

# Virginia exported over \$18 billion in goods in 2012, more than a 50% increase from 2000!



## Top Markets for Virginia Exporters

By Value (\$ millions)		By Tonnage (millions of metric tons)	
Canada	3,193.8	China	1,782.6
China	2,005.6	Brazil	796.0
United Kingdom	1,075.3	Turkey	553.8
Mexico	1,055.5	Slovakia	406.8



## Top Commodities for Virginia Exporters

By Value (\$ millions)		By Tonnage (millions of metric tons)	
Ind. Mach.&Computers	2,547.3	Mineral Fuel, Oil, Coal	1,957.1
Electric Machinery Etc	1,909.1	Oil Seeds Etc.	1,222.6
Vehicles & Parts Etc	1,361.0	Food Residues/Animal Feed	892.5
Aircraft, Spacecraft& Parts	1,231.0	Fertilizers	860.8

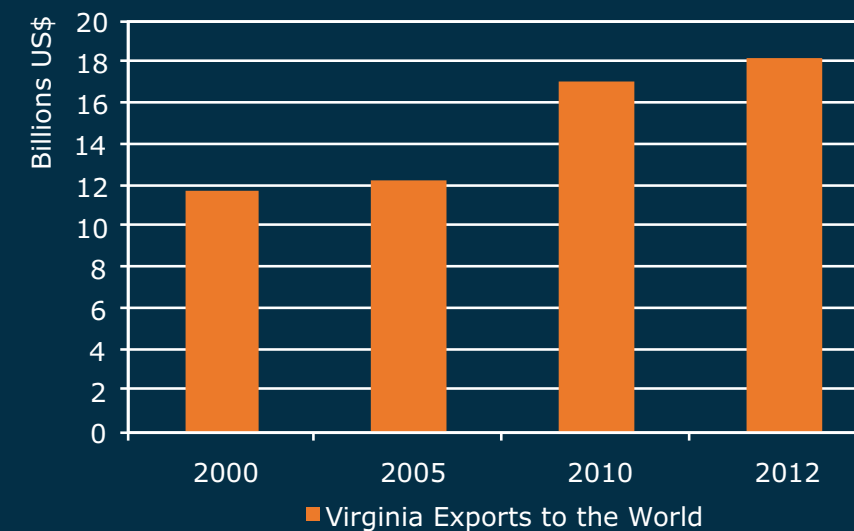


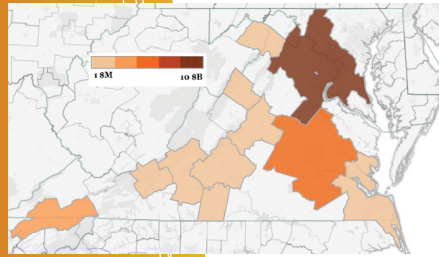
## Top Gateways for Virginia Exporters (Port District)

By Value (\$ millions)		By Tonnage (millions of metric tons)	
Norfolk, VA	7,119.2	Norfolk, VA	6,891.9
Buffalo, NY	1,456.9	Newport News, VA	902.5
Washington, DC	1,300.7	Hopewell, VA	558.8
J.F.K. Int. Airport, NY	942.9	Baltimore, MD	240.4

*Value includes trade with Canada and Mexico. The US does not report tonnage for Canada/Mexican overland trade.*

## Virginia Exports: Global Connections, Local Benefits





## Virginia Exporters

### Exporters are located throughout Virginia

According to the International Trade Administration (ITA), there were over 7,600 companies who exported from Virginia locations in 2011. Over 6,600 were small to medium sized firms (under 500 employees).

The Washington DC Region is the largest export location within Virginia (the Metropolitan Statistical Areas export data are not broken out by state boundaries). The second largest area were the counties along the James River, stretching from Norfolk to Richmond (I-64) and along the I-81 Corridor.

## Exported Products

### If it can move, Virginians are selling it globally...

Trade from Virginia reflects a mix of products ranging from agricultural goods (\$1.3 billion in exports) to textiles (\$828 million) to manufacturing items (\$8.2 billion).

By value, Virginia's largest exports are industrial machinery, electrical machinery, vehicles, and aircraft/space craft parts.

By tonnage, the rankings change, as heavier products, such as mineral fuels, oil seeds, animal feeds, and fertilizers, dominate the top positions.

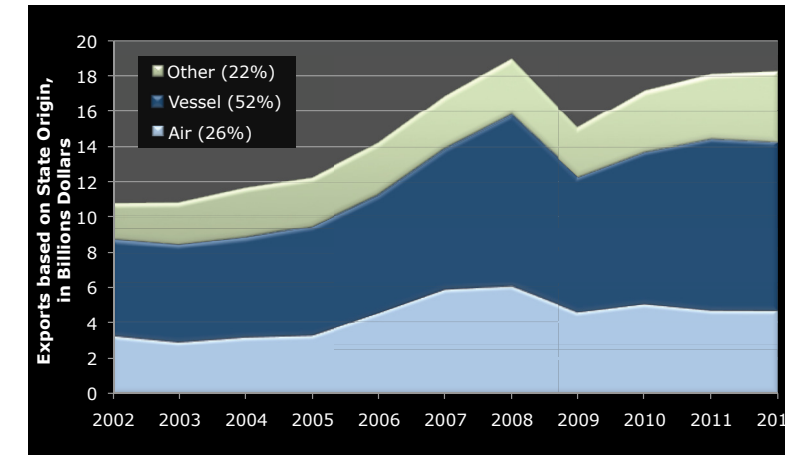
### Economic Contribution

- In 2012, the value of exports from Virginia equaled 4% of the State's Gross Domestic Product.
- ITA estimated that over 90,500 jobs were export related (2009).
- ITA estimates each \$1 billion in exports supports 5,600 jobs. Exports represent an important job creator.

## Exports Need Transportation

### Efficient transportation supports Virginia's economy

Regarding international trade, there are many things a firm must do before the product is ready for export. This includes finding overseas buyers, arranging financing and insurance, and identifying various exit and entrance requirements. But without a shipment, there are no exports!



For Virginia, the largest single mode, based on value, is maritime trade. (Other mostly refers to Canadian and Mexican exports through a land crossing or specialized exports. The U.S. government does not record tonnage for these shipments.)

Like most states, Virginia uses a number of gateways throughout the U.S. to connect with global markets. In many cases, a firm will select the service and routing that match their own schedules, so products will move through many different channels to reach overseas markets.

Virginia depends upon the nation's transportation system to support its export activity. (Virginia exports moved over 4.7 billion ton-miles across all modes throughout the nation in 2011, of which 1.5 billion ton-miles were internal state flows (Freight Analysis Framework). Conversely, other states use Virginia ports, airports, and infrastructure for their trade flows!

The breadth and efficiency of the nation's transportation system helps Virginia exporters remain competitive in overseas markets. However, growing exports will place demands on infrastructure for all modes, requiring both new investment and maintenance to ensure future economic prosperity for Virginia.

## Connections Matter

### Ports

Virginia exporters are extremely dependant upon the Norfolk ports (Virginia ports handled 90% of the exports from the Commonwealth). Exports through ports accounted for 2% of the State's GDP.



### Airports

Air cargo tends to be dominated by lighter, higher valued cargos. For Virginia, D.C. area ports were the largest aviation gateway, followed by airports in New York.



### Land Crossings

Trade with Canada and Mexico are important to Virginia businesses as goods travel mostly by rail or truck to these markets. Border delays can add costs to tight shipment schedules, but so too can delays along the major corridors connecting Virginia with these NAFTA markets. Buffalo and Laredo were the largest border crossings for Virginia exports to our NAFTA partners.

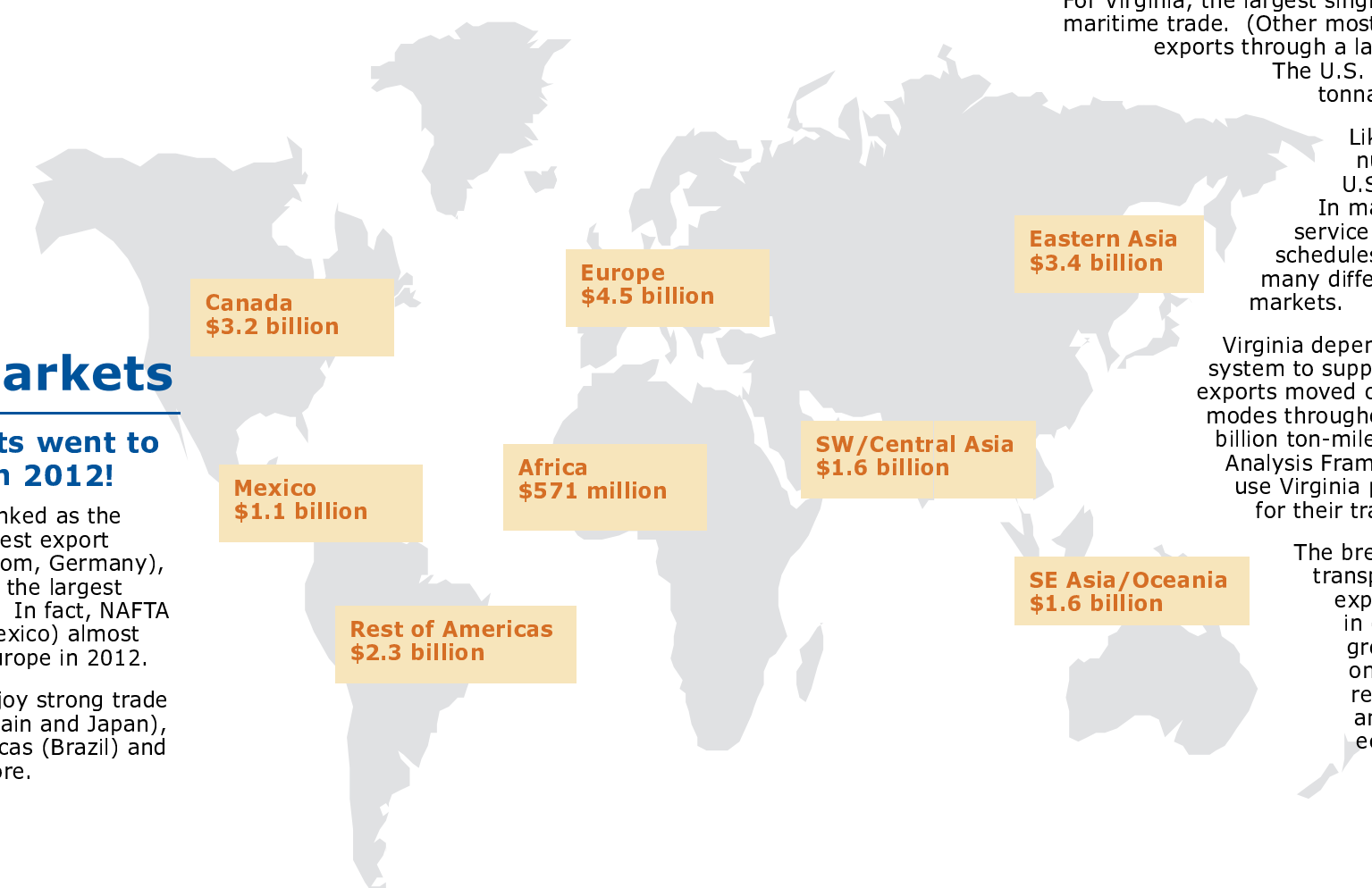


## Global Markets

### Virginia exports went to 210 markets in 2012!

Regionally, Europe ranked as the Commonwealth's largest export market (United Kingdom, Germany), although Canada was the largest single export market. In fact, NAFTA trade (Canada and Mexico) almost equaled trade with Europe in 2012.

Virginia firms also enjoy strong trade with Eastern Asia (China and Japan), the Rest of the Americas (Brazil) and Australia and Singapore.



### Statistics used in this report

The specific state of origin for exports are based on trade statistics calculated from the Electronic Export Information filed through the Automatic Export System. The data were accessed through WISERTRADE.



Other sources include the USDOT Freight Analysis Framework, USDOC Metropolitan Export Statistics and the International Trade Administration.

This report does not estimate non-Virginia trade through Virginia airports and ocean ports, trade in services, or imports.