



Greater Washington Export Center

Detailed Analysis Review

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Project Review Timeline

- September, 2017
Greater Washington Export Center (GW Export Center) nominated for Economic Development Support Fund review
- January, 2018
Revised proposal for GW Export Center
- March – September, 2018
Staff review and analysis

Requested Investment by Fairfax County

- Requested a funding commitment of \$450,000
 - Three year commitment of \$150,000/annually
 - Contributions used for operations
 - Established as a 501-C-3 organization
- Annual budget projected at \$1,195,000 for GW Export Center
 - Fairfax County contribution would be 12.5% budget
 - Initial funding proportion 80% public / 20% private, with goal to transition to 50% / 50% over time

Mission of Greater Washington Export Center

“To accelerate global business growth for companies in the Greater Washington Region. We do this by providing one-on-one trade counseling, market research, global trade missions, peer group networking, and connections to 320+ world trade centers in 89 countries.”

Greater Washington Export Center Tasks

- Work with VEDP, Export DC and MD Dept of Commerce
- Counsel Greater Washington Area Companies to increase exports
- Expertise in “Going Global”, provide all trade services to qualified existing businesses
- Create Exporters RoundTable – Mentoring and Networking for export community

Staff Recommendation

- Do Not Recommend Investment
 - Project Criteria and Guidelines prohibits the use of ESDF funds for operations and maintenance
 - Lack of demonstrable financial participation by other regional entities
 - Potential service duplication with Virginia Economic Development Partnership – International Trade function