THE PORT OF VIRGINIA
ENGAGING YOUR PROJECT STAKEHOLDERS
Cathie J. Vick, Chief Public Affairs Officer

Stewards of Tomorrow®
MANY PLAYERS, ONE GOAL:
A safe, sustainable and successful Commonwealth economy.

- Beneficial Cargo Owners
- Rail Partners
- Port Community
- Ocean Carriers
- Local, State, Federal Gov’t
- Barge Partners
- Environmental Partners
- VMA
- Coast Guard
- VEDP HREDA GRP
- Schools
- GO VA
- Navy
- Motor Carriers
- ILA
- Ports Community
- Port Community
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
JOBS CREATED: 6,342

TOTAL JOBS CREATED: 1,397
TOTAL DOLLARS INVESTED: $247,200,000
Apple USA, Inc.
Thermo Fisher Scientific
84 Lumber
Henry Company

TOTAL JOBS CREATED: 365
TOTAL DOLLARS INVESTED: $143,987,000
Spectrum Brands
Phoenix Packaging Operations, LLC
Kalrovia Ltd
Wholesome Harvest

TOTAL JOBS CREATED: 405
TOTAL DOLLARS INVESTED: $19,900,000
American Merchant, Inc.

TOTAL JOBS CREATED: 1,673
TOTAL DOLLARS INVESTED: $204,450,000
STIHL Inc (1)
STIHL Inc (2)
Atarfil
Chemises

TOTAL JOBS CREATED: 742
TOTAL DOLLARS INVESTED: $28,850,000
Amazon.com, Inc
Erard Ltd
Oran Safety Glass

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

KEY
EXPANDING BUSINESS
NEW BUSINESS
PORT TERMINALS
Map based on GO Virginia regional boundaries
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
WIDER. DEEPER. SAFER.
FULLY-LOADED VESSELS = FULLY REALIZING VIRGINIA’S POTENTIAL
INCREASE AWARENESS AMONG OUR LEGISLATIVE CONSTITUENTS
LEGISLATIVE HANDOUTS
CLEAR COMMUNICATION OF TIMELINE

- **June 2015**: Feasibility Cost Sharing Agreement Signed
- **December 2015**: Alternative Milestones Met
- **August 2017**: Tentatively Selected Plan
- **March 2018**: PED funding by General Assembly
- **July 2018**: PED Begins
- **August/September 2018**: Senior Leadership Review Board
- **February 2019**: Construction funding by General Assembly
- **February 2019**: Construction begins
- **October 2017**: Public Release of Draft GRRs and EAs
- **February 2019**: Agriculture Decision Milestone
- **December 2018**: Signed Chief’s Report
- **January 2020**: Construction Complete
- **2018**: Public Release of Draft GRRs and EAs
- **2019**: WRDA 2018
DELIVERING TOMORROW’S GOODS TODAY.
CONGRESSIONAL DISTRICT PROFILES

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
- Alcoa
- Natural Rubber
- Kimberly-Clark
- Dura-Line Logistics Group
- American Snuff

3rd Congressional District Activity Through The Port of Virginia in Fiscal Year 2019

- Tennessee Activity Through The Port of Virginia in Fiscal Year 2017
  - Tennessee Business Million
  - Cargo Value: $4,416,806,883
  - Short Tons Shipped: 604,912
  - Number of Tennessee Businesses: 364

- Virginia Activity Through The Port of Virginia in Fiscal Year 2017
  - Virginia Business Million
  - Cargo Value: $96,016,356,789
  - Short Tons Shipped: 1,774,046
  - Number of Virginia Businesses: 3,096

- 3rd Congressional District Activity Through The Port of Virginia in Fiscal Year 2019
  - Cargo Value: $1,411,823,084
  - Short Tons Shipped: 608,528
  - Number of Businesses: 601
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 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
TECHNOLOGY ANIMATIONS IN SEVEN LANGUAGES
MEDIA/INDUSTRY AWARENESS

- Press releases
- TV coverage
- Advertisement (national and international)
IN INVOLVING OUR STAKEHOLDERS
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
PORT FUNDING OPPORTUNITIES

- 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: POCUSTOMERSERVICE@VPORG
Visit our extensive Support Center section on the web at 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

Source: Economic Impacts of Virginia’s Maritime Industry, 2013, Raymond A. Mason School of Business, William & Mary
WE ARE VIRGINIA’S GLOBAL GATEWAY.