

APPENDIX K. PORT OF VIRGINIA PRESENTATION



BUILDING THE CAPACITY FOR GREATNESS



CATALYSTS FOR COMMERCE: FY 2019



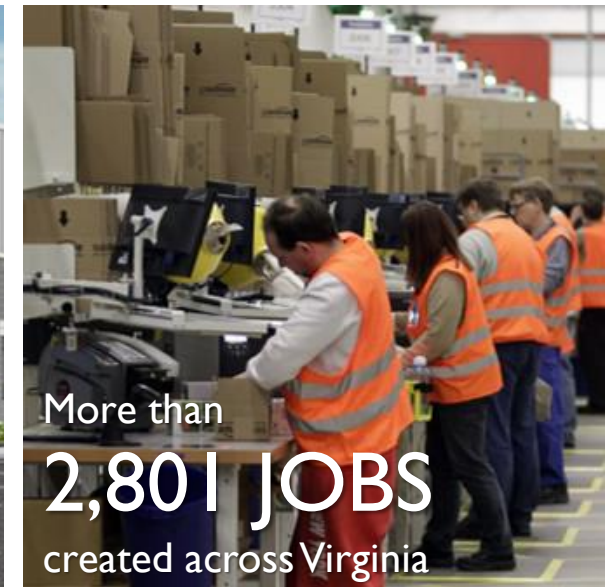
45 BUSINESSES
announced they were locating or
expanding their business in Virginia



More than
3,000,000 SQUARE FEET
built or under development



More than
\$2.0 BILLION
invested across Virginia



More than
2,801 JOBS
created across Virginia





Ocean Carrier Consolidation

90% of cargo moving through The Port of Virginia is carried by the three major alliances.



Infrastructure

Larger Vessels require more on-terminal resources on land and deeper and wider shipping channels.



West Coast Diversification

Increasing numbers of businesses are diverting cargo to the US East Coast to reduce risks to supply chains.

Industry Challenge:

To remain competitive, ports must be able to move cargo safely, swiftly, and sustainably inside – and outside – their gates.

WE HAVE A HISTORY OF WELCOMING BIG SHIPS

A 69% increase in size in under five years.

2014: 8,500 TEUs

2015: 9,000 TEUs

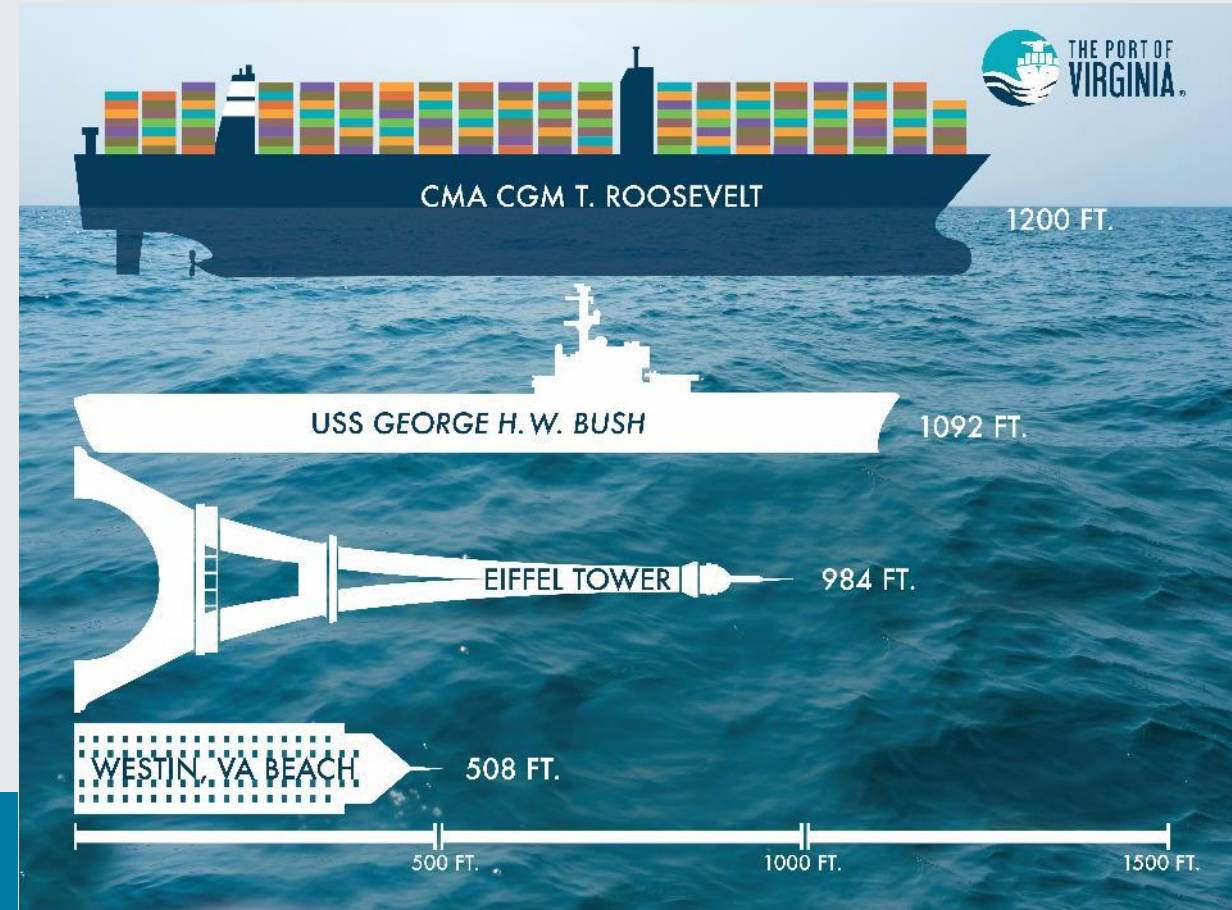
2016: 10,500 TEUs

2017 (May): 13,098 TEUs

2017 (July): 13,300 TEUs

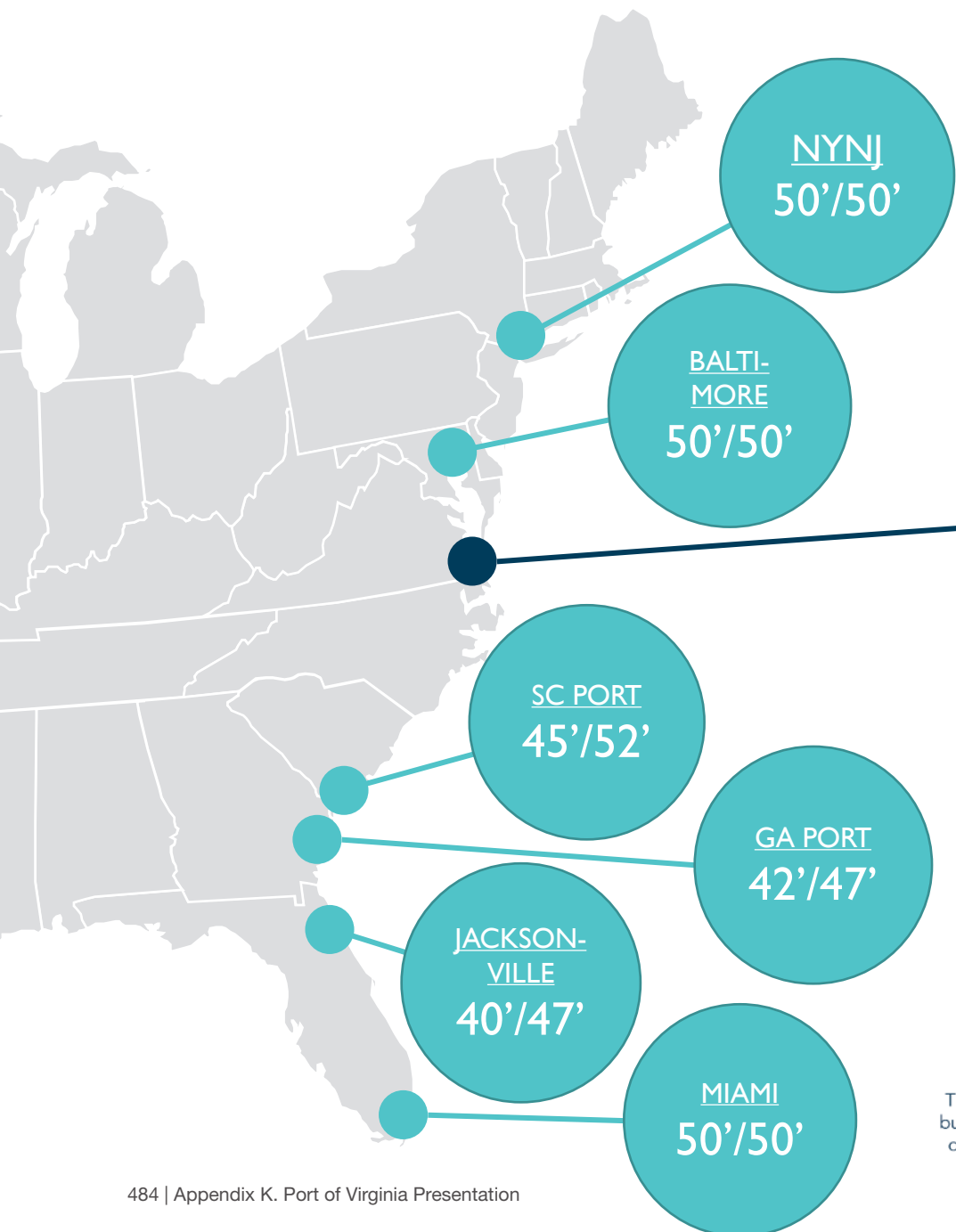
2017 (Aug): 14,400 TEUs

2019 (May): 15,300 TEUs



EAST COAST PORT DEPTHS

By 2025, The Port of Virginia will be the only port of the US East Coast with a 55+’ channel depth.



THE PORT OF VIRGINIA®

50' / 55+'



NOV '17

The governor-elect's proposed budget includes the cost for the dredging project's preliminary engineering and design



MAY '18

The Virginia Legislature approves \$350 million for the project's engineering, design and construction



JUN '18

The U.S. Army Corps of Engineers gives its final approval for it to move ahead



EARLY '20

Construction on deepening the channel to 55 feet and widening in certain areas begins*



EARLY '25

The dredging work is complete, and Virginia is home to the deepest port on the U.S. East Coast*

Connect Central Virginia 2045*
*Assumed schedule



SIX TERMINALS. UNLIMITED POSSIBILITIES.





286,000 NEW JOBS ACROSS THE STATE
\$38 BILLION IN SPENDING
\$1.1 BILLION IN NEW STATE & LOCAL TAXES

**1,000,000 ADDITIONAL
CONTAINERS ANNUALLY**



RICHMOND MARINE TERMINAL (RMT)

MULTI-DIMENSIONAL
CARGO FACILITY

- BREAKBULK
- CONTAINERS

ACREAGE: 121

3X WEEKLY BARGE SERVICE

DEPTH: 34 FT

CARLOAD RAIL SERVICE VIA CSX
AND NORFOLK SOUTHERN

ON-TERMINAL
WAREHOUSE SPACE

DIRECT INTERSTATE ACCESS

Connect Central Virginia 2045



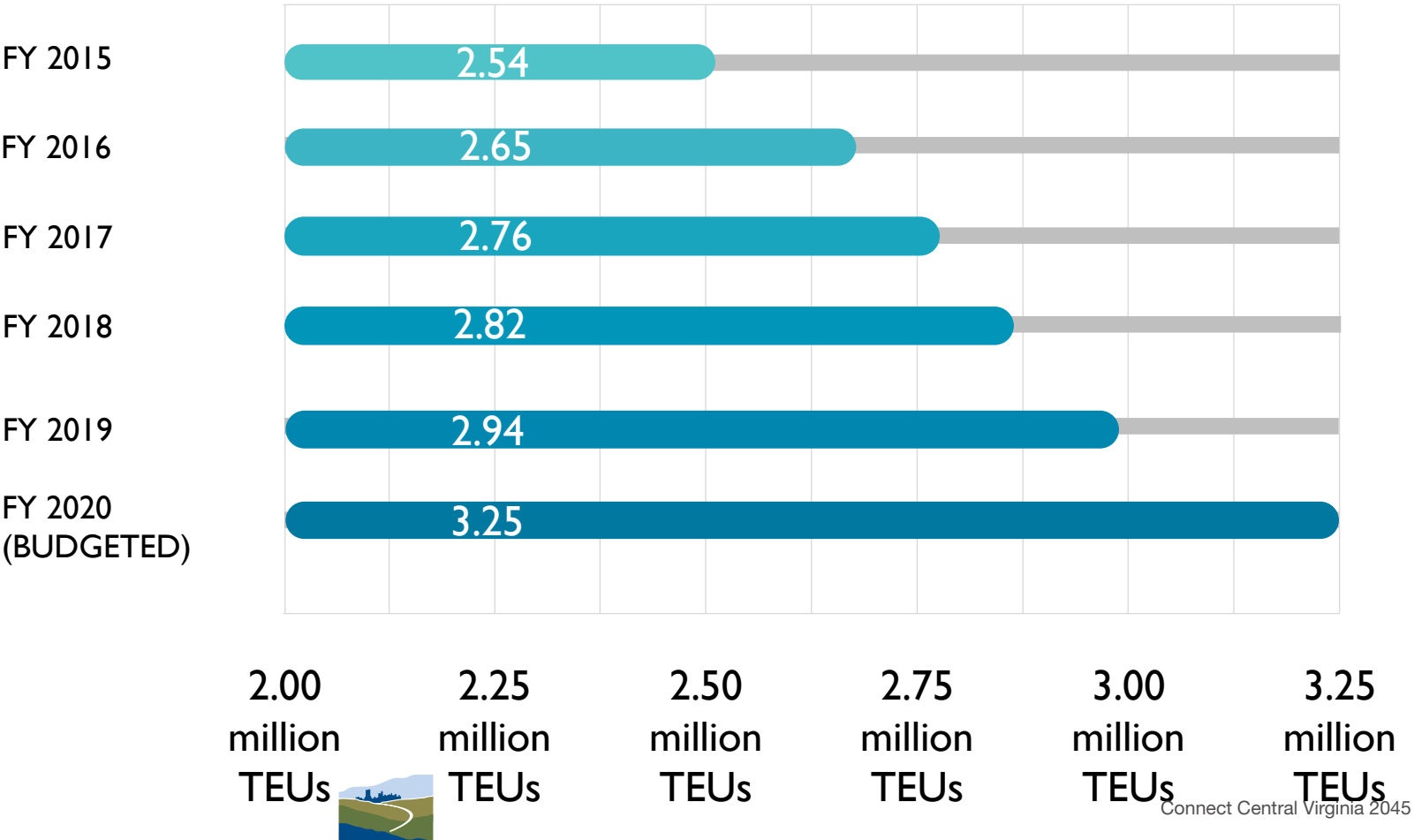
In 2018, we received \$15.5 million in federal grant dollars to **double rail capacity at our Virginia Inland Port**, add equipment, and build a **new highway bridge grade separation**.

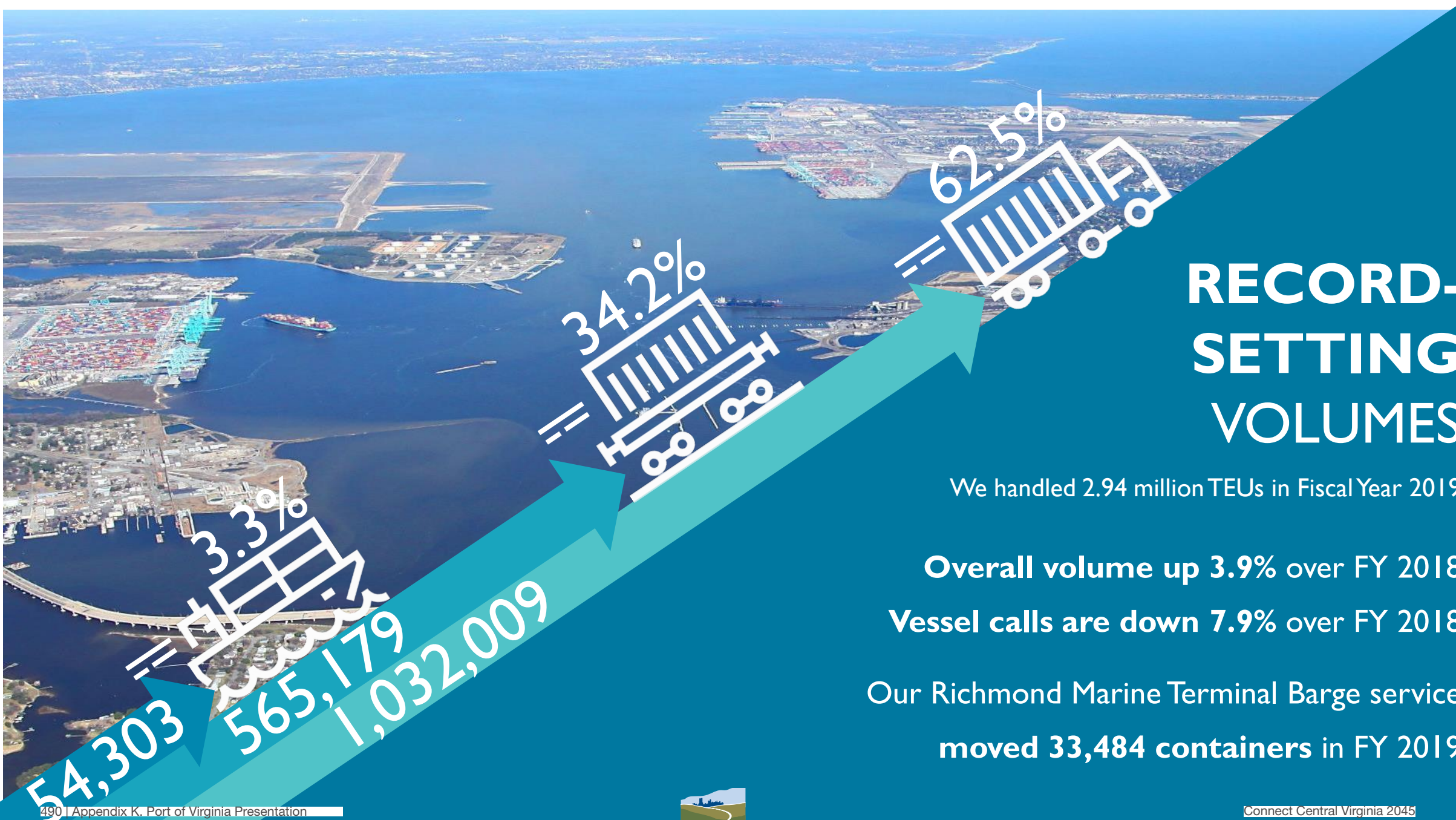




RECORD-SETTING VOLUMES

We are handling more than 400,000 TEUs more than we did in FY2015 – a 15% increase.





RECORD-SETTING VOLUMES

We handled 2.94 million TEUs in Fiscal Year 2019

Overall volume up 3.9% over FY 2018

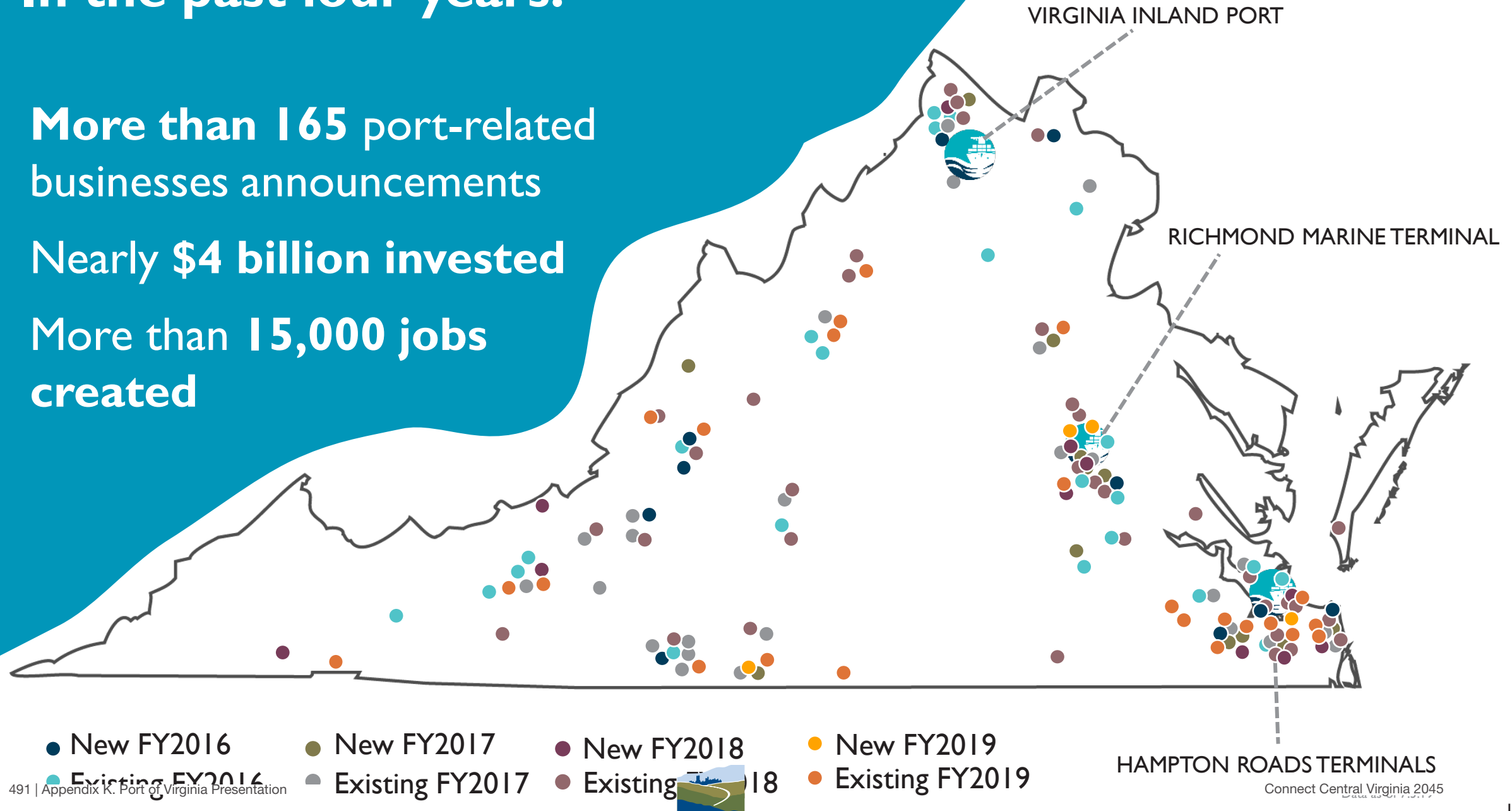
Vessel calls are down 7.9% over FY 2018

Our Richmond Marine Terminal Barge service
moved 33,484 containers in FY 2019



In the past four years:

- **More than 165** port-related businesses announcements
- **Nearly \$4 billion** invested
- **More than 15,000 jobs** created



THE PORT OF VIRGINIA BY THE NUMBERS

We move cargo more swiftly, safely, and sustainably.



5,500 TRUCK MOVES PER DAY



APPROXIMATELY
1,500 RAIL MOVES PER DAY



150 BARGE MOVES
PER DAY



Together We Can...

Create Economic Opportunity

Improve Velocity of Freight to Markets

Enhance Rail and Highway System Performance

Integrate Freight into Regional Plans

Increase Intermodal Connections

WE ARE VIRGINIA'S GLOBAL GATEWAY.™



THE PORT OF
VIRGINIA

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Stewards of Tomorrow®



