AGENDA

ADVISORY COMMITTEE ON INTERNATIONAL TRADE
September 4, 2025
9:00am – 11:00am

Virginia International Gateway
1000 Virginia International Gateway Boulevard
Portsmouth, VA 23703

9:00am	**Call to Order and Public Comments** – Mike Ligon
9:00am – 9:05am	**Chairman's Comments** – Mike Ligon
9:05am – 9:08am	**Review and Approval of June 10, 2025 Meeting Minutes** – Mike Ligon
9:08am – 9:35am	**The Port of Virginia** – Stephen Edwards, CEO and Executive Director
9:35am – 9:45am	**Office of the State Inspector General (OSIG) Audit Update** – Stephanie Agee, Senior Vice President and Chief Administrative Officer, VEDP
9:45am	**Move into Closed Session**
9:45am – 10:05am	**Perdue AgriBusiness** - Kishan Shenoy, VP of International Merchandising
10:05am – 10:35am	**International Trade Plan Update** – Adam Watkins, Vice President, Economic Competitiveness, VEDP
10:35am	**Move into Open Session**
10:35am – 10:55am	**Industry Perspectives from Committee Members**
10:55am – 11:00am	**Virginia Export and Import Data** – Stephanie Agee, Senior Vice President and Chief Administrative Officer, VEDP
11:00am	**Adjourn and Tour of Virginia International Gateway**

Minutes
Advisory Committee on International Trade
Virginia Economic Development Partnership
June 10, 2025

9th Floor, Board Room
901 E. Cary Street
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:

Hobey Bauhan
Michael Coleman
Bob Feeser
John Huddle
Anne Marie Lacourse
Secretary Lohr
Mike Ligon, Chair
Will Sessoms
David White

Members Absent: N/A

Staff Present:

Stephanie Agee
Jamie Canup
Eric Jehu
Josh Kaplan
Julie Richmond
Lee Sanderson
Mary Wood

Guests Present: Connie Loughhead

Public Present: Brad Kutner, Radio IQ

Welcome and Chairman's Remarks

Chairman Mike Ligon welcomed everyone to the meeting at 10:01 a.m. He commented that the Advisory Committee would continue to decipher the impacts of tariffs. After review of the agenda, the Chairman requested that each member offer their perspective on the impacts they have witnessed in their local areas.

The Chairman thanked Brad Kutner of Radio IQ for his attendance and mentioned the public is always welcome.

Chairman Ligon referred to a letter he wrote, with input from committee members, and sent to the Chair and Chair-elect of the VEDP Board of Directors highlighting both challenges and opportunities presented by recent trade and tariff policies implemented at the national level. He said he had received a positive response to the letter and looked forward to continued engagement with the Board on this topic.

Public Comments

Chairman Ligon solicited for public comments. There were none.

Review and Approval of February 4, and April 8, 2025, Meeting Minutes

After a review of both sets of minutes – February 4 and April 8, 2025 – Chairman Ligon requested a motion to approve. A motion was made by Will Sessoms. The motion was seconded by Mike Coleman and was unanimously approved by all Committee members present.

Closed Session

Chairman Ligon requested that the Committee move into a closed meeting at 10.08 a.m. A motion was made by John Huddle and seconded by Will Sessoms. 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 the Committee members present.

I MOVE THAT THE ADVISORY COMMITTEE ON INTERNATIONAL TRADE OF THE VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP AUTHORITY CONVENE A CLOSED MEETING TO DISCUSS SPECIFIC STRATEGIES PURSUANT TO SUBDIVSION A 50 OF §2.2-3711 OF THE CODE OF VIRGINIA, WHICH ALLOWS FOR THE DISCUSSION OF ACTIVITES RELATED TO THE STRATEGIC PLAN THAT WOULD REVEAL TO COMMONWEALTH'S COMPETITORS FOR ECONOMIC DEVELOPMENT PROJECTS THE STRATEGIES INTENDED TO BE DEPLOYED BY THE COMMONWEALTH.

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

DO YOU CERTIFY, THAT TO THE BEST OF YOUR KNOWLEDGE, (i) ONLY PUBLIC

BUSINESS MATTERS LAWFULLY EXEMPTED FROM THE OPEN MEETING REQUIREMENTS OF FOIA WERE DISCUSSED IN THE CLOSED MEETING, AND (ii) ONLY SUCH MATTERS AS WERE IDENTIFIED IN THE MOTION TO GO INTO THE CLOSED MEETING WERE HEARD, DISCUSSED, OR CONSIDERED DURING THE CLOSED
MEETING?

The Committee approved the foregoing certification by roll call vote, bringing the Committee out of the closed meeting at 11:15 a.m.

Yeas: Chairman Mike Ligon, Hobey Bauhan, Michael Coleman, Bob Feeser, John Huddle, Anne Marie Lacourse, Secretary Lohr, Will Sessoms, David White

Nays: None

<u>Virginia Export and Import Data</u>

Stephanie Agee, Senior Vice President and Chief Administrative Officer, VEDP provided an update on Virginia’s export and import data year to date. She mentioned she would share a report with the Committee after the meeting, conducted by the Virginia Center for Investigative Journalism on the impacts of tariffs on U.S. trade from January through April 2025.

Ms. Agee reviewed the statistics showing that Virginia exports were down 13% for the January-March timeframe compared to the same time in 2024. She reminded the committee that the statistics are reported in dollar values, not volumes. She highlighted the steep decline in coal exports, at 48%, and noted that was partly the result of a decline in coal prices. She also noted the 38% decline in soybean exports, a result of continued pull back in China’s purchases of U.S. soybeans. Ms. Agee noted a 14% increase in imports into Virginia in the January-March timeframe, likely a result of companies wanting to get ahead of tariffs announced in April.

<u>Industry Perspectives from Committee Members</u>

Chairman Ligon invited Committee members to share their perspectives on the impact of recent trade policy changes and announcements on the industries and companies they work with, or from their particular vantage points.

Bob Feeser commented on the current trade environment and how it is impacting businesses. Mr. Feeser is in private equity investment and he commented that the biggest impact he has seen recently is a dampening of capital investment, with so many parts and machinery that are sourced from Europe and Asia. Companies are holding back from making these investments as tariffs on these products coming into the U.S. are uncertain. He has witnessed impact on raw materials that companies source from overseas. The added costs from the tariffs will have to be baked into their product costs. The overall impact has been extremely caution by companies on making longer term commitments. Mr. Feeser remarked that, in general, most businesses can deal with trade policy when it is known. However, the current uncertainty leads to reluctance to make decisions that can have 20-30 year impact.

Mike Coleman provided a port perspective, noting that the Port of Virginia is entirely dependent on international trade. Although the port is in a better position than many ports in terms of the potential impact of tariffs, they may realize a dip in activity in June and July. He said that overall the port will be impacted by any policies that limit trade. He mentioned that freight rates could also be affected and also noted the impact on the cost of ship-to-shore cranes which could be greatly impacted by tariffs. Mr. Coleman also commented that amidst the constantly changing tariff policies, freight forwarders are constantly having to redo their work and customers are constantly asking for answers. Even CBP is having difficulty keeping up. With regard to customers shipping and receiving imported products, he said they are not making big decisions amidst the uncertainty and are hesitant to reshore or change buying patterns as they don't know if different sources of inputs will also be impacted by tariffs.

Both Secretary Lohr and Hobey Bauhan commented that there has a been a significant decline in exports of Virginia agricultural products in recent years due to reduced purchases from China, which had been a dependable market for Virginia products in recent years. Secretary Lohr noted that this has an impact on farmers as prices of commodities decline when there is less demand for them.

Mr. Bauhan noted that the poultry industry is one that has been positively impacted by trade in recent years, but that reduced demand from China and as a result of avian influenza has put downward pressure on poultry prices. He said that Canada and Mexico have been the most reliable export markets for U.S. poultry and if they introduce reduce retaliatory tariffs on these products it could reduce U.S. poultry exports by 17.5%, which would also put downward pressure on domestic prices. He also said that negotiations with trading partners on non-tariff barriers to U.S. poultry exports could be a benefit for the industry.

John Huddle agreed that companies made long term commitments to investments and international customers and suppliers based on foreign trade agreements and rules that had been committed to and all of that has been changed by one executive order. He said that the unpredictability is limiting capital investment decisions and consumers are bearing the brunt of increased costs resulting from higher tariffs.

Chairman Ligon stated the deficit is of concern at a national security level.

Anne Marie LaCourse noted that other long-standing trade rules are currently coming into question. She highlighted the global review of country of origin rules, which historically deemed the country of origin as the location where the company that produced the product is located. There is consideration of changing it to the country to which the majority of the company's profit flows. This would be a major change that would take a long time to figure out. The problem, she said, is that multilateral trade organizations have not stepped up to put rules in place and come to agreement, and support maintaining rules that make sense. Their inaction has led to their irrelevancy and a leadership vacuum. She said that we're entering a period where companies cannot rely on trade agreements to protect their investments.

Will Sessoms commented that the Port of Virginia is a major contributor to Virginia's economy so any action that impacts it will impact the larger economy.

David White agreed with other members regarding goods and movement thereof. He also noted the importance of service exports to Virginia and that we have a surplus in services trade. He mentioned that those exports are vulnerable as well, even though they are not subject to tariffs. Mr. White also said that the port is reliant on adequately staffed federal agencies for various activities that keep goods flowing and that recent actions to reduce the workforce of the federal government could have negative impacts on the port. Mr. White noted that the administration's focus on restoring America's maritime dominance and the maritime defense industrial base is a major opportunity for Virginia because we are home to the largest shipbuilding and repair operation in the U.S. As a result, Virginia should be in a leading position to capitalize on this effort.

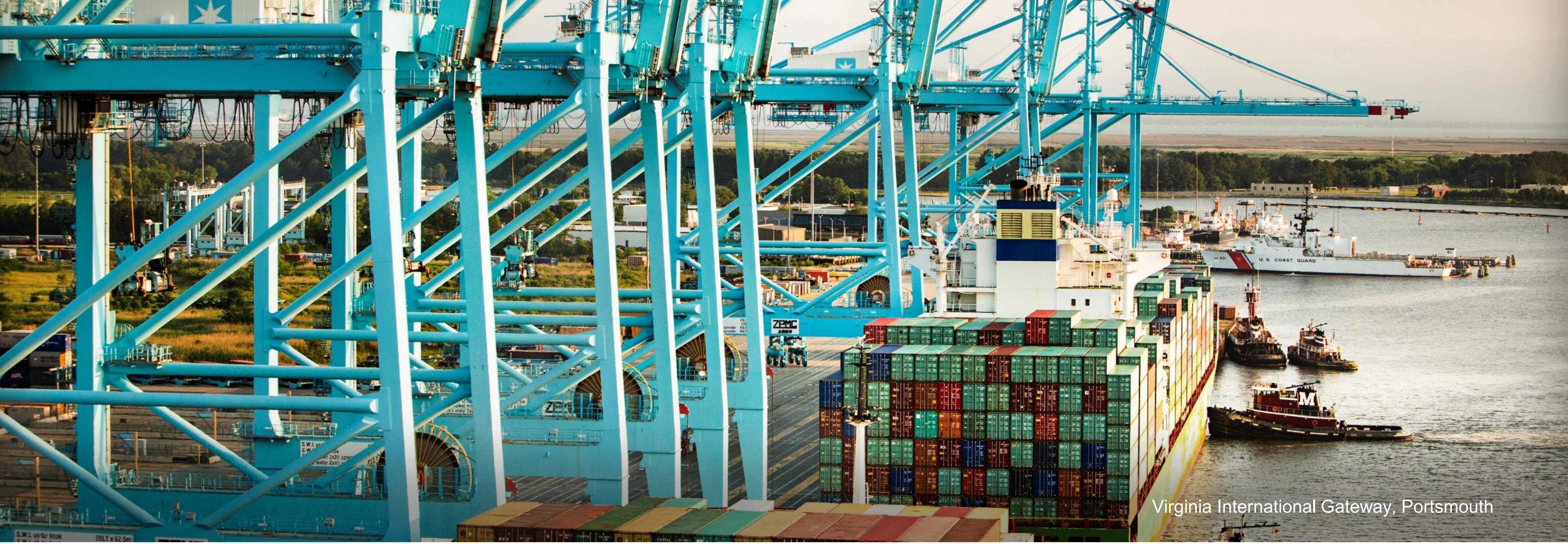
Mr. White also thanked the VEDP Trade team for their work as a leading state trade-focused entity across the nation.

<u>Adjournment</u>

Chairman Ligon referred to the letter sent to VEDP's Board and encouraged both Will Sessoms and Connie Loughhead, who currently serve on the Board, to work with them on a response as it is vital the Board and ACIT work together.

Stephanie Agee remarked that the next Advisory Committee meeting would take place at the Port of Virginia's Virginia International Gateway facility in Portsmouth if all were in favor.

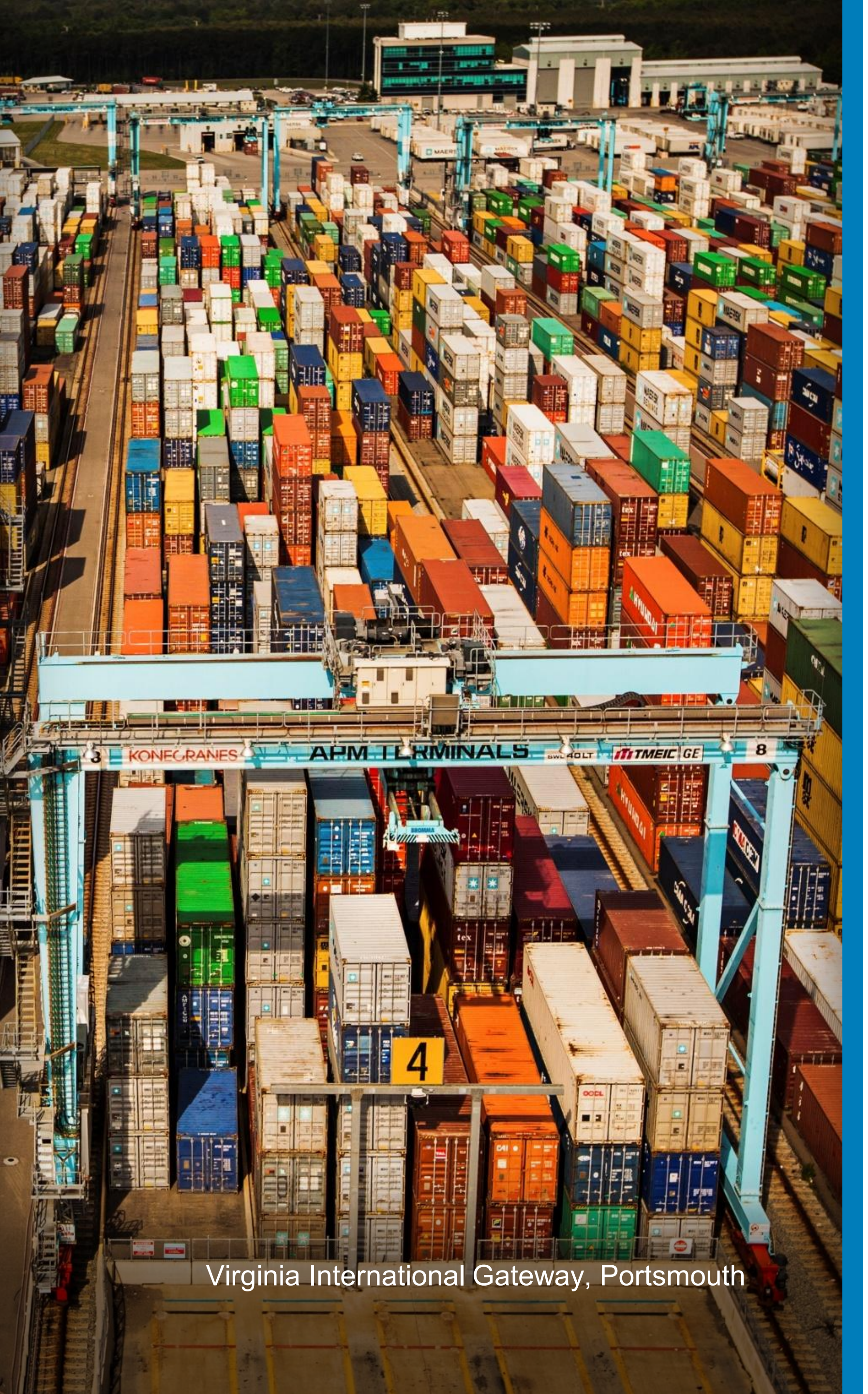
There being no further business, the meeting adjourned at 12:05 p.m.


Virginia International Gateway, Portsmouth

ADVISORY COMMITTEE ON INTERNATIONAL TRADE

September 4, 2025

VEDP International Trade
ExportVirginia.org



Virginia International Gateway, Portsmouth

AGENDA

Call to Order, Chairman's Comments, and Review Minutes

The Port of Virginia

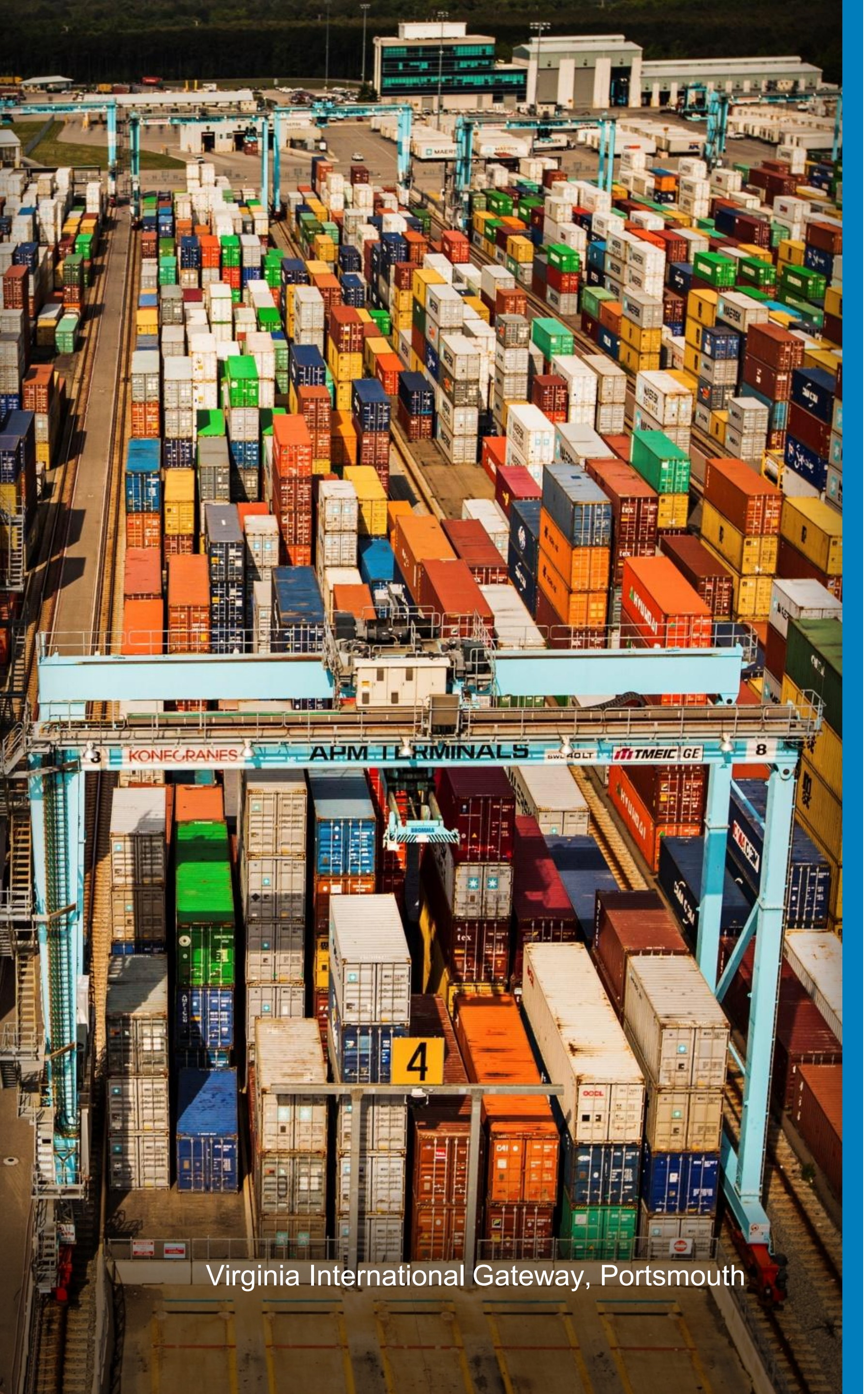
Office of the State Inspector General (OSIG) Audit Update

Perdue Agribusiness

International Trade Plan Update

Industry Perspectives from Committee Members

Virginia Export and Import Data



Virginia International Gateway, Portsmouth

AGENDA

Call to Order, Chairman’s Comments, and Review Minutes

The Port of Virginia

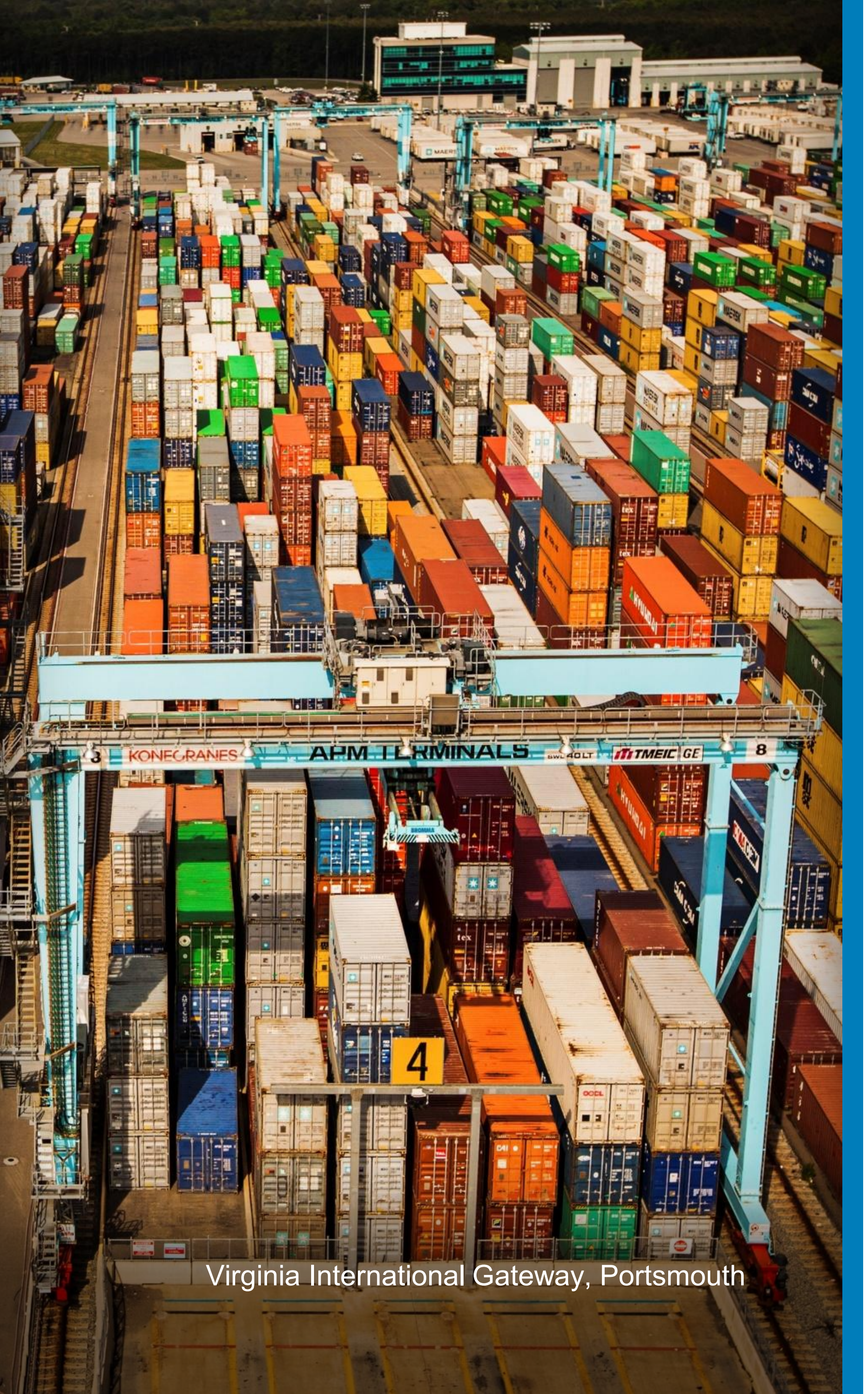
Office of the State Inspector General (OSIG) Audit Update

Perdue Agribusiness

International Trade Plan Update

Industry Perspectives from Committee Members

Virginia Export and Import Data



Virginia International Gateway, Portsmouth

AGENDA

Call to Order, Chairman’s Comments, and Review Minutes

The Port of Virginia

Office of the State Inspector General (OSIG) Audit Update

Perdue Agribusiness

International Trade Plan Update

Industry Perspectives from Committee Members

Virginia Export and Import Data

VIRGINIA'S OFFICE OF THE STATE INSPECTOR GENERAL (OSIG) RECENTLY COMPLETED AN AUDIT OF VEDP'S INTERNATIONAL TRADE DIVISION

Audit Scope

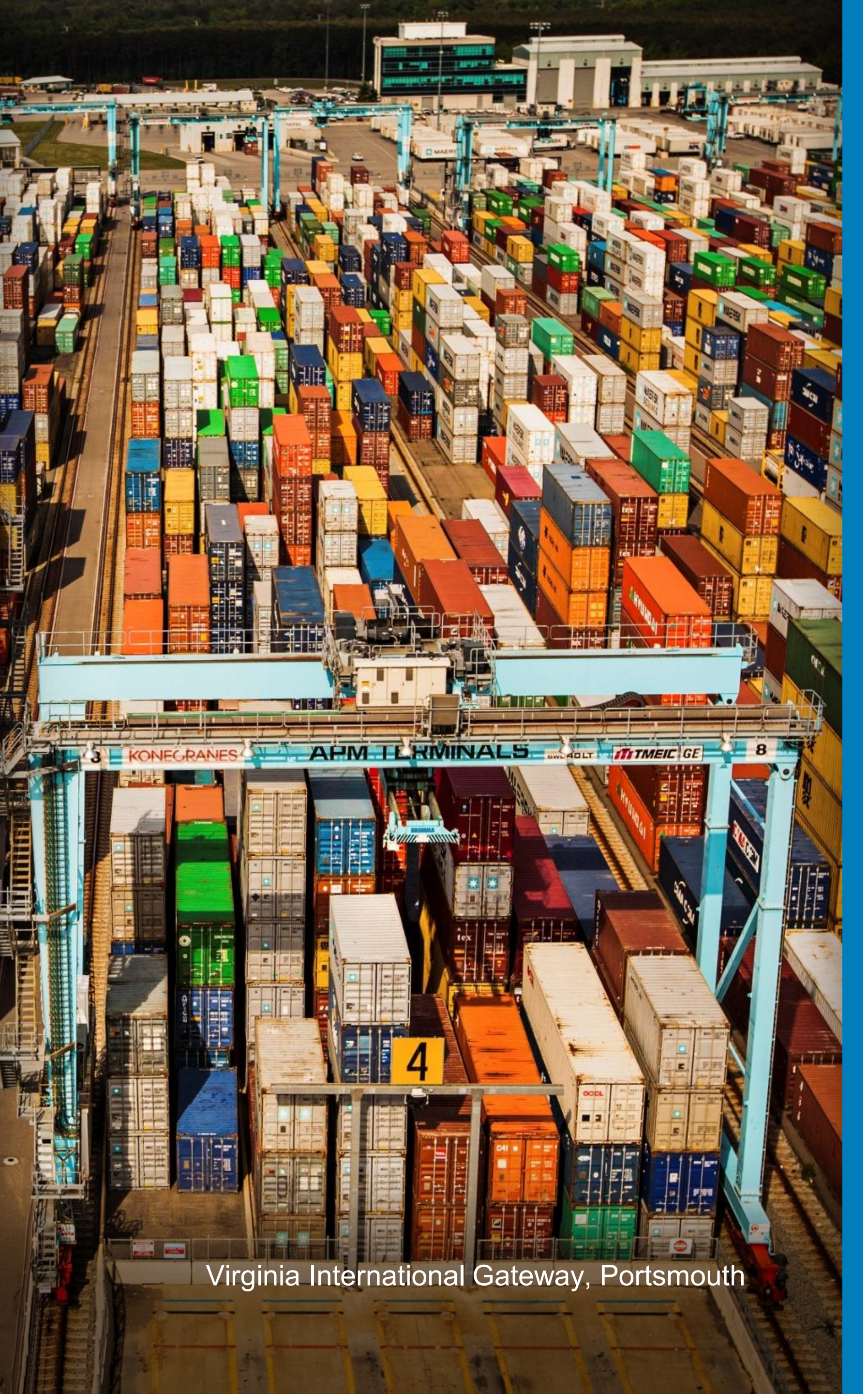
- Is the Virginia Leaders in Export Trade (VALET) grant award process transparent and well-controlled?
- Are reimbursement funds used in alignment with program guidelines and objectives?
- Do program metrics effectively capture performance?
- Are reported outcomes supported by reliable data?

Results

- **No findings** were identified related to VALET and reimbursement funds. The report noted, "VEDP has implemented standardized processes, maintained consistent application of program guidelines, and demonstrated strong organizational commitment to supporting Virginia businesses through its international trade programs. We noted strong oversight of reimbursement activity, clear program administration, and responsive staff as strengths."
- **Three findings and two improvement opportunities** were identified related to limitations in the collection, calculation, and public reporting of outcome data.

VEDP's Next Steps

- Implement a recurring review of VEDP's performance measure methodology and consolidate existing materials into one document
- Obtain an additional external review of VEDP's performance measure methodology
- Determine whether survey completion should affect a business's eligibility for funding
- Add supplemental guidance to VEDP's annual survey
- Determine the feasibility of verifying self-reported international sales figures
- Include disclaimers in publications to note that sales figures are based on self-reported estimates
- Document a formal review process for performance metric calculations



Virginia International Gateway, Portsmouth

AGENDA

Call to Order, Chairman’s Comments, and Review Minutes

The Port of Virginia

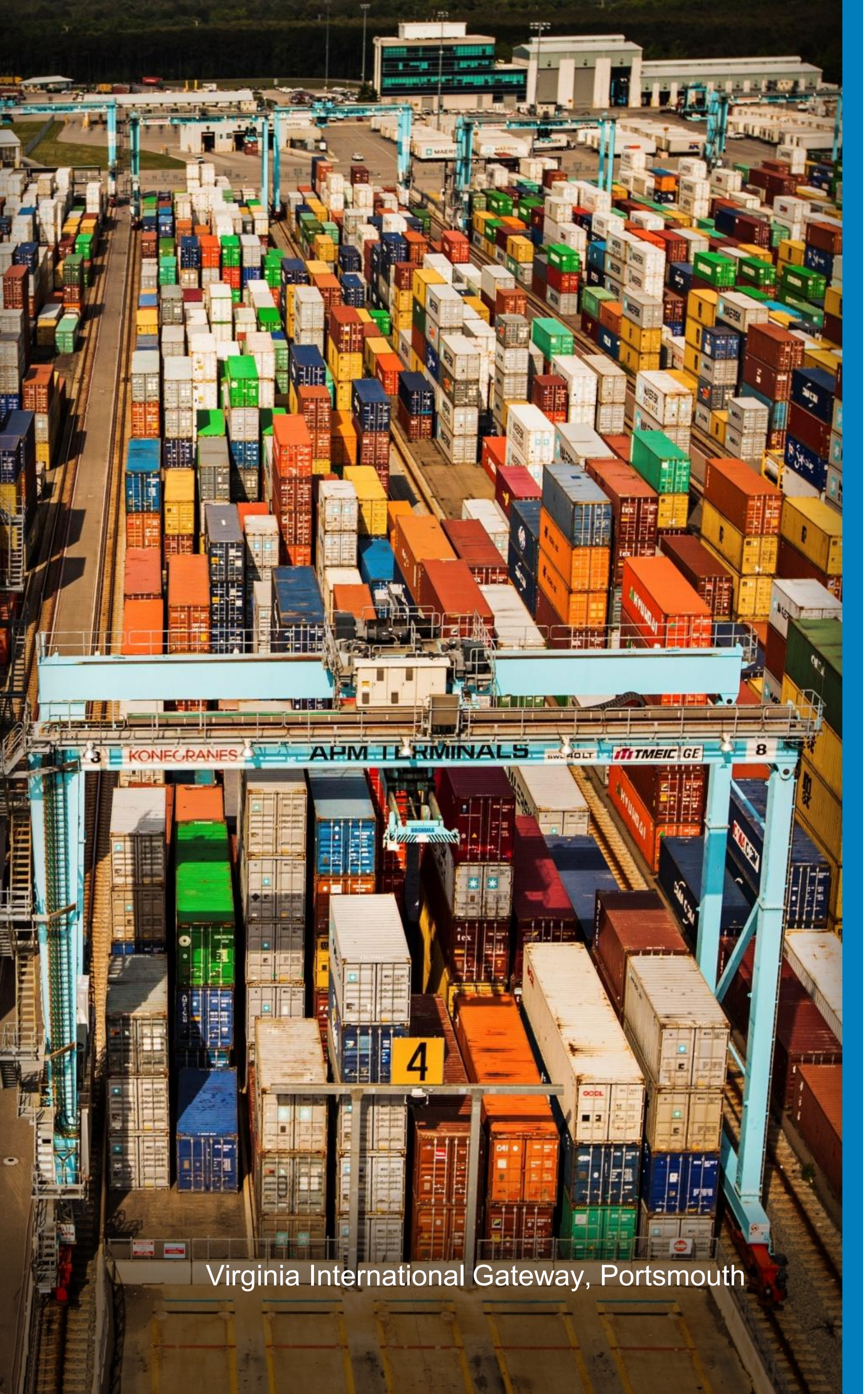
Office of the State Inspector General (OSIG) Audit Update

Perdue Agribusiness

International Trade Plan Update

Industry Perspectives from Committee Members

Virginia Export and Import Data



Virginia International Gateway, Portsmouth

AGENDA

Call to Order, Chairman’s Comments, and Review Minutes

The Port of Virginia

Office of the State Inspector General (OSIG) Audit Update

Perdue Agribusiness

International Trade Plan Update

Industry Perspectives from Committee Members

Virginia Export and Import Data

EXPORTS FROM VIRGINIA WERE DOWN 12% FROM THIS TIME LAST YEAR

Rank	Commodity	Export Value, Jan-June 2025 ($)	Change 2024-2025[1] (%)
1	Mineral Fuels	1.1B	-49
2	Plastics	1.0B	2
3	Electrical Machinery	1.0B	10
4	Machinery, Mechanical Appliances, & Parts	961M	-8
5	Vehicles	596M	-27
6	Aircraft	476M	81
7	Scientific Instruments	474M	16
8	Oil Seeds	273M	-26
9	Man-made Staple Fibers	207M	10
10	Food Industries Waste	198M	4
	Total Exports	**9.6B**	**-12**

[1]This measure calculates the change in exports from January – June 2024 compared to January – June 2025.
Source: IHS Markit, Global Trade Analytics Suite, 2-digit level

EXPORTS FROM VIRGINIA IN A MORE DETAILED VIEW

Rank	Commodity	Export Value, Jan-June 2025 ($)	Change 2024-2025[1] (%)
1	Coal Briquettes	1.1B	-49
2	Integrated Circuits	337M	44
3	Civilian Aircraft, Engines	301M	51
4	Self-Adhesive Plastics	283M	74
5	Soybeans	219M	-31
6	Tractors	207M	-35
7	Motor Vehicle Parts	199M	-16
8	Artificial Filament Tow	157M	29
9	Polyamides	149M	-29
10	Raw Tobacco	148M	-32
	Total Exports	**9.6B**	**-12**

[1]This measure calculates the change in exports from January – June 2024 compared to January – June 2025.
Source: IHS Markit, Global Trade Analytics Suite, 4-digit level

IMPORTS INTO VIRGINIA WERE UP 6% FROM THIS TIME LAST YEAR

Rank	Commodity	Import Value, Jan-June 2025 ($)	Change 2024-2025[1] (%)
1	Machinery, Mechanical Appliances, & Parts	4.7B	-8
2	Electrical Machinery	2.5B	29
3	Aircraft	2.1B	29
4	Special Classification Provisions	1.2B	47
5	Furniture	866M	-4
6	Plastics	813M	6
7	Vehicles	794M	-15
8	Steel	700M	25
9	Scientific Instruments	564M	11
10	Toys, Games, and Sports Equipment	342M	6
	Total Imports	**21B**	**6**

[1]This measure calculates the change in imports from January – June 2024 compared to January – June 2025.
Source: IHS Markit, Global Trade Analytics Suite, 2-digit level

VIRGINIA'S TOP EXPORT DESTINATION IS CANADA AND TOP SOURCE FOR IMPORTS IS CHINA

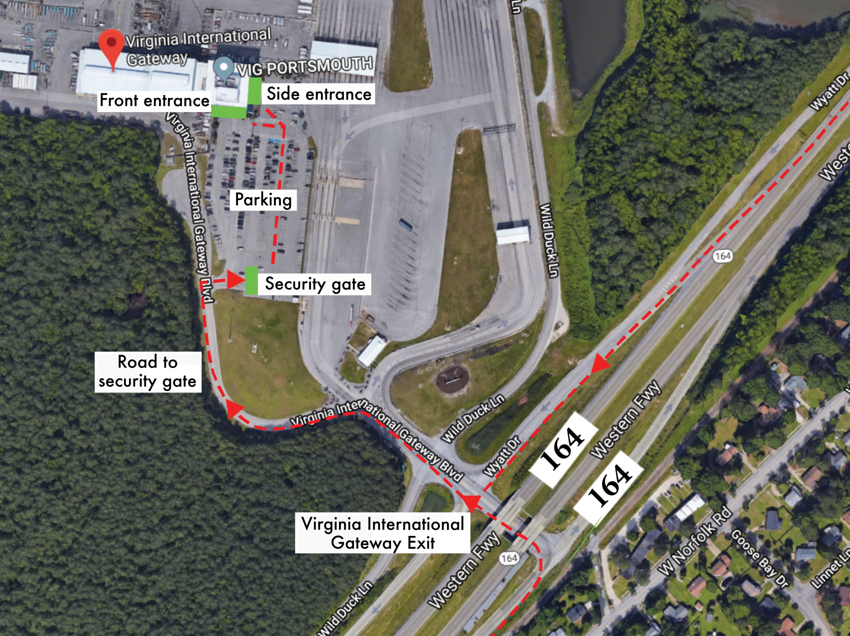
Top Export Destinations

Rank	Country	Export Value, Jan-June 2025 ($)	Change 2024-2025 (%)
1	Canada	1.5B	-19
2	Mexico	677M	1
3	India	497M	-36
4	Germany	445M	18
5	Netherlands	428M	-10
6	Belgium	422M	1
7	China	395M	-38
8	Taiwan	384M	13
9	United Kingdom	332M	-16
10	South Korea	330M	59

Top Import Sources

Rank	Country	Import Value, Jan-June 2025 ($)	Change 2024-2025 (%)
1	China	2.5B	-3
2	Mexico	1.8B	0
3	Canada	1.7B	8
4	Germany	1.4B	-1
5	Japan	1.1B	18
6	United Kingdom	1.1B	8
7	India	1.1B	14
8	Vietnam	974M	20
9	Italy	844M	19
10	Malaysia	734M	-24

Source: IHS Markit, Global Trade Analytics Suite


Virginia International Gateway
VIG PORTSMOUTH
Front entrance
Side entrance
Parking
Security gate
Road to security gate
Virginia International Gateway Exit
Virginia International Gateway Blvd
Wild Duck Ln
Wyatt Dr
Western Fwy
164
W Norfolk Rd
Goose Bay Dr