



THE PORT OF
VIRGINIA

WEDA Eastern Chapter Annual Meeting October 12, 2011



THE PORT OF VIRGINIA Mid Atlantic U.S. Location



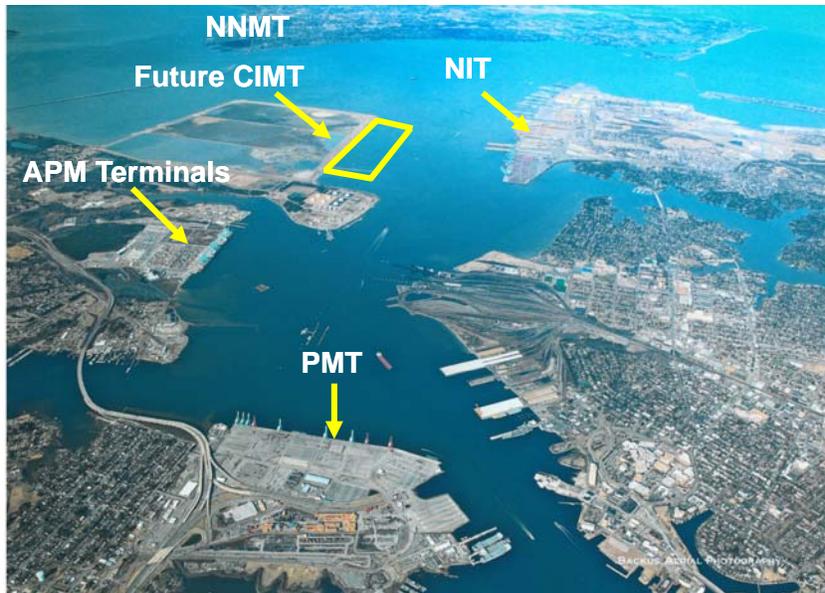
The Port of Virginia is within a day's drive of two-thirds of the U.S. population



Virginia Port Authority Reporting Structure



Cargo Terminals Hampton Roads Harbor





Norfolk International Terminals



Portsmouth Marine Terminal





APM Terminals Virginia

Leased to the VPA, Operated by VIT, Inc.

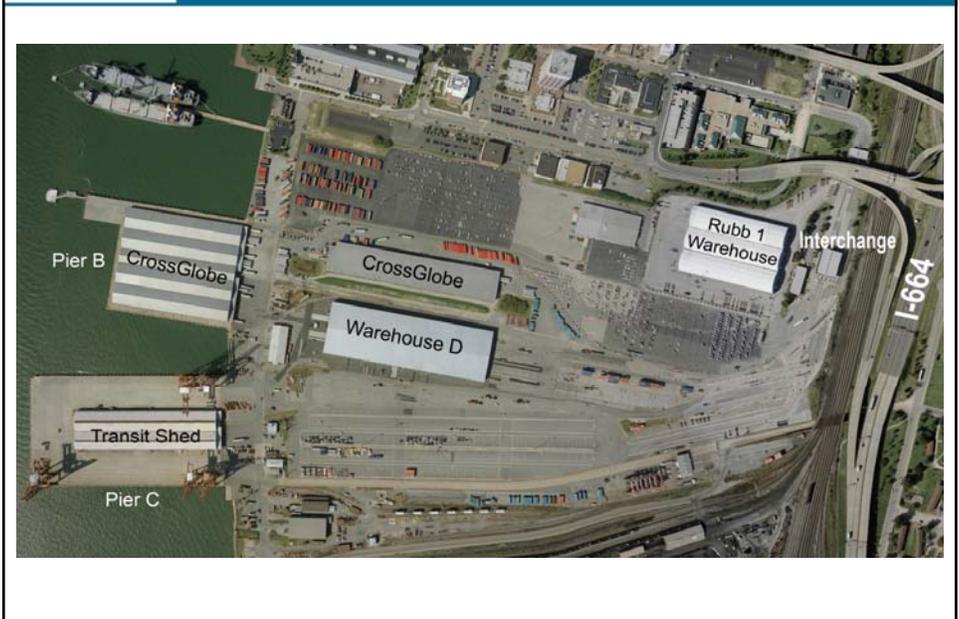


Phase 1 – Sept. 2007
Total Acreage: 230
Pier Length: 3,200 ft
Depth: 55 ft
Cranes: 6
Capacity: 1 Million TEUs
Cost: \$500 Million
CSX and NS Served

On-dock rail: 40 acre yard, six rail tracks, expandable to 12



Newport News Marine Terminal





Virginia Inland Port

- Five-day-a-week rail service between the VIP and the Hampton Roads marine terminals
- Within 1 mile of Interstate 66 and within 5 miles of Interstate 81



Port of Richmond





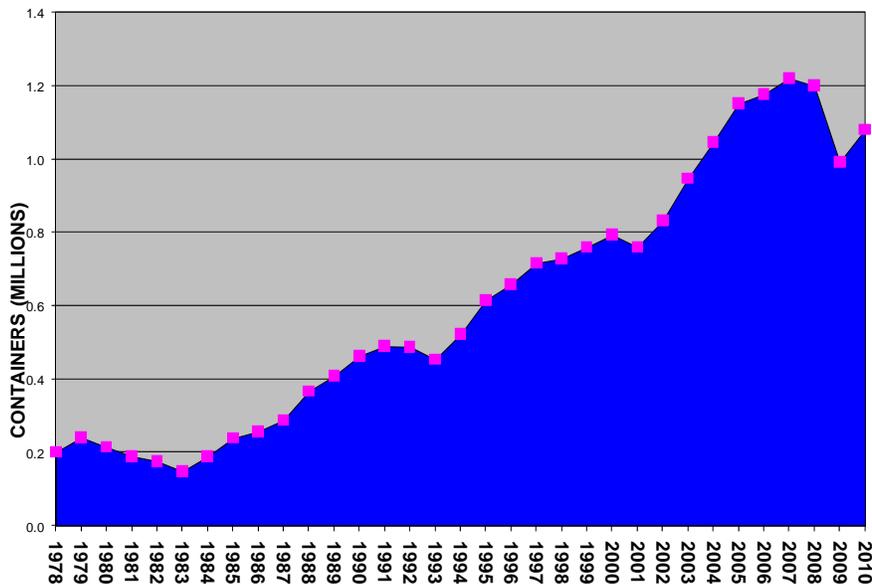
James River Barge Line – 64 Express



- Weekly calls between the Port of Virginia and the Port of Richmond
- Calls at NIT and APMT
- Door service availability
- Green transportation alternative



Historic Port Performance





2010 Top 10 U.S. Ports

Rank	Port	TEUs	U.S. Market Share
1	Los Angeles	7,831,902	20%
2	Long Beach	6,263,499	16%
3	New York/New Jersey	5,292,025	14%
4	Savannah	2,825,179	7%
5	Oakland	2,330,214	6%
6	Seattle	2,139,577	6%
7	The Port of Virginia	1,895,018	5%
8	Houston	1,812,268	5%
9	Tacoma	1,455,466	4%
10	Charleston	1,364,504	4%



2010 Top 10 U.S. East Coast Ports

Rank	Port	TEUs	U.S. East Coast Market Share
1	New York/New Jersey	5,292,025	35%
2	Savannah	2,825,179	19%
3	The Port of Virginia	1,895,018	13%
4	Charleston	1,364,504	9%
5	Jacksonville	856,636	6%
6	Miami	844,996	6%
7	Port Everglades	798,150	5%
8	Baltimore	610,918	4%
9	Wilmington (NC)	265,074	2%
10	Palm Beach	216,967	1%



2010 Top Trading Partners

EXPORT	IMPORT
China	China
Germany	Germany
Belgium	India
Netherlands	Brazil
Indonesia	Italy
India	Indonesia
Brazil	Netherlands
Japan	Belgium
United Kingdom	France
Saudi Arabia	Vietnam



2010 Top Customers

Export	Import
Meadwestvaco	Target
Archer Daniels Midland	Wal-Mart
Weyerhaeuser	Home Depot
Domtar Paper	Red Bull
E I DuPont De Nemours	Lumber Liquidators
Surface Deployment & Distribution	QVC
Honeywell	Cost Plus
America Chung Nam	Lowe's
Army & Air Force Exchange	Hooker Furniture
Fornazor International	Family Dollar Stores



Intermodal Gateway

Nearly 1.9 Million TEUs moving over the Port in 2010 were transported by:



4% Barges



28% Rail

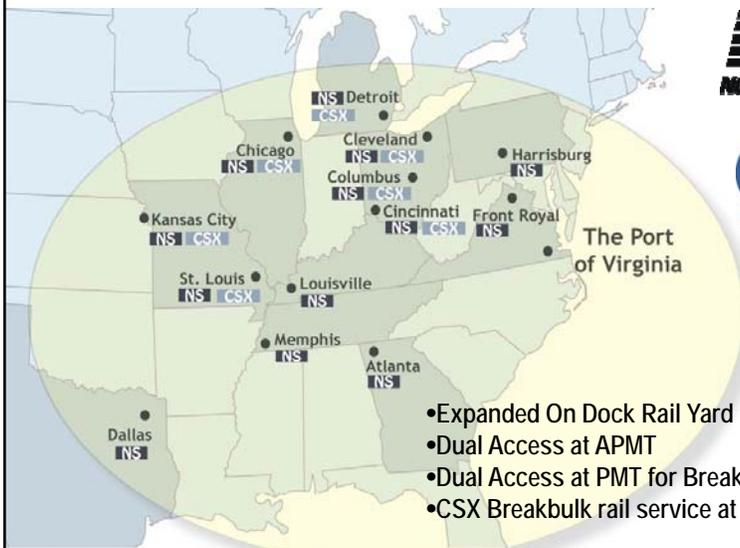


68% Trucks

Source: Terminal Operator CY2010

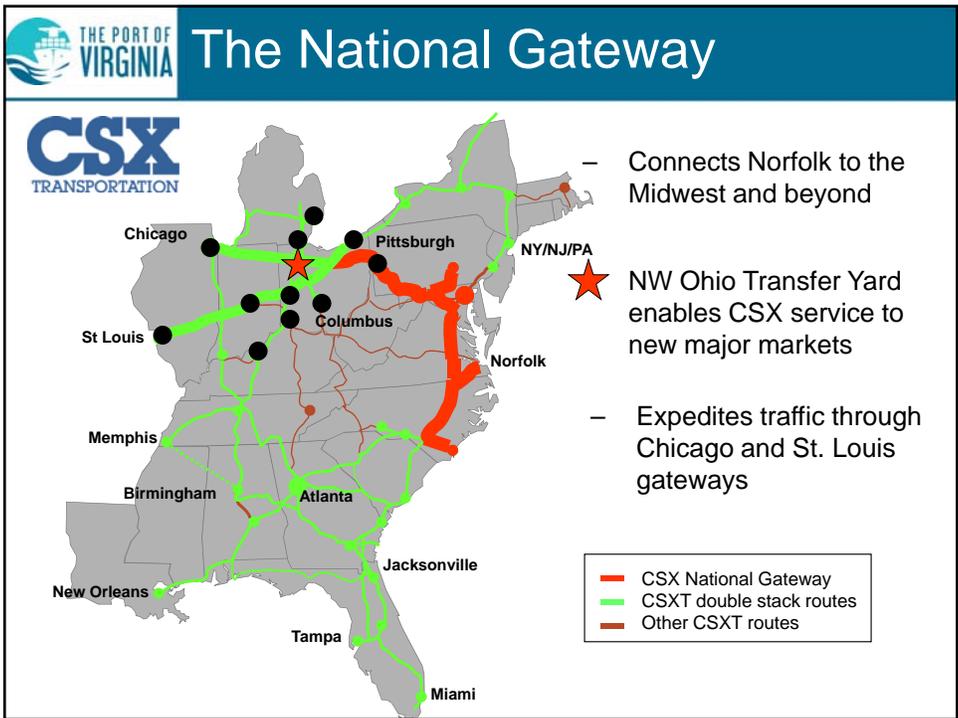
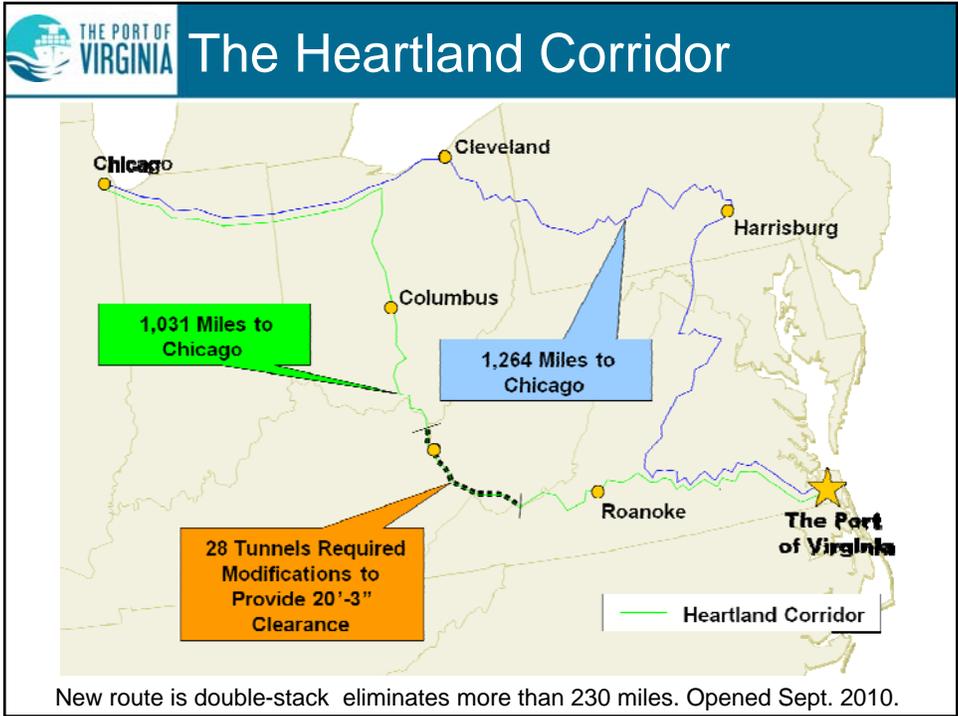


Rail Gateway to the Midwest Served by Two Class 1 Railroads



- Expanded On Dock Rail Yard at NIT
- Dual Access at APMT
- Dual Access at PMT for Breakbulk and/or RoRo
- CSX Breakbulk rail service at NNMT

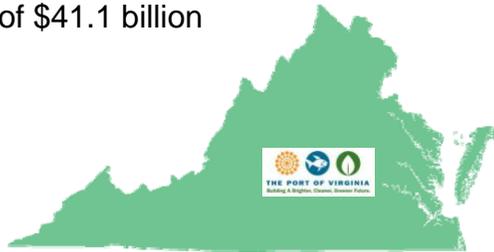
Higher Percentage of Railed Cargo Than Other U.S. East Coast Ports





Economic Impact of the Port of Virginia on the Commonwealth

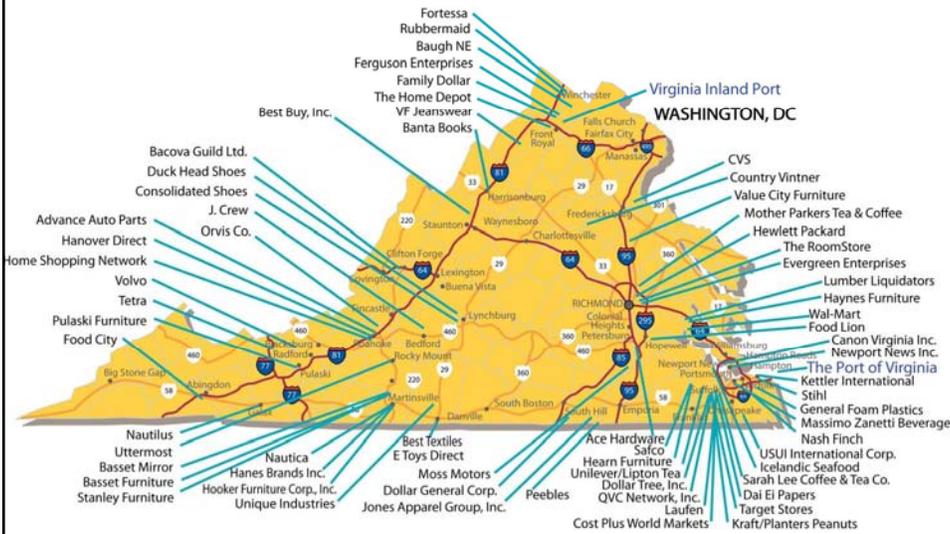
- 343,000 Jobs
- Employee compensation of \$13.5 billion
- Local income, sales, and real property of \$1.2 billion
- Total revenues of \$41.1 billion



FY 2006 Virginia Economic and Fiscal Impacts of Virginia Port Authority Operations, The Mason School of Business Compete Center, January 2008



Selected Distribution Facilities Using The Port of Virginia





Panama Canal vs. Suez Canal



CMA CGM Figaro



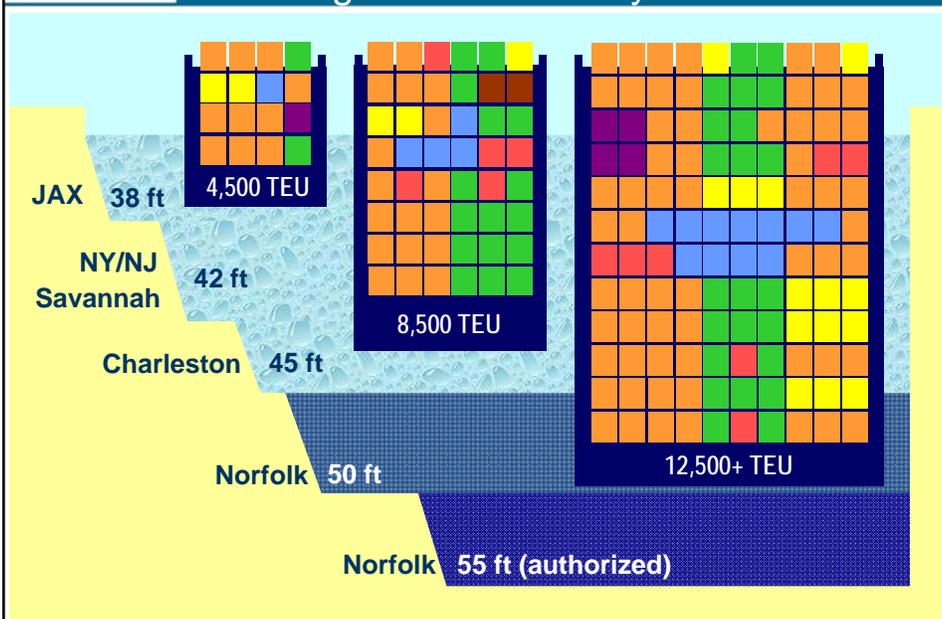
- 8500 TEUs
- Approx. 1,100 feet long
- 17 containers across
- Larger than a Nimitz-class aircraft carrier
- Vessels of this size regularly call on The Port of Virginia
- Our channels and terminals can handle these vessels fully loaded unlike any other port on the East Coast



MSC Bruxelles – 9,200 TEUs



Only The Port of Virginia Can Handle The Largest Vessels Fully Loaded





Current Environmental Programs



- On-terminal storm-water retention & treatment
- Electric powered ship to shore gantry cranes
- New lighting systems minimize light pollution
- Sound walls minimize noise pollution

Hybrid & ultra low emission locomotives to shunt intermodal rail cars throughout our on-dock rail yard

*"GO"
program:
Voluntary
diesel
retrofit
program*

+



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The Port of Virginia

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THE Port of VIRGINIA

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