

AIM Program at a Glance July 2010 and January 2011 classes

July 2010 Class	January 2011 Class	Participant Commitment	VEDP Contribution	Eight Export Specialists Contribution
12 months July 1, 2010 class begins	12 months January 1, 2011 class begins	Est. \$5,000 for non-refundable travel and other export related expenses	\$5,000 for refunds of export expenses Press Release Free AIM research On-going Scott Kennedy	Active Media Online Marketing Allegheny Brokerage Compliance Capstone Strategic Research CV International Freight LeClair Ryan Legal Services Piascik & Associates Taxes SunTrust Bank Finance TNB Language Translation
July 22, 2010 Orientation Meetings Richmond	Jan. 2011 Orientation Meetings Richmond	Attend full day event 8:30am --6:00 pm Richmond	Resource overview Free meals, hotel discounts	Free export seminar
Aug. 2010 Pre-travel planning	Feb. 2011 Pre-travel planning	Pre-travel meeting at your facility	Free customized planning & guidance on-going E. Morgan-Brown	Pre-travel help as needed. Three hours pro-bono for projects initiated during AIM
Fall 2010 Travel to market	Spring 2011 Travel to market	Travel to target market via a VEDP market visit	Discounted in-country matchmaking rates on-going E. Morgan-Brown	On-going help as needed. Three hours pro-bono for projects initiated during AIM
January, 2011 Mid-term Meetings Richmond	July 2011 Mid-term Meetings Richmond	Day 1-Attend half day event Noon- 6:00 pm Richmond	Free counseling Free meals, plus hotel discounts	Free counseling session with all eight Service Providers
January, 2011	Jan. 22, 2011	Day 2-Optional seminar 2:00-6:00 pm Richmond	Free meals, plus hotel discounts	Free export seminar
Feb 2011 Post-travel planning	Aug. 2011 Post-travel planning	Post-travel meeting at your facility	Free customized planning & guidance on-going E. Morgan-Brown	Post-travel help as needed. Three hours pro-bono for projects initiated during AIM
Oct. 14, 2010 VACWT Richmond Training	Oct. 2010 VACWT Training TBD	Attend the one day conference	Free AIM/VALET networking event, plus hotel discounts	Various Prizes
July, 2011 Graduation	Jan. 2011 Graduation	Graduation Luncheon 11:45-1:45	Award, certificate, meals, plus hotel discounts	Various discounts after graduation