



Thoughts on the Public Sector Side of Port Finances

Bruce Lambert

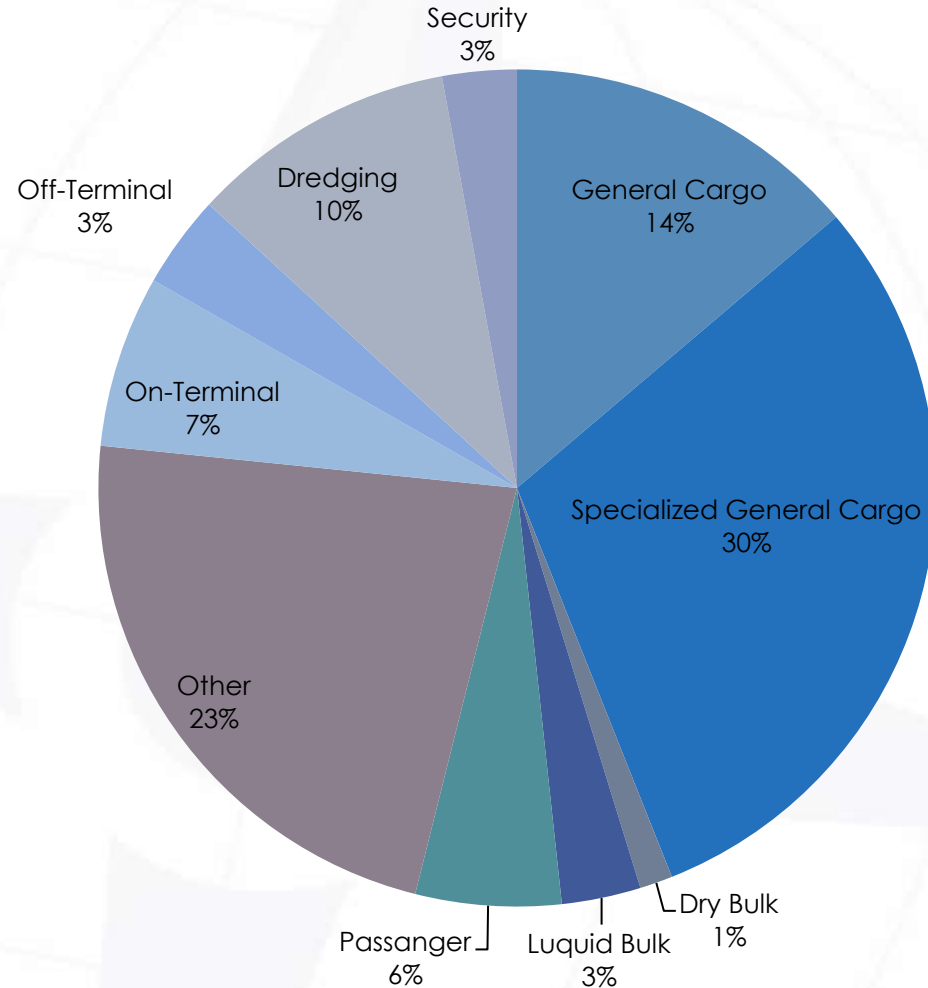
If I gave any Port one dollar...



What would that Port buy?



U.S. Public Port Projected Capital Expenditures by Expenditure Category for 2007-2011



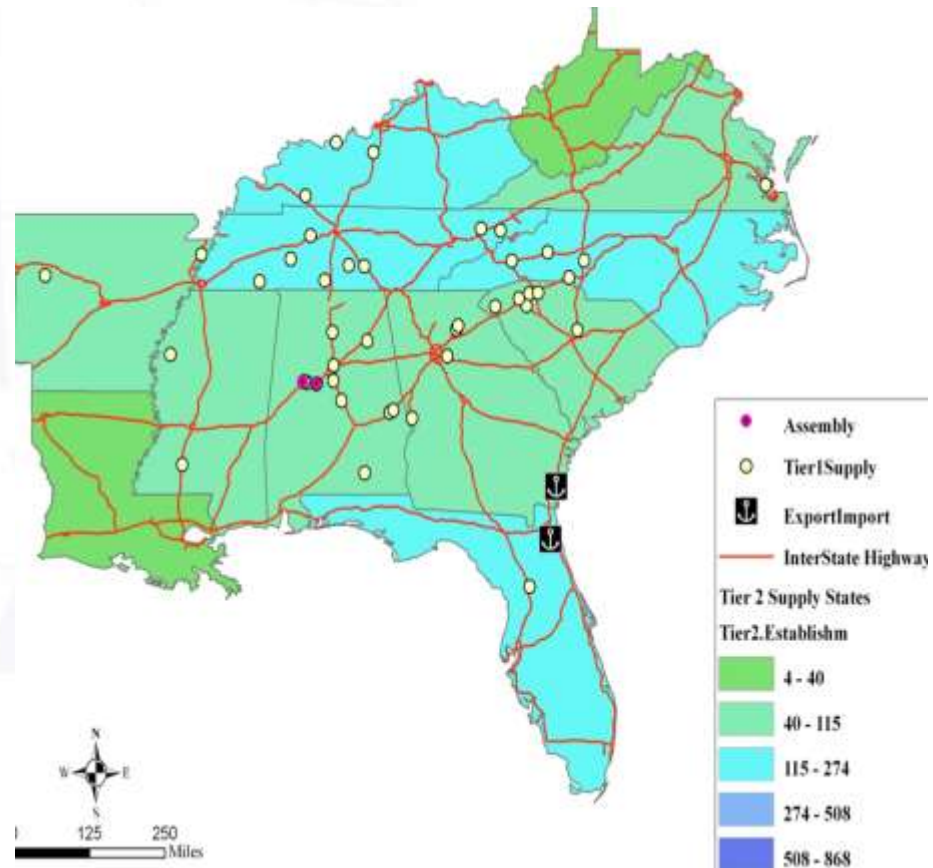
What is a Port's Market and Political Geography?



“I am so important”

Its about me...

Really?



Key Points Driving Corridors

- Logistics and economic development
- Connecting ports and hinterlands
- Intermodal Corridors
- Local and regional business

Transport, Talent and Taxation Top Factor List

Site Selection's October survey of corporate real estate executives reveals which factors on average are most important to them when they are involved in location decision making.

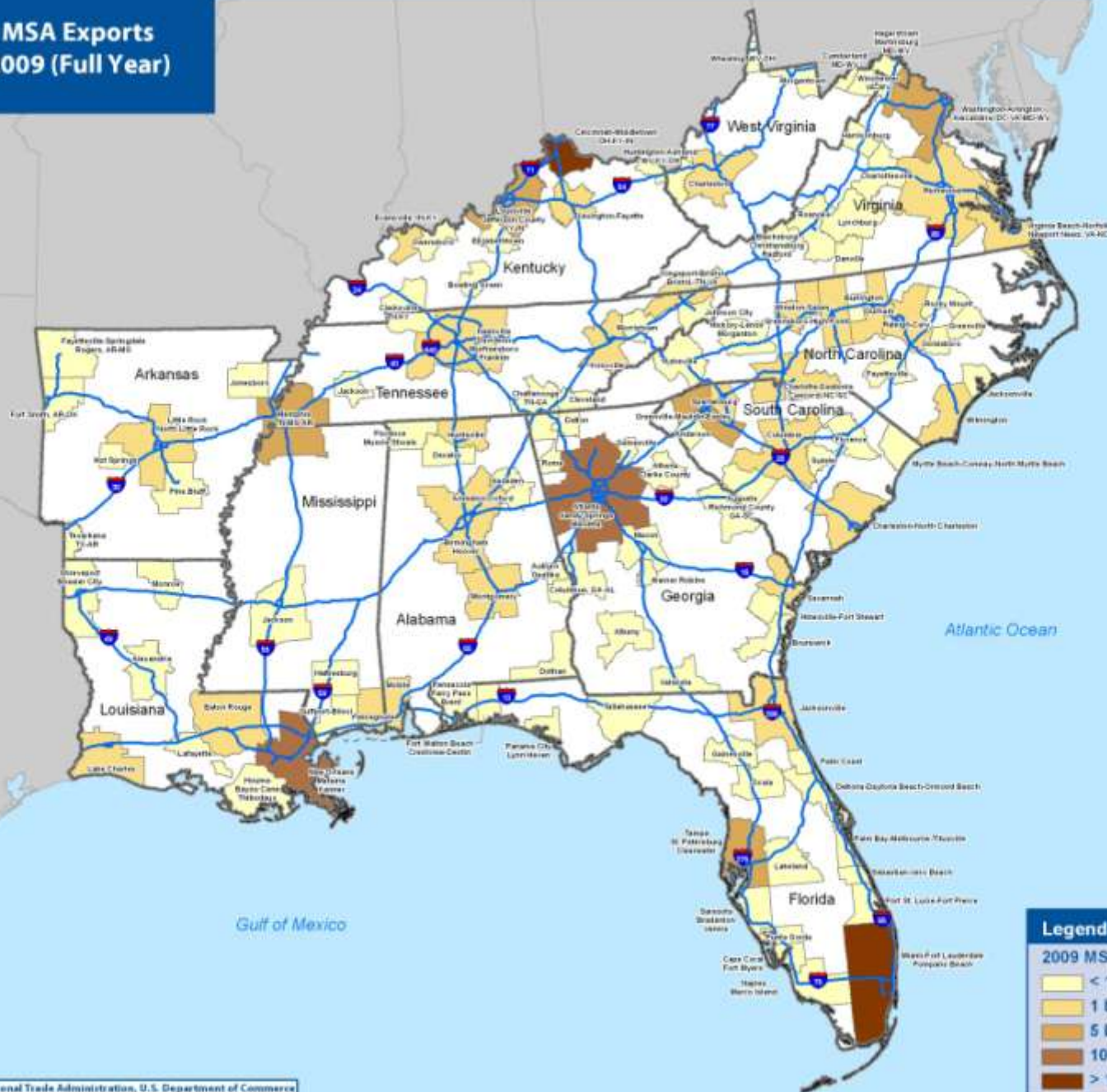
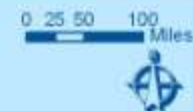
1. Transportation infrastructure
2. Existing work force skills
3. State and local tax scheme
4. Utility infrastructure
5. Land/building prices and supply
6. Ease of permitting and regulatory procedures
7. Flexibility of incentives programs
8. Access to higher education resources
9. Availability of incentives
10. State economic development strategy

Heartland Intermodal Corridor Scan, Sept 2010



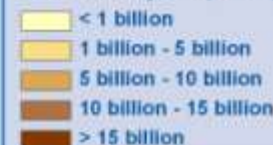


MSA Exports 2009 (Full Year)



Legend

2009 MSA Exports (\$ USD)





Freight Access and Mobility

*May Create
Transformative*

Opportunities

What Must I Do to Be Successful:



Revenue Sources

Port
Generated

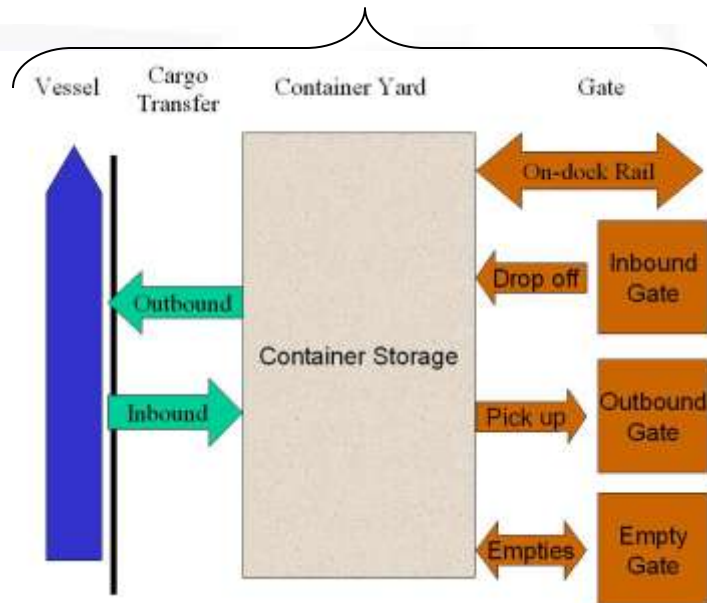
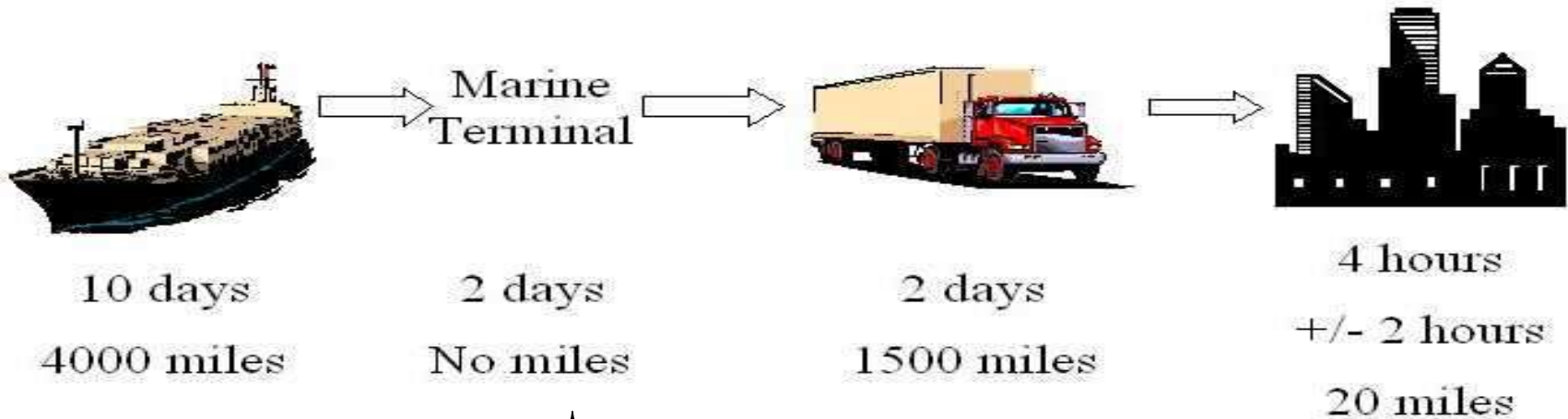
Grants

Financial
Markets

Partnership

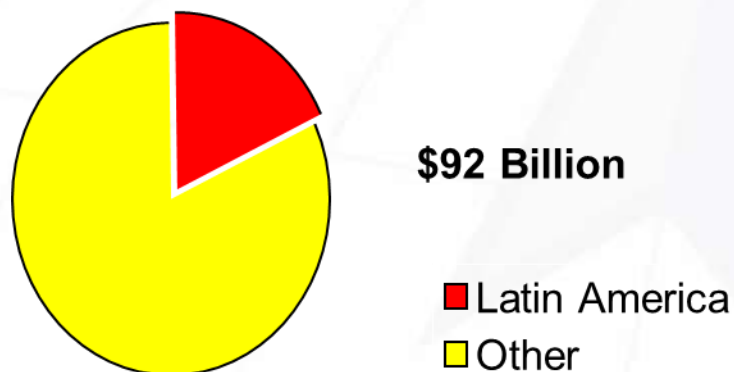


Where is the priority?

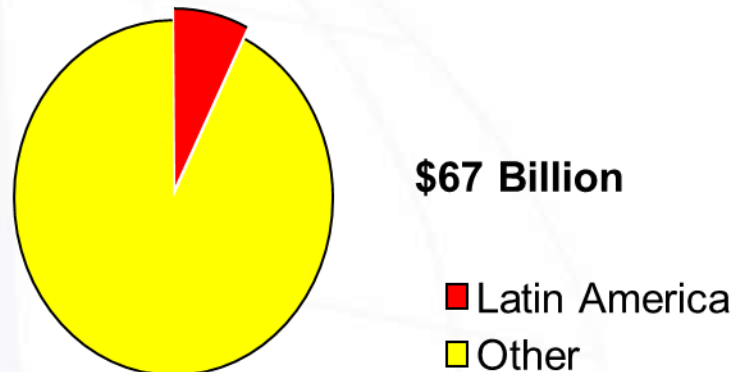


Needs in Southeast from Latin American Trade (LATTs)

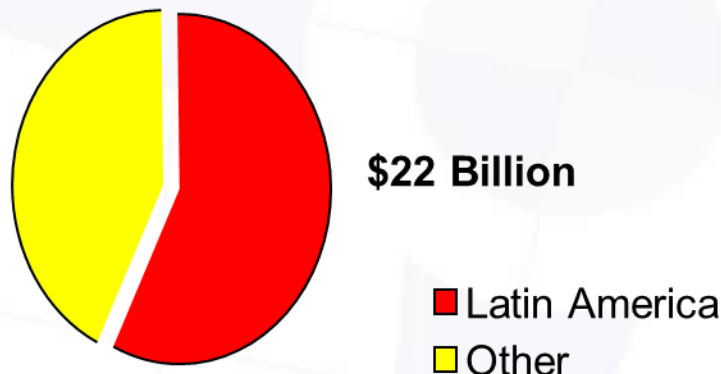
TOTAL 20-YR NEEDS ESTIMATE



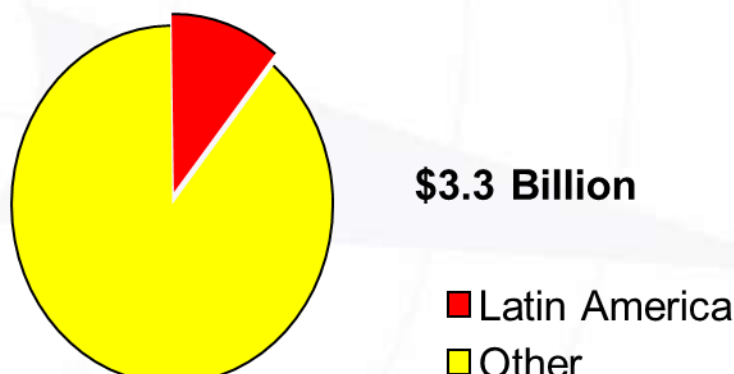
20-YR HIGHWAY NEEDS ESTIMATE



20-YR PORT NEEDS ESTIMATE



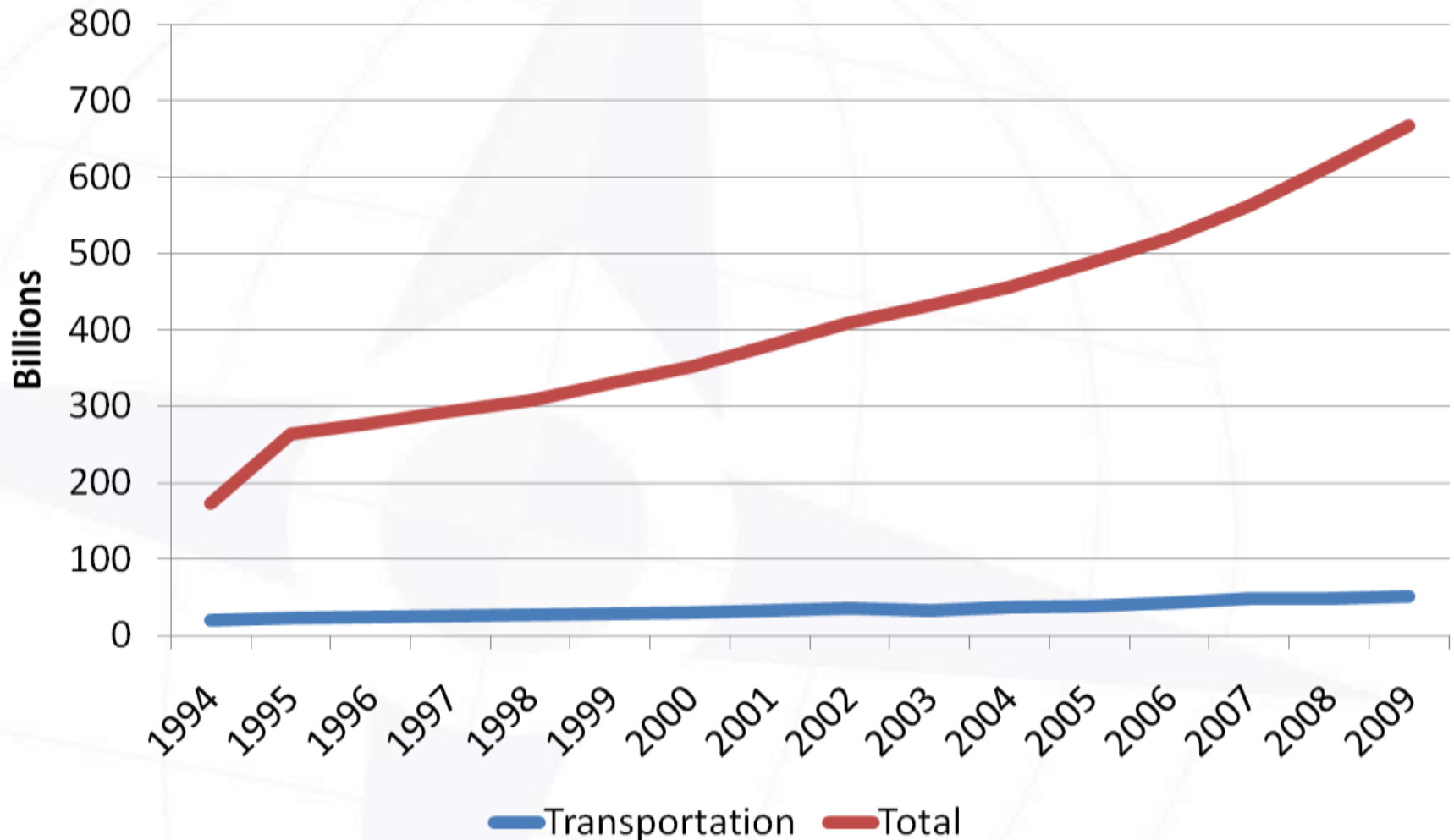
20-YR AIR CARGO NEEDS ESTIMATE



Some State Responses

- Louisiana
- Mississippi
- Florida
- West Virginia
- North Carolina
- Virginia

Southeastern Government Spending on Transportation Compared to All Government Spending, 1994-2009



Summary



You will need good partners to fund expansion while satisfying local concerns.

Don't look outside of your own office for the

> > > **SAVE THE DATE** < < <

FREIGHT IN THE SOUTHEAST

Moving Our Region's Business



Co-Sponsored by
**Virginia Office of the
Secretary of Transportation**

March 14-16, 2012 – Norfolk, VA

For Registration or Exhibit & Sponsorship info contact,
Bruce Lambert

Institute for Trade and Transportation Studies (ITTS)

540-455-9882 • bruce@ittsresearch.org • www.ittsresearch.org