American Association of Port Authorities
Ma7 17, 2017

“Partnerships & Economic Growth”
• Savannah, GA
  • Historic, charming city
  • Key industry: tourism
  • With a port

• Richmond, VA
  • State capital
  • University, law, finance & govt center
  • With a port
America’s Marine Highway

*It's Working*

- Inland waterways and harbors
- Adapt today's tugs/barges
- Connect metro centers and coastal gateways
America’s Marine Highway

Approach

• Inland waterways network
• Use of existing infrastructure and equipment
• Shorter Routes
Critical Elements for Creating Marine Highway Services

- Proposed Projects must be located on a designated Marine Highway Route

- A public/private partnership between ports, vessel operators, labor, and most importantly, shippers

- A solid business case *including* analysis of competing modes (truck and rail)

- Adequate capital for start up *and* initial operations

- A well coordinated marketing/sales effort by *all* key stakeholders
Who is your customer?

Who are your partners?
Thank you

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