



January 23, 2023

The Honorable George L. Barker
Co-chair
Senate Finance and Appropriations
Committee
Pocahontas Building, Room E619
900 East Main Street
Richmond, Virginia 23219

The Honorable Janet D. Howell
Co-chair
Senate Finance and Appropriations
Committee
Pocahontas Building, Room E509
900 East Main Street
Richmond, Virginia 23219

The Honorable Delegate Barry D. Knight
Chair
House Appropriations Committee
Pocahontas Building, Room W1312
900 East Main Street
Richmond, Virginia 23219

RE: Report on Small to Mid-Size Existing Virginia Businesses Supported with International Trade Funding

Dear Chairs:

As required by Item 125 M.2 of Chapter 2 of the 2022 Acts of Assembly (the Budget), I am writing to provide an update on the small to mid-size existing Virginia businesses that have been supported with increased funding for VEDP's International Trade programs.

The Budget outlined that the initiatives funded through the increase for VEDP's International Trade programs needed to support an additional 55 small to mid-size existing Virginia businesses. As of December 31, 2022, VEDP had supported a total of 70 additional small to mid-size businesses with this funding. A list of the businesses supported by each initiative is provided below.

Expand International Market Research Capacity at VEDP

This initiative provides valuable international market research specific to each company's product or service. Businesses supported by this initiative received customized market research industry overviews, lists of potential customers, competitive analysis, and matchmaking services in over 120 countries.

The following 20 small to mid-size businesses were supported with funding for this initiative:

CargoSense (Reston)
Corbett Technology Solutions, Inc. (CTSI) (Chantilly)
Damon Company (Salem)
EZ Treat Corp. (Catlett)
Go Powertrain (Hinton)
Green Valley Nutrition (Charlottesville)
HemoSonics, LLC (Charlottesville)
Integrated Global Services, Inc. (No. Chesterfield)



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KMR Aviation Services (Lynchburg)
LetsDefend (Sterling)
Meadow Creek Dairy (Galax)
MicroAire Surgical Instruments LLC (Charlottesville)
Phaeton Solutions (Reston)
Qomplx (Tysons)
Silent Falcon (Front Royal)
Silverchair (Charlottesville)
Storied Goods (Roanoke)
Strong Cyber Solutions (Fairfax Station)
Vibrent Health (Fairfax)
Virginia Electronic Systems, Inc. (Virginia Beach)

Increase Capacity for VEDP-Supported Trade Missions and Trade Shows

As VEDP's International Trade programs expanded, Virginia businesses participated in international trade missions and trade shows to meet foreign customers and distributors. Businesses supported by this initiative exhibited at international trade shows that were added to VEDP's schedule of events.

The following 11 small to mid-size businesses were supported with funding for this initiative:

AccuTec Blades, Inc. (Verona)
Best Medical International (Springfield)
Caretaker Medical (Charlottesville)
eKare (Fairfax)
G2 Ops, Inc. (Virginia Beach)
Marine Acoustics (Arlington)
NAG Marine (Norfolk)
NOVA Power Solutions (Sterling)
Precise Portions (Norfolk)
Rivanna Medical, Inc. (Charlottesville)
SENTRY Products Group (Virginia Beach)

Launch a Comprehensive International Business Training Curriculum

The goal of this initiative is to build international business capacity for businesses across Virginia. Businesses supported by this initiative received training on a range of international business topics with presentations by industry experts.



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The following 39 small to mid-size businesses were supported with funding for this initiative:

Acuity International (Reston)
Advanced Simulation Technology, inc. (ASTi) (Herndon)
Aeroprobe Corporation (Christiansburg)
Aery Aviation (Newport News)
Alacran Consulting (Blacksburg)
Alchemco (Henrico)
AMSG (Dumfries)
AQ Transformer Solutions Inc. (Wytheville)
Ashbury Precision Ordnance MFG (Ruckersville)
Biomic Sciences, LLC (Charlottesville)
BluePrint Automation (Colonial Heights)
Cambridge International Systems, Inc. (Arlington)
Ceres Nanosciences, LLP (Manassas)
Cynalytica (Arlington)
Dimensional Concepts, LLC (Reston)
DZYNE Technologies (Fairfax)
Eco Africa Resource Group LLC (Triangle)
First Line Technology (Chantilly)
Flight Test Aerospace (Chantilly)
Global Dimensions LLC (Fredericksburg)
Harkness Screens USA Ltd (Roanoke)
International Trade and Technologies (IT&T) (Midland)
IP - Convergence Corporation (Arlington)
Jasper Yeast (Sterling)
Jeeva Informatics (Manassas)
MicroXact Inc (Radford)
PCCI, Inc. (Alexandria)
Phoenix Group (Chesapeake)
Potomac River Group LLC (Leesburg)
Prime Photonics, LC (Blacksburg)
Prism Maritime (Chesapeake)
Rendyr Inc. (Blacksburg)
Security Scholars (Virginia Beach)
Spire Collective (Troy)
Sumitomo Machinery Corporation (Chesapeake)
Synergy International Systems, Inc. (Vienna)
Viva Vita (Manassas)
Web Business Solutions, Inc. (Fredericksburg)
Zenith Aviation (Fredericksburg)



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We appreciate the funding received this year to continue the implementation of the Virginia International Trade Plan and look forward to continuing our work to deliver high-quality and valuable international trade services to Virginia businesses.

Sincerely,

DocuSigned by:

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Jason El Koubi
President and CEO