THE PORT OF VIRGINIA

Board of Commissioners

Session 357

March 25, 2014

Commercial Update

Mr. Tom Capozzi
Chief Commercial Officer

2014 Fiscal Year, July-February

	FY2014	FY2013	%Change
Total TEUs	1,516,052	1,439,316	+5.3
Export TEUs	804,921	770,994	+4.4
Import TEUs	711,131	668,322	+6.4
B/B Tonnage	226,150	238,534	-5.2
Vehicles	21,681	28,069	-22.8
Total Rail Containers	291,803	267,729	+9.0
VIP Containers	22,586	22,274	+1.4
Total Barge Containers	32,449	38,157	-15.0
Truck Containers	544,008	519,030	+4.8

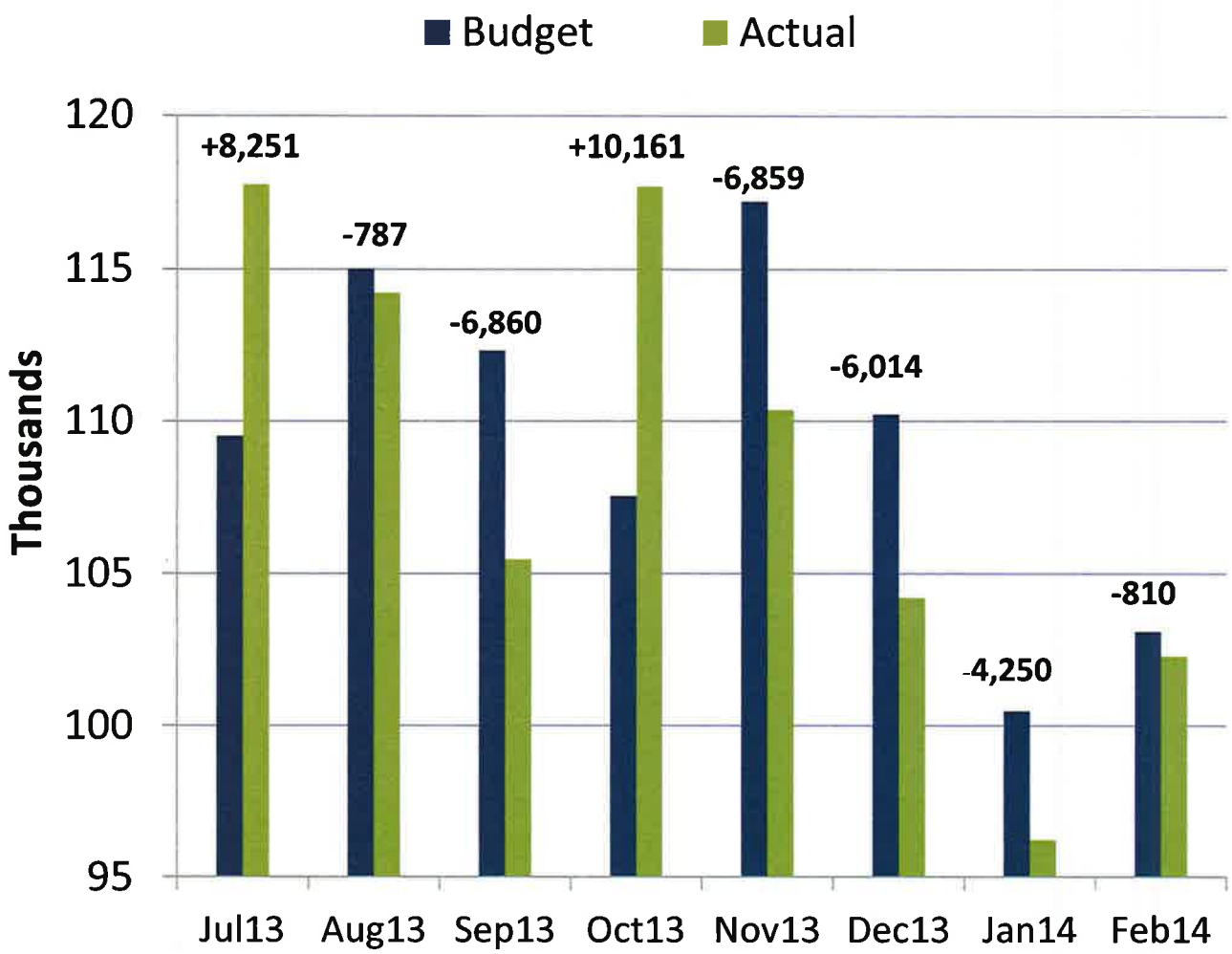
Source: Terminal Statistics

2014 Calendar Year, January-February

	CY 2014	CY 2013	%Change
Total TEUs	346,795	328,157	+5.7
Export TEUs	185,958	176,399	+5.4
Import TEUs	160,837	151,758	+6.0
B/B Tonnage	53,863	54,152	-0.5
Vehicles	6,483	6,515	-0.5
Total Rail Containers	65,800	61,673	+6.7
VIP Containers	5,078	5,408	-6.1
Total Barge Containers	7,874	8,172	-3.6
Truck Containers	124,840	117,459	6.3

Source: Terminal Statistics

Container Units
Budgeted vs. Actual, FY 2014



Ocean Carrier Developments

CKYH-E

- Evergreen joins CKYH Alliance
- CKYHE announces AWE-8 service to start in May
- Connects Asia to USEC via Suez
- 8,000 TEU vessels
- NY, Norfolk, Savannah rotation

- CKYHE suspends the AWE-5 service
- Connected Asia to USEC via Panama
- 4,000-4,800 TEU vessels
- Savannah, New York, Wilmington, Charleston rotation

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Economic Development Announcements

Anord

- Anord is an Ireland-based company that makes switchgear equipment and other infrastructure for data centers
- They plan to open their first U.S. operation in Henrico County, creating around 99 jobs over the next 3 years

ANORD
ENERGY UNDER CONTROL

Kayser- Roth

- Sock and hosiery manufacturer Kayser-Roth Corp. has begun an expansion of its facility in Asheboro, NC
- The expansion is expected to add a total of 100 new jobs in the Triad
- The project represents a $28 million investment

Kayser-Roth Corporation

an affiliate of THE GOLDEN LADY GROUP

Kilgour Industries Ltd

- Kilgour Industries Ltd, a UK-based supplier of aircraft airframe and engine machined products will invest $27.3 million in its first U.S. operation in Henry County and create 155 new jobs
- Virginia successfully competed against Florida, Michigan, North Carolina and South Carolina for the project

Mercury Paper

- Mercury Paper announced it is expanding its Strasburg operations. Mercury Paper manufactures Fiora toilet paper and paper towels for Winchester-based Oasis Brands
- Mercury Paper is investing $25 million into expanding its operations that will create 96 jobs by early 2015

Alternative Site Framework (ASF)

- Last spring, Port of Virginia, which is the grantee of FTZ 20, applied to the U.S. Department of Commerce's Foreign-Trade Zones Board to reorganize the zone under the Alternative Site Framework (ASF) option. The ASF designation streamlines the process for companies applying for FTZ status
- Existing and new companies within FTZ 20 service area can obtain FTZ site designation within 30 days of receipt of the application by the FTZ Board
- The Port of Virginia's request to reorganized was officially approved on February 28th