



THE PORT OF
VIRGINIA

Commercial Update
Board of Commissioners

Session 356

January 2014

THE Port OF VIRGINIA

Mr. Tom Capozzi
Chief Commercial Officer



2014 Fiscal Year, July-December

	FY2014	FY2013	%Change
<i>Total TEUs</i>	1,169,257	1,111,160	+5.2
Export TEUs	618,963	594,595	+4.1
Import TEUs	550,294	516,565	+6.5
<i>B/B Tonnage</i>	172,287	184,382	-6.6
<i>Vehicles</i>	15,198	21,554	-29.5
<i>Total Rail Containers</i>	226,003	206,056	+9.7
<i>VIP Containers</i>	17,508	16,866	+3.8
<i>Total Barge Containers</i>	24,575	29,985	-18.0
<i>Truck Containers</i>	419,168	401,570	+4.4

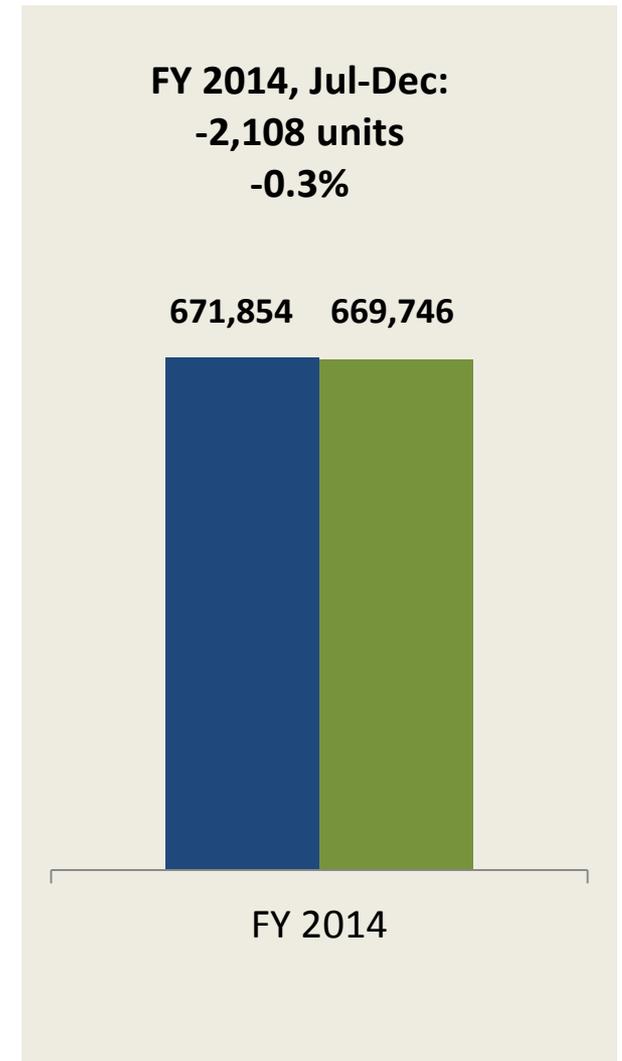
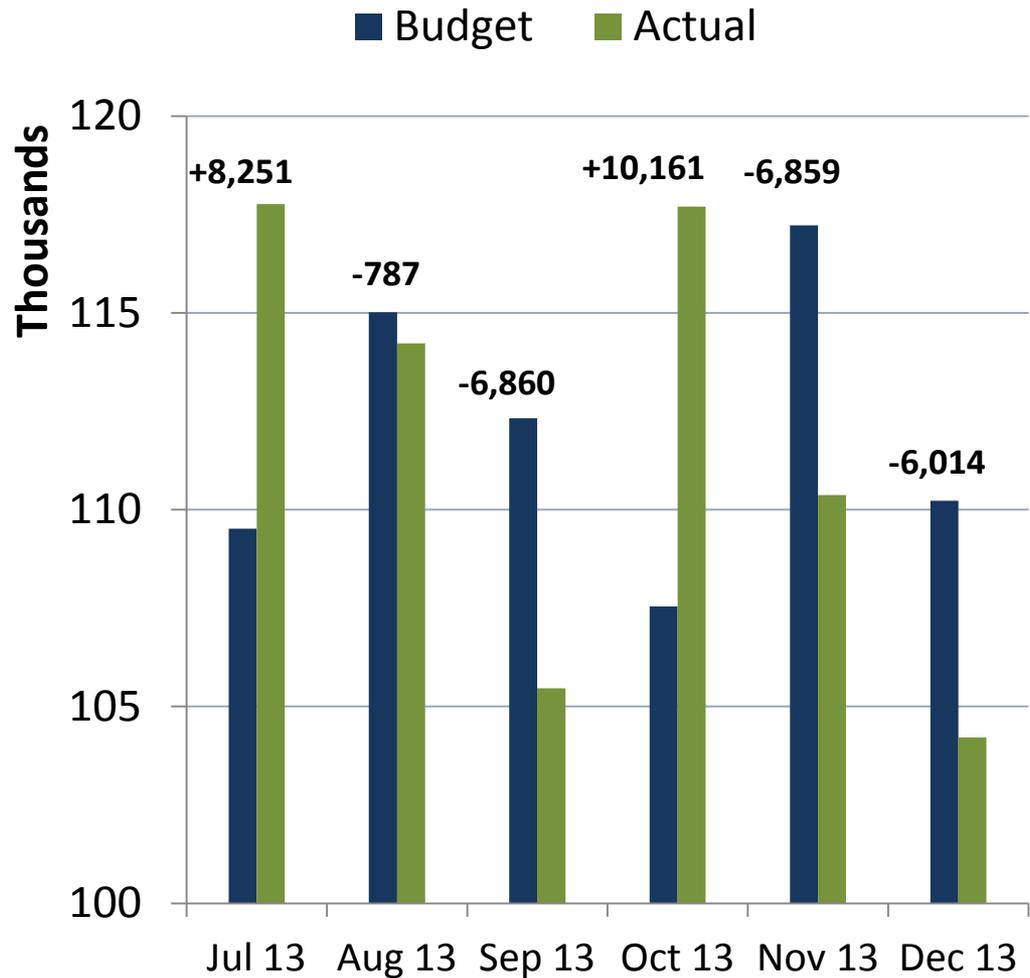
Source: Terminal Statistics

2013 Calendar Year, January-December

	CY 2013	CY 2012	%Change
<i>Total TEUs</i>	2,223,532	2,105,887	+5.6
Export TEUs	1,187,231	1,132,376	+4.8
Import TEUs	1,036,301	973,511	+6.4
<i>B/B Tonnage</i>	336,060	372,144	-9.7
<i>Vehicles</i>	28,178	40,031	-29.6
<i>Total Rail Containers</i>	430,894	385,804	+11.7
<i>VIP Containers</i>	32,179	34,306	-6.2
<i>Total Barge Containers</i>	48,104	54,659	-12.0
<i>Truck Containers</i>	795,913	769,359	+3.5

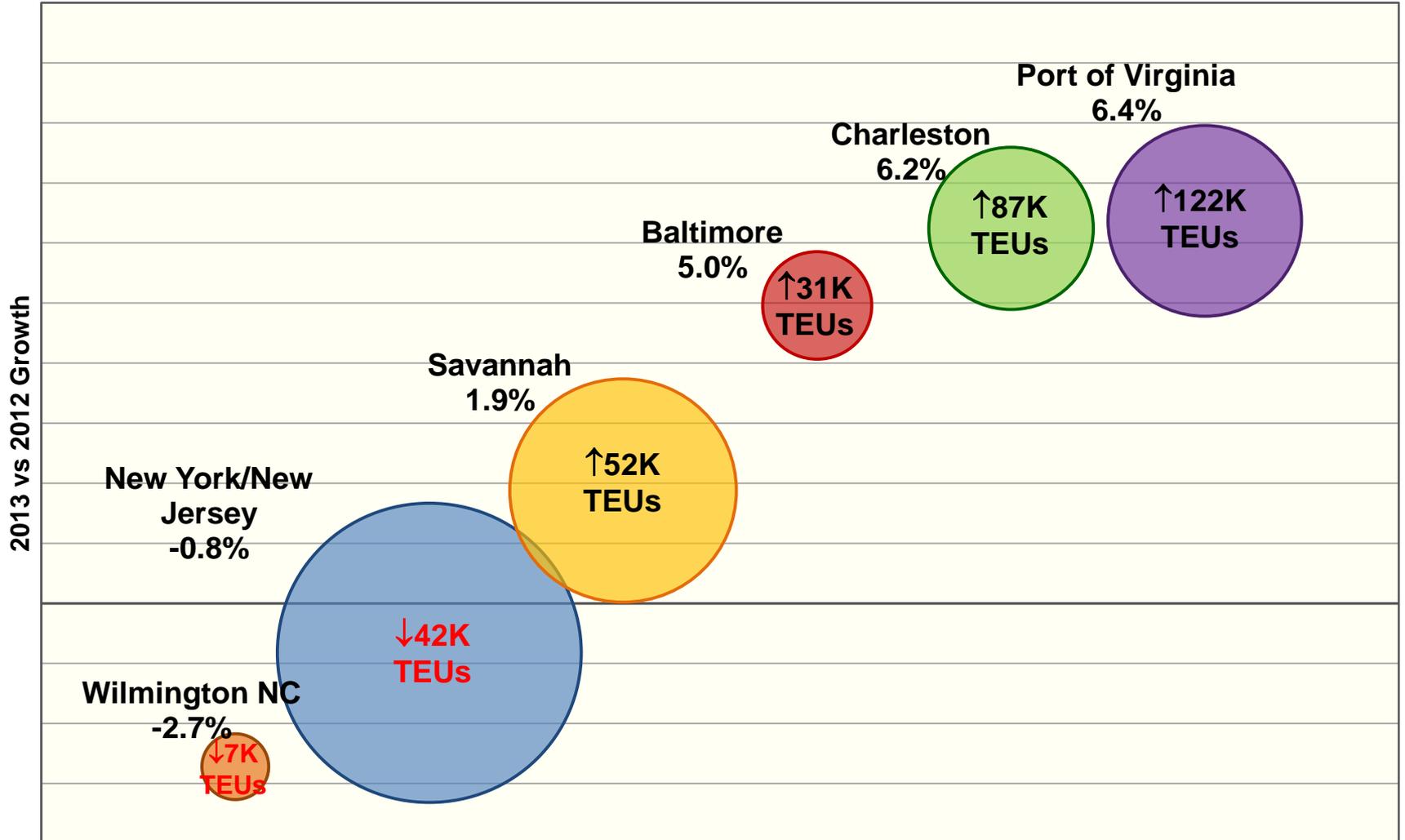
Source: Terminal Statistics

Container Units Budgeted vs. Actual, FY 2014



Major USEC Ports Growth

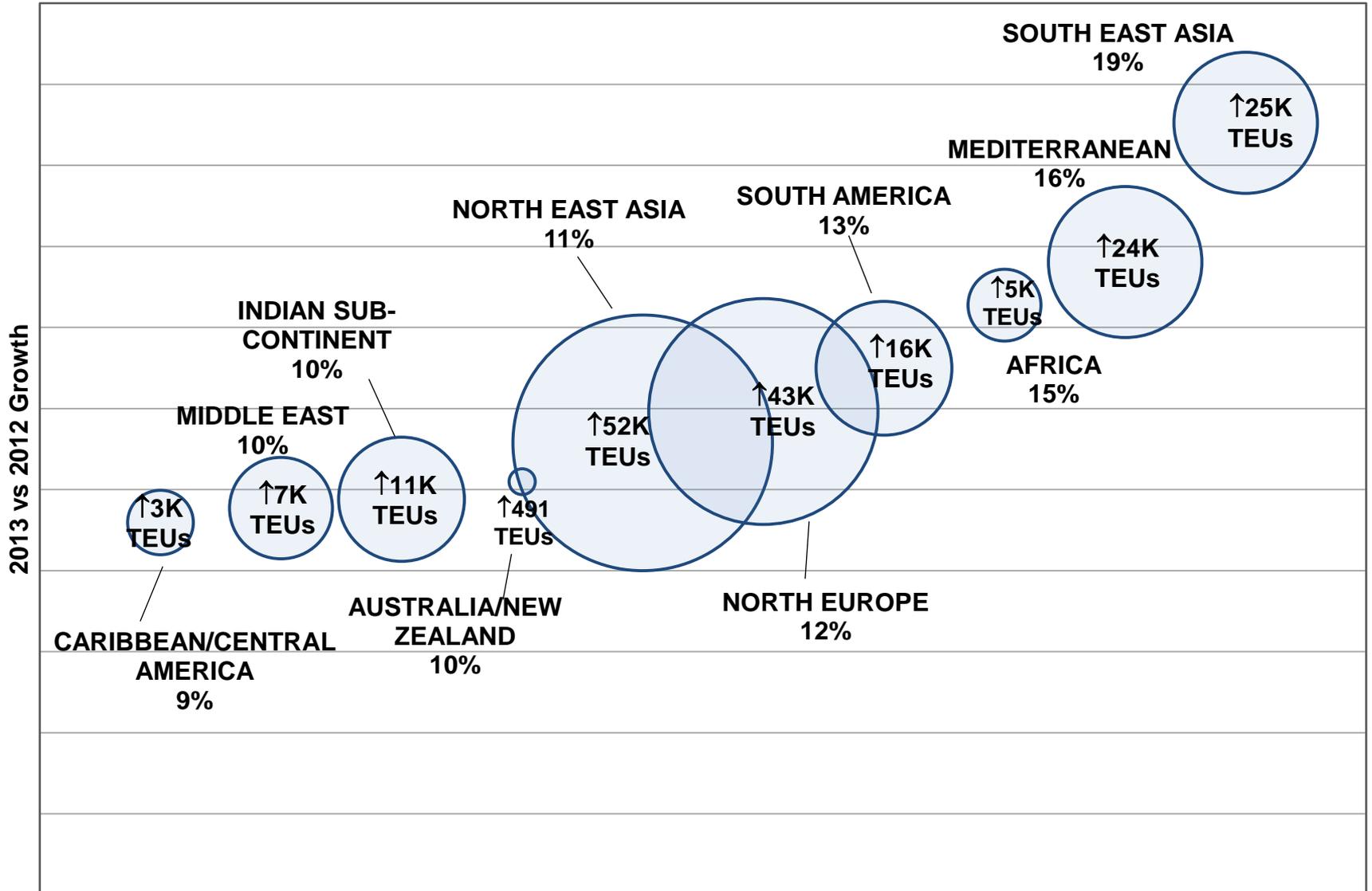
Growth: Jan-Nov, 2013 vs. 2012;
Size: CY 2013 YTD Total TEUS; Source: AAPA



Port of Virginia Growth by Tradelane

Growth: Jan-Nov, 2013 vs. 2012;

Size: Jan-Nov 2013 Loaded TEUs; Source: PIERS



- 2 New Ocean Carrier Services
 - G6 CEC service
 - Last-out
 - 7,500 TEU vessels
 - Zim ZCP
- G6 Asia Service Realignment
 - POV gets 5 of 6 calls
 - POV gets 2 last-out and 1 first-in

Cargo Growth Drivers

• Exports	TEUS
– Soybeans	+12,709
– Wood pulp	+ 7,290
– Field seeds/bulbs	+ 4,489
– Woodenware	+ 3,554
– Auto parts	+ 3,310
• Imports	
– Furniture	+ 5,518
– Plastics	+ 3,391
– Fabrics/Cotton	+ 2,559
– Grocery Products	+ 2,552
– Fruits	+ 2,270

Jan-Sep, 2013 vs 2012 Growth



Economic Development Announcements



New Ridge

- Chinese furniture manufacturer and IKEA supplier Liaoyang Ningfeng Woodenware Co. Ltd. will invest \$2.1 million to establish its first U.S. operations, New Ridge LLC, in Smyth County, VA
- The new venture will create 125 jobs in the area
- Virginia successfully completed against Kentucky, Tennessee and West Virginia



辽阳宁峰木业有限公司

LIAOYANG NING FENG WOODENWARE CO.,LTD.

Zeyuan Flooring

- A Chinese floor manufacturer will invest \$15 million to open a 40,000 square foot flooring factory in Danville, VA
- Zeyuan Flooring International Corp. is opening its first U.S. manufacturing facility and is expected to create 100 jobs over three years
- Products will be exported to Canada, Europe and other countries, and sold throughout the U.S.

Lumber Liquidators

- Lumber Liquidators, the largest specialty retailer of hardwood flooring in North America, will invest more than \$60 million in expanding its presence in Virginia
- The company plans to create 250 jobs in Virginia during the next three years through the augmentation of its corporate and manufacturing operations. The company is also consolidating its East Coast distribution operations in Henrico County that will allow for the retention of 500 jobs in Virginia



CY 2013 Announcements



辽阳宁峰木业有限公司
LIAOYANG NING FENG WOODENWARE CO.,LTD.

Total Announcements: **42**

Total Square Feet: Over **4.6** million

Total Jobs Created: Over **4,099**

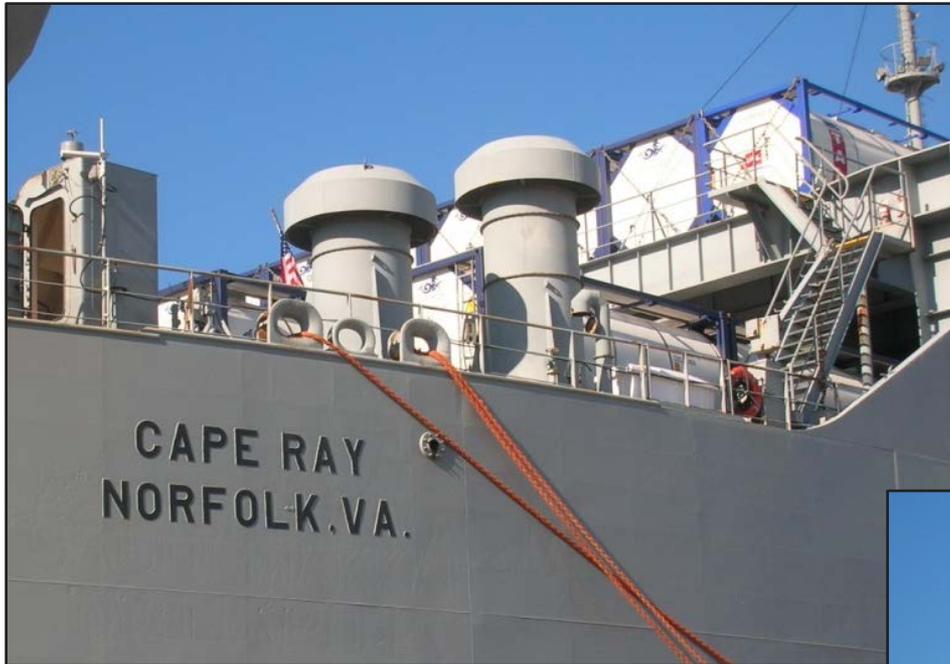
Total Investment: Over **\$1.2** billion

MV Cape Ray



January 13, 2014 at NIT

MV Cape Ray



- Worked at NIT
- Headed for Syria
- Will destroy chemical weapons





THE PORT OF
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Thank you

