



EXPORT READINESS ASSESSMENT AND TRADE UPDATE

Sydney, Australia

December 7, 2021

VEDP | International
Trade
ExportVirginia.org

VEDP HAS LAUNCHED A NEW ONLINE EXPORT READINESS ASSESSMENT

- VEDP's new online assessment helps Virginia businesses determine whether they are ready to begin exporting or expand into additional markets
- The questions assist companies in systematically thinking through various components of export readiness, including:
 - Capacity for exporting
 - Sales and marketing
 - Market assessment
 - International strategy
- After completing the assessment, businesses receive a summary of their results, tips to improve their export readiness, and the ability to contact a VEDP representative for more information
- The assessment is available at exportvirginia.org



Is your company ready to pursue international sales?

Use this questionnaire to assess your company's readiness to enter your first international market, expand into additional markets, or take on more challenging, high-growth export markets.

🕒 Takes 7+ min

Start

VIRGINIA COMPANIES WILL PARTICIPATE IN THE FOLLOWING INTERNATIONAL TRADE MISSIONS AND TRADE SHOWS THIS SPRING

Trade Mission or Trade Show	Dates	Number of Participants
SHOT Show 2022 (Las Vegas)	Jan. 18 - 21, 2022	7
Winter Germany 2022 (Defense Trade Show)	Feb. 14 - 17, 2022	14
Trade Mission to Saudi Arabia and UAE	Mar. 1 – 8, 2022	9
Trade Mission to Mexico	Mar. 14 - 18, 2022	8
Trade Mission to Canada	Apr. 4 - 7, 2022	8
Trade Mission to United Kingdom	May 2 - 6, 2022	10
Trade Mission to Chile & Peru	May 11 - 18, 2022	4
InfoSecurity Europe 2022 (UK)	Jun. 21 – 23, 2022	6
Farnborough Air Show 2022 (UK)	Jul. 18 - 22, 2022	10



VIRGINIA EXPORT AND IMPORT DATA

Mexico City, Mexico

EXPORTS FROM VIRGINIA ARE UP 19% FROM THE SAME PERIOD LAST YEAR

Rank	Commodity	Export Value, Jan. – Sep. 2021 (\$)	Growth YTD 2020 - 2021 ¹ (%)
1	Fuel	2.0B	51
2	Mechanical Appliances	1.5B	12
3	Electrical Machinery	1.3B	-3
4	Plastics	1.2B	30
5	Meat	820M	47
6	Vehicles	820M	37
7	Seeds and Fruit	540M	130
8	Scientific Instruments	470M	7
9	Paper	390M	3
10	Aircraft	330M	-50
Total Exports		14B	19

¹This measure calculates the change in exports from January - September 2020 compared to January - September 2021.
Source: IHS Markit, Global Trade Atlas

IMPORTS INTO VIRGINIA ARE UP 22% FROM THE SAME PERIOD LAST YEAR

Rank	Commodity	Import Value, Jan. – Sep. 2021 (\$)	Growth YTD 2020 - 2021 ¹ (%)
1	Mechanical Appliances	7.1B	22
2	Electrical Machinery	2.1B	0
3	Vehicles	1.4B	46
4	Furniture	1.3B	38
5	Plastics	1.2B	17
6	Textile	810M	20
7	Toys and Games	770M	13
8	Aircraft	710M	-10
9	Steel	670M	38
10	Scientific Instruments	590M	30
Total Imports		25B	22

¹This measure calculates the change in imports from January - September 2020 compared to January - September 2021.
Source: IHS Markit, Global Trade Atlas

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

Top export destinations

Rank	Country	Export Value, Jan. – Sep. 2021 (\$)
1	Canada	2.4B
2	China	2.0B
3	Mexico	670M
4	Germany	580M
5	United Kingdom	490M
6	India	460M
7	Netherlands	440M
8	Brazil	420M
9	Taiwan	410M
10	Belgium	380M

Top import markets

Rank	Country	Import Value, Jan. – Sep. 2021 (\$)
1	China	5.2B
2	Canada	2.1B
3	Mexico	1.7B
4	Germany	1.6B
5	Malaysia	1.6B
6	Vietnam	1.1B
7	India	1.1B
8	Italy	760M
9	United Kingdom	700M
10	Taiwan	610M



THANK YOU

London, England