



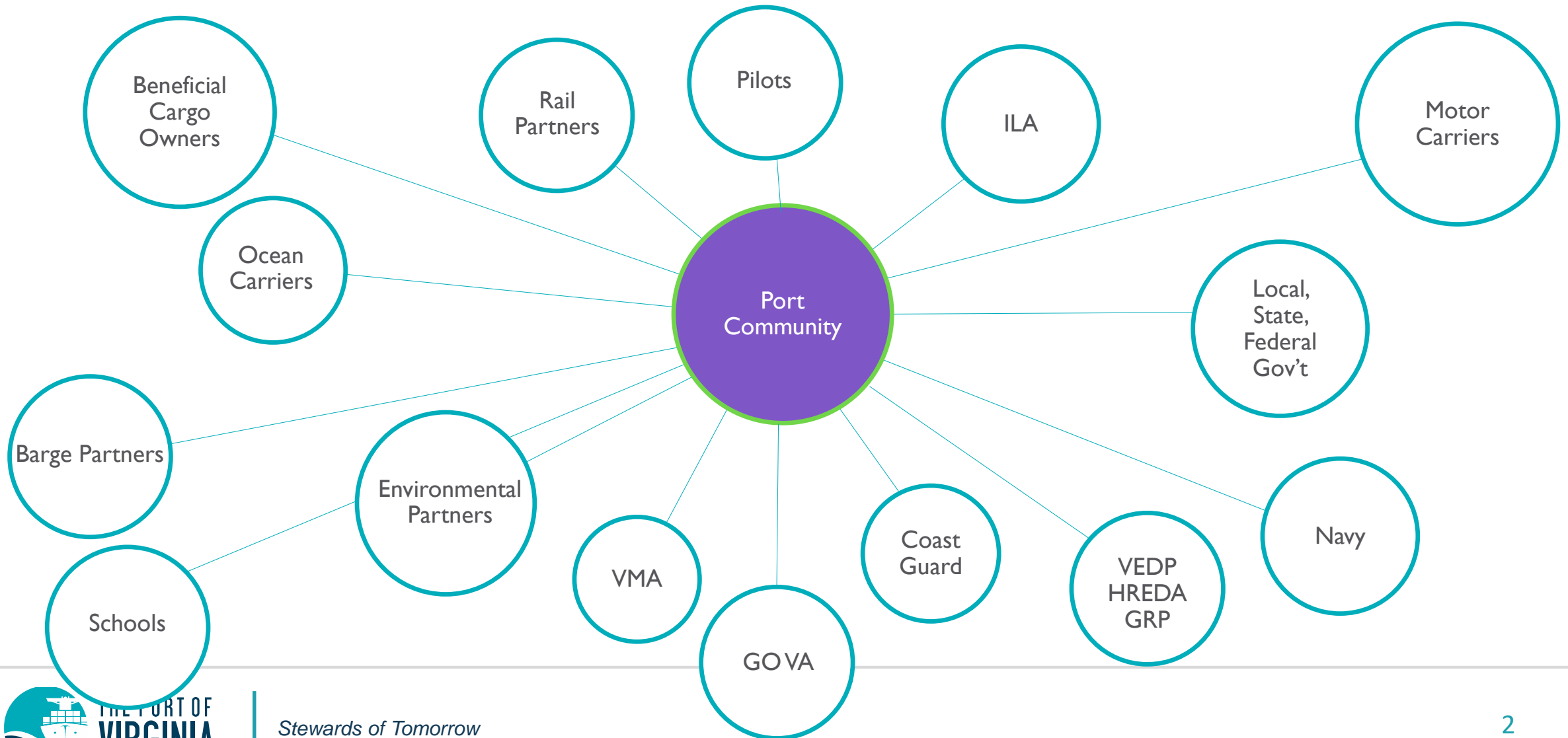
# THE PORT OF VIRGINIA

**ENGAGING YOUR PROJECT  
STAKEHOLDERS**

**Cathie J. Vick, Chief Public Affairs Officer**

# MANY PLAYERS, ONE GOAL:

A safe, sustainable and successful Commonwealth economy.

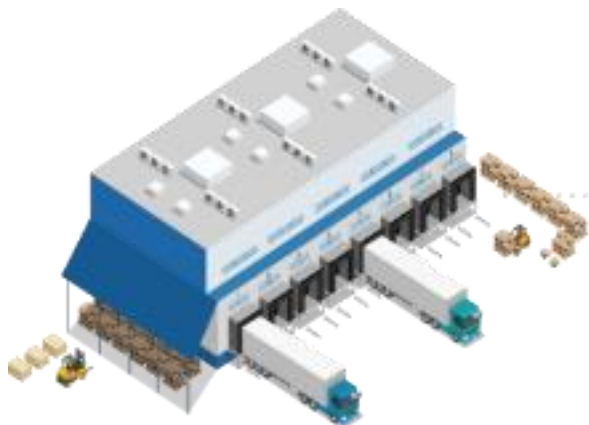


# CALENDAR YEAR 17 ECONOMIC DEVELOPMENT

45 ANNOUNCEMENTS



MORE THAN 3.7M SQ. FT. OF SPACE



CREATED  
6,342 JOBS



INVESTED MORE  
THAN \$1.6 BILLION





# ECONOMIC AND INFRASTRUCTURE DEVELOPMENT GRANT





# PORT-RELATED BUSINESS INVESTMENTS: JANUARY 2017-DECEMBER 2017

**BUSINESS TOTAL: 45**

**DOLLARS INVESTED: MORE THAN \$1.6 BILLION**

**JOBES CREATED: 6,342**

**TOTAL JOBS CREATED: 1,397**  
**TOTAL DOLLARS INVESTED: \$247,200,000**

Ariake USA, Inc.  
Thermo Fischer Scientific  
84 Lumber  
Hershey Company

Kingspan  
Danone Wave  
Amazon.com, Inc.

**TOTAL JOBS CREATED: 365**  
**TOTAL DOLLARS INVESTED: \$143,987,000**

Spectrum Brands  
Phoenix Packaging Operations, LLC  
Koinonia Ltd  
Wholesome Harvest

Griffin Pipe  
Steel Dynamics  
Altec Industries

**TOTAL JOBS CREATED: 405**  
**TOTAL DOLLARS INVESTED: \$19,900,000**

American Merchant, Inc.

**TOTAL JOBS CREATED: 67**  
**TOTAL DOLLARS INVESTED: \$41,200,000**

Intertape Polymer Group  
Bassett Furniture Industries  
Eastman Chemical Company  
Applied Felts

**TOTAL JOBS CREATED: 255**  
**TOTAL DOLLARS INVESTED: \$11,880,000**

idX Corporation (1)  
idX Corporation (2)  
Universal Dynamics, Inc.

**TOTAL JOBS CREATED: 102**  
**TOTAL DOLLARS INVESTED: \$35,000,000**

Granules Pharmaceuticals Inc.

**TOTAL JOBS CREATED: 17**  
**TOTAL DOLLARS INVESTED: \$2,700,000**

Blue Ridge Lumber

**TOTAL JOBS CREATED: 1,673**  
**TOTAL DOLLARS INVESTED: \$204,450,000**

STIHL Inc (1)  
STIHL Inc (2)  
Atarfil  
Chemres  
Ferguson Enterprises  
Ace Hardware Corp  
Global Technical Systems  
Anheuser Busch  
Hermes Abrasives  
Welspun USA, Inc.  
Atlantic Core  
Building Products

**TOTAL JOBS CREATED: 742**  
**TOTAL DOLLARS INVESTED: \$28,850,000**

Amazon.com, Inc  
Erodex Ltd  
Oran Safety Glass  
TemperPack  
IMPREG  
Owens & Minor

## KEY

- EXPANDING BUSINESS
- NEW BUSINESS
- PORT TERMINALS

Map based on GO Virginia regional boundaries





THE PORT OF  
VIRGINIA®

A STRONG PORT BRINGS BUSINESS TO VIRGINIA



## ANNOUNCEMENT: NEW PORT-RELATED BUSINESS IN YOUR DISTRICT

Thank you for your investment in the port.  
The 374,000 jobs we helped create start right here in your district.  
Everyday we strive to be catalysts for commerce.  
We are the gateway to global trade for Virginia.

Name of Business: \_\_\_\_\_

Investment: \_\_\_\_\_

Jobs: \_\_\_\_\_

**Dustin Rinehart**

Director, State and Local Government Affairs • 757.683.2128 • [drinehart@portofvirginia.com](mailto:drinehart@portofvirginia.com)

# WIDER. DEEPER. SAFER.

FULLY-LOADED VESSELS = FULLY REALIZING VIRGINIA'S POTENTIAL







# INCREASE AWARENESS AMONG OUR LEGISLATIVE CONSTITUENTS

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# LEGISLATIVE HANDOUTS




## BUILDING ON MOMENTUM DRIVING AMERICA'S ECONOMY PROVIDING RESULTS


The Port of Virginia does more than service ships hauling cargo; it drives investment, job creation, revenue growth and connects the nation to the world.



37 percent of cargo arrives and departs the port by rail, the largest percentage and largest by volume of any U.S. East Coast port



50/15.3-ft channels and berths with Congressional authorization for 55 deep/15.7-ft channels



More than 14,000 businesses from all contiguous 48 states move cargo through Virginia

### WE ASK FOR YOUR SUPPORT TO ENSURE THE SAFETY AND SUSTAINABILITY OF OUR COMMERCIAL WATERWAYS

- To keep the Norfolk Harbor Channel deepening and widening project on schedule and meet the existing and growing demands of commercial and military navigation, **modification in WRDA 2018 of the original 1986 authorization is required** to allow for the additional recommended depth and width in the Thimble Shoal and Atlantic Ocean Channels.
- 1. Authorize the project in accordance with the June 2018 Chief's Report.
- 2. Allow USACE and/or the port as the non-federal sponsor to construct a wider channel at Thimble Shoal Channel west of the Chesapeake Bay Bridge Tunnel.
- The current construction estimate for the project including the additional widening is within the original Section 902 Cost Limit.

#### PROPOSED LANGUAGE:

Sec. . . . Norfolk Harbor and Channels, Virginia


(A) In General. —The Secretary may carry out the project for navigation, Norfolk Harbor and Channels, Virginia, authorized in section 201 of the Water Resources Development Act of 1986, in accordance with the Report of the Chief of Engineers dated June . . . , 2018.

(B) Special Rule. —In carrying out the project, the Secretary is authorized to construct the Thimble Shoal Channel west of the Chesapeake Bay Bridge Tunnel segment at a width of 1,400.

#### WIDER, DEEPER, SAFER

As ship lines consolidate into alliances and deploy ultra-large container vessels with increasing frequency, The Port of Virginia is evolving and preparing for the future. Since 2014, vessels calling on The Port of Virginia have nearly doubled in size — from 8,000 TEUs to 14,400 TEUs. Based on this growth, the port community is preparing for 16,000 and 18,000 TEU vessels in the next few years. The port remains committed to widening and deepening Norfolk Harbor and channels to make way for safe and efficient two-way passage of these big ships. Virginia's 50-foot channels are critical to its success, and with an additional five feet of depth, ships could come to — and leave — Virginia fully loaded with cargo. Widening the channel up to 1,400 would turn a one-lane street into two lanes and prevent delays to commercial and military vessels caused by U.S. Coast Guard restrictions.

#### NORFOLK HARBOR & CHANNELS PROJECT



The Norfolk Harbor and Channels project was authorized in WRDA 1986 to 55' and has been constructed in stages to its current 50'. In June 2015, the port and U.S. Army Corps of Engineers (USACE) began the study to justify channel deepening and widening. In January 2018, USACE approved the National Economic Development (NED) plan calling for additional depth and width, and in February 2018, the USACE 7001 Annual Report to Congress included additional widening to 1,400 in Thimble Shoal Channel needed to fully accommodate two-way traffic and safe passage of ultra-large container vessels calling the port today, as well as U.S. Navy traffic.

The Chief of Engineers Report is scheduled for June 2018. The port continues to work closely with USACE to accelerate transition from planning to design and construction. To that end, \$20 million to fully fund Preliminary Engineering and Design (PED) is in the Commonwealth of Virginia's budget currently pending approval by the Virginia General Assembly.


#### NORTHAM AND TRUMP

“Northam asked the president's help dredging The Port of Virginia. ‘We are in position to be the best port, and we want to make sure that we have the depth,’ Northam said. ‘We need to dredge our channels to 55 feet, widen our channels.’”

“I love it,” Trump replied. “Just put it on the list. Put it high on the list.”

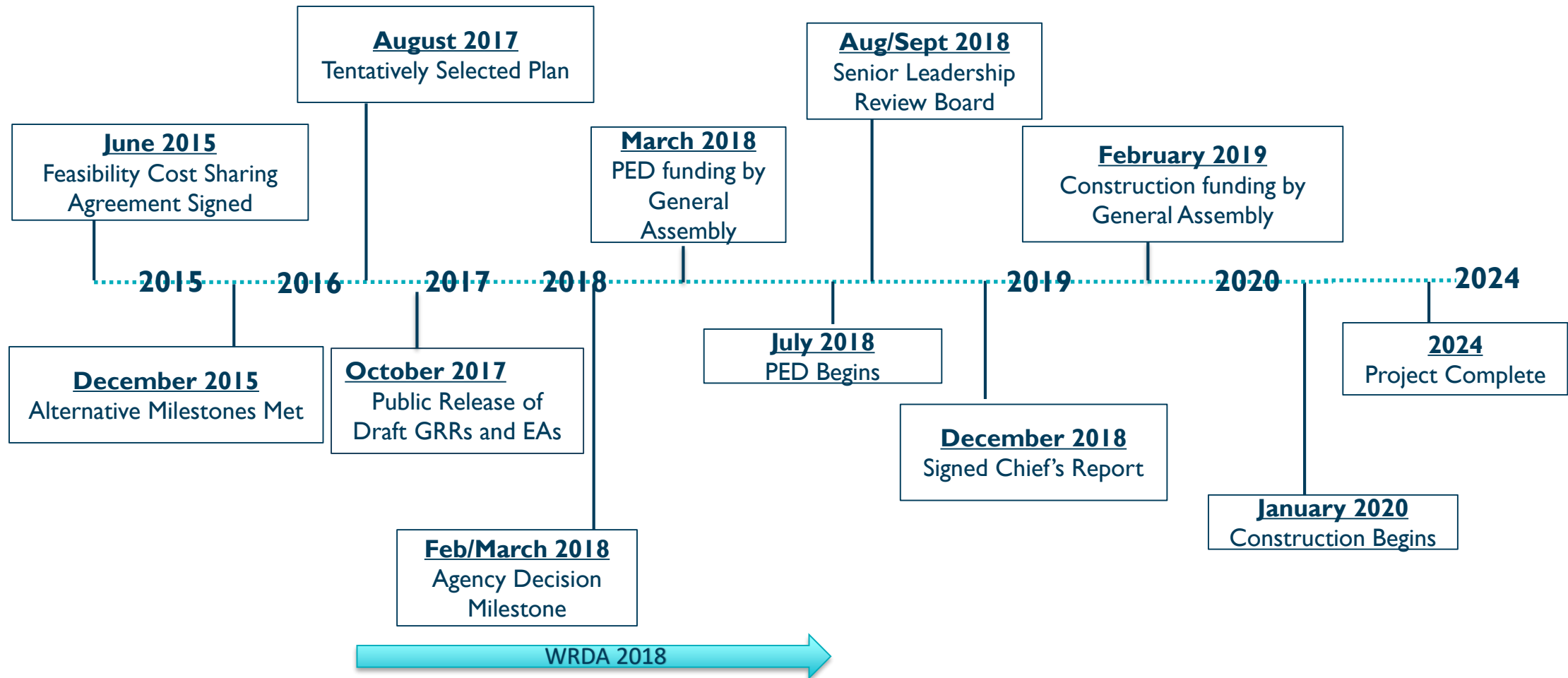
—The Washington Post, February 12, 2018

A CATALYST FOR COMMERCE



PL 116-107-1.3

# CLEAR COMMUNICATION OF TIMELINE



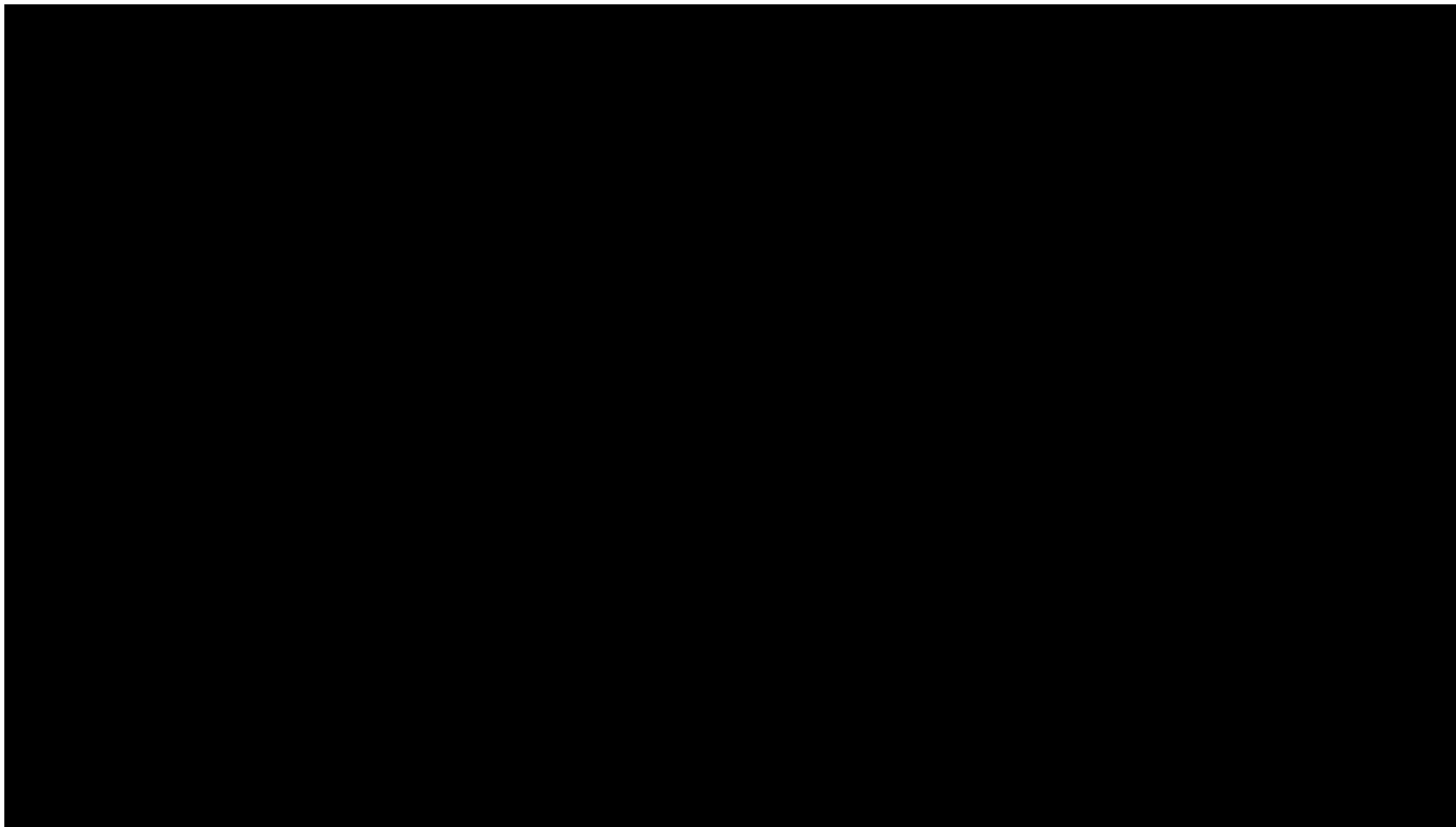


# TSP NORFOLK HARBOR



# DELIVERING TOMORROW'S GOODS TODAY.

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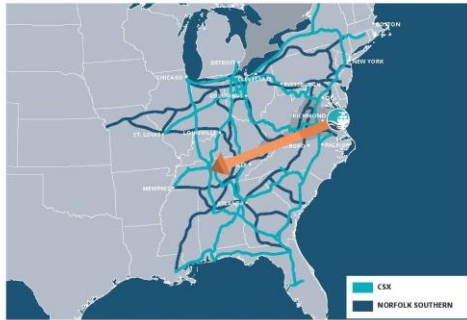
# CONGRESSIONAL DISTRICT PROFILES



The Port of Virginia is the fifth largest container port complex in the U.S. and a national gateway for waterborne commerce and trade. The Port of Virginia handles a diverse cargo mix of containers, vehicles and non-containerized cargoes, and commodities ranging from forest products and grains to auto parts and retail merchandise. With one of the deepest channels on the East Coast at 50 feet and authorized to dredge to 55 feet, The Port of Virginia is a gateway for international cargo and trade for the nation.

## Tennessee's Activity Through The Port of Virginia in Fiscal Year 2017

Tennessee Business Utilizing The Port of Virginia	Cargo Value	Short Tons Shipped
364	\$4,416,806,883	604,912



Top businesses located in the state of Tennessee shipping cargo through The Port of Virginia include:

International Paper  
Dollar General  
Hankook Tire  
Cargill  
Ford Motor Company  
Allenberg Cotton  
Firestone Natural Rubber  
Kimberly Clark  
Dunavant Logistics Group  
American Snuff

## A CATALYST FOR COMMERCE

### ECONOMIC IMPACT<sup>1</sup>

**\$4.6 Trillion**

Generated by marine cargo activity, about 26% of the total U.S. GDP

### JOB<sup>1</sup>

**Over 23 Million**

Employees supported by seaports activity annually

### TAX REVENUE<sup>1</sup>

**\$321.1 Billion**

Federal, State and Local taxes generated by maritime activity annually

<sup>1</sup>Marin Associates, 2014 National Economic Impact of the U.S. Coastal Port System report from March 2015.

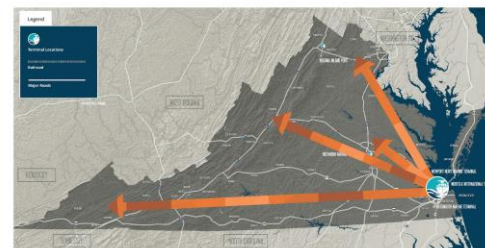
A CATALYST FOR COMMERCE



The Port of Virginia, one of the largest and fastest growing ports in the nation, serves as a global gateway, connecting businesses across the country to customers around the world. Leading employers – including manufacturers, distributors, and commodity traders from agricultural, automotive, retail and other industries – rely on the port's modern infrastructure, professional workforce, and the world's largest container vessels to connect with overseas markets. As Virginia's role in international trade continues to grow and we invest in deeper, wider, and safer channels with modern terminals, jobs and economic impact grow as well.

## Virginia's Activity Through The Port of Virginia in Fiscal Year 2017

Virginia Business Utilizing The Port of Virginia	Cargo Value	Short Tons Shipped
3,096	\$6,016,356,789	1,774,046



Top businesses located in the Commonwealth of Virginia shipping cargo through The Port of Virginia include:

WestRock  
Defense Commissary Agency  
Stihl  
AAFES  
Smithfield  
Rubbermaid  
Eska Graphic Board  
Ford Motor Company  
American Hardwood  
ATI International

## A CATALYST FOR THE COMMONWEALTH

### ECONOMIC IMPACT<sup>1</sup>

**\$60.3 Billion**

Port-related spending on goods & services

### JOB<sup>1</sup>

**Over 374,000**

More than 9% of the VA workforce

### TOTAL GSP<sup>1</sup>

**\$30.5 Billion**

Equal to nearly 7% of Virginia's total GSP

<sup>1</sup>Source: Economic Impacts of Virginia's Maritime Industry, 2013, Raymond A. Mason School of Business, William & Mary.

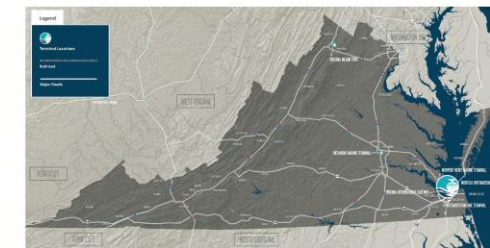
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## 3rd Congressional District's Activity Through The Port of Virginia in Fiscal Year 2017

3rd District Business Utilizing The Port of Virginia	Cargo Value	Short Tons Shipped
601	\$1,411,825,084	468,528



Top businesses located in Virginia's 3rd Congressional District shipping cargo through The Port of Virginia include:

AAFES  
Smithfield  
Eska Graphic Board  
John S. Connor Inc.  
Tandem Global Logistics  
Helvetia Container Line  
Metropolitan Van  
Canon USA  
KTM North America  
Katoen Natie

## A CATALYST FOR THE COMMONWEALTH

### ECONOMIC IMPACT<sup>1</sup>

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Port-related spending on goods & services

### JOB<sup>1</sup>

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More than 9% of the VA workforce

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A CATALYST FOR COMMERCE



*Stewards of Tomorrow*

# NIT NORTH GATE EXPANSION





# JOIN US AS WE CELEBRATE THE OPENING OF THE NORFOLK INTERNATIONAL TERMINALS NORTH GATE COMPLEX

JUNE 26, 2017 • 9:00 AM • NORFOLK INTERNATIONAL TERMINALS (NIT)

We invite you to join us as we celebrate the next step in our continuing efforts to move cargo more safely, swiftly, and sustainably than ever before.



**Directions:** Turn left onto 90th Street from Hampton Blvd. and follow the signs in the loop. Follow the road until you see the Port Police building ahead of you on the left. A port police officer will direct you to the parking.

RSVP TO [jcox@portofvirginia.com](mailto:jcox@portofvirginia.com) BY JUNE 19, 2017



## NORFOLK INTERNATIONAL TERMINALS NORTH GATE EXPANSION CEREMONY June 26, 2017



- ▶ 26 new truck gates
- ▶ More than doubles the total gate capacity at NIT
- ▶ Total investment of \$42 million
- ▶ Motor carriers will experience a seamless, technology-driven transaction as they enter and leave the terminal
- ▶ By the end of this year, the North Gate will have a direct interstate connection via the I-564 Intermodal Connector
- ▶ Part of a larger, \$350 million investment in NIT to expand annual container throughput capacity by 400,000 containers

**MOMENTUM**





# TECHNOLOGY ANIMATIONS IN SEVEN LANGUAGES



# MEDIA/INDUSTRY AWARENESS



News Release

June 26, 2017

Contact: Joseph D. Harris  
Spokesman  
(757) 683-2137 / Office  
(757) 675-8087 / Cell  
[jharris@portofvirginia.com](mailto:jharris@portofvirginia.com)

## NIT's New North Gate Complex Christened; Terminal's Gate Capacity More Than Doubles

*Gate Will Tie Into I-564 Connector and Reduce Pressure on Hampton Blvd.*

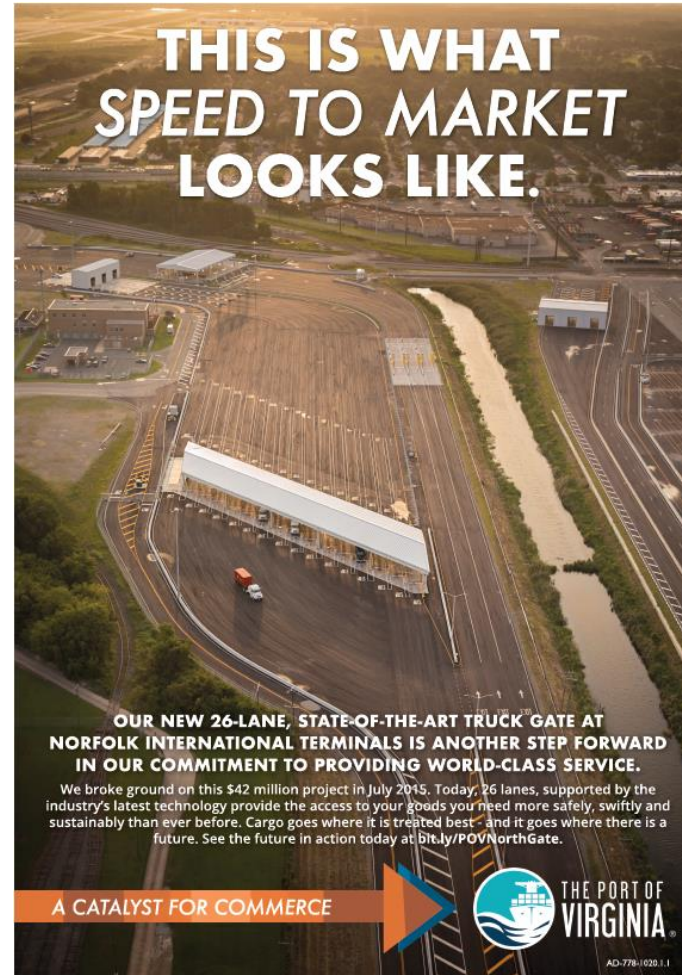
**NORFOLK, VA** – The Port of Virginia today christened its state-of-the-art North Gate, a 26-lane, technology-driven gate complex that will speed the flow of truck-borne cargo to and from Norfolk International Terminals (NIT).

Port partners, stakeholders, industry leaders and officials from the federal, state and local levels all gathered at NIT to celebrate the ceremonial "first move" by a motor carrier through the new gate complex. The North Gate will open to all motor carriers on June 30 and more than doubles the total gate capacity at NIT.

Two years ago, NIT's North Gate was a small, four-lane complex that was staffed by full-time security personnel and served container traffic, vendors' vehicles and personal cars. As container volumes at NIT grew, more and more pressure was being put on NIT's 16-lane South Gate.

An expanded North Gate is key to improving delivery of service to the motor carriers and to the cargo owners, said John F. Reinhart, CEO and executive director of the Virginia Port Authority. Further, greater gate capacity at NIT will be critical to the success of a larger expansion project there.

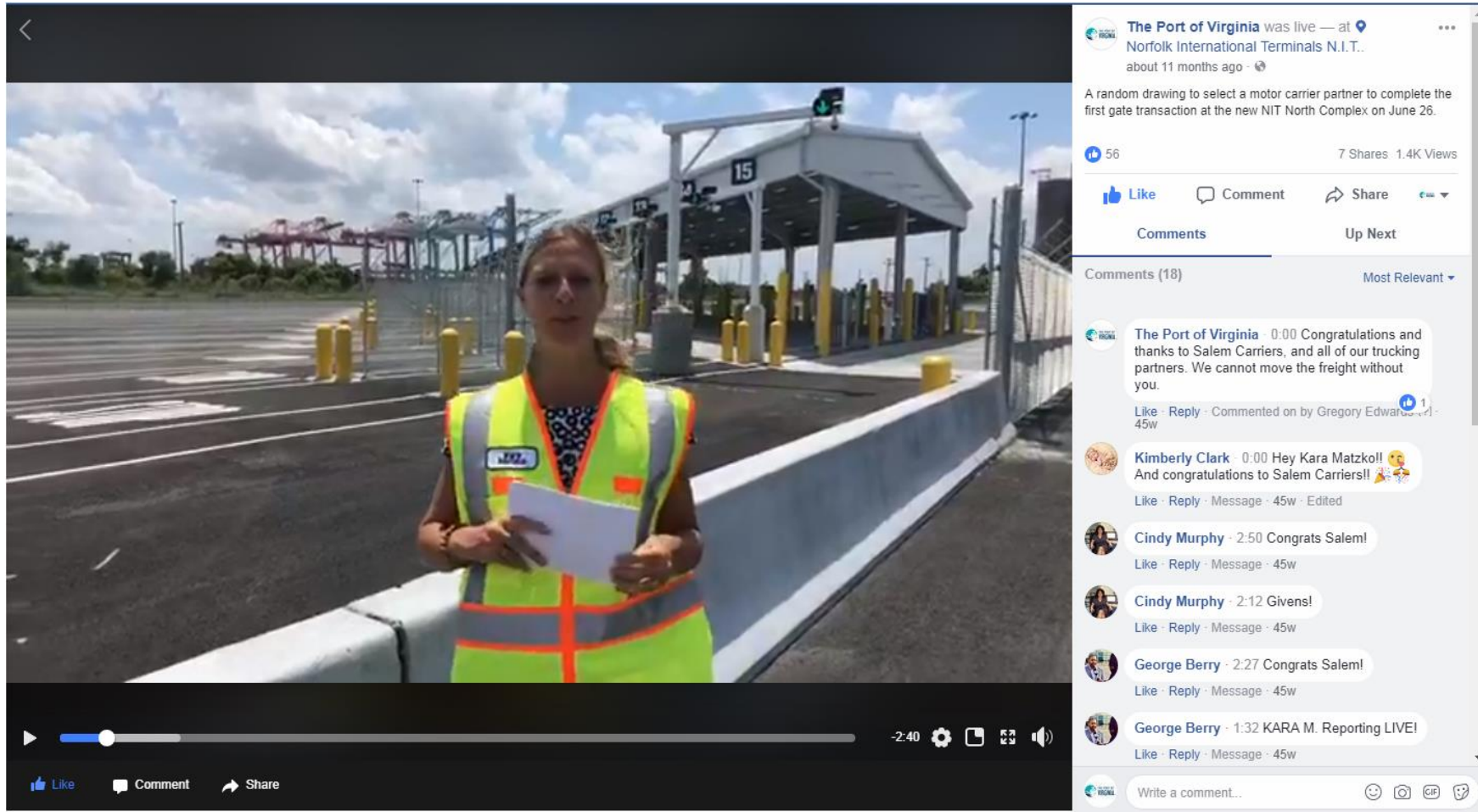
600 World Trade Center | Norfolk, VA 23510 | ph (757) 683 8000 | toll-free (800) 446-8098 | [portofvirginia.com](http://portofvirginia.com)



- Press releases
- TV coverage
- Advertisement (national and international)



# INVOLVING OUR STAKEHOLDERS



The Port of Virginia was live — at Norfolk International Terminals N.I.T.. about 11 months ago · 🌐

A random drawing to select a motor carrier partner to complete the first gate transaction at the new NIT North Complex on June 26.

56 7 Shares 1.4K Views

Like Comment Share

Comments Up Next

Comments (18) Most Relevant

The Port of Virginia · 0:00 Congratulations and thanks to Salem Carriers, and all of our trucking partners. We cannot move the freight without you.

Like Reply · Commented on by Gregory Edwards · 45w

Kimberly Clark · 0:00 Hey Kara Matzko!! And congratulations to Salem Carriers!! 🎉

Like Reply · Message · 45w · Edited

Cindy Murphy · 2:50 Congrats Salem!

Like Reply · Message · 45w

Cindy Murphy · 2:12 Givens!

Like Reply · Message · 45w

George Berry · 2:27 Congrats Salem!

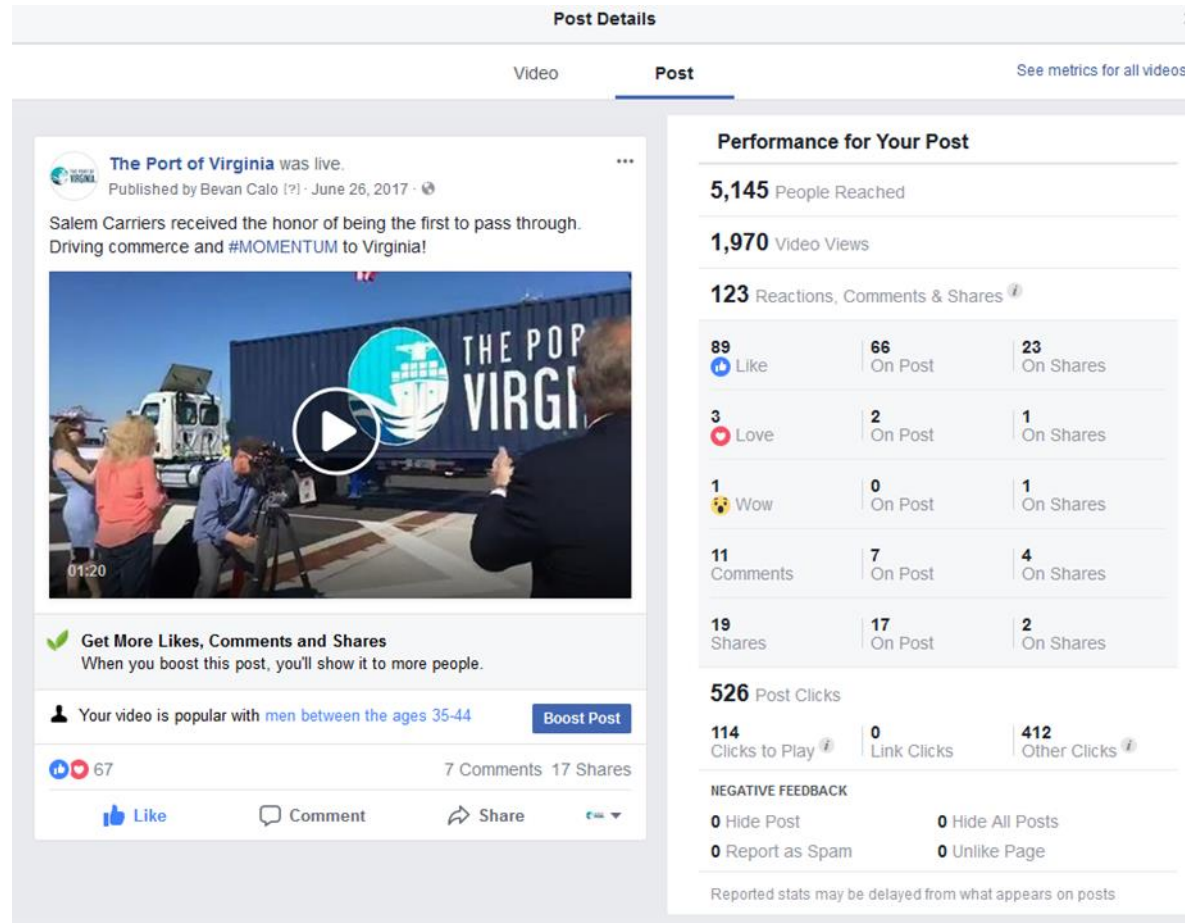
Like Reply · Message · 45w

George Berry · 1:32 KARA M. Reporting LIVE!

Like Reply · Message · 45w

Write a comment...

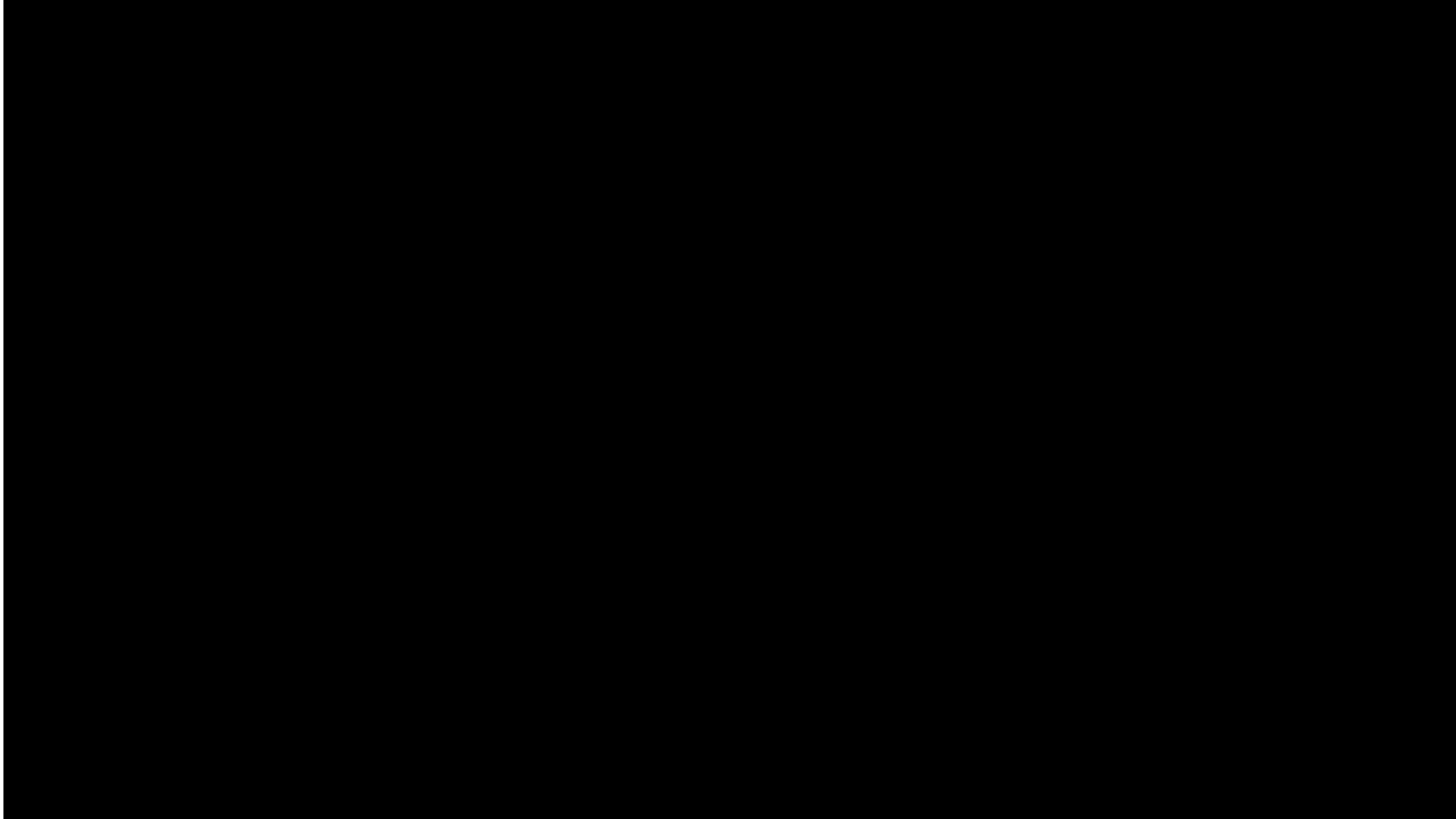
# SOCIAL MEDIA ENGAGEMENT



Video post from NIT North Gate (June 26, 2017) – 5,145 reach, 1,970 Video views, 526 Post clicks, 123 reactions

# NIT NORTH GATE OPENING

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# PORT FUNDING OPPORTUNITIES



News Release

Oct. 4, 2017

Contact: Joseph D. Harris  
Spokesman  
(757) 683-2137 / Office  
(757) 675-8087 / Cell  
[jharris@portofvirginia.com](mailto:jharris@portofvirginia.com)

## Port Receives Federal Grant to Bolster Development of Motor Carrier Reservation System

**NORFOLK, VA** – The Port of Virginia's® focus in driving efficiency through the federal government through a specialized grant program to improve the use of technology.

The Federal Highway Administration (FHWA) has awarded the Port of Virginia an Advanced Transportation and Congestion (ATC) grant of \$1.55 million. The money, along with equal state and local funds, will be used to continue its work on the development and implementation of a new motor carrier reservation system.

"We are excited about this grant and creating efficiencies across every phase of our operations," said the director of the Virginia Port Authority. "As we go forward, it will be absolutely necessary to creating efficiency at the port. It will allow us to meter the flow of traffic in and out of our port and give us more control of the flow of cargo moving by truck."

The new system will benefit shippers and trucking companies because they will be able to build their week, plan their trips, and develop more accurate forecasting for turn-times and volumes. It will also result in a safer work environment as we can plan the day and accurately forecast manpower needs."

600 World Trade Center | Norfolk, VA 23510 | ph (757) 683 8000 | toll-free (800) 446-8098 | [portofvirginia.com](http://portofvirginia.com)

- Federal
- State
- Grant
- P3



# NIT SOUTH EXPANSION

Increase capacity by 400,000 containers (46%)

2018: first stacks complete

2020: all 30 stacks complete

\$375 million investment



# TEXT ALERTS



## RECEIVE TEXT ALERTS RELATED TO OUR TERMINALS

Text: **follow VATruckerAlerts**  
(There MUST be a space between follow and VATruckerAlerts)  
To this number: **40404**

You will receive a confirmation message, and (if prompted) you must reply with **YES** to complete the registration.



## OUR CUSTOMER SERVICE GROUP IS HERE TO HELP YOU!

DIRECT DIAL CUSTOMER SERVICE: 1-757-440-7160

## CUSTOMER SERVICE HOURS OF OPERATION:

Monday-Friday 7:30 am - 6:00 pm ET  
Saturday 8:00 am - 12:00 pm ET

*For calls outside these hours, please leave a message.  
All messages will be responded to as soon as possible.*

EMAIL: [POVCUSTOMERSERVICE@VIT.ORG](mailto:POVCUSTOMERSERVICE@VIT.ORG)

Visit our extensive Support Center section on the web at [Customerservice.portofvirginia.com](http://Customerservice.portofvirginia.com). Our dedicated Trucker Resource page was created to provide useful links to policies, rules, appointment systems FAQs and more.



Transfer zone reconfiguration



# VIRGINIA INTERNATIONAL GATEWAY



Increases capacity to 1.2 million containers

Expanded rail operation

Extended berth

4 new Ship to Shore cranes

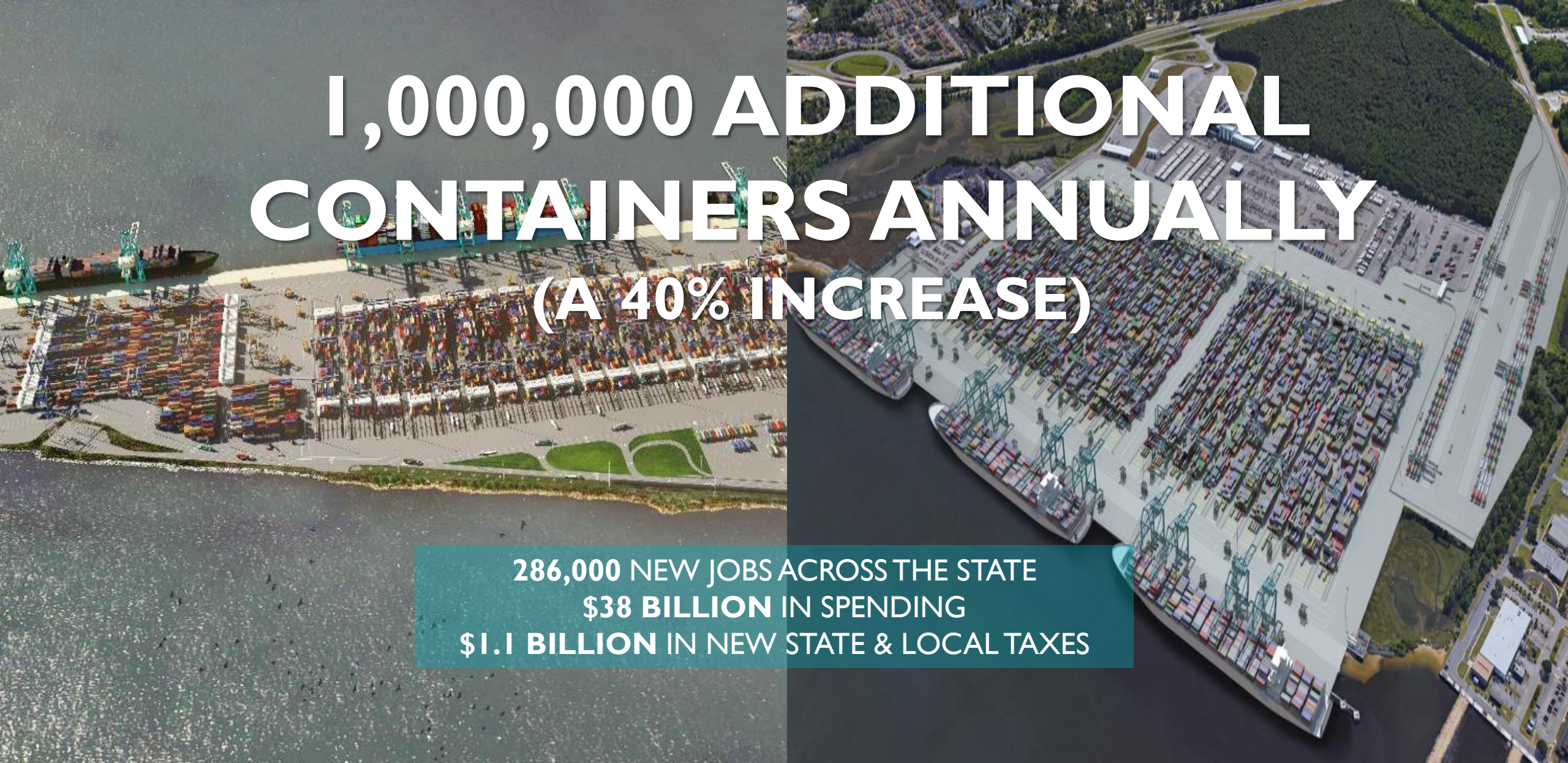


# KNOWING OUR AUDIENCE



- Federal, state and local governments (permitting, wayfinding, information sharing)
- Port partners
- Colleagues
- Civic leagues
- Environmental groups





# 1,000,000 ADDITIONAL CONTAINERS ANNUALLY (A 40% INCREASE)

**286,000 NEW JOBS ACROSS THE STATE**  
**\$38 BILLION IN SPENDING**  
**\$1.1 BILLION IN NEW STATE & LOCAL TAXES**





**WE ARE VIRGINIA'S GLOBAL GATEWAY.™**