

## **AGENDA**

### **ADVISORY COMMITTEE ON INTERNATIONAL TRADE**

**September 13, 2022**

**10:00am – 12:00pm**

**9<sup>th</sup> Floor Board Room  
901 E. Cary Street  
One James Center  
Richmond, Virginia 23219**

- |                          |  |
|--------------------------|--|
| <b>10:00am</b>           | <b>Welcome/Call to Order – Mike Ligon</b>  |
| <b>10:00am – 10:05am</b> | <b>Review and Approval of June 16, 2022 Meeting Minutes – Mike Ligon</b>   |
| <b>10:05am – 10:10am</b> | <b>Public Comments – Mike Ligon</b>  |
| <b>10:10am</b>           | <b>Move into Closed Session</b>  |
| <b>10:10am – 10:50am</b> | <b>VEDP Business Investment Update – Vince Barnett, Senior Vice President, Business Investment</b>                                     |
| <b>10:50am – 11:00am</b> | <b>International Trade Plan Update – Stephanie Agee, Senior Vice President, International Trade &amp; Chief Administrative Officer</b> |
| <b>11:00am</b>           | <b>Move Into Open Session</b>  |
| <b>11:00am – 11:10am</b> | <b>VEDP International Trade Update – Stephanie Agee, Senior Vice President, International Trade &amp; Chief Administrative Officer</b> |
| <b>11:10am – 11:30am</b> | <b>Comments from Rob Davenport, Director of Marketing and Development, Virginia Department of Agriculture and Consumer Services</b>    |
| <b>11:30am – 12:00am</b> | <b>Chairman’s Comments and Committee Discussion – Mike Ligon</b>   |
| <b>12:00pm</b>           | <b>Adjourn</b>   |

**Minutes  
Advisory Committee on International Trade  
Virginia Economic Development Partnership  
June 16, 2022**

**901 E. Cary Street  
9<sup>th</sup> Floor Board Room  
Richmond, Virginia 23219**

**Call to Order**

The meeting was called to order at 10:01 a.m. by Mike Ligon, Chairman of the VEDP Advisory Committee on International Trade.

Members Present: Bob Feeser  
Mike Ligon  
Stuart Malawer  
Ned Masee  
John Milliken  
David White  
James Xu

Members Absent: Tag Greason  
Secretary Lohr

Staff Present: Stephanie Agee  
Lindsey Bertozzi  
Jamie Canup  
Julie Richmond  
Mary Wood  
Darren Ray  
Joseph Davis

Guest Speaker: Ed Laughlin, VEDP Global Defense Manager  
VEDP Program Spotlight: Global Defense Program

**Welcome**

Chairman Mike Ligon welcomed everyone to the meeting at 10:00 a.m. He extended his welcome to all in attendance. Mr. Chairman shared he reviewed and edited the spreadsheet he had circulated via email, stemming from the April 5<sup>th</sup> meeting, where he had posed questions related to the direction the committee should focus.

**Public Comments**

Chairman Ligon solicited for public comments. There were none.

## **Review and Approval of April 5, 2022, Meeting Minutes**

After a review of the April 5, 2022, minutes, Chairman Ligon asked for a motion to approve the minutes. A motion was made by John Milliken to approve the minutes. The motion was seconded by Ned Masee and was unanimously approved by all Committee members present.

## **Closed Meeting – VEDP International Trade Plan Discussion**

Chairman Ligon requested that the Committee move into a closed meeting at 10:03 a.m. A motion was made by John Milliken and seconded by Stuart Malawer to move into a closed meeting. Jamie Canup, Assistant General Counsel, voiced the following motion for adoption by the Committee to enter into a closed meeting. The following motion was unanimously adopted by all Committee members present.

I MOVE THAT THE ADVISORY COMMITTEE ON INTERNATIONAL TRADE OF THE BOARD OF DIRECTORS OF THE VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP AUTHORITY CONVENE A CLOSED MEETING PURSUANT TO VIRGINIA CODE §2.2-3711(A)(50) TO ENGAGE IN A DISCUSSION OR CONSIDERATION OF THOSE PORTIONS OF VEDP'S STRATEGIC PLAN, MARKETING PLAN OR OPERATIONAL PLAN, THAT MAY RELATE TO TARGET COMPANIES, SPECIFIC ALLOCATION OF RESOURCES AND STAFF FOR MARKETING ACTIVITIES, AND SPECIFIC MARKETING ACTIVITIES THAT WOULD REVEAL TO THE COMMONWEALTH'S COMPETITORS FOR ECONOMIC DEVELOPMENT PROJECTS THE STRATEGIES INTENDED TO BE DEPLOYED BY THE COMMONWEALTH, THEREBY ADVERSELY AFFECTING THE FINANCIAL INTEREST OF THE COMMONWEALTH.

Upon the return to the open meeting, the Committee members considered the following certification:

WHEREAS, THE ADVISORY COMMITTEE ON INTERNATIONAL TRADE OF THE BOARD OF DIRECTORS OF THE VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP AUTHORITY HAS CONVENEED A CLOSED MEETING ON THIS DATE PURSUANT TO AN AFFIRMATIVE RECORDED VOTE AND IN ACCORDANCE WITH THE PROVISIONS OF THE VIRGINIA FREEDOM OF INFORMATION ACT; AND

WHEREAS, THE ACT REQUIRES A CERTIFICATION BY THIS COMMITTEE THAT SUCH CLOSED MEETING WAS CONDUCTED IN CONFORMITY WITH THE ACT;

NOW, THEREFORE, BE IT RESOLVED, THAT THE COMMITTEE CERTIFIES THAT, TO THE BEST OF EACH MEMBER'S KNOWLEDGE, (I) ONLY PUBLIC BUSINESS MATTERS LAWFULLY EXEMPTED FROM OPEN MEETING REQUIREMENTS UNDER THE ACT WERE DISCUSSED IN THE CLOSED MEETING TO WHICH THIS CERTIFICATION RESOLUTION APPLIES, AND (II) ONLY SUCH PUBLIC BUSINESS MATTERS AS WERE IDENTIFIED IN THE MOTION BY WHICH THE CLOSED MEETING WAS CONVENEED WERE HEARD, DISCUSSED, OR CONSIDERED IN THE CLOSED MEETING BY THE COMMITTEE.

The Committee approved the foregoing certification by roll call vote, bringing the Committee out of the closed meeting. Note: Ned Masee was absent for the vote.

Yeas: Chairman Mike Ligon, Bob Feeser, Stuart Malawer, John Milliken, David White, and James Xu

Nays: None

### **VEDP International Trade Update**

Stephanie Agee provided an International Trade update. Stephanie mentioned the upcoming VALET Program graduation and noted that a full class would also begin the program. Stephanie personally invited the committee to participate in the July 13 and 14 event. She described what the agenda entailed. Chairman Ligon confirmed the date and location.

The Committee discussed the publication of 13 testimonial videos that were developed in partnership with VEDP's Marketing and Communications division. Two testimonial videos were shown to the committee: Hooker Furniture and First Line Technology. Both companies described their experiences working with VEDP's International Trade division.

After viewing the testimonials, Stuart Malawer asked if they would be posted to VEDP's website. Stephanie Agee noted that the videos would be posted so that stakeholders could see VEDP's impact.

Stephanie presented import and export data for Virginia. It was mentioned that the export of coal is on the rise while there is a decline in meat exports, especially pork. Imports are up 19% since April 5, 2022.

### **Chairman's Update**

Chairman Ligon discussed the consolidation of information gathered on a spreadsheet that had been circulated via email to the committee members. Mr. Chairman stated his intention to continue the effort to incorporate all feedback on the committee's focus.

David White, John Milliken, and Stuart Malawer all asked about what more the committee could study.

Chairman Ligon asked David White to elaborate on what the committee's actions would be.

Stephanie Agee suggested hiring someone to commission a regular report regarding trade policy. She also discussed Virginia's economic competitiveness and noted that Virginia's ports are extremely competitive.

Chairman Ligon stated that there is a need to understand more about Virginia's competitors such as East Carolina and South Carolina. He suggested a deeper dive as the Carolina's have expanded their ports. Carolina invests more on site readiness projects compared with Virginia.

David White and Bob Feeser would like to identify specific areas that Virginia's competition has a "best in class" or "gold standard."

Lindsey Bertozzi suggested focusing on what other countries are doing.

Chairman Ligon asked the committee to consider whether it was more important to focus on where Virginia is today or where it is headed in the future.

On the topic of participating in a Governor's trade mission, Stephanie commented that it would be very impactful however, extremely hard to get on the calendar. Chairman Ligon agreed

however, it would be nice to take an active role in ACIT's focus while being mindful and respectful of the committees' time.

Stuart Malawer asked how the Port of Virginia is coping with remarkably high volumes. John Milliken foresees a slowing down as less spending is predicted. He also projects there will be a great slowdown in the fall as there will be a change in sourcing which will mean more coming to the east coast ports.

David White commented that Virginia has been the most productive port in North America in terms of more productivity. He mentioned the availability of equipment and improvement on the chassis front. He stated that 3,000 units of chassis have been bulked up and that the ratio of chassis to containers puts Virginia in a better position than other ports.

John Milliken said that the biggest challenge currently at the Port of Virginia is where to put empty containers, although there is a need for industrial and flex space. He mentioned there are a number of companies willing to build empty warehouses which makes for a robust industrial space.

Before the conclusion of the meeting, David White mentioned the topic of higher education. He said that ODU recently announced the establishment of a school for maritime education.

### **Adjournment**

There being no further business, the meeting adjourned at 12:15 p.m.



# ADVISORY COMMITTEE ON INTERNATIONAL TRADE

Virginia International Gateway,  
Portsmouth

September 13, 2022

**VEDP** | International  
Trade  
ExportVirginia.org



# VIRGINIA EXPORT AND IMPORT DATA

Lumber Liquidators, Sandston

## EXPORTS FROM VIRGINIA ARE UP 38% FROM THE SAME PERIOD LAST YEAR

Rank	Commodity	Export Value, Jan. – June 2022 (\$)	Growth YTD 2021 - 2022 <sup>1</sup> (%)
1	Fuel	3.5B	211
2	Mechanical Appliances	980M	-5
3	Seeds and Fruit	930M	74
4	Electrical Machinery	870M	5
5	Plastics	870M	9
6	Vehicles	590M	4
7	Meat	430M	-29
8	Scientific Instruments	360M	21
9	Paper	290M	16
10	Wood	270M	92
<b>Total Exports</b>		<b>13B</b>	<b>38</b>

<sup>1</sup>This measure calculates the change in exports from January – June 2021 compared to January – June 2022.

Source: IHS Markit, Global Trade Atlas, 2-digit level



## EXPORTS FROM VIRGINIA IN A MORE DETAILED VIEW

Rank	Commodity	Export Value, Jan. – June 2022 (\$)	Growth YTD 2021 - 2022 <sup>1</sup> (%)
1	Coal Briquettes	3.4B	223
2	Soybeans	890M	78
3	Integrated Circuits	370M	-7
4	Tractor Parts	200M	26
5	Pork	190M	-52
6	Self-Adhesive Plastics	180M	-5
7	Sulfate Chemical Woodpulp	180M	123
8	Nonwoven Textiles	170M	-6
9	Polyamides	170M	12
10	Tractors	170M	-3
<b>Total Exports</b>		<b>13B</b>	<b>38</b>

<sup>1</sup>This measure calculates the change in exports from January – June 2021 compared to January – June 2022.

Source: IHS Markit, Global Trade Atlas, 4-digit level

# IMPORTS INTO VIRGINIA ARE UP 21% FROM THE SAME PERIOD LAST YEAR

Rank	Commodity	Import Value, Jan. – June 2022 (\$)	Growth YTD 2021 - 2022 <sup>1</sup> (%)
1	Mechanical Appliances	4.7B	-4
2	Electrical Machinery	1.6B	17
3	Vehicles	1.4B	59
4	Furniture	1.1B	36
5	Plastics	1.0B	30
6	Aircraft	810M	69
7	Toys and Games	560M	36
8	Textiles	560M	5
9	Steel	540M	26
10	Knit Clothing	480M	46
<b>Total Imports</b>		<b>20B</b>	<b>21</b>

<sup>1</sup>This measure calculates the change in imports from January – June 2021 compared to January – June 2022.

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

## Top export destinations

Rank	Country	Export Value, Jan. – June 2022 (\$)
1	Canada	1.7B
2	India	1.5B
3	China	1.3B
4	Netherlands	710M
5	Mexico	580M
6	Germany	450M
7	Brazil	440M
8	Japan	410M
9	Taiwan	360M
10	United Kingdom	320M

## Top import markets

Rank	Country	Import Value, Jan. – June 2022 (\$)
1	China	4.0B
2	Mexico	1.6B
3	Canada	1.4B
4	Germany	1.3B
5	Malaysia	1.0B
6	India	1.0B
7	Vietnam	860M
8	United Kingdom	700M
9	Indonesia	640M
10	France	540M