



VEDP INTERNATIONAL TRADE RESOURCES FOR VIRGINIA MANUFACTURERS

Dulles International Airport

June 22, 2020

VEDP | International
Trade
ExportVirginia.org

VEDP INTERNATIONAL TRADE PROGRAMS AND SERVICES

VEDP's International Trade division assists more than 320 Virginia companies each year in capturing international sales in 75+ countries around the world.

Programs and Services for Virginia Businesses

- **Export development programs** - Programs guide Virginia companies in developing and executing a strategy for exporting and diversifying into new international markets
- **International market research** - Tailored to each company's product or service and available in 75+ countries at little to no cost to Virginia businesses
- **International business meetings** - One-on-one meetings arranged for 130+ Virginia companies each year to meet with foreign customers, buyers, and distributors
- **Publications and training** - A wide range of export how-to guides, industry reports, webinars, and training on topics related to international trade

Contact us to learn more and connect with these resources!

www.exportvirginia.gov

Annual Performance¹

329

Companies enrolled in VEDP International Trade programs

\$793M

International sales attributed to VEDP programs

7,133

Trade-supported jobs from companies enrolled in VEDP programs

¹Data from FY2019 (July 1, 2018 to June 30, 2019)

RECENT CLIENT SUCCESSES USING VIRTUAL MATCHMAKING

INIT Innovations in Transportation – Chesapeake

- Entered VALET in January 2020
- Registered for March 2020 Mexico Trade Mission
- Conducted virtual meetings with Mexican customers – 7 meetings, 12 qualified prospects
- Now bidding on tender worth \$40-60 million, discovered during virtual meetings

Dilon Technologies – Newport News

- Entered VALET in January 2020
- Scheduled to travel to Chile in April 2020 using VEDP in-country partner
- Switched to virtual meetings at last minute
- Made a \$35,000 sale with hopes to do additional \$1 million in sales to new customer met during virtual trade mission

UPCOMING INTERNATIONAL TRADE MISSIONS/SHOWS FOR VIRGINIA EXPORTERS

Trade Missions and Trade Shows	Dates	Status	Companies Registered
Trade Mission to South Korea & Japan	Oct. 12-16, 2020	Open for registration ¹	4
AUSA 2020 Trade Show (USA)	Oct. 12-14, 2020	SOLD OUT	10
Trade Mission to Czech Republic & Slovakia	Oct. 19-23, 2020	Open for registration ¹	2
Trade Mission to Poland and Romania	Oct. 26-30, 2020	Open for registration ¹	7
Trade Mission to Brazil	Oct. 26-30, 2020	Open for registration ¹	1
Trade Mission to South Africa & Tanzania	Nov. 9-13, 2020	Open for registration ¹	2
Commercial UAV Expo Europe (Virtual)	Dec. 1-3, 2020	Open for registration ¹	1
InfoSecurity 2020 Trade Show (UK)	TBD	Being rescheduled	6

¹The registration deadlines for fall 2020 trade missions and trade shows range from August 14, 2020 to October 2, 2020.



THANK YOU!

For more information, please visit:

www.exportvirginia.org

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The Port of Virginia,
Newport News

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