

# THE PORT OF VIRGINIA:

A CATALYST FOR COMMERCE

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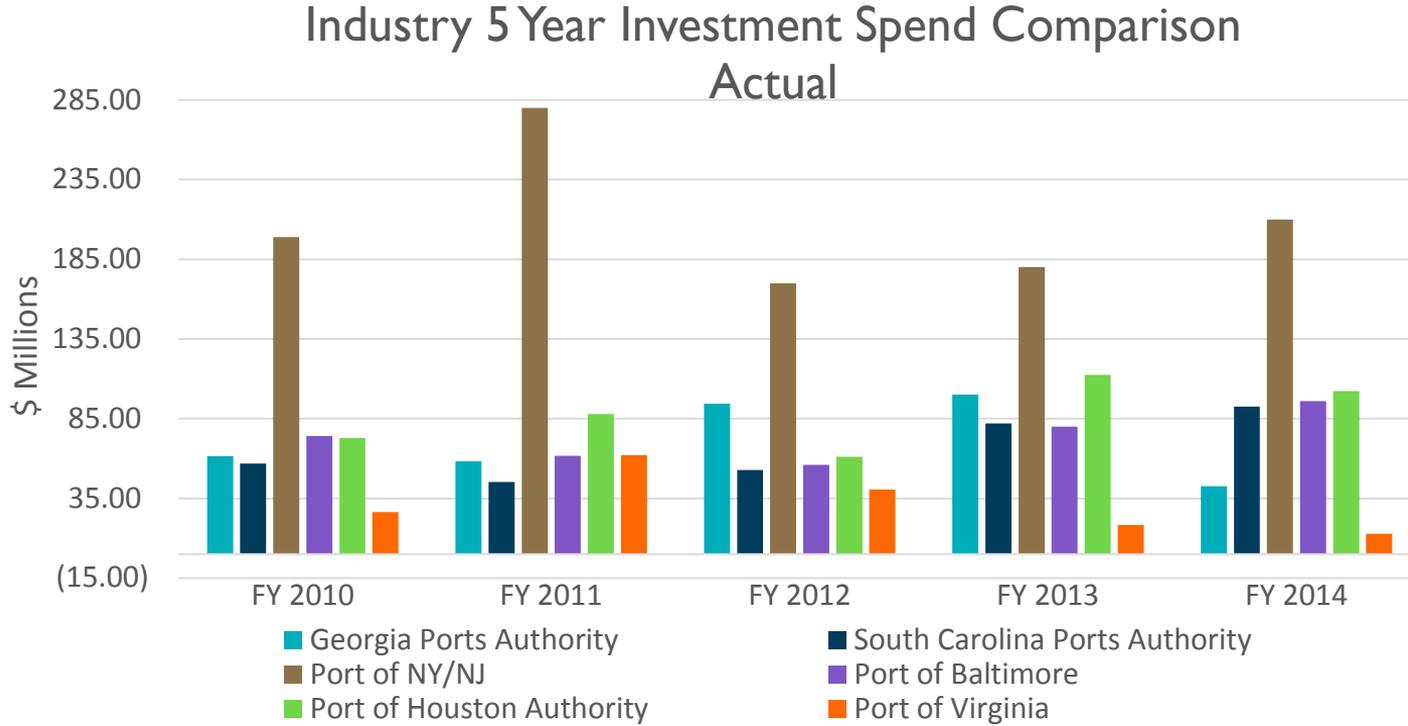
JOHN REINHART, CEO AND EXECUTIVE DIRECTOR  
VIRGINIA PORT AUTHORITY  
FEBRUARY 10, 2016

# INDUSTRY TRENDS/ISSUES

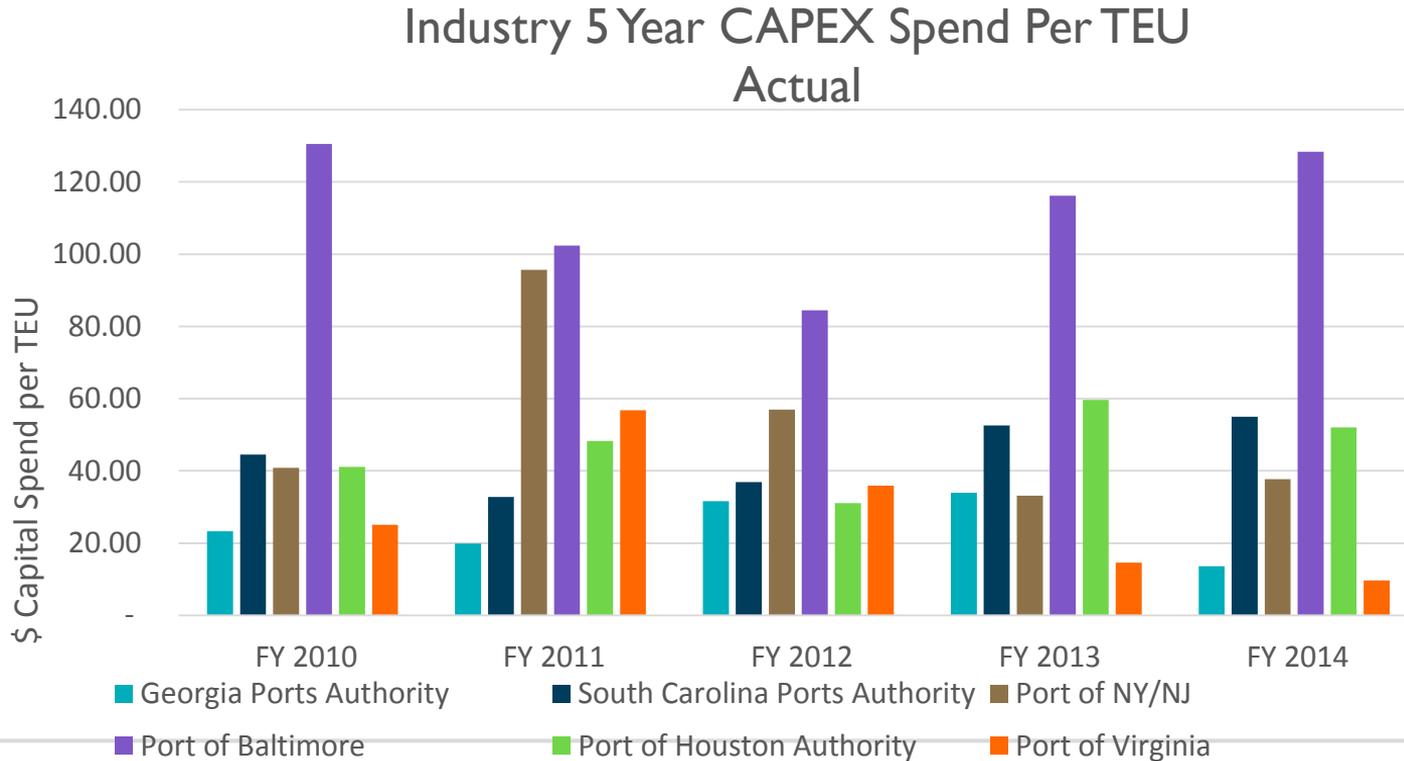
- A lack of investment
- Shifts in trade patterns
- Increasing ship sizes
- **To remain competitive, ports have to be able to move cargo swiftly, safely, and sustainably**



# CAPITAL OUTLAY SPENDING VS OTHER PORTS

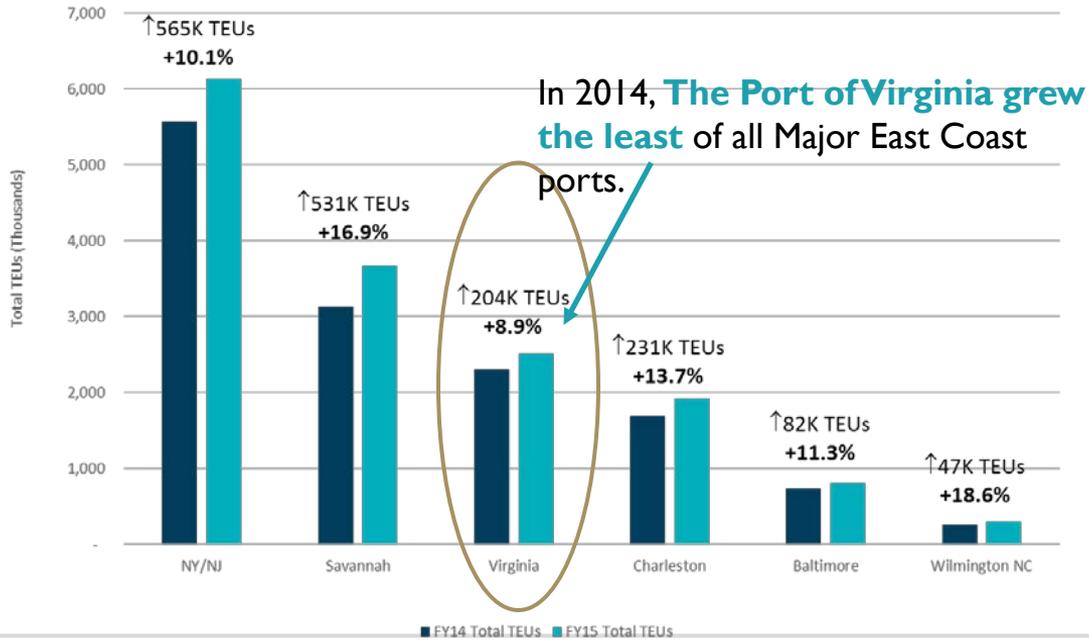


# PER UNIT CAPITAL SPEND COMPARISON



# MAJOR US EAST COAST PORTS COMPARISONS

Major US East Coast Port TEU Volumes and Growth  
FY 2015 vs. 2014, July - June





# FASTEST-GROWING US IMPORT PORTS

1. New Orleans +23.10%
2. Savannah +20.26%
3. Miami +18.86%
4. Mobile +17.16%
5. Charleston +12.48%
6. Houston +12.18%
7. Baltimore +10.76%
8. Wilmington +9.91%
9. NY/NJ +9.47%
10. San Juan, PR +8.64%

Source: PIERS

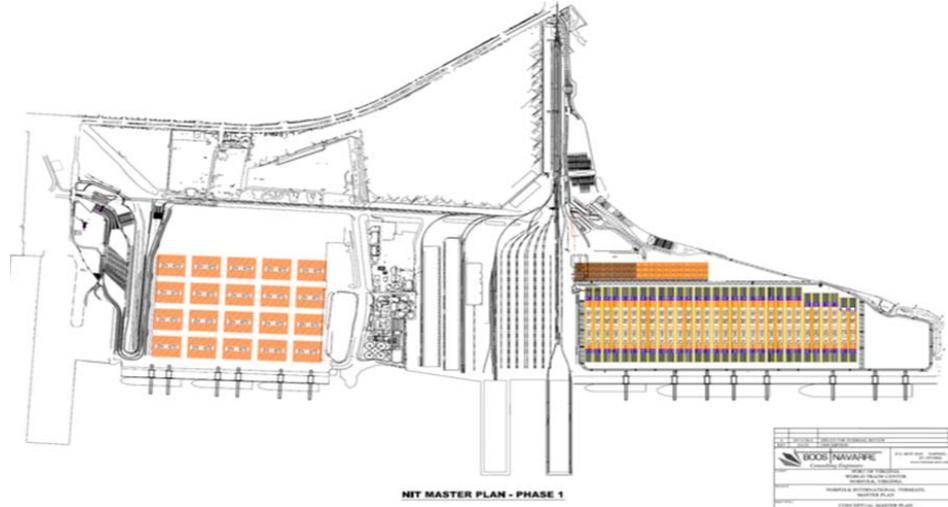


# NORFOLK INTERNATIONAL TERMINALS (NIT)



- 820,000 Container Capacity
- Served by NS
- 50' depth
- 14 STS Cranes

# PHASE I NIT SOUTH CONVERSION



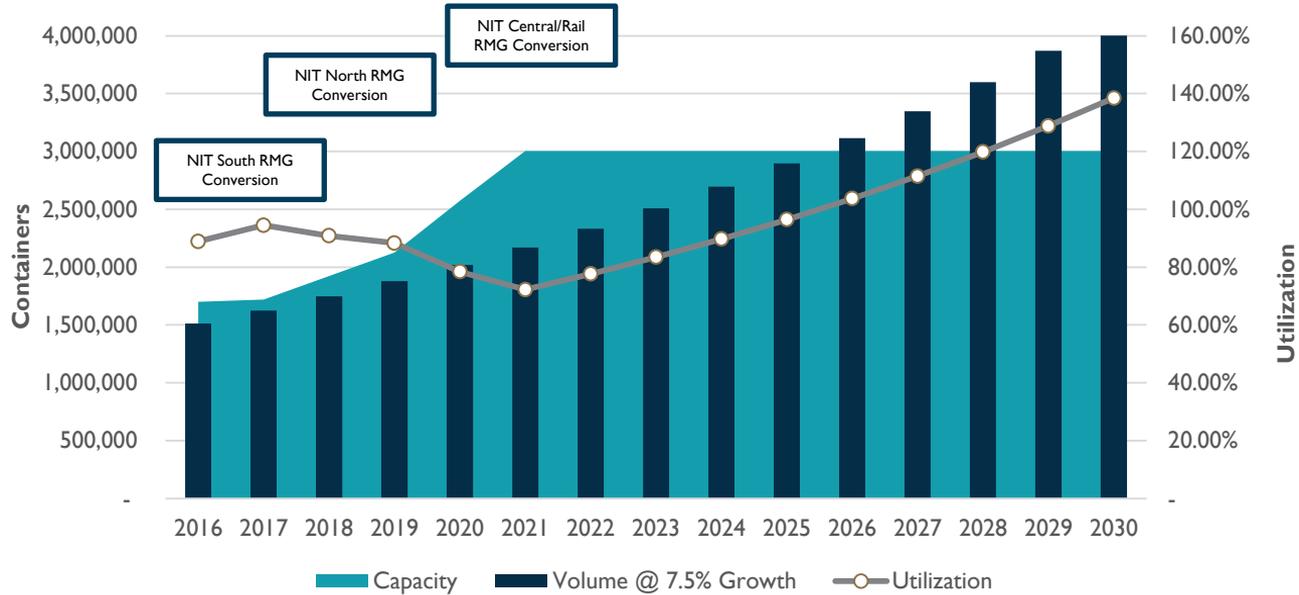
- \$350 million capital needs
- Increase capacity by 400,000 containers
- 2017: first stacks complete
- 2019: all 30 stacks complete

# “VIG II” CONCEPT



- \$320 million
- Increases capacity to 1.3 million containers
- New equipment
- Expanded rail operation
- Extended berth

# NIT: CAPACITY vs GROWTH



# FULL POV BUILD OUT



# POTENTIAL ECONOMIC IMPACTS OF NIT OPTIMIZATION



120,000  
port-related jobs



\$100 million  
annual revenue



\$462 million  
state and local taxes



\$16 billion  
Virginia spending

# PORT INFRASTRUCTURE PROJECTS: 2016-2026

	COST
NIT – Phase I	\$350,000,000
VIG – VIG II Expansion	\$320,000,000
NIT – Phase II	\$230,000,000
NIT – Phase III	\$270,000,000
Dredging Cost	\$300,000,000
Craney Island	\$1,000,000,000
<b>Total Cost</b>	<b>\$2,600,000,000</b>

# 5 YEARS

- NIT Phase I, VIG II projects complete
- Total POV capacity: 2.95 million containers
- Capacity to handle 36% of volume moved by rail



# 10 YEARS

- NIT II, VIG II complete
- Craney Island cells being built
- Total POV capacity:  
3.5 million containers
- Capacity to handle 42% of  
volume moved by rail



# 20 YEARS AND BEYOND

- Craney Island Phase I & II
- Total POV capacity:  
5.5 million containers
- Capacity to handle 45% of  
volume moved by rail
- Craney Island capacity  
when complete:  
2.87 million containers



# THE PIECES ARE IN PLACE

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- Strategic location
- Water depth
- Lack of height restrictions
- Rail & road infrastructure
- Plan for capacity and throughput

ACCESSIBILITY  
FORTITUDE  
HELPFULNESS  
INNOVATION  
MINDFULNESS  
SUSTAINABILITY