



**THE PORT OF
VIRGINIA**

**Marketing/ Business Development
Committee Presentation**

Board of Commissioners

Session 347

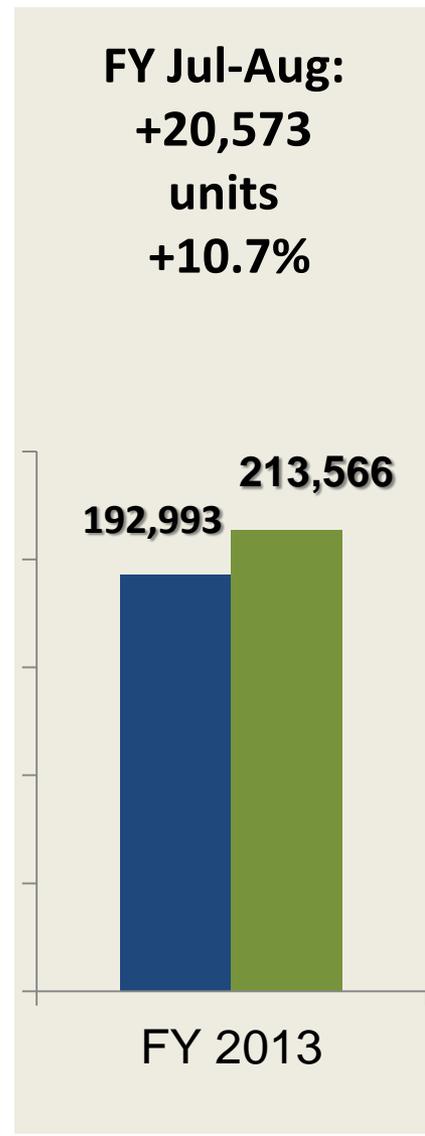
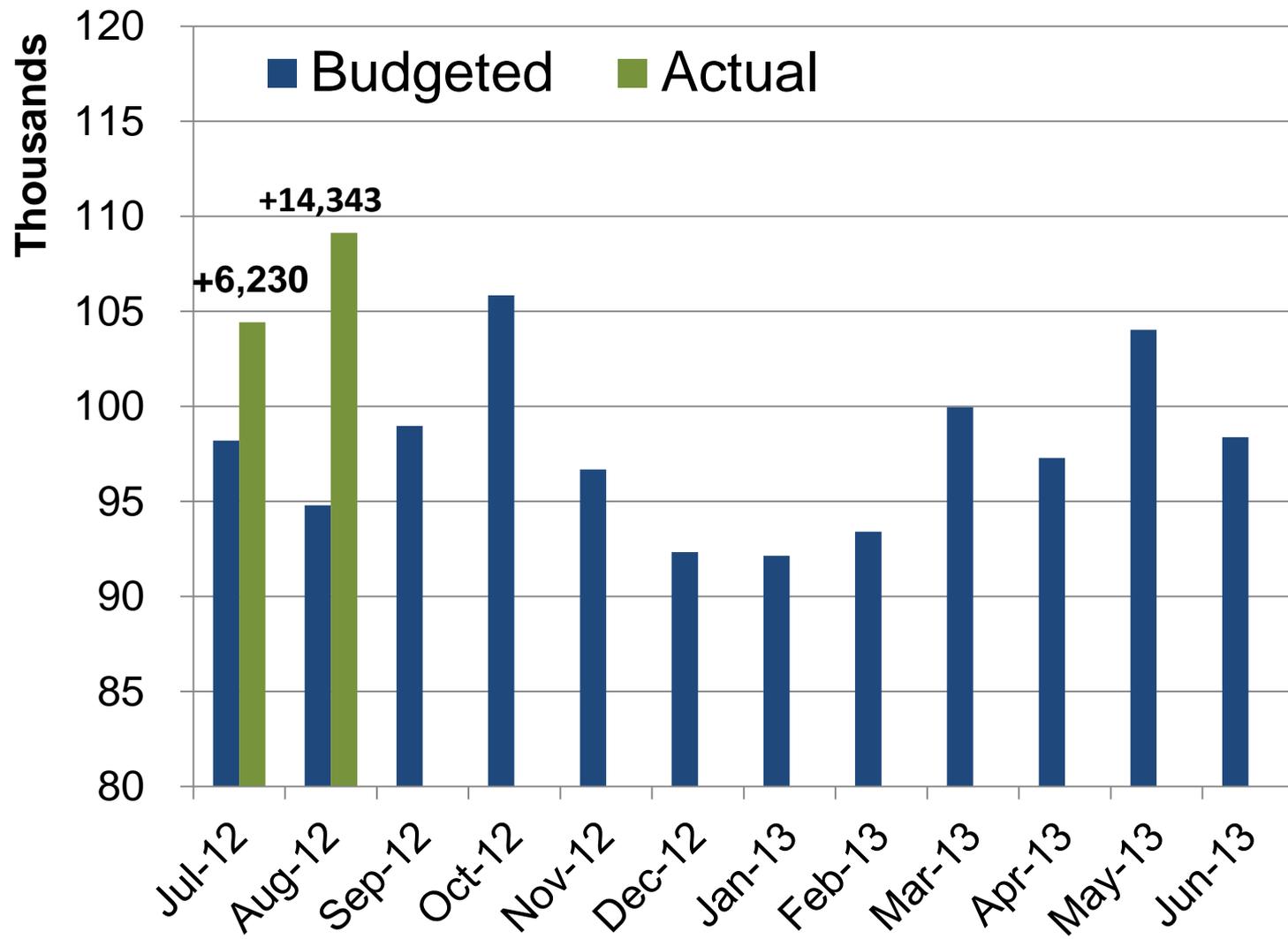
September 25, 2012



July/August 2012 vs. July/August 2011

	July 2012	July 2011	%Change
Total Containers	104,430	96,557	+8.2
Total Rail Containers	32,941	26,882	+22.5
Ship Calls	173	156	+10.9
	Aug 2012	Aug 2011	Change
Total Containers	109,136	87,048	+25.4
Total Rail Containers	34,528	28,113	+22.8
Ship Calls	172	151	+13.9

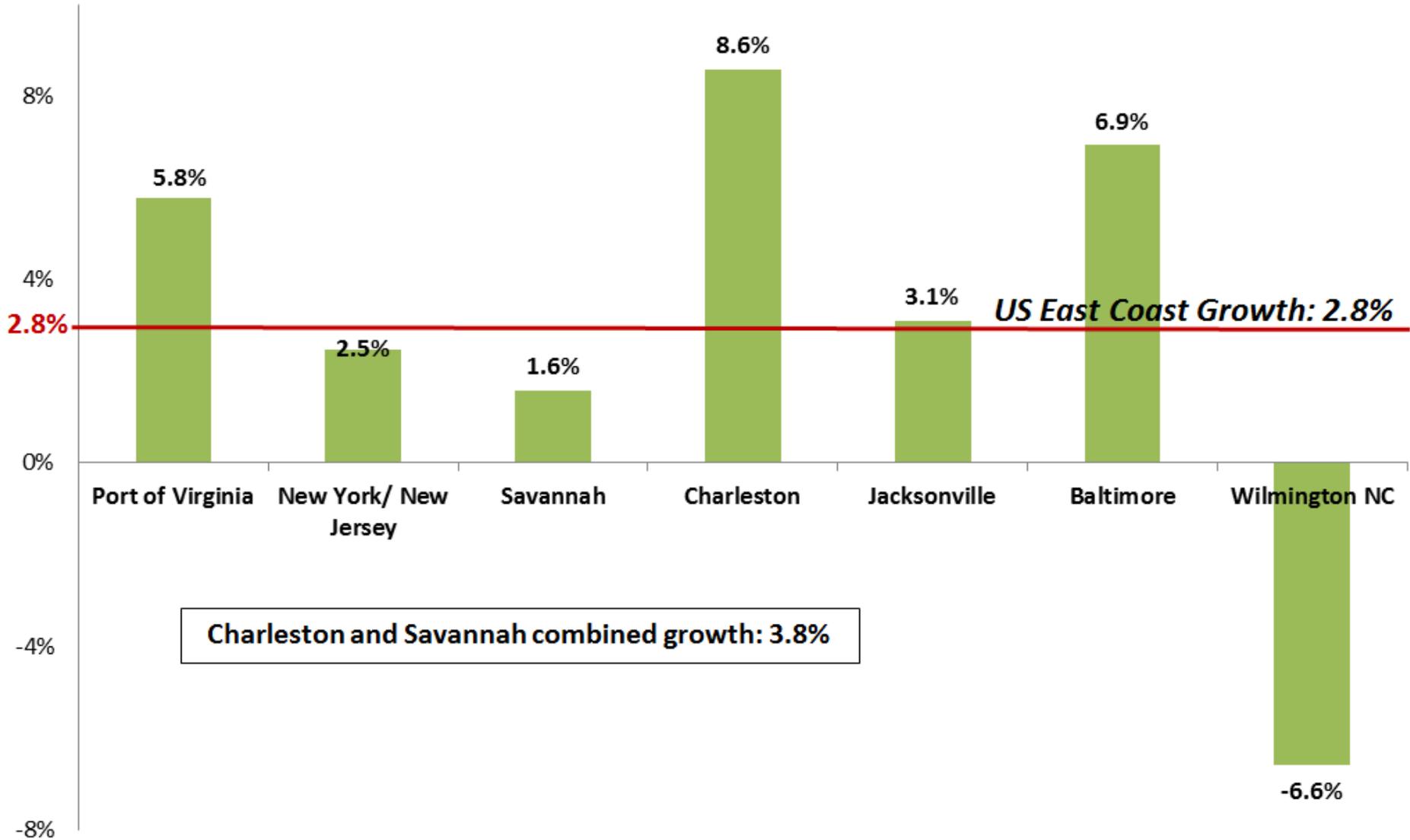
Container Units Budgeted vs. Actual, FY 2013



2012 Calendar Year-to-Date, January-August

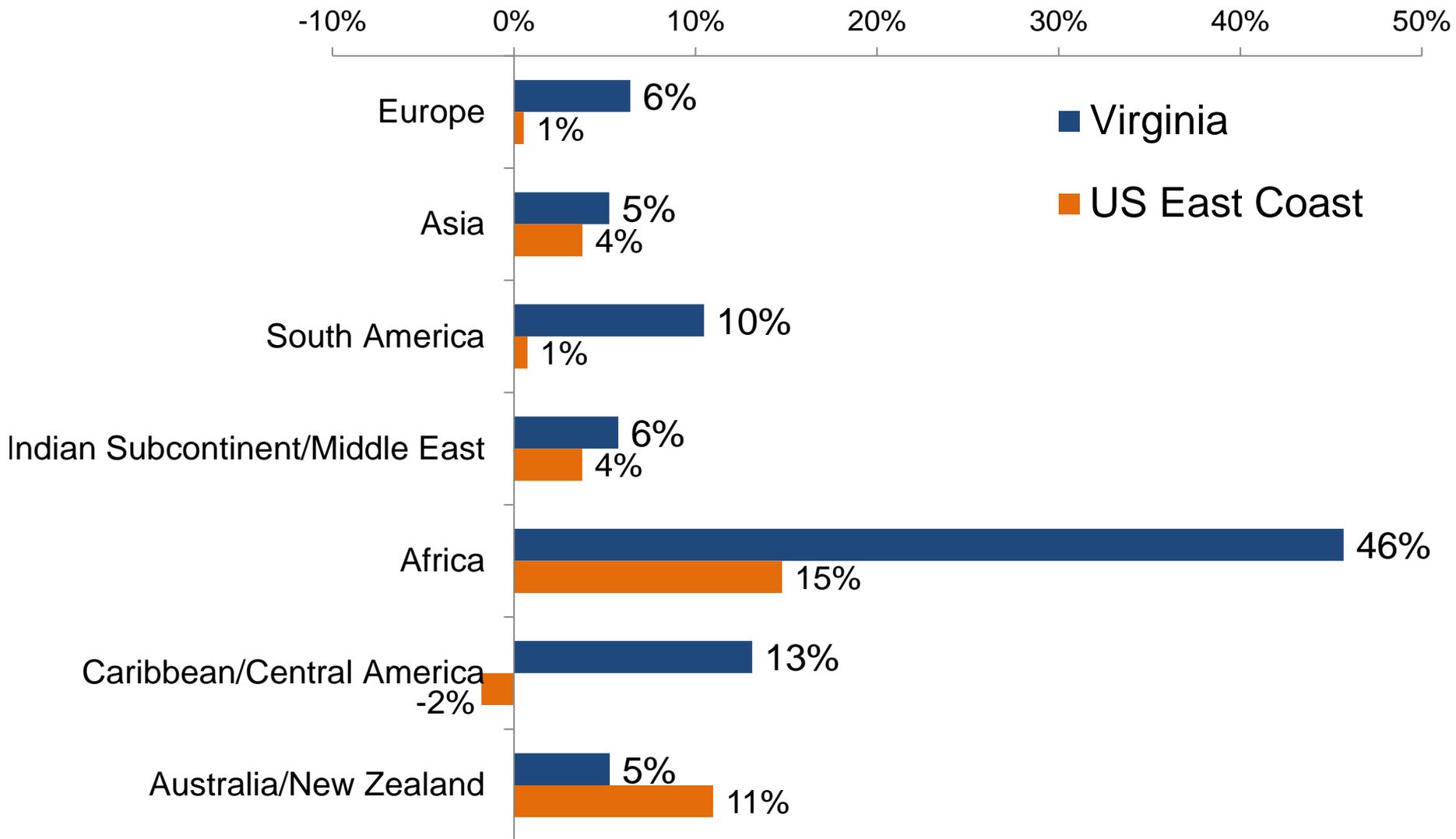
	CY 2012	CY 2011	%Change
<i>Total TEUs</i>	1,363,769	1,262,957	+8.0
Export TEUs	730,970	676,506	+8.1
Import TEUs	632,799	586,452	+7.9
<i>Total Rail Containers</i>	247,217	215,013	+15.0
<i>VIP Containers</i>	23,233	22,177	+4.8
<i>Vehicles</i>	23,300	19,533	+19.3
<i>Ship Calls</i>	1,310	1,202	+9.0
<i>JRB Containers</i>	5,978	2,915	+105.1
<i>B/B Tonnage</i>	237,570	222,961	+6.6

US East Coast Ports Calendar Year-to-date Growth Total TEUs, Jan-Jul, 2012 vs. 2011



Port of Virginia Growth by Tradelane

January-June, 2012 vs. 2011; Based on Loaded TEUs





New First-In Service from East Coast South America



MSC
South America/
East Coast
String 1

NORTHBOUND
Freeport
Port of Virginia
NY/NJ

SOUTHBOUND
Baltimore
Savannah
Freeport



Economic Development Announcements

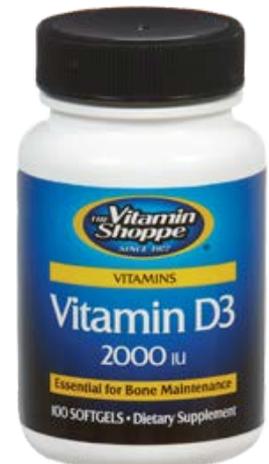


The Vitamin Shoppe

On August 31st, Governor McDonnell announced that *The Vitamin Shoppe* will establish a distribution center in Hanover County.

Virginia successfully competed against North Carolina for the project!

- The company will create 174 new jobs.
- Total investment is a commitment of \$39.4 million.



Continental Terminals will expand their operations in Suffolk by purchasing a new Facility in Wilroy Industrial Park.

The site is ideally located to supply coffee beans for existing roasters Massimo Zanetti and The J.M. Smucker Co., located in the same industrial park. The company also plans to partner with Green Mountain Coffee Roasters.

- They expect to create 35 new jobs by 2015-2016
- Total investment will be \$4 million



Trans-Ocean Import Co. will expand by 30,000 square feet in their operations in Suffolk Industrial Park. The company supplies rugs, pillows and home accessories to major retailers like Restoration Hardware and Macy's.

- They will create 12 new jobs over the next year
- The investment will be \$1.1 million

Additionally, the company plans to move manufacturing operations now performed in Asia to the Suffolk site.



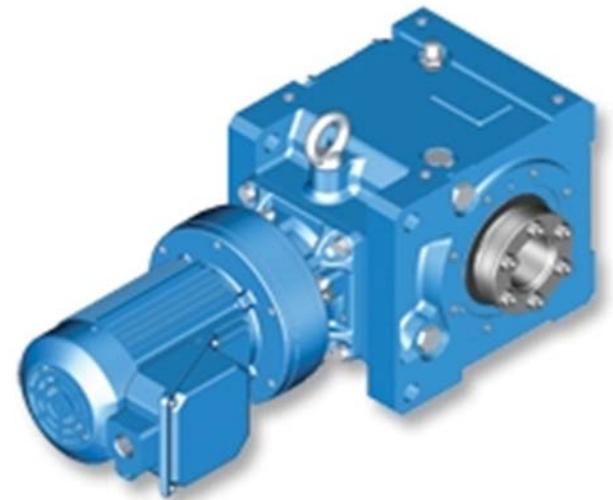
Virginia Regional Commerce Park 5401 Virginia Regional Dr., Suffolk, VA



Sumitomo Machinery Corporation has signed an Operator's Agreement with VPA to operate within Virginia Regional Commerce Park.

In late August, Customs and Border Protection granted SMA activation to receive inventory, into the zone, as a Foreign Trade Zone operator.

Sumitomo Drive Technologies



Patco Industries

Patco Industries has signed an Operator's Agreement with The Port of Virginia to become an active user of Foreign Trade Zone #20. Patco is designated as a General Purpose Zone Site; allowing the public to utilize their two facilities.

In August, Customs and Border Protection (CBP) authorized activation of the two sites located in Virginia Beach.

**PATCO
INDUSTRIES**

