



ADVISORY COMMITTEE ON INTERNATIONAL TRADE

Virginia International Gateway,
Portsmouth

April 5, 2022

VEDP | International
Trade
ExportVirginia.org

OPEN SESSION AGENDA

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INTERNATIONAL TRADE UPDATE

World Map

VIRGINIA COMPANIES CAN PARTICIPATE IN THE FOLLOWING TRADE MISSIONS AND TRADE SHOWS THROUGH JUNE 2023

Trade Mission or Event¹	Dates
SMM 2022 (Germany)	Sep. 6 - 9, 2022
Trade Mission to Western Europe	Sep. 12 - 16, 2022
AUSA 2022 (Washington DC)	Oct. 10 - 12, 2022
Future Forces Forum 2022 & Trade Mission to Czech Republic	Oct. 17 - 21, 2022
Trade Mission to South Africa & Morocco	Nov. 7 - 11, 2022
Medica 2022 (Germany)	Nov. 14 - 17, 2022
Trade Mission to Colombia	Nov. 28 - Dec. 2, 2022
Trade Mission to Saudi Arabia & UAE	Feb. 12 - 17, 2023
IDEX 2023 (United Arab Emirates)	Feb. 20 - 24, 2023
Winter Germany 2023 (Defense Trade Show)	Feb. / Mar. 2023

¹The registration fee for each event is \$2,500.

VIRGINIA COMPANIES CAN PARTICIPATE IN THE FOLLOWING TRADE MISSIONS AND TRADE SHOWS THROUGH JUNE 2023

Trade Mission or Event¹	Dates
Trade Mission to India	Feb. 27 - Mar. 3, 2023
Trade Mission to Mexico	Mar. 13 - 17, 2023
Hannover Messe 2023 (Germany)	Apr. 17 - 21, 2023
Trade Mission to Southeast Asia	Apr. 24 - 28, 2023
Trade Mission to the United Kingdom	May 8 - 12, 2023
Trade Mission to Brazil	May 15 - 19, 2023
Trade Mission to Australia & New Zealand	May 29 - Jun. 2, 2023
InfoSecurity Europe 2023 (United Kingdom)	Jun. 20 - 22, 2023
Paris Air Show 2023 (France)	Jun. 19 - 25, 2023

¹The registration fee for each event is \$2,500.

THE INTERNATIONAL TRADE TEAM IS WORKING ON EDUCATIONAL EVENTS, TRADE MISSIONS, AND TRADE SHOWS THIS SPRING

- A two-part webinar series focused on mitigating supply chain risks was completed in March with 63 attendees.
- The VALET Program's spring meeting will be held on April 28, 2022 in Richmond. This event is open to current participants and alumni.
- VEDP is hosting a briefing by NATO Allied Command Transformation on how defense businesses can participate in NATO's acquisition system on May 17, 2022 in Richmond. Individual one-on-one meetings are also being arranged.
- VEDP is hosting a two-day training seminar focusing on Foreign Military Sales and Foreign Military Financing for defense exporters on May 18-19, 2022 in Richmond.
- The next Supply Chain Program training session will be held at the Port of Virginia on May 17, 2022.
- All international trade missions and trade shows are sold out through July 2022:
 - Trade Mission to Canada - Apr. 4 - 7, 2022 - 10 companies participating
 - Trade Mission to United Kingdom - May 2 - 6, 2022 - 10 companies participating
 - Trade Mission to Chile & Peru - May 11 - 18, 2022 - 10 companies participating
 - InfoSecurity Europe 2022 (UK) - Jun. 21 - 23, 2022 - 8 companies participating
 - Farnborough Air Show 2022 (UK) - Jul. 18 - 22, 2022 - 12 companies participating



VIRGINIA EXPORT AND IMPORT DATA

Lumber Liquidators, Sandston

EXPORTS FROM VIRGINIA WERE UP 23% IN 2021

Rank	Commodity	Export Value, Jan. – Dec. 2021 (\$)	Growth YTD 2020 - 2021 ¹ (%)
1	Fuel	3.4B	100
2	Mechanical Appliances	1.9B	3
3	Electrical Machinery	1.7B	0
4	Plastics	1.7B	33
5	Seeds and Fruit	1.2B	47
6	Vehicles	1.1B	35
7	Meat	1.1B	40
8	Scientific Instruments	620M	6
9	Paper	520M	5
10	Aircraft	450M	-45
Total Exports		20B	23

¹This measure calculates the change in exports from January - December 2020 compared to January - December 2021.
Source: IHS Markit, Global Trade Atlas, 2-digit level

2021 EXPORTS FROM VIRGINIA IN A MORE DETAILED VIEW

Rank	Commodity	Export Value, Jan. – Dec. 2021 (\$)	Growth YTD 2020 - 2021 ¹ (%)
1	Coal	3.2B	110
2	Soybeans	1.1B	50
3	Circuits	790M	-13
4	Pork	620M	17
5	Self-Adhesives	480M	160
6	Printing Machinery	400M	-2
7	Nonwovens	360M	3
8	Tractors	360M	73
9	Tractor Parts	340M	18
10	Polyamides	280M	-4
Total Exports		20B	23

¹This measure calculates the change in exports from January - December 2020 compared to January - December 2021.
Source: IHS Markit, Global Trade Atlas, 4-digit level

IMPORTS INTO VIRGINIA WERE UP 20% IN 2021

Rank	Commodity	Import Value, Jan. – Dec. 2021 (\$)	Growth YTD 2020 - 2021 ¹ (%)
1	Mechanical Appliances	9.4B	18
2	Electrical Machinery	2.9B	4
3	Vehicles	1.9B	30
4	Furniture	1.8B	35
5	Plastics	1.6B	17
6	Toys and Games	1.2B	16
7	Textiles	1.2B	17
8	Steel	920M	40
9	Aircraft	900M	-15
10	Scientific Instruments	800M	26
Total Imports		35B	20

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

VIRGINIA'S TOP EXPORT DESTINATION IN 2021 WAS CANADA WHILE THE TOP SOURCE OF IMPORTS WAS CHINA

Top export destinations

Rank	Country	Export Value, Jan. – Dec. 2021 (\$)
1	Canada	3.2B
2	China	3.1B
3	Mexico	910M
4	India	830M
5	Germany	760M
6	Brazil	680M
7	Netherlands	660M
8	United Kingdom	620M
9	Taiwan	580M
10	Japan	530M

Top import markets

Rank	Country	Import Value, Jan. – Dec. 2021 (\$)
1	China	7.3B
2	Canada	2.7B
3	Mexico	2.3B
4	Germany	2.2B
5	Malaysia	2.1B
6	India	1.6B
7	Vietnam	1.5B
8	Italy	1.0B
9	United Kingdom	990M
10	Taiwan	940M

THE FOLLOWING COMPANIES WERE THE PORT OF VIRGINIA'S TOP EXPORTERS AND IMPORTERS IN 2021

Top Exporters via the Port of Virginia

1. International Paper
2. The Andersons
3. Perdue Foods LLC
4. Kuehne Nagel Inc
5. Domtar Paper
6. Carolina Ocean Lines
7. Archer Daniels Midland
8. Westrock
9. DowDuPont
10. Expeditors International
11. Ally Global
12. GlobeRunners
13. The Scoular Company
14. Fornazor
15. Poet
16. DSV Air Sea Inc
17. DHL Global
18. Honda Motor Co
19. DB Schenker
20. Anheuser Busch

Top Importers via the Port of Virginia

1. Walmart
2. Target
3. Amazon
4. Red Bull
5. BSH Home Appliances
6. LG Sourcing Inc
7. Ashley Holdings
8. The Home Depot
9. QVC
10. Ikea
11. Lidl
12. Stihl Inc
13. DowDuPont
14. Welspun USA Inc
15. Continental Tire
16. ESKA USA
17. CNH International
18. Hyster Yale Group
19. Cosentino North America Inc
20. Ball