



**Visit by a Business and Economic Development Delegation
from
County of Kent to the New River Valley**

**Opportunities for Regional Companies
To
Gain Insight and Advice on Trading in the UK and the Europe**

Successful emerging through late-stage companies understand the value of robust dialogue and exploration in international markets. That's why we are excited to offer you a valuable opportunity to interact with a delegation of companies, government and economic development officials from Kent, England on April 30th in Blacksburg.

Sponsored by the newly created International Reciprocal Soft Landing Network program—a joint venture created by the New River Valley Economic Development Alliance and the Canterbury Enterprise Hub of the Southeast England Development Authority network- the primary purpose of this trip is to initiate a new program of business support and exchange between the Commonwealth of Virginia and partner companies in an exciting and growing market in England and Europe.

Last November, a representative from the International Reciprocal Soft Landing Network program traveled to the Kent region to meet with representatives of these delegation companies and with senior trade officials. During that visit, this distinguished group expressed a desire to begin a comprehensive dialogue with companies in our New River Valley. Representing a variety of industries including biotech, and advanced industrial technology, the senior level delegates want to meet with companies in our region that have a desire to trade in the United Kingdom and the European Union. The organizations represented by the delegation can provide in-country support and facilities to Virginia companies both in the UK and on the continent of Europe.

You are invited to attend a briefing on the opportunities and support available to Virginia companies in these markets and on the Reciprocal Soft Landing Project. Additionally, you can discuss your specific needs and goals one on one with the trade delegates; and ask them for specific assistance when they return to the UK.

Where: Inn at Virginia Tech (specific room location TBA)
When: Wednesday, April 30 from 9:30 to noon (9:30-11:00 briefing only)
Reservations: Call or email the NRV Alliance (ph) 540-267-0007 or
email: ddenny@nrvalliance.org