



**THE PORT OF
VIRGINIA**

**Marketing/ Business Development
Committee Presentation**

Board of Commissioners

Session 354

September 24, 2013

THE Port OF VIRGINIA

**Mr. Tom Capozzi
Chief Commercial Officer
Virginia International Terminals LLC**

2014 Fiscal Year, July-August

	FY 2014	FY 2013	%Change
<i>Total TEUs</i>	403,466	369,042	+9.3
Export TEUs	206,945	193,189	+7.1
Import TEUs	196,521	175,853	+11.8
<i>B/B Tonnage</i>	79,637	49,808	59.9
<i>Vehicles</i>	6,094	4,823	+26.4
<i>Total Rail Containers</i>	78,081	67,469	+15.7
<i>VIP Containers</i>	5,062	5,793	-12.6
<i>Total Barge Containers</i>	9,056	9,782	-7.4

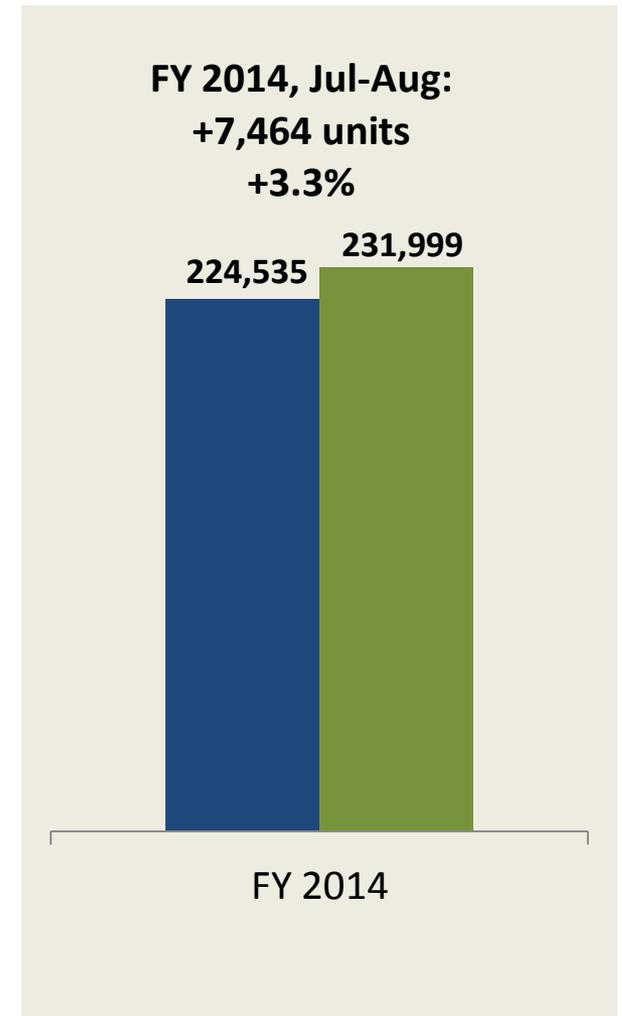
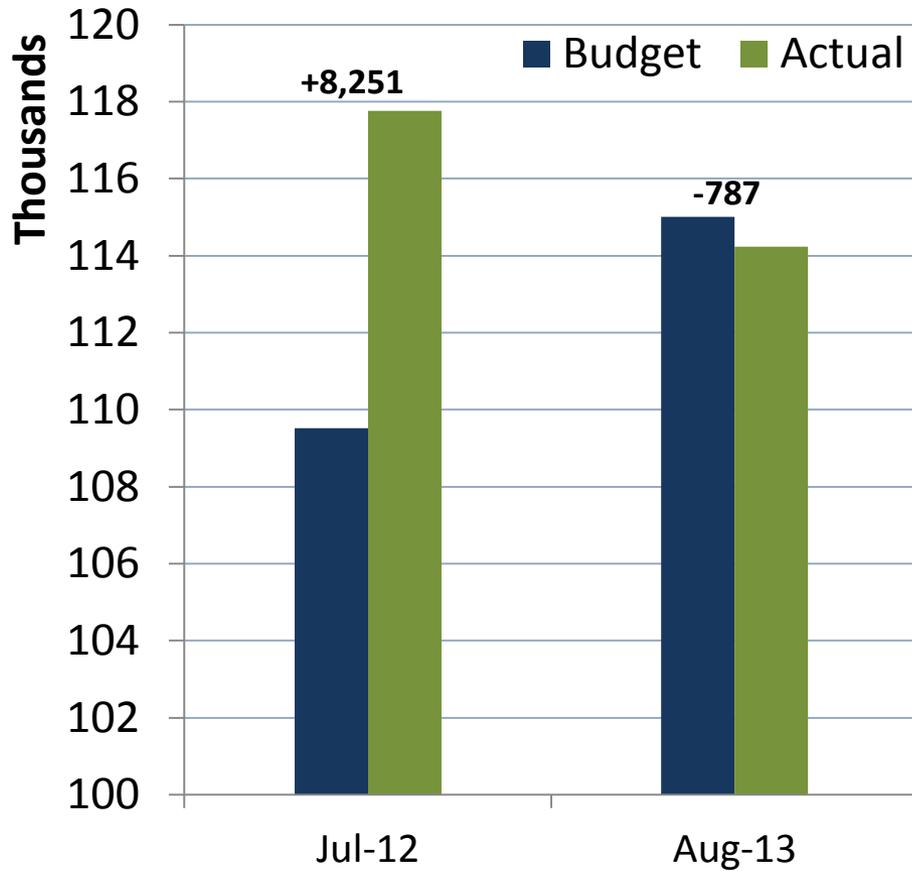
Source: Terminal Statistics

2013 Calendar Year, January-August

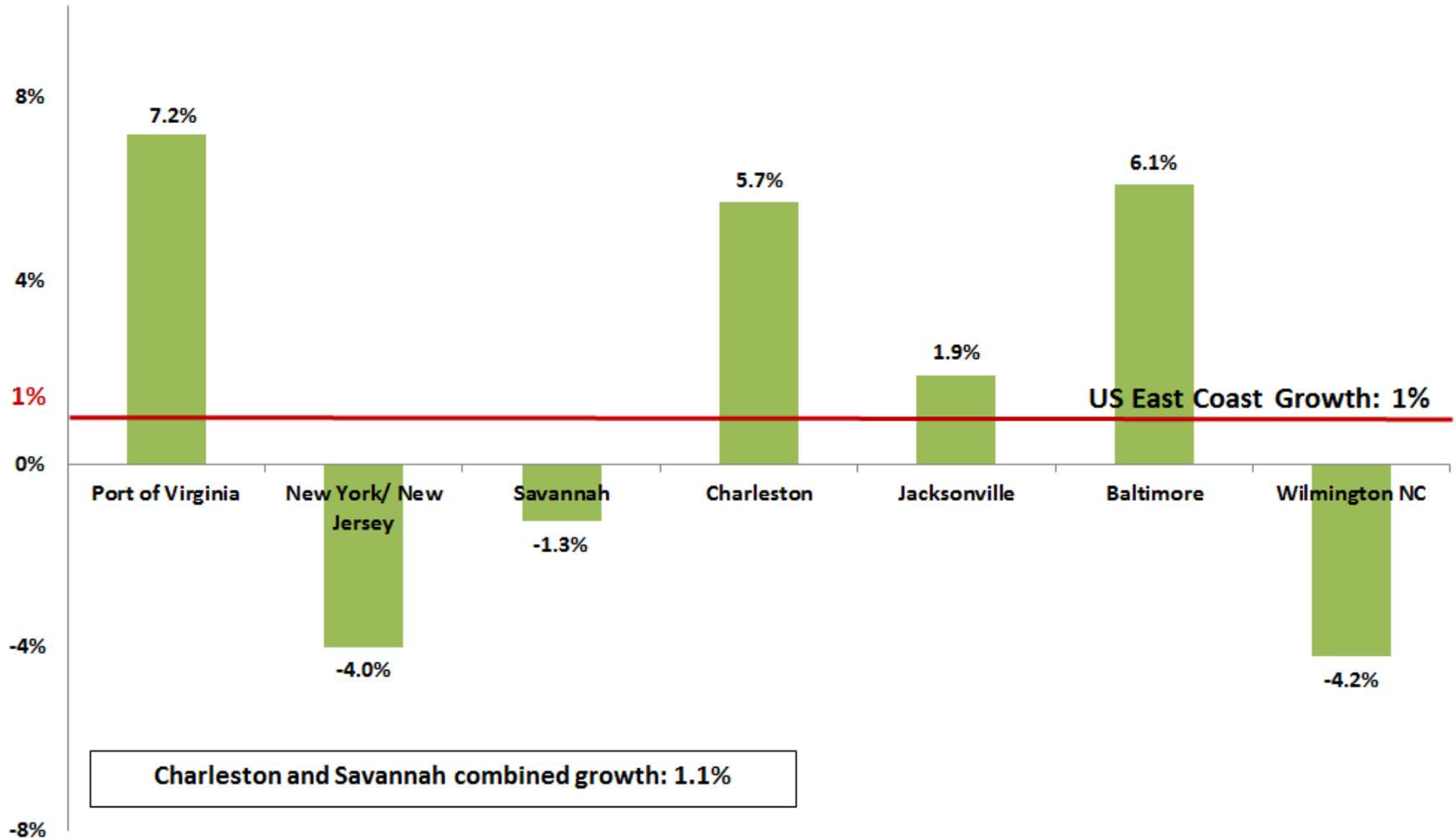
	CY 2013	CY 2012	%Change
<i>Total TEUs</i>	1457742	1363769	+6.9
Export TEUs	769014	730970	+5.2
Import TEUs	688728	632799	+8.8
<i>B/B Tonnage</i>	243410	237570	+2.5
<i>Vehicles</i>	19047	23300	-18.1
<i>Total Rail Containers</i>	282962	247217	+14.5
<i>VIP Containers</i>	19735	23233	-15.1
<i>Total Barge Containers</i>	32585	34456	-5.4

Source: Terminal Statistics

Container Units Budgeted vs. Actual, FY 2014



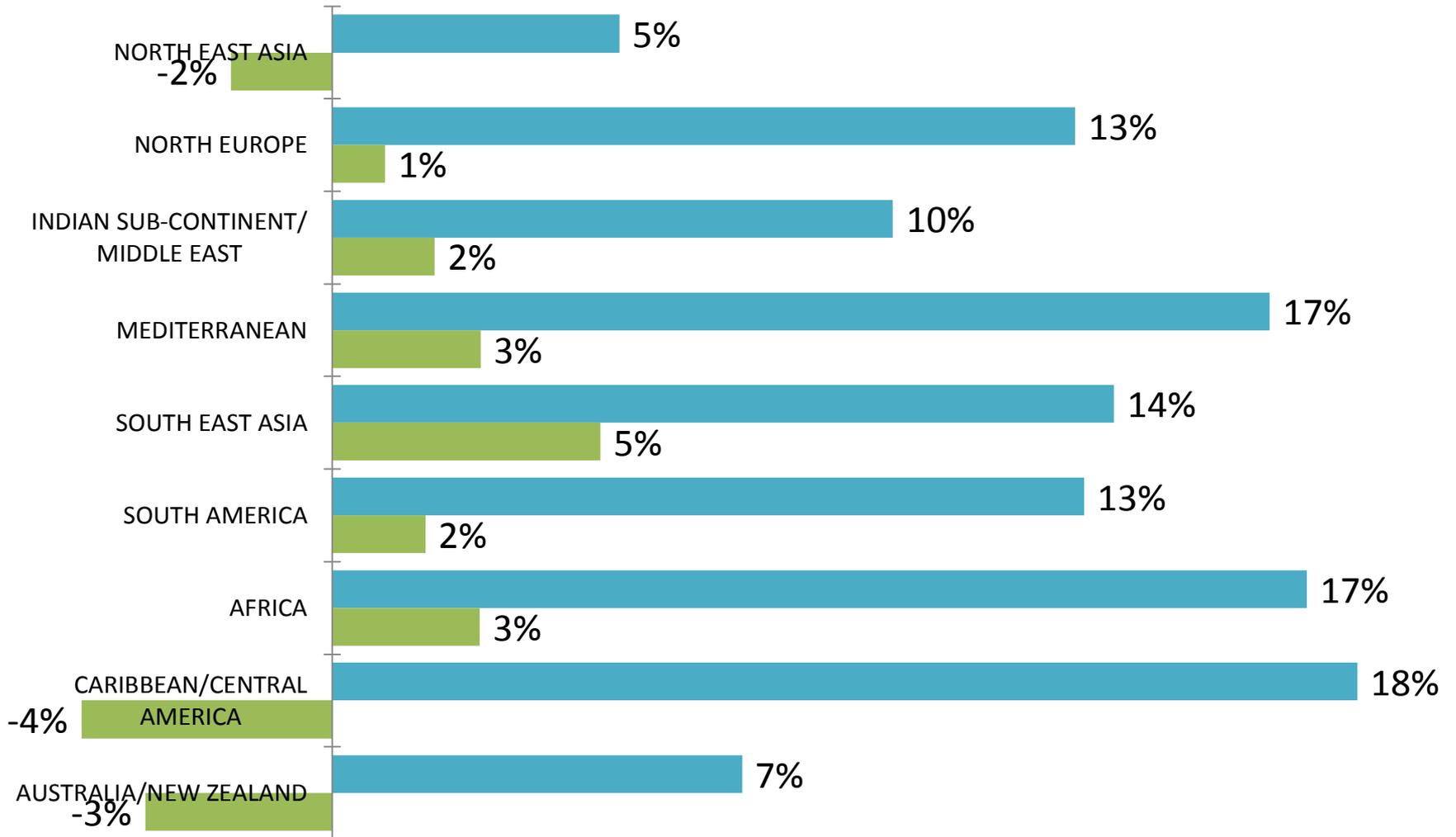
US EC Ports Calendar Year-to-date Growth Total TEUs, Jan-July 2013 vs. 2012



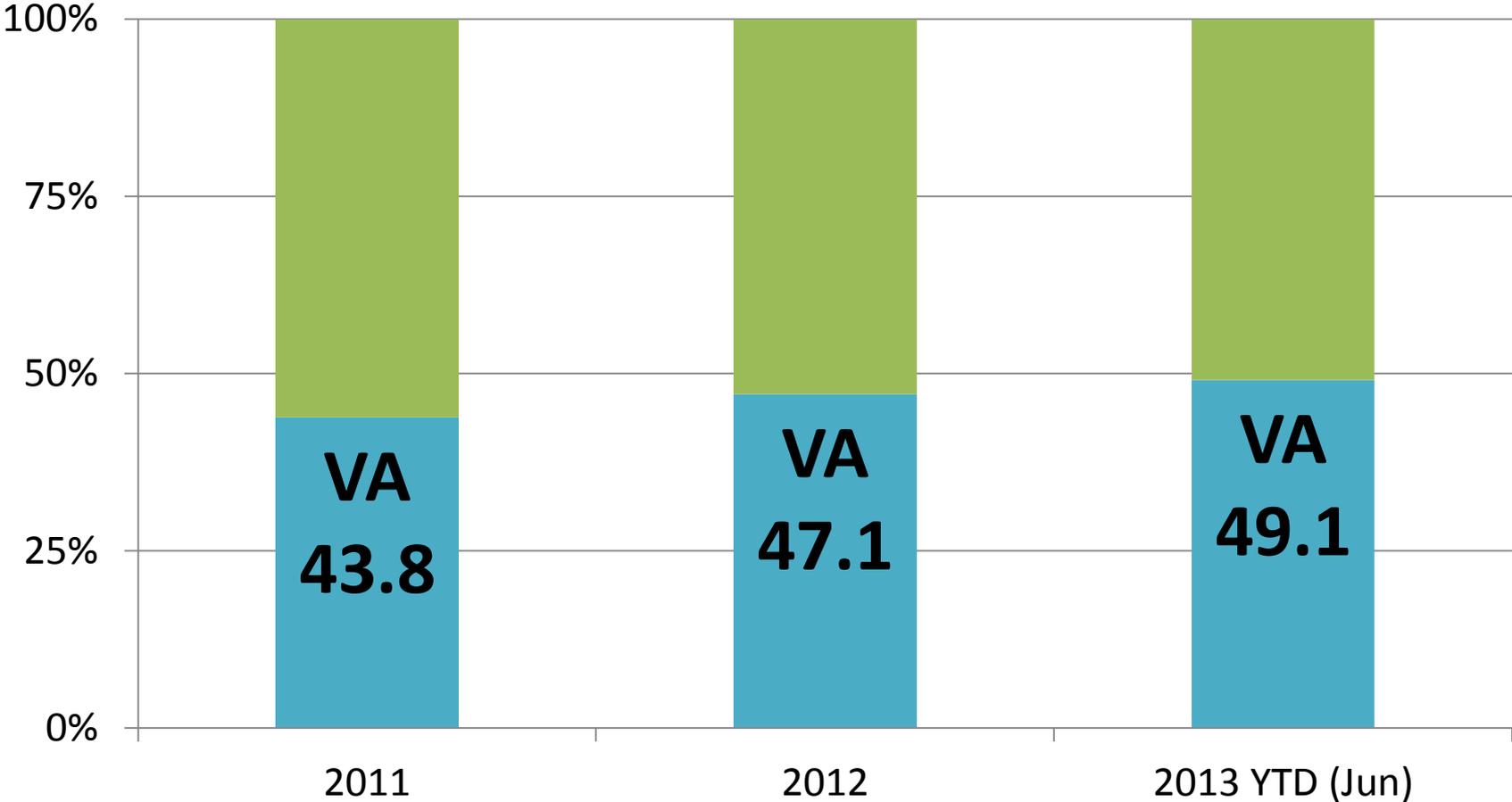
Tradelane Highlights

Jan-Jul, 2013 vs. 2012

■ Port of Virginia ■ U.S. East Coast



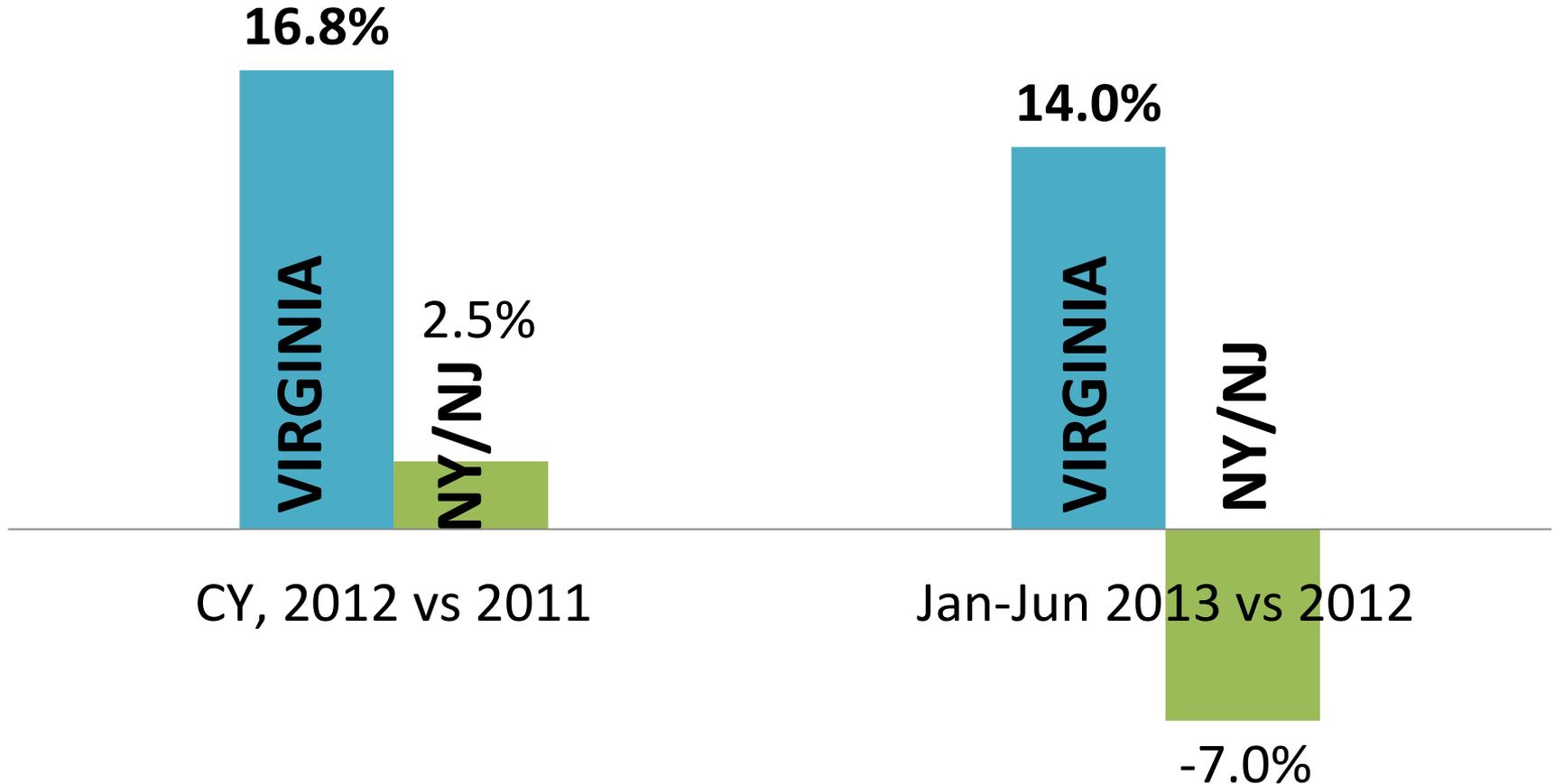
Rail Market Share: VIRGINIA vs. NY/NJ



Rail market share based on total rail container volume at NY/NJ and Port of Virginia.

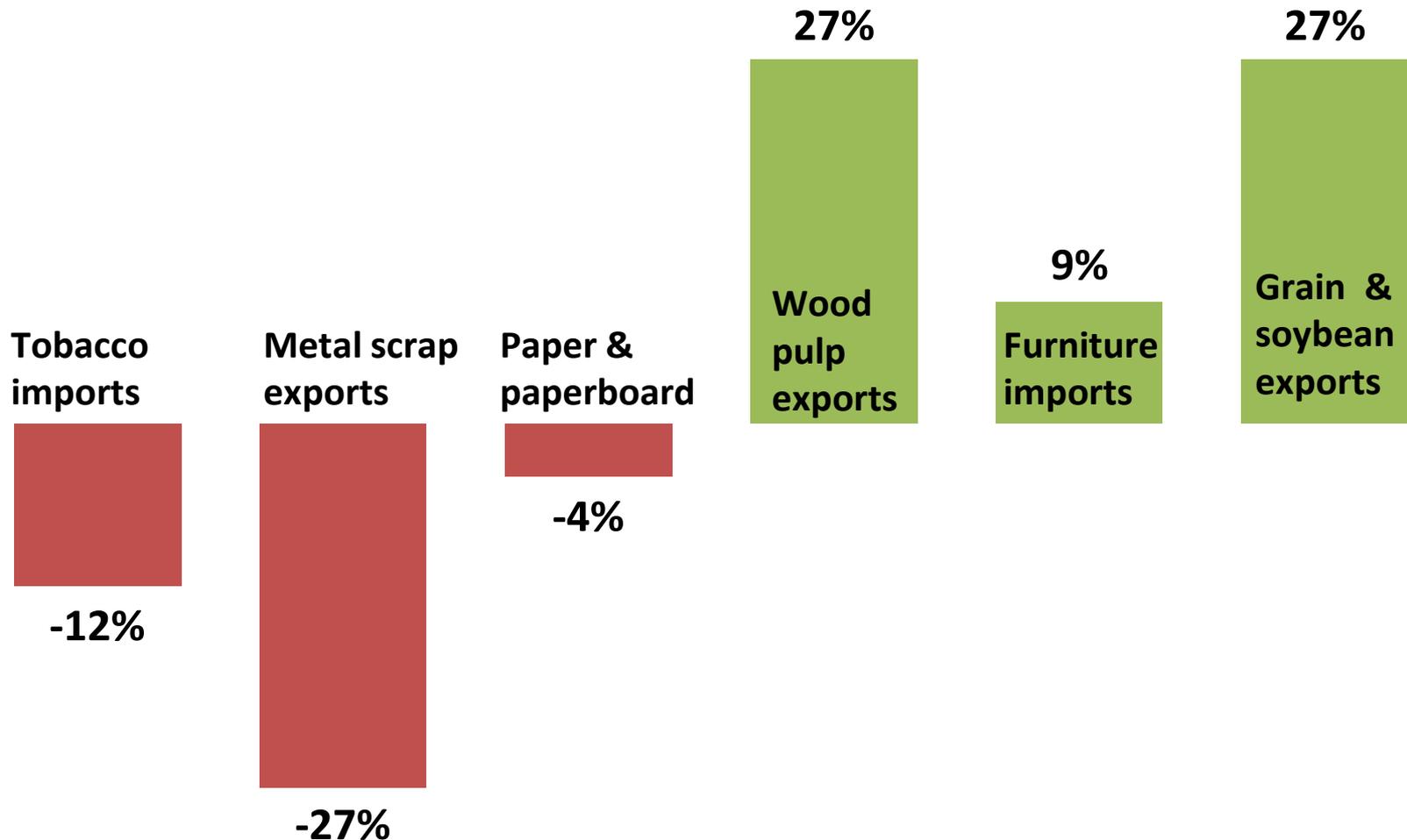
Rail Growth: VIRGINIA vs. NY/NJ

- Growth based on rail container lifts
- NY/NJ figures reflect ExpressRail volumes



Top Commodities Gain & Loss

Containerized cargo, Jan-Jul, 2013 vs. 2012





THE PORT OF
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Economic Development



- The Ardagh Group, a global manufacturer of containers for the food and beverage industry, will invest \$93.5 million to establish a metal packaging manufacturing operation in a 525,000-square-foot facility in Roanoke County.
- Virginia successfully competed against Kentucky, North Carolina, Maryland, West Virginia, Pennsylvania and Tennessee for the project, which will create 96 new jobs.



Continental Terminals

- Continental Terminals Inc. is expanding its Suffolk operations. They are working to purchase a 3.7-acre site next to the company's existing 70,000-square-foot facility on Progress Road.
- The facility is projected to open in mid-2015.



Lumber Liquidators

- Lumber Liquidators announced that they are constructing a new East Coast distribution center in Henrico County.
- The facility will be 1 million square-feet and will cost \$46 million to \$50 million.
- Completion is expected in the third quarter of 2014.



Korona S.A.

- Korona S.A., one of the largest producers of candles in the world, will invest \$18.3 million to locate its first U.S. candle production facility in Pulaski County.
- Virginia successfully competed against North Carolina for the project, which will create 170 new jobs.



KORONA