				
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
▲ ACIT Meetings			▲		▲		▲		▲		▲		▲	
Advising on VEDP International Trade programs	International Trade Plan Implementation													
	Trade mission and trade show schedule													
	VALET Graduation/Orientation													
Engaging in Virginia trade ecosystem	Guest attendees from Virginia agencies involved in trade													
	Governor’s Agriculture Trade Conference													
	VMA International Trade Symposium													
	Virginia Conference on World Trade													
Expert learning	Guest speakers at each meeting													
Advocacy	Advocate at state level													
	Advocate at federal level													
Long-term visioning	Planning ACIT’s work plan for 2022													

The background of the slide is a photograph of the Virginia State Capitol building in Richmond. The building is a large, white, neoclassical structure with a prominent portico supported by tall columns. Two flags, the American flag and the Virginia state flag, fly on poles in front of the building. In the foreground, there are brick steps leading up to the building, flanked by black metal railings. A large, dark blue diagonal shape is overlaid on the left side of the image, containing the title text.

PROPOSED LEGALIZATION OF MARIJUANA

Virginia State Capitol, Richmond



CHAIRMAN'S UPDATE AND DISCUSSION

Prague, Czech Republic



SEE YOU IN 2021!

Dulles International
Airport