

INLAND PORTS

Patrick Jefferson, General Manager, Multi-Purpose Terminal
Operations for The Port of Virginia



Stewards of Tomorrow

OUR TERMINALS



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Distance from deep water terminals

- Richmond Marine Terminal 72 miles
- Virginia Inland Port 174 miles

INLAND TERMINAL ADVANTAGE



- Reduced emissions
- Chassis Pool
- Start/Stop for equipment
- Full Service container yard
- Ancillary services
- Strategic location to primary/secondary markets



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- Less in greenhouse emissions compared to trucks. Approximately 68% via VIP train/38% less via barge service
- On site chassis pool, Hampton Roads Chassis Pool maintains these assets on site. (Approximately 1000 assets between the two facilities with the ability to reposition more as needed.
- Inland terminals offering the ability to terminate and dispatch empty equipment to support export bookings.
- Transloading/stripping and stuffing as well as covered storage. VIP (on site stuffing)
- Facilities offer the possibility of multiple truck turns per day due to closer proximity to the consumption zones

VIRGINIA INLAND PORT



- > Regional economic engine
- > 39 major companies using VIP
- > Norfolk Southern Rail Service



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- Regional economic engine, 161 acre facility offering a five day a week rail service via Norfolk Southern
- 24/7 container availability (**explain drop lot**)
- Possibility of multi truck turns per day. Closer proximity to primary and secondary markets versus longer drays and less turns at sea ports
- Value added services: on site container stuffing
- Since its inception in 1988, 40 major business have invested more than \$750M and created more than 8,000 jobs in the area.

RICHMOND MARINE TERMINAL



Land acreage: 121
Wharf: 1,600 feet
Rail service via Class I Railroad
Barge service with NIT and VIG



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- 121 acre facility with over 300,000 sqft of warehouse capacity: 34 acres of open storage and approximately 13 acres of undeveloped land to support future growth
- Offering a three day a week barge service with NIT and VIG
- 12 shiplines offering Richmond BOL. Averaging approximately 270 moves per week. As a result of cargo volumes increasing year over year, the serviced increased from two trips a week to three trips.

RMT CURRENT CUSTOMERS

Customers currently utilizing barge

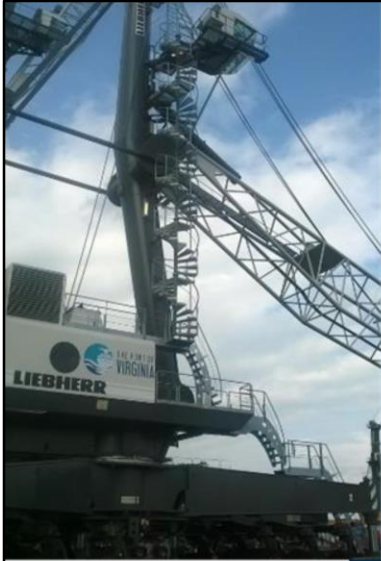
- > Expeditors
- > CrossGlobe
- > R1 Rubber
- > Lidl
- > Carolina Ocean Lines
- > Evergreen Enterprises
- > Plow & Hearth
- > Avail Vapor
- > Scoular Grain

Customers located near Richmond to utilize barge

- > Expeditors
- > CrossGlobe
- > R1 Rubber
- > Lidl



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CAPITAL INVESTMENTS

- > Mobile Harbor Crane
- > Dredging
- > New Operating Equipment



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- Long term agreement with the city of Richmond
- \$ 4.2M Mobile Harbor Crane
- \$ 268K berth dredging
- \$1.3M in ne operating equipment to include Toploaded, hustlers, and bombcarts

ADDITIONAL INVESTMENTS

RMT: rail track enhancement and terminal upgrades

VIP: Expanded rail capacity



THE PORT OF
VIRGINIA

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- Over \$5m in rail track and terminal improvements (warehouse repairs/terminal improvements)
- Currently 7500ft of VIP track, looking to add approximately 4500ft of additional track total

WE ARE A CATALYST FOR COMMERCE.



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Having a clear path forward allows us to continue attracting new port users and building business that will benefit the city of Richmond, Front Royal, and the commonwealth.



- Environmentally friendly
- Reduced truck traffic
- Less wear on roads due to heavy loads
- Offers customers an alternative method to trucking