



International Business

Easy access to international embassies, direct international flights and international shipping infrastructure make Virginia's Gateway Region the ideal gateway to and from global markets for international companies.

For expats, immigrants and visitors, the region has a myriad of cultural opportunities to make all newcomers feel welcome, as well as programs and resources to aid businesses in expanding export and import activity. Embassies, 50 nonstop international flight destinations, and national policymakers are a two-hour drive away in Washington, D.C. and state-level officials and cultural resources are less than 30 minutes away in the state capitol, Richmond.

Foreign Investment Concierge Services

As an economic development organization, Virginia's Gateway Region provides a one-stop resource for international businesses exploring U.S. operations. With years of international experience from a plethora of annual overseas trade missions, we understand the unique challenges and opportunities for international business. We are dedicated to making it convenient and attractive to start and develop your business in Virginia.

Specifically, Virginia's Gateway Region provides cost-free support services for foreign organizations as they explore investment or business opportunities within the region. Major services include:

- ✧ Assistance in scheduling meetings with government officials, attorneys, financiers and more
- ✧ Arrangements for visits to companies, regional destinations and/or sites and buildings
- ✧ Opportunities for local experts to make relevant presentations to visiting foreign companies and governments
- ✧ Access to area meeting rooms and accommodations
- ✧ Teleconferencing to facilitate meetings with Virginia companies
- ✧ Supplier and vendor relationship opportunities
- ✧ Targeted research
- ✧ General-access information on operation costs/tax rates and financial savings through incentive programs and enterprise zones.

Representatives from international companies are introduced to useful local contacts and let to appropriate local destinations. In one trip, a company can take care of all its needs; VGR will keep this process centralized and efficient.

Export Support for Virginia-Based Businesses

For Virginia companies considering entering international markets, there are [resources available at no cost](#):

- ✧ Explore the services that the [Metro Richmond Exports Initiative](#) offers area businesses: an introduction to exporting issues, trade mission and international trade show support, access to export resources, partners and a growing network of metro area exporters and service providers.
- ✧ Access to key export partners including the [Virginia Economic Development Partnership](#), [International Trade Office](#), [US Commercial Service](#), [US SBDC](#), [Virginia Port Authority](#), and many more





Below is a sampling of some of the resources available through our partners:

- ✦ Gain an International Foothold: [Virginia Leaders in Export Trade \(VALET\)](#) helps Virginia companies gain a profitable foothold in global markets, utilizing resources for participating companies such as sales planning, private-sector expertise, or capital resources up to \$15,000 toward export related expenses
- ✦ Trade Missions/Market Visits: Visit international markets as part of a team of like-minded Virginia companies. These trade missions include pre-planned business meetings and other services as needed such as language assistance, facilities coordination and networking receptions
- ✦ Market Research: Classification of products for export, due diligence and shipping data, etc.
- ✦ Global Network: More consultants located in more than 75 countries work to support Virginia's business community and increase international sales through matchmaking, personalized market research and additional services localized for each country
- ✦ Metro Export Report: [Download](#) latest report for Richmond Metro Area

Contact: Lee Sanderson, International Trade Manager, 804-545-5755, LSanderson@YesVirginia.org

