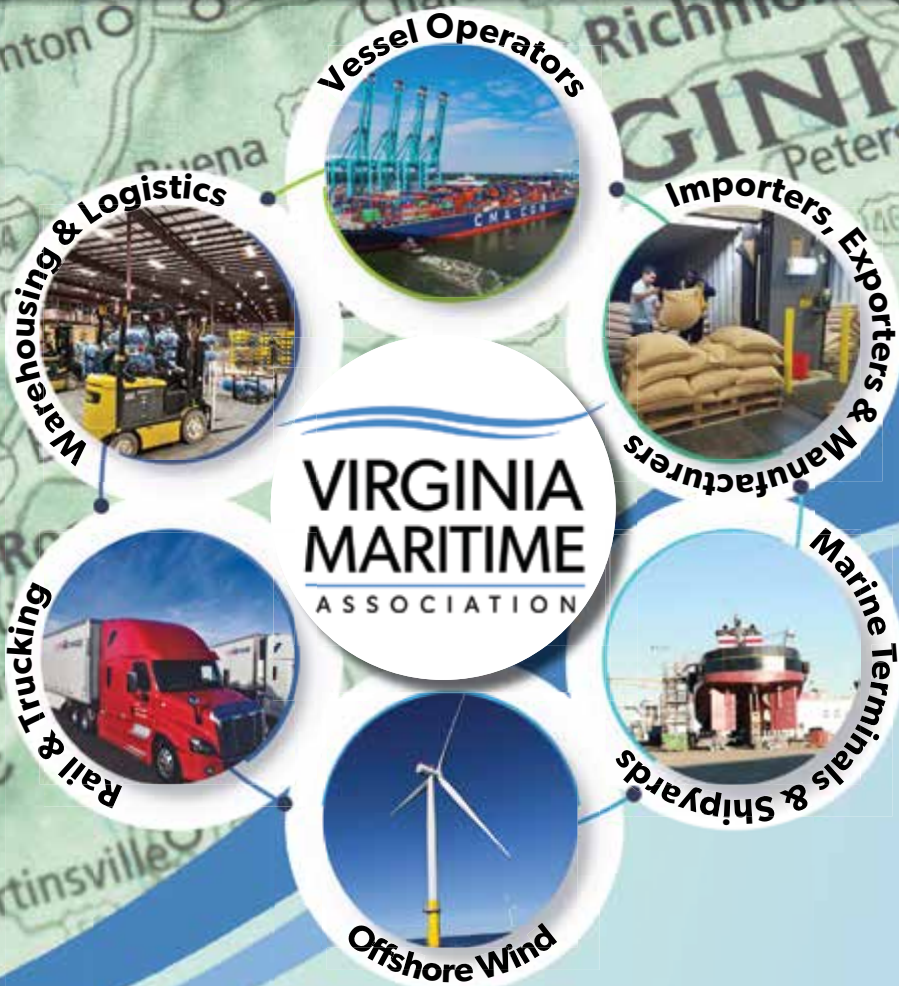


NAVIGATE TO BETTER

Making Supply Chains Work
Across Virginia and Beyond!



Virginia Ports Annual 2024

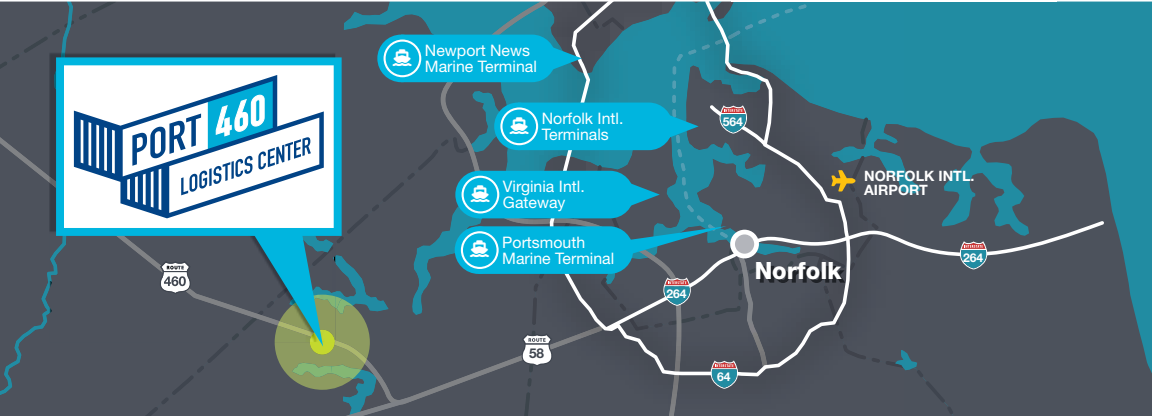
Q2 2024
CONSTRUCTION BEGINS



Q2 2025
DELIVERY BEGINS

5 MILLION SQUARE FOOT INDUSTRIAL DEVELOPMENT ON OVER 500 ACRES

M-2 HEAVY INDUSTRIAL ZONING / FOREIGN TRADE ZONE 20 ENABLED



IMMEDIATE OPPORTUNITIES AVAILABLE

**ROCKEFELLER
GROUP**

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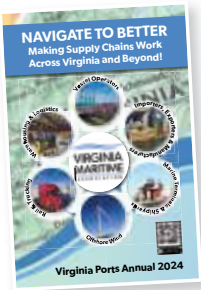
The Virginia Ports Annual 2024 is published by the Virginia Maritime Association in the interest of the continued development of Virginia’s ports and the maritime community. This is the 97th consecutive edition of the Annual and every effort has been made to set forth facts which are believed to be of most general interest to shippers and users of the port.

- ❖ The Association gratefully acknowledges the assistance given by various firms, individuals, port and industrial development agencies, and governmental departments, which have cooperated in the preparation of this Annual by furnishing statistics, technical material, photographs, and advice in regard to their respective functions.
- ❖ Publication of the Port Annual is made possible by our advertisers. We encourage our readers to peruse the Advertising Section, as well as to take note of the other advertisements placed throughout the book.
- ❖ For more information about becoming a member of the VMA and the services we provide, please visit us @ www.vamaritime.com/membership.



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Photo courtesy of Captain Trafton Jordan.



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INTRODUCTION

ABOUT THE VIRGINIA PORTS ANNUAL

The Virginia Ports Annual 2024, published by the Virginia Maritime Association since 1925, delivers facts, services, and opportunities to be of the most general interest to shippers and stakeholders of the port. The Annual continues to serve as a reference and promotional tool, highlighting the numerous services and facilities available in Virginia's commercial ports.

VIRGINIA'S PORT OVERVIEW

Virginia is America's First Port

Virginia's ports have been an advantage to the Commonwealth of Virginia and globally for over four centuries. From the early founding as "America's First Port" at Jamestown in 1607 Virginia has been at the forefront of change in maritime and shipping industries.

Modern Center of Maritime Excellence

Virginia is home to the second largest commercial port on the U.S. East Coast by tonnage, the third largest container port, the nation's largest shipbuilding and ship repair industrial base, the nation's largest offshore wind project, and a growing passenger cruise industry. These activities are supported by a multitude of marine facilities capable of handling a diverse mix of vessels and cargoes, including containers, dry and liquid bulk products, breakbulk, rolling stock, and specialized cargoes. Virginia is a maritime center of excellence on the leading edge of maritime industrial innovation and logistics solutions.



Naturally Deep Waters... and Going Wider, Deeper, Safer®

The strategic mid-Atlantic location, deep water, streamlined transportation infrastructure, and capacity for growth offered by Virginia's ports are well-known among shippers the world over. The natural advantages of our ports have historically served as a magnet for investment, attracting new industries and commerce within the state. Today, the world's largest shipping lines link Virginia's sheltered, ice-free harbors to destinations around the globe. Hampton Roads encompasses 25 square miles of easily accessible waterways and is located just 18 miles from the open sea, offering ships carrying the heaviest cargoes the ease of steaming in and out of 50-foot-deep, obstruction-free channels, which are currently being widened and deepened to 55-feet and deeper. The project is anticipated to be completed in 2025.



Access Two-Thirds of the U.S. Population within 24 Hours

In addition to the advantages offered by easy access to the open sea, Virginia's ports are served by one of the nation's most efficient inland transportation networks. Cargo is transported with speed and efficiency by 30 miles of on-dock rail. Numerous national and regional trucking companies and two of the nation's largest railroads, CSX and Norfolk Southern, enable service to two-thirds of the U.S. population within 24 hours.

A Commitment to Progress

The commitment to developing state-of-the-art facilities, new cargo handling technologies, initiatives to increase sustainability and productivity, and offering a broad base of services, as well as a reputation for cooperative labor relationships, keep Virginia at the forefront of maritime and logistics industries. These competitive advantages will continue to position Virginia as a dominant player among world-class ports.



VMA Port Day 2024.

ADVOCATES FOR PORT COMMERCE, COLLABORATION, AND COOPERATION

The Virginia Maritime Association (VMA) represents a statewide collective force of over 450 member companies involved in the region's maritime supply chains, connecting businesses across the commonwealth and beyond. Since its establishment in 1920, the VMA continues to promote, protect, and facilitate commerce through Virginia's ports and the interests of associated industries and supply chains. In its 104 years, the VMA has fostered a culture of collaboration and cooperation among and between its member businesses, regulators, and lawmakers, which has become a hallmark of the progress, growth, and supportive environment for companies conducting business through Virginia's ports. The activities along our industrial waterways and throughout the supply chains connecting our ports to farmlands, distributors, manufacturers, and other businesses across the state account for 14% of Virginia's GSP and nearly 730,000 jobs – nearly 1-in-5 jobs are tied to our industry. These economic impacts demonstrate that Virginia is a Maritime economy. VMA members are Better Connected, Better Informed, and Better Represented.

*To play an active role in defining future industry growth, become a VMA member!
Learn more at: vamaritime.com/membership*

A COMPETITIVE PORT: NOW AND TOMORROW

Port Priority Projects and Goals

To accommodate future demands and the projected increase in international trade, the port must be poised to accommodate the largest vessels and have the infrastructure to facilitate the increased traffic. Recognizing the need to plan for future growth opportunities, the following projects have been identified as key to the successful and competitive future of Virginia's ports:

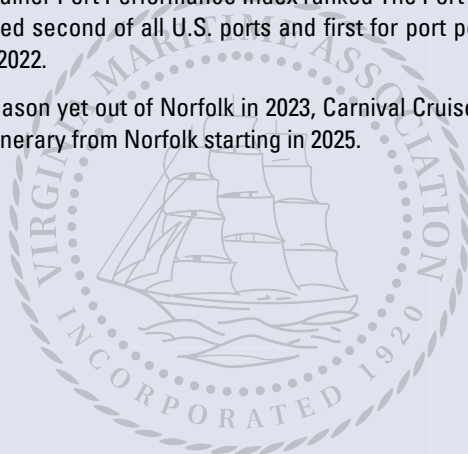


- ◆ Complete the Norfolk Harbor widening and deepening project being executed by the Virginia Port Authority and the U.S. Army Corps of Engineers. Originally started in 2019 with state funding, the project is fully funded and expected to be completed in 2025, giving Virginia the deepest water on the East Coast.
- ◆ Completion of the Central Rail Yard expansion and modernization of the north section of Norfolk International Terminals, adding substantive new cargo handling capacity.
- ◆ Secure Virginia's position as an east coast hub for the emerging offshore wind industry.
- ◆ Dredge sections of the Southern Branch of the Elizabeth River to depths up to 45 ft. for better utilization of the many bulk and breakbulk facilities on that waterway.
- ◆ Develop a new marine terminal at Craney Island to maximize Virginia's cargo handling capability and provide the capacity necessary to meet future demand.
- ◆ Construction of road and rail projects to meet the industry's requirements for an efficient freight transportation system, increasing shipping capacity and economic development opportunities statewide.
- ◆ Improve industry-related educational and training opportunities so Virginia continues to offer a quality workforce to the increasing number of maritime supply chain-related businesses.
- ◆ Continue developing programs that allow for port growth in ways that are respectful to our environment and community.



Significant Accomplishments and Improvements in 2023:

- ◆ After a successful year of advocacy, the General Assembly approved funding for the following:
 - \$150 million devoted to complete widening Interstate 64 all the way to Richmond and the I-95 corridor.
 - \$125 million devoted to the Virginia Business Ready Site Fund, plus \$75 million to empower the Commonwealth to procure and prepare sites for large industrial development projects.
 - \$10 million devoted toward developing an inland port in Southwest Virginia.
 - \$9 million annually for Virginia's Talent Accelerator Program to help large new employers meet their workforce needs.
- ◆ The Port of Virginia® became the first major U.S. East Coast port to power its entire operation using 100% clean energy. Eight years ahead of its original 2032 goal of using clean energy to power operations, this achievement is an integral milestone in reaching its net-zero by 2040 commitment.
- ◆ Dominion Energy received the last two major federal approvals needed from the Bureau of Ocean Energy management and U.S. Army Corps of Engineers to begin construction of its 2.6-gigawatt Coastal Virginia Offshore Wind (CVOW) project. The CVOW project will generate enough clean, renewable energy to power up to 660,000 homes once fully constructed in late 2026.
- ◆ The first Monopile Foundations for Dominion Energy's Coastal Virginia Offshore Wind Commercial Project began arriving at Portsmouth Marine Terminal marking a substantive step toward construction of the nation's largest offshore wind project.
- ◆ Zim American Integrated Shipping Services Co. LLC invested \$30 million to expand its U.S. headquarters in Virginia Beach, creating several hundred jobs over five years.
- ◆ The World Bank Container Port Performance Index ranked The Port of Virginia® as a leading U.S. gateway – ranked second of all U.S. ports and first for port performance greater than 1,000 vessel calls in 2022.
- ◆ After their busiest season yet out of Norfolk in 2023, Carnival Cruise Lines announced it will offer a year-round itinerary from Norfolk starting in 2025.



2024 ORGANIZATION OF VIRGINIA MARITIME ASSOCIATION

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Old Dominion University

Mr. Kennis L. Sigmon
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Mr. Glenn Thompson
W. M. Jordan Company

Ms. Dana Truxell
World Fuel Services

Mr. Scott Wheeler
Bay Power Solutions

BY APPOINTMENT

Young Maritime Professionals

Mr. Michael P. Quarg
Timken Gears & Services (dba)
Philadelphia Gear

Central Chapter

Mr. David Bratton
Bay Power Solutions

Southern Chapter

Ms. Kimberly Clark
Hooker Furniture Corp.

Southwest Chapter

Mr. Cameron Peel
Camrett Logistics

Valley Logistics Chapter

Mr. Devon Anders
InterChange Group, Inc.

COMMITTEE DESCRIPTIONS

EXECUTIVE	Shall have the powers of the Directors between meetings of the Board.
ALL HAZARDS RESPONSE	Responsible for coordinating efforts within the region to adequately respond to any maritime incident and for keeping the Port abreast of the current guidelines for safe transportation of hazardous cargo.
AWARDS AND MEMORIAL	Responsible for recognizing maritime achievements and distinguished service and maintaining affiliated scholarships.
BY-LAWS	Sets forth rules and guidelines for operating the Association, a non-profit, non-stock, civic and trade corporation.
CARGO OWNERS	Provide a forum for cargo owners to discuss issues of concern and interest related to importing and exporting their goods through Virginia's ports.
COAL	Responsible for all coal related activities and issues in Virginia's ports.
COMMUNICATIONS & OUTREACH	Responsible for increasing awareness of the Association in the Virginia General Assembly, United States Congress and the general public.
EDUCATION AND TRAINING	Responsible for building and strengthening partnerships with organizations that will collaborate with the commercial maritime industry to deliver training, retention, and development programs necessary to meet the workforce needs to improve competitiveness and increase trade through Virginia's ports.
ENVIRONMENTAL AFFAIRS	Responsible for coordinating environmental compliance within Virginia's ports.
EVENTS	Responsible for planning and organizing VMA events.
FINANCE WAYS AND MEANS	Responsible for reporting the financial position of the Association to the Board of Directors.
FREIGHT FORWARDERS & CUSTOMHOUSE BROKERS	Provide a forum to monitor and address issues directly affecting freight forwarders and customhouse brokers.
HARBOR-ANCHORAGE DREDGING & NAVIGATION RULES	Responsible for making recommendations to the Navigation Management Plan, promoting Virginia's dredging programs, and coordinating safety of navigation issues.
INLAND TRANSPORTATION	Responsible for monitoring trucking conditions and operations to include recommendations to improve road worthiness, maintenance of intermodal equipment and throughput and turnaround time of cargo.
INTERNATIONAL TRADE SYMPOSIUM	Plans and organizes the International Trade Symposium.

COMMITTEE DESCRIPTIONS

MEMBERSHIP	Responsible for increasing and expanding membership opportunities, sending out promotional materials, supplying information and education about the port and our activities and other innovative marketing initiatives.
OFFSHORE WIND	Responsible for providing a forum for active participants in the offshore wind energy industry to monitor issues and coordinate efforts that promote efficiency and safety in Virginia’s offshore wind energy industry. Furthermore, the committee shall strive to create an operating environment that supports businesses in the construction, operation, and maintenance of offshore wind energy facilities, and to foster a business environment that encourages the expansion and attraction of the region’s offshore wind energy supply chain.
PORT SECURITY	Responsible for coordinating efforts between government and industry stakeholders to improve port security readiness, prepare and respond to security incidents and emergencies, and foster improved communications and relationships.
SHIP OPERATORS AND AGENTS	Responsible for addressing issues which facilitate Hampton Roads as the most cost-effective port and improving productivity at all terminals.
STRATEGIC PLANNING	Responsible for developing and monitoring the progress of the Strategic Plan and special action plans of VMA.
TERMINAL OPERATORS	Responsible for improving terminal operations and maximizing efficiency, excluding coal.
TOWING AND BARGE	Plans Towing Vessel Safety Seminar with the USCG, coordinates movement of cargo via barges, recommendations for safe passage for waterborne traffic with regard to bridges and addressing navigation safety concerns regarding new waterfront development.
WAREHOUSING & DISTRIBUTION CENTERS	Responsible for coordinating the use of warehouse space for temporarily storing imports and exports.
CHAPTERS	Central Chapter Southern Chapter Southwest Chapter Valley Logistics Chapter Young Maritime Professionals

FULL LIST OF COMMITTEE MEMBERS CAN BE FOUND ON PAGE 221.

ACCESS

THE VIRGINIA PORTS ANNUAL

DIGITAL EDITION

The Virginia Ports Annual is available digitally! Access VMA's Publications under Resources tab at VAMaritime.com or SCAN the QR code. Bookmark the page to keep this resource accessible.




VIRGINIA MARITIME
ASSOCIATION



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VIRGINIA INTERNATIONAL TRADE PLAN

In November of 2019, Governor of Virginia Ralph Northam announced the first-ever International Trade Plan for Virginia. Within the next 15 years, the Commonwealth of Virginia plans to increase the international trade output by nearly 50%.

The plan is built on two distinct efforts: **first**, expand the reach and impact of trade development services to existing Virginia Businesses, and **second**, enhance Virginia’s focus, capabilities, and resources to support existing trade-intensive businesses in expanding and to attract new export-intensive companies to the Commonwealth.



This map provides a snapshot of the cargo being exported and imported throughout Virginia utilizing our port. Please refer to the Port Facilities section for information on terminals, as well as page 166 for a more extensive map of manufacturing and distribution centers.

THE ECONOMIC IMPACT OF VIRGINIA'S COMMERCIAL PORTS AND MARITIME INDUSTRY

Visit VAmaritime.com/EconomicImpact for the full report.



**\$56.9
BILLION
IN LABOR
INCOME**

**\$8.1
BILLION
IN STATE &
LOCAL TAXES**



**65.6 MILLION
TONS OF CARGO
MOVED**



**\$178.1
BILLION
IN TOTAL SALES**



**729,600
JOBS IN
VIRGINIA**

**14%
OF VA GROSS
STATE PRODUCT**


"This study confirms what most within the industry have always known, businesses throughout Virginia rely on Virginia's ports directly or indirectly."


*-Ms. Judy Barrett
VMA President*

The Virginia Maritime Association commissioned a study* quantifying and demonstrating the statewide connections and reliance our citizens and businesses have on port facilities.

*Total of direct, indirect, and induced impacts. Source: The Fiscal Year 2022 Economic Impacts of the Virginia Maritime Industry, Raymond A. Mason School of Business, William & Mary.

VIRGINIA'S PORTS - ECONOMIC/HISTORICAL INDICATORS FOR THE YEAR 2022

TOTAL TRADE		Short Tons (Thousands)	US Dollars (Millions)			
	Total Cargo	65,476.00	\$106,513.00	Twenty Foot Equivalent Units	3,703,230	
	General Cargo	26,153.00			Containers	2,055,043
	Container Cargo	25,995.00			Vessel Movements	2,350
	Breakbulk Cargo	158.00				

IMPORTS		Short Tons (Thousands)	US Dollars (Millions)			
	Total Cargo	15,526.50	\$71,130.00	Twenty Foot Equivalent Units	1,776,185	
	General Cargo	14,237.50			Containers	988,058
	Container Cargo	14,097.00				
	Breakbulk Cargo	141.00				

EXPORTS		Short Tons (Thousands)	US Dollars (Millions)		
	Total Cargo	49,949.50	\$35,383.00	Twenty Foot Equivalent Units	1,927,045
	General Cargo	11,915.50			
	Container Cargo	11,898.00		Containers	1,066,985
	Breakbulk Cargo	17.00			

Source: U.S. Dept. of Commerce, Bureau of Consus, Virginia Port Authority, AAPA and VMA

PORT COMMERCE



FOREIGN WATERBORNE COMMERCE

THROUGH THE PORT OF VIRGINIA BY WORLD REGION IN 2022

CARGO IN THOUSAND SHORT TONS

Trade Lane	Trade Direction		Total Trade
	Export	Import	
Africa	3,327.00	252.00	3,579.00
Asia, Northeast	7,657.00	3,403.00	11,060.00
Asia, Southeast	2,656.00	1,873.00	4,529.00
Carribbean	408.00	86.00	494.00
Central America	227.00	43.00	270.00
Europe, North	15,018.00	4,033.00	19,051.00
India & Others	9,665.00	1,980.00	11,645.00
Mediterranean	4,742.00	2,500.00	7,242.00
Middle East	497.00	184.00	681.00
North America	303.00	86.00	389.00
Oceania	67.00	25.00	92.00
South America	5,382.00	1,061.00	6,443.00
Total	49,949.00	15,526.00	65,475.00

CARGO IN MILLIONS OF U.S. DOLLARS

Trade Lane	Trade Direction		Total Trade
	Export	Import	
Africa	2,059.00	856.00	2,915.00
Asia, Northeast	7,317.00	17,518.00	24,835.00
Asia, Southeast	3,357.00	10,609.00	13,966.00
Carribbean	332.00	52.00	384.00
Central AM	412.00	305.00	717.00
Europe, North	12,979.00	21,958.00	34,937.00
India & Others	1,974.00	9,279.00	11,253.00
Mediterranean	2,606.00	8,184.00	10,790.00
Middle East	1,847.00	609.00	2,456.00
North America	98.00	110.00	208.00
Oceania	357.00	99.00	456.00
South America	2,148.00	1,682.00	3,830.00
Total	\$35,486.00	\$71,261.00	\$106,747.00

Source: U.S. Dept. of Commerce, Bureau of Census, Virginia Port Authority, AAPA and VMA

PORT COMMERCE

TOP U.S. PORTS 2020-2022

TOTAL CARGO IN THOUSANDS OF SHORT TONS

	2022		2021		2020	
1	Houston, TX	220,516.00	Houston, TX	172,597.51	Houston, TX	198,982.13
2	Corpus Christi, TX	150,523.00	Corpus Christi, TX	117,925.54	Corpus Christi, TX	121,093.60
3	New Orleans, LA	123,756.00	New Orleans, LA	114,143.97	New Orleans, LA	110,973.13
4	Los Angeles, CA	78,637.00	Los Angeles, CA	73,753.75	Los Angeles, CA	76,665.60
5	Newark, NJ	76,672.00	Newark, NJ	70,445.59	Newark, NJ	61,282.74
6	Port of Virginia	65,476.00	Port of Virginia	55,797.10	Gramercy, LA	60,471.45
7	Gramercy, LA	62,533.00	Gramercy, LA	54,065.18	The Port of Virginia	53,712.20
8	Long Beach, CA	59,718.00	Long Beach, CA	52,047.90	Long Beach, CA	46,840.11
9	Port Arthur, TX	52,598.00	Savannah GA	43,518.66	Port Arthur, TX	41,362.56
10	Savannah, GA	50,937.00	Port Arthur, TX	43,484.13	Savannah, GA	41,200.59

FOREIGN WATERBORNE COMMERCE OF THE PRINCIPAL ATLANTIC COAST PORTS

CONTAINER PORTS 2020-2022

	2022		2021		2020	
1	New York/ New Jersey	9,484,841	New York/ New Jersey	8,985,929	New York/ New Jersey	7,585,813
2	Savannah	5,892,133	Savannah	5,613,164	Savannah	4,682,884
3	Port of Virginia	3,703,231	Port of Virginia	3,522,835	Port of Virginia	2,813,418
4	Charleston (SC)	2,792,318	Charleston (SC)	2,751,449	Charleston (SC)	2,326,196
5	Miami	1,184,775	Miami	1,251,433	Miami	1,070,613
6	Port Everglades	1,091,289	Port Everglades	975,238	Baltimore	1,051,870
7	Baltimore	1,069,421	Baltimore	863,645	Port Everglades	933,427
8	Philadelphia	762,121	Philadelphia	614,102		
9	Palm Beach	262,422	Jacksonville	343,444		
10			Palm Beach	229,810		

Source: U.S. Dept. of Commerce, Bureau of Census, Virginia Port Authority, AAPA and VMA

PORT COMMERCE

TOP TRADING PARTNERS THE PORTS OF VIRGINIA

TOTAL CARGO IN THOUSANDS OF SHORT TONS



DURING 2022	Exports			Imports		
	1	India	9,380.00	China	2,639.00	
	2	Netherlands	5,646.00	India	1,731.00	
	3	Brazil	4,248.00	Germany	1,199.00	
	4	China	4,155.00	Vietnam	809.00	
	5	United Kingdom	2,272.00	Italy	784.00	
	6	Morocco	2,044.00	France	586.00	
	7	Japan	2,031.00	Spain	561.00	
	8	Germany	1,794.00	Greece	519.00	
	9	France	1,508.00	Turkey	463.00	
	10	Turkey	1,380.00	Brazil	453.00	

DURING 2021	Exports			Imports		
	1	China	9,534.97	China	2,510.04	
	2	Brazil	4,711.87	India	13,703.45	
	3	India	4,589.21	Germany	1,138.05	
	4	Netherlands	2,922.62	Italy	874.02	
	5	United Kingdom	2,446.02	Brazil	33.92	
	6	Ukraine	1,559.42	Vietnam	738.10	
	7	Morocco	1,528.38	Turkey	630.07	
	8	Japan	1,425.68	France	496.79	
	9	Poland	1,259.84	Spain	486.77	
	10	Italy	1,251.49	Indonesia	389.51	

DURING 2020	Exports			Imports		
	1	India	5,550.96	China	2,147.09	
	2	Brazil	4,890.46	Germany	829.66	
	3	Ukraine	3,375.12	India	808.81	
	4	Morocco	2,811.15	Brazil	651.44	
	5	Italy	2,677.31	Italy	599.76	
	6	Netherlands	2,440.55	Turkey	581.23	
	7	China	1,532.79	Vietnam	505.74	
	8	United Kingdom	1,404.32	Spain	339.40	
	9	Japan	1,365.66	France	331.27	
	10	Turkey	1,320.19	Greece	312.14	

Source: U.S. Dept. of Commerce, Bureau of Census, Virginia Port Authority, AAPA and VMA

PORT COMMERCE

PRINCIPAL COMMODITIES THROUGH THE PORTS OF VIRGINIA

TOTAL CARGO IN THOUSANDS OF SHORT TONS



DURING 2022	Exports			Imports		
	1	Mineral Fuels, Mineral Oils	32,957.00	Nuclear Reactors, Boilers	1,375.00	
	2	Oil Seeds, and Oleaginous Fruit	3,742.00	Salt; Sulfur, Earths & Stone	1,194.00	
	3	Wood and Articles of Wood	2,990.00	Articles of Plastic	1,045.00	
	4	Residues & Food Industry Waste	1,839.00	Furniture and Bedding	1,042.00	
	5	Wood Pulp	1,556.00	Wood and Articles of Wood	684.00	
	6	Articles of Plastic	766.00	Articles of Iron and Steel	662.00	
	7	Iron and Steel	701.00	Vehicles	649.00	
	8	Cereals	643.00	Electric Machinery	591.00	
	9	Beverages, Spirits and Vinegar	334.00	Beverages, Spirits and Vinegar	562.00	
	10	Paper and Paper board	326.00	Articles of Stone, Plaster, Cement	531.00	
DURING 2021	Exports			Imports		
	1	Mineral Fuels, Mineral Oils	30,534.85	Nuclear Reactors, Boilers	1,292.99	
	2	Oil Seeds, and Oleaginous Fruit	3,238.93	Furniture and Bedding	993.77	
	3	Wood and Articles of Wood	3,031.10	Articles of Plastic	985.79	
	4	Residues & Food Industry Waste	1,960.47	Salt; Sulfur, Earths & Stone	820.70	
	5	Woodpulp	1,580.74	Articles of Stone, Plaster, Cement	606.25	
	6	Articles of Plastic	682.76	Articles of Iron and Steel	602.60	
	7	Iron and Steel	505.13	Wood and Articles of Wood	600.62	
	8	Cereals	376.12	Beverages, Spirits & Vinegar	581.68	
	9	Paper and Paperboard	325.66	Electric Machinery	565.28	
	10	Meat and Edible Meat Offal	323.78	Vehicles	529.10	
DURING 2020	Exports			Imports		
	1	Mineral Fuels, Mineral Oils	28,042.68	Nuclear Reactors, Boilers, Machinery	853.90	
	2	Oil Seeds, and Oleaginous Fruit	2,915.52	Furniture and Bedding	844.81	
	3	Wood and Articles of Wood	2,768.73	Articles of Plastic	701.82	
	4	Residues & Food Industry Waste	1,898.14	Salt; Sulfur, Earths & Stone	688.46	
	5	Woodpulp	1,453.29	Electrical Machinery	617.09	
	6	Articles of Plastic	626.79	Beverages, Spirits & Vinegar	520.31	
	7	Animal and Vegetable Fats	357.44	Inorganic Chemicals	478.44	
	8	Meat and Edible Meat Offal	345.50	Articles of Iron and Steel	448.78	
	9	Iron and Steel	339.44	Articles of Stone, Plaster, Cement	403.74	
	10	Paper and Paperboard	334.41	Vehicles	366.14	

Source: U.S. Dept. of Commerce, Bureau of Census, Virginia Port Authority, AAPA and VMA

2023 HAMPTON ROADS COAL DUMPINGS

IN NET TONS OF 2,000 POUNDS



MONTH	HAMPTON ROADS	NS	PIER IX	DTA
January	2,746,452	1,251,274	610,449	884,730
February	3,068,416	1,185,337	643,473	1,239,607
March	2,938,902	1,266,116	571,546	1,101,240
April	2,714,555	970,456	606,563	1,137,536
May	2,958,534	806,793	794,549	1,357,192
June	2,904,958	976,810	803,411	1,124,738
July	2,813,091	1,117,757	557,948	1,137,386
August	3,226,074	1,223,226	841,703	1,161,144
September	2,706,688	1,012,266	664,740	1,029,682
October	2,890,821	956,896	498,344	1,435,580
November	3,211,900	1,065,392	785,210	1,361,298
December	3,286,717	1,456,049	510,521	1,320,147
TOTALS	35,467,107	13,288,370	7,888,457	14,290,281

2018-2023 HAMPTON ROADS COAL DUMPINGS

IN NET TONS OF 2,000 POUNDS

MONTH	2023	2022	2021	2020	2019	2018
January	2,746,452	2,289,989	2,144,081	2,732,231	3,430,461	2,911,031
February	3,068,416	2,959,000	1,983,274	2,681,865	2,696,849	3,546,337
March	2,938,902	2,888,633	2,352,243	2,877,824	3,258,349	3,828,391
April	2,714,555	2,496,686	2,472,792	2,279,347	2,726,929	4,263,991
May	2,958,534	2,654,874	2,515,719	2,101,785	2,909,355	3,752,043
June	2,904,958	2,618,961	2,571,653	1,549,165	2,770,689	3,560,467
July	2,813,091	3,050,379	2,460,793	2,288,650	2,472,793	3,433,436
August	3,226,074	2,908,217	2,639,006	1,676,431	2,930,372	4,288,352
September	2,706,688	2,662,409	2,569,323	2,064,951	2,676,175	3,085,548
October	2,890,821	2,590,006	2,745,079	1,951,633	2,345,386	3,707,983
November	3,211,900	2,586,206	2,834,704	2,278,315	2,759,188	3,107,849
December	3,286,717	2,162,197	2,381,179	2,162,197	2,721,005	3,119,854
Totals	35,467,107	32,088,287	29,669,846	26,644,396	33,697,551	42,605,282

Source: Hampton Roads Coal Terminal Operators and Agents

VESSEL ARRIVALS IN HAMPTON ROADS FOR THE YEARS 2023-2012



	2023	2022	2021	2020	2019	2018	2017	2016	2015	2014	2013	2012
BULK	180	238	200	179	182	185	186	153	149	158	153	175
American	0	0	0	0	0	0	0	0	0	0	0	0
Foreign	180	238	200	179	182	185	186	153	149	158	153	175
COAL	501	395	368	355	439	542	455	282	365	450	600	565
American	0	0	0	1	2	0	0	4	14	20	23	18
Foreign	501	395	368	354	437	542	455	278	351	430	577	547
COMBO	0	0	0	0	0	0	0	41	50	49	53	58
American	0	0	0	0	0	0	0	0	0	0	0	0
Foreign	0	0	0	0	0	0	0	41	50	49	53	58
CONTAINER	1647	1435	1461	1350	1401	1501	1571	1729	1787	1789	1690	1738
American	177	171	183	198	200	191	195	208	204	202	195	225
Foreign	1470	1264	1278	1152	1201	1310	1376	1521	1583	1587	1495	1513
GENERAL	83	98	103	116	83	118	99	110	103	106	109	111
American	2	3	7	5	3	9	7	10	8	11	18	15
Foreign	81	95	96	111	80	109	92	100	95	95	91	96
PASSENGER	48	38	3	9	22	11	23	13	19	43	47	45
American	10	0	0	0	0	0	2	0	0	26	40	16
Foreign	38	38	3	9	22	11	21	13	19	17	7	29
RO/RO	56	69	78	83	102	112	133	111	102	84	101	86
American	0	11	2	3	10	1	3	7	5	4	7	5
Foreign	56	58	76	80	92	111	130	104	97	80	94	81
TANKER	42	77	101	127	98	88	101	110	87	110	87	88
American	2	3	0	3	2	1	0	3	3	4	1	1
Foreign	40	74	101	124	96	87	101	107	84	106	86	87
TOTAL	2557	2350	2314	2219	2327	2557	2568	2549	2662	2789	2840	2866
American	191	188	192	210	217	202	207	232	234	267	284	280
Foreign	2366	2162	2122	2009	2110	2355	2361	2317	2428	2522	2556	2586

Source: VMA

Vessel count reflects figures for: January 1, 2022 - October 31, 2022

**2022-2015 Passenger vessels count; 2014 - 2011

includes passenger and other vessels.

176 ULTRA LARGE CONTAINER VESSELS (ULCV),
VESSELS LARGER THAN 1,150' WITH A BEAM OF 150',
CALLED ON THE PORT OF VIRGINIA IN 2023.

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(757) 628-2663 | jennifer@vamaritime.com



MARITIME MIXERS

VMA's networking mixers better connect attendees to industry professionals while celebrating our port.



VMA GOLF CLASSIC

VMA's Political Action Committee works on behalf of our maritime industry with local and federal legislators. This is fundraising event benefits the PAC..



MEMBERSHIP BRIEFINGS

Subject experts speak in an open forum to advice members on current maritime supply chain issues.



ANNUAL BUSINESS MEETING

VMA members meet for the association's annual report, goals for the next year, and board elections.



INTERNATIONAL TRADE SYMPOSIUM

The East Coast's premier conference on shipping, ports, logistics, and trade addressing current issues and trend in today's maritime industry. Networking events include Golf Open, Maritime Mixer, and Annual Banquet.



OTHER EVENTS

The VMA offers a variety of other networking and informational events including chapter meetings, forums, virtual events, socials, webinars, and Lunch 'n Learns.

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COMMERCIAL MARINE FACILITIES GUIDE

The Commercial Marine Facilities Guide is a continuation of VMA providing valuable resources for the maritime business community.



www.vamaritime.com/PortFacilities



The VMA Commercial Marine Facilities Guide is an online reference tool for those doing business in Virginia, the Mid-West, or internationally. Our guide promotes the private and public marine cargo terminals and extensive cargo handling capabilities offered in Virginia's Ports.

Break Bulk

Coal

Container

Dry Bulk

Liquid Bulk

Passenger

Refrigerated

RO/RO



ATLANTIC OCEAN CHANNEL

Extends from the mouth of the Chesapeake Bay out into the deep water of the Atlantic Ocean. The Atlantic Ocean Channel, which has a length of 11.1 miles, was dredged to a depth of 52-feet and a width of 1,300-feet in 2006. Authorized improvements for the Atlantic Ocean Channel provide for deepening to 57-feet, with follow-up designs recommending a need for deepening to 60-feet.

THIMBLE SHOAL CHANNEL

Extends from the Virginia Capes across the lower end of the Chesapeake Bay into the deep waters of Hampton Roads. Thimble Shoal Channel is presently 1,000-foot wide and approximately 13 miles long. In 1988, the 650-foot wide outbound lane of the 45-foot channel was deepened to 50-feet. The remaining 350-foot wide inbound side of the 45-foot channel was deepened to 50-feet in 2003.

Two channels extend through Hampton Roads – one southward into Norfolk, Portsmouth and Chesapeake and one westward to Newport News and up the James River. Authorized improvements for Thimble Shoal Channel provide for deepening to 55-feet.

HAMPTON ROADS HARBOR

Located midway on the Atlantic Coast of the United States, in latitude 37 degrees north and longitude 76 degrees west, Hampton Roads is free of ice throughout the year.

The broad, magnificent Hampton Roads Harbor is formed by the confluence of three tidal rivers: the James, the Nansemond, and the Elizabeth. It has an area of 35 square miles and forms the approach to the important deep draft ports of Norfolk, Newport News, Portsmouth, and Chesapeake.

Ships entering Hampton Roads from the sea follow a course between the Virginia Capes, across the lower end of Chesapeake Bay via Thimble Shoal Channel into the deep waters of Hampton Roads.

NORFOLK HARBOR CHANNEL

Extends from Hampton Roads into the Southside cities via the Elizabeth River into Norfolk, Portsmouth and Chesapeake. Beginning at the Hampton Roads Bridge Tunnel, and extending to a 0.8 mile above the Interstate 64 Bridge, the Norfolk Channel is 19.6 miles long. With the deepening of the outbound lane in 1988, and the deepening of the inbound lane in 2005, a 1,250-foot wide channel providing access from deep water in Hampton Roads to the Norfolk International Terminals, and an 800-foot wide channel extending upstream providing access to the Norfolk Southern coal piers at Lambert's Point, is currently maintained to a depth of 50-feet. A 40-foot channel extends from the coal piers to the Norfolk Southern Railway Bridge on the Southern Branch. Beyond this point a 35-foot channel extends 4.6 miles to a point 0.8 mile above the Interstate 64 Bridge, where the channel connects with the Atlantic Intracoastal Waterway route through the sounds of North Carolina to the South Atlantic Coastal states.

The width of the Norfolk Harbor Channel, when including the 45-foot deep and 250-foot wide auxiliary channel to the east, is 1,500-feet from its outer end to a point opposite Norfolk International Terminals; then 800-feet wide to the Norfolk Southern Railway coal piers; thence, 750-feet wide to the junction of the Eastern and Southern Branches; thence, up the Southern Branch 450-feet wide to the Belt Line Railroad Bridge; thence, 375-feet wide for one mile to the

NORFOLK HARBOR CHANNEL (CONT'D)

Norfolk Southern Railway Bridge; thence, 250 to 500-feet wide to its junction with the Atlantic Intracoastal Waterway route.

Authorized improvements provided for deepening the Norfolk Harbor channel to 55-feet between Hampton Roads Bridge Tunnel and Lambert's Point; deepening the main stem of the Elizabeth River and the Southern Branch of the Elizabeth River between Lambert's Point and the Norfolk Southern Railway Bridge to 45-feet; deepening the Southern Branch between the Southern Railway Bridge and the U.S. Routes 460 and 13 highway crossing to 40-feet; and providing a new 800-foot turning basin at the terminus of the channel improvement.



NEWPORT NEWS CHANNEL

Extends 6.7 miles westward from Hampton Roads to Newport News. The Channel to Newport News has a depth of 50-feet over a width of 800-feet. Authorized improvements for the Newport News Channel provide for deepening to 55-feet.

JAMES RIVER CHANNEL

Extends 68 and 90 miles respectively to the ports of Hopewell and Richmond, with a depth of 25-feet to Hopewell, 25-feet to Richmond Deepwater Terminal, and 18-feet to Richmond Harbor. The maintained channel width is 300-feet to Hopewell and 200-feet from Hopewell to Richmond Harbor.

ELIZABETH RIVER EASTERN BRANCH

The Eastern Branch of the Elizabeth River includes a channel 25-feet deep and 500-feet wide from the junction of the branches to the Norfolk Southern Railroad Bridge, from the Norfolk Southern Railroad Bridge a channel 25-feet deep and 300-feet wide to the Campostella Bridge, thence a channel 25-feet deep and 200-feet wide to the Norfolk Southern Railroad Bridge, including a turning basin 25-feet deep and approximately 55-acres in size located at the upstream end of the project.

ELIZABETH RIVER SOUTHERN BRANCH

The Southern Branch of the Elizabeth River includes a channel 45-feet deep and 450-feet wide from the junction with the Eastern Branch to the N.& P.B.L. Railroad Bridge; thence 45-feet deep and 375-feet wide to the Norfolk Southern Railroad Bridge; thence 40-feet deep and 250-feet to 500-feet wide to the U. S. Routes 460 and 13 Highway bridge; thence 35-feet deep and 250-feet to 300-feet wide to a point 0.8 miles above Interstate 64 high level bridge. Project includes an approach and turning basin 45-feet deep opposite the Norfolk Naval Shipyard; a turning basin at the mouth of St. Julians Creek 40-feet deep, 400 to 600-feet long, and 800-feet wide; a turning basin at the mouth of Milldam Creek 40-feet deep and 800-feet square; and a turning basin at the mouth of Mains Creek, the upstream end of the project, 35-feet deep and 800-feet square.

ELIZABETH RIVER SOUTHERN BRANCH (CONT'D)

The 2018 Validation Report details the improvements being considered during the Pre-Construction Engineering and Design phase. The improvements being considered for the Southern Branch of the Elizabeth River include the deepening of the 40 ft channel from Lamberts Bend to the Perdue Terminal to 45 ft; the deepening of the 40 ft channel from the Perdue Terminal to the Norfolk Southern Lift Bridge to 42 ft; the deepening of the 35ft channel from the Lift Bridge to the Gilmerton Bridge to 39 ft; and the continued maintenance of the existing 35-foot-deep channel from the Gilmerton Bridge to the Chesapeake Extension.

PORTS PRIORITY PROJECT:

Major improvements to the channels serving Hampton Roads were authorized in November 1986 and construction began in March 1987 on the first elements of these improvements, consisting of a 50-foot outbound channel.

The Hampton Roads Navigational Summit is a stakeholder's forum jointly sponsored by the VMA and the U.S. Army Corps of Engineers to prioritize navigational projects in the Port, obtain the resources and support necessary to move them forward, and with the mission of achieving "Unrestricted Navigation for Virginia's ports." The Summit brings together participants from the maritime community, government, and elected office holders to work collaboratively to meet the Port's dredging requirements.

CONSTRUCT THE CRANEY ISLAND EASTWARD EXPANSION PROJECT

The Southeast Cell is partially complete. Federal FY2023 Appropriations included \$30 million which will fully fund the next planned construction contract. An additional amount of approximately \$46 million in FY 2024 would fund the project to the approved federal budget participation rate.

DEEPEN AND WIDEN THE NORFOLK HARBOR & CHANNEL PROJECT

In April 2022, the Army Corps of Engineers and Virginia Port Authority (VPA) executed a Project Partnership Agreement for the construction of a 55-foot deep Norfolk Harbor Channel; a 55-foot deep Channel to Newport News; a 56-foot deep Atlantic Ocean Channel; a 1,400-foot wide Meeting Area #1 (Thimble Shoal Channel west of the Chesapeake Bay Bridge Tunnel (CBBT)); a 1,300-foot wide Meeting Area #2 (Thimble Shoal Channel east of the CBBT); and a 3,620-foot wide and a 51-foot deep Anchorage F. Construction is fully funded with \$225.4 million for federal share between FY2022 Appropriation and the Bipartisan Infrastructure Law spend plan and matching state funds which were appropriated by the Virginia General Assembly in 2018. The VPA awarded the first construction contract for the Thimble Shoal Channel West deepening in 2019. VPA has awarded subsequent contracts to deepening and widen Thimble Shoal Channel East and widen Thimble Shoal Channel West. The Army Corps has awarded contracts for the Newport News and Norfolk Inner Harbor deepening and Atlantic Ocean Channel Phase 1. Award of a contract for Atlantic Ocean Channel Phase 2 is expected by the end of 2023. Completion of the primary navigation features is scheduled for mid-2025. An updated economic evaluation of a deeper and wider Anchorage F consistent with the channel dimensions and required for safe navigation practices is underway.

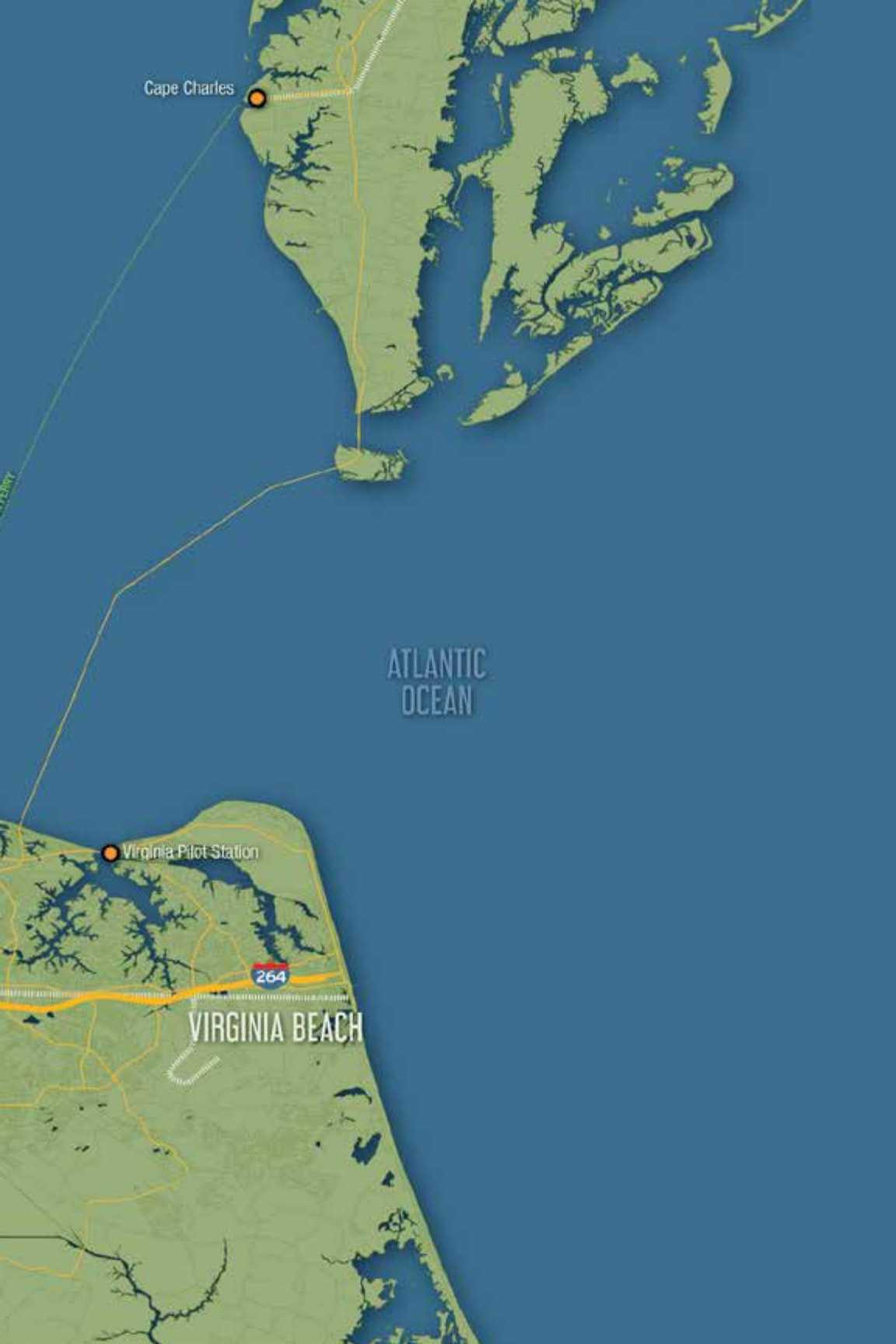
Cape Charles

ATLANTIC
OCEAN

Virginia Pilot Station

264

VIRGINIA BEACH



PORT FACILITIES

DEEPEN THE ELIZABETH RIVER & SOUTHERN BRANCH PROJECT

A general reevaluation of the channels was completed with a Validation Report approved in July 2018. The recommended plan is construction of a 45-foot deep channel from Lamberts Bend to the Perdue Terminal; a 42-foot deep-channel from the Perdue Terminal to the Norfolk Southern Lift Bridge; a 30-foot-deep channel from Lift Bridge to the Gilmerton Bridge; and the continued maintenance of the existing 35-foot-deep channel from Gilmerton Bridge to the Chesapeake Extension. The project can move into the design phase with an allocation of design funds and execution of a design agreement between the Corps and the non-federal sponsor. \$100,000 was included in the FY2023 Work Plan, and \$4 million has been included in the draft House and Senate FY2024 Appropriations bills. Fully funding the design effort would require \$4 million in FY2024 and \$4 million in FY2025.

SUFFICIENTLY MAINTAIN NORFOLK HARBOR CHANNELS & CRANEY ISLAND IN A TIMELY MANNER

If fully funded, FY2024 maintenance projects would require approximately \$52.2 million. The President's FY2024 Budget includes \$42,450,000.

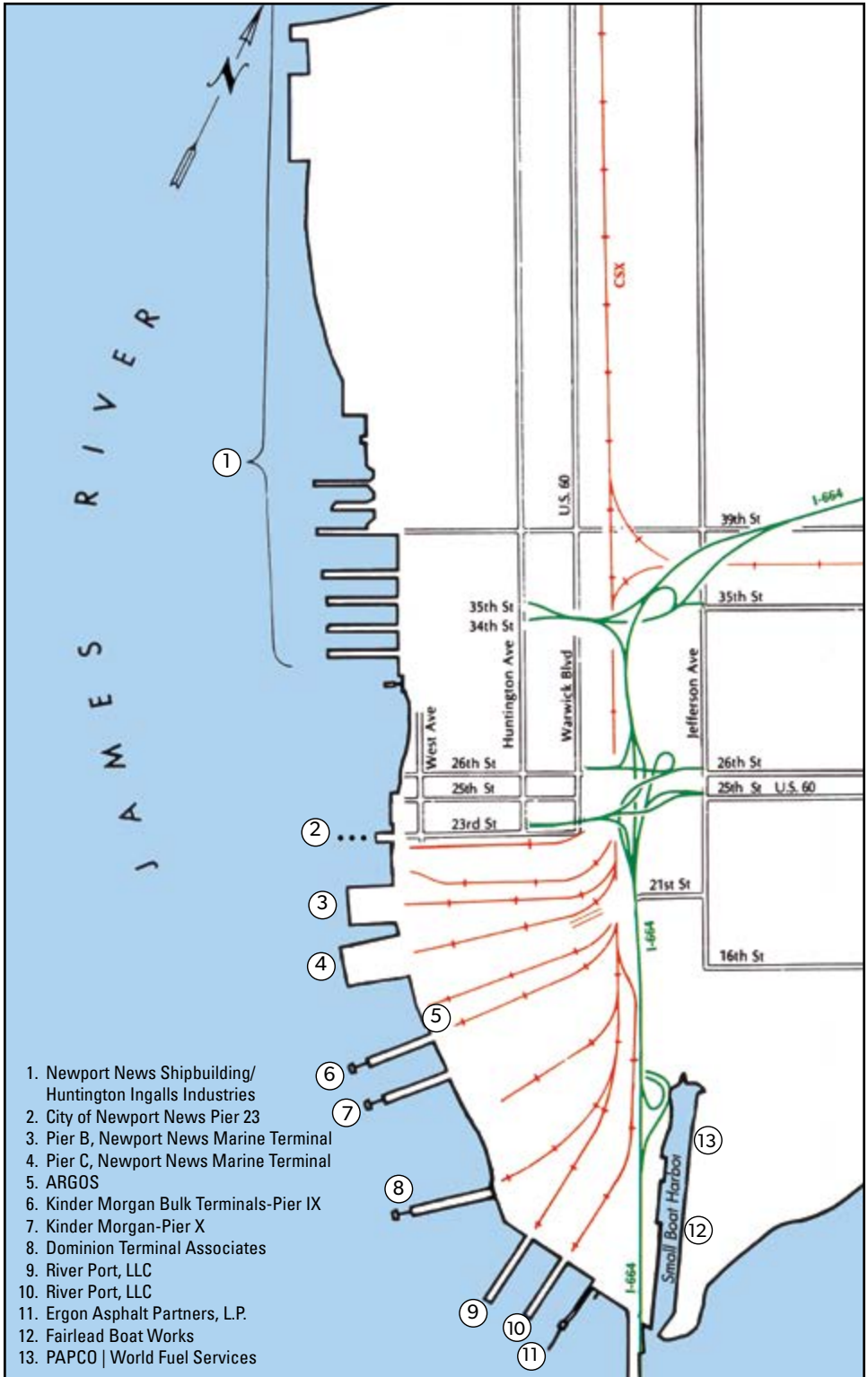
Project Requirements (FY2024) \$102,546,000
President's Budget (FY2024) \$42,450,000
Funding difference \$60,118,000

ANCHORAGES

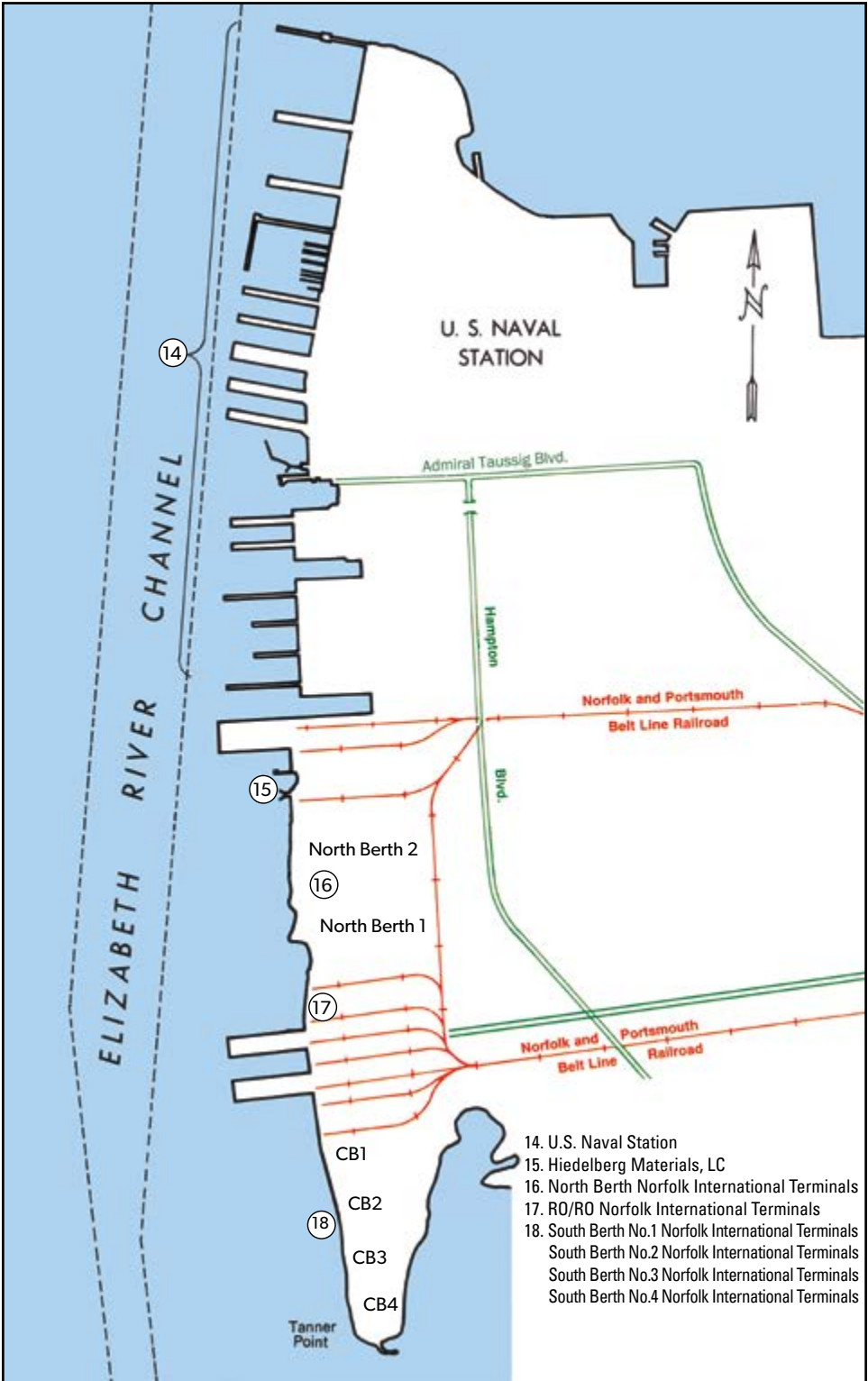
Five deep draft anchorages have been dredged in Hampton Roads. A deep draft anchorage opposite the City of Hampton in connection with the 55-foot channel improvements was completed in 1999. This circular anchorage was deepened to an intermediate depth of 50-feet over a radius of 1,500-feet in 1999. Two of the anchorages are at Sewells Point, one of which was dredged to 45-feet and the other to 40-feet. The other two anchorages at Newport News are each 40-feet deep.



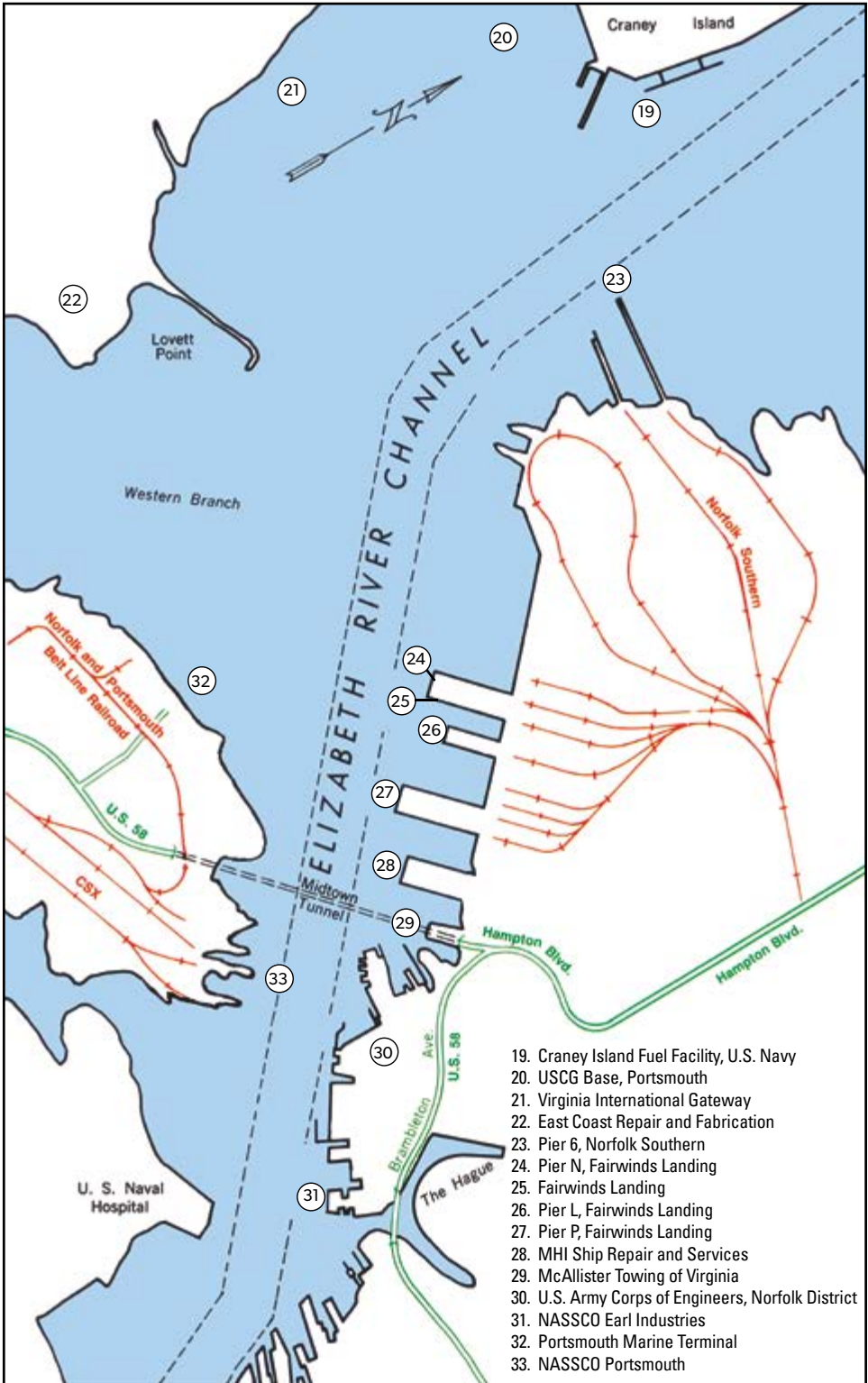
PHOTO COURTESY OF U.S. ARMY CORPS OF ENGINEERS

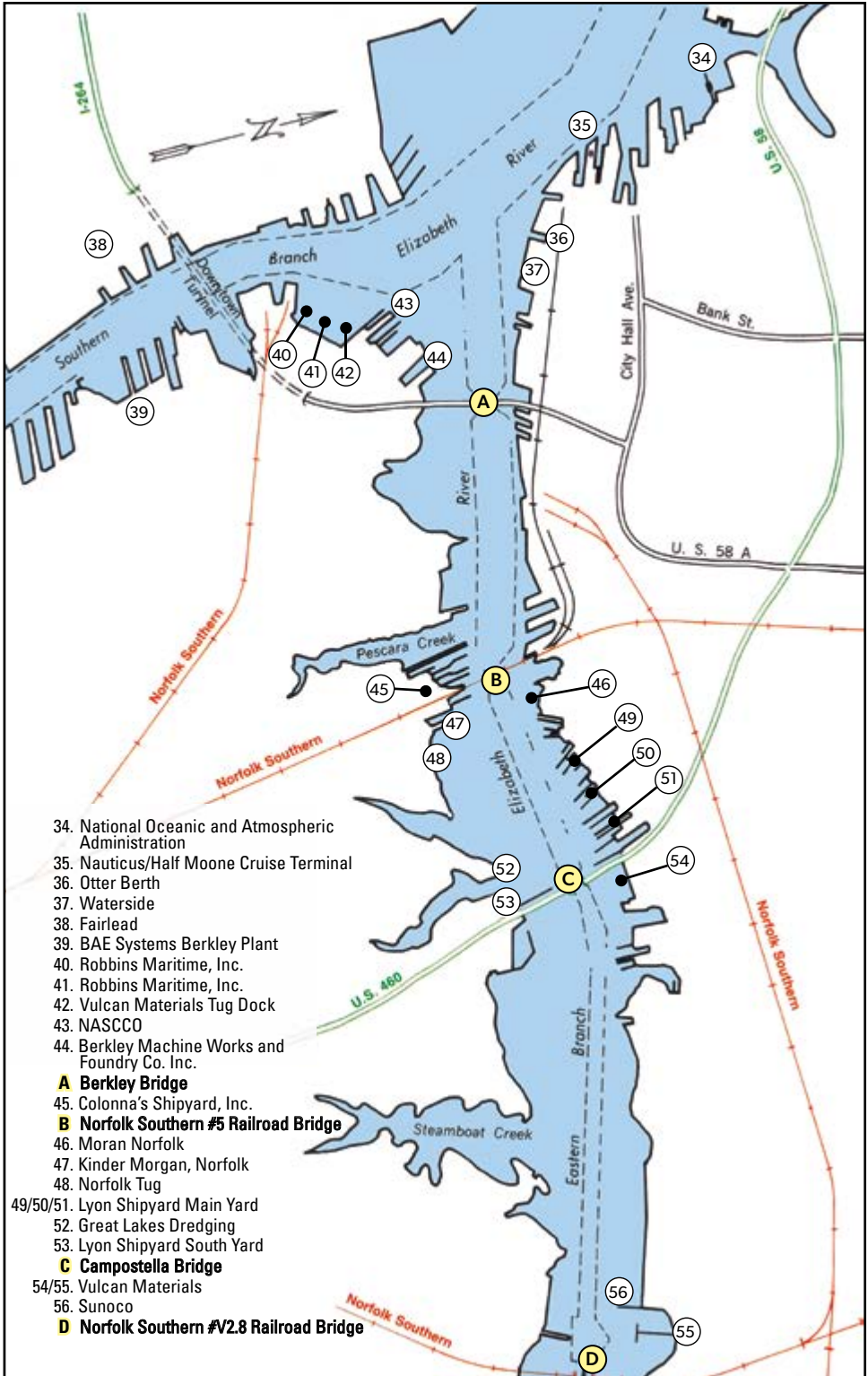


1. Newport News Shipbuilding/
Huntington Ingalls Industries
2. City of Newport News Pier 23
3. Pier B, Newport News Marine Terminal
4. Pier C, Newport News Marine Terminal
5. ARGOS
6. Kinder Morgan Bulk Terminals-Pier IX
7. Kinder Morgan-Pier X
8. Dominion Terminal Associates
9. River Port, LLC
10. River Port, LLC
11. Ergon Asphalt Partners, L.P.
12. Fairlead Boat Works
13. PAPCO | World Fuel Services



- 14. U.S. Naval Station
- 15. Hiedelberg Materials, LC
- 16. North Berth Norfolk International Terminals
- 17. RO/RO Norfolk International Terminals
- 18. South Berth No.1 Norfolk International Terminals
- South Berth No.2 Norfolk International Terminals
- South Berth No.3 Norfolk International Terminals
- South Berth No.4 Norfolk International Terminals





- 34. National Oceanic and Atmospheric Administration
- 35. Nauticus/Half Moone Cruise Terminal
- 36. Otter Berth
- 37. Waterside
- 38. Fairlead
- 39. BAE Systems Berkley Plant
- 40. Robbins Maritime, Inc.
- 41. Robbins Maritime, Inc.
- 42. Vulcan Materials Tug Dock
- 43. NASCCO
- 44. Berkley Machine Works and Foundry Co. Inc.

A Berkley Bridge

B Norfolk Southern #5 Railroad Bridge

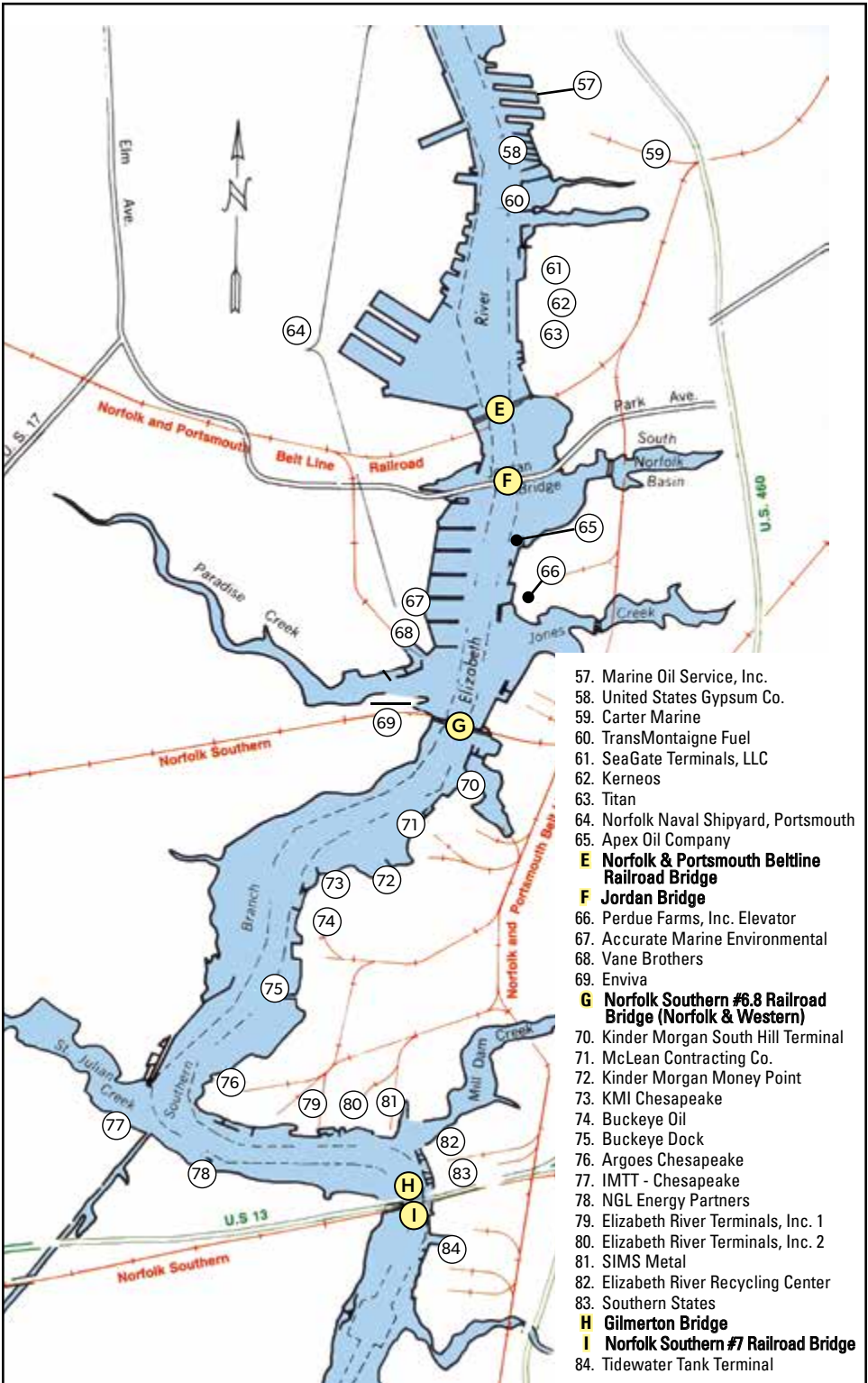
- 45. Colonna's Shipyard, Inc.
- 46. Moran Norfolk
- 47. Kinder Morgan, Norfolk
- 48. Norfolk Tug

- 49/50/51. Lyon Shipyard Main Yard
- 52. Great Lakes Dredging
- 53. Lyon Shipyard South Yard

C Campostella Bridge

- 54/55. Vulcan Materials
- 56. Sunoco

D Norfolk Southern #V2.8 Railroad Bridge



- 57. Marine Oil Service, Inc.
- 58. United States Gypsum Co.
- 59. Carter Marine
- 60. TransMontaigne Fuel
- 61. SeaGate Terminals, LLC
- 62. Kerneos
- 63. Titan
- 64. Norfolk Naval Shipyard, Portsmouth
- 65. Apex Oil Company
- E Norfolk & Portsmouth Beltline Railroad Bridge**
- F Jordan Bridge**
- 66. Perdue Farms, Inc. Elevator
- 67. Accurate Marine Environmental
- 68. Vane Brothers
- 69. Enviva
- G Norfolk Southern #6.8 Railroad Bridge (Norfolk & Western)**
- 70. Kinder Morgan South Hill Terminal
- 71. McLean Contracting Co.
- 72. Kinder Morgan Money Point
- 73. KMI Chesapeake
- 74. Buckeye Oil
- 75. Buckeye Dock
- 76. Argoes Chesapeake
- 77. IMTT - Chesapeake
- 78. NGL Energy Partners
- 79. Elizabeth River Terminals, Inc. 1
- 80. Elizabeth River Terminals, Inc. 2
- 81. SIMS Metal
- 82. Elizabeth River Recycling Center
- 83. Southern States
- H Gilmerton Bridge**
- I Norfolk Southern #7 Railroad Bridge**
- 84. Tidewater Tank Terminal

CONTAINER AND BREAKBULK TERMINALS

KEY	PIER AND LOCATION	OPERATOR	TYPE OF CONSTRUCTION	MECHANICAL HANDLING FACILITIES	FLOOR SPACE	DIMENSIONS	NO. OF BERTHS	WATER DEPTH	RAILWAY CONNECTIONS
24-27	Fairwinds Landing, Piers P, N and L	Fairwinds Landing, LLC	Concrete pile with concrete deck. Transit shed is steel frame with side walls of concrete, translucent plastic and corrugated metal. Concrete bulkheads at inshore ends. Bulkheads are fronted with timber fender systems and have paved solid fill behind.	2 mobile cranes (400 & amp; 160 short tons). 2 SPMT (240 metric tons) Fleet of forklifts of various capabilities	750,000 sq. ft.	Piers P/N = 400 ft. width x 1200 ft. length Pier L = 600 ft length	11	32-foot to 36-foot depending on berth	NS Railway - Two surface tracks on north apron of Pier P, total length 4,110-feet. Two platform level tracks through center of transit shed, total length 2,000-feet. Tracks on pier connect with storage yards in rear.
3	Newport News Marine Terminal Pier B	Virginia International Terminals, LLC	Cylindrical prestressed concrete piles, pre-cast and cast-in-place concrete deck; hardened concrete surface on aprons; asphalt floor covering inside building; steel sheet piling bulkhead.	Equipment available includes forklifts all sizes and fifth wheel trucks and trailer trains.	270,083 sq. ft.	W-543 ft. L-620 ft.	2	32 ft. NS 40 ft. Ous- hore 36 ft. SS	CSX, two depressed tracks, in center of building, total length 1,100 ft., three apron tracks 588 ft. each, two on the north side and one on the south side.
4	Newport News Marine Terminal Pier C	Virginia International Terminals, LLC	Cylindrical prestressed concrete piles, pre-cast and cast-in-place concrete deck, and steel sheet piling bulkhead. Asphalt floor covering inside building. New turning dolphin at NW corner of the pier.	50-ton CMI with 182-metric ton heavy lift. Equipment available includes forklifts all sizes and fifth wheel trucks and trailer trains.	128,340 sq. ft.	W-552 ft. L-935 ft. N L-935 ft. S	3 (2 Container)	39 ft. NS 39 ft. Ous- hore SS	CSX, two depressed tracks, in center of building, total length 1,320 ft., six apron track, three on the north side and three on south side, each 740-feet long.
18	NIT Containership Berth NBI	Virginia International Terminals, LLC	Marginal Wharf.	6 ZPMC Cranes (Suez-Class) 24 container across reach.		Berth NBI 2466 ft.	2	50 ft.	Connects with NS Railway and Norfolk & Portsmouth Belt Line Railroad.

• Key to location to Hampton Roads Port Facility Guide

CONTAINER AND BREAKBULK TERMINALS

KEY	PIER AND LOCATION	OPERATOR	TYPE OF CONSTRUCTION	MECHANICAL HANDLING FACILITIES	FLOOR SPACE	DIMENSIONS	NO. OF BERTHS	WATER DEPTH	RAILWAY CONNECTIONS
17	North Berth Norfolk International Terminals	Virginia International Terminals, LLC	Marginal Wharf.	Equipment available includes forklifts all sizes, tractors, mobile cranes, and fifth wheel truck tractors.		L-1,500 ft.	1	34 ft.	Two tracks adjacent to north apron.
32	Portsmouth Marine Terminal - Portsmouth, Virginia	Virginia International Terminals, LLC	A three-berth, 3500-ft. marginal wharf with roll-on, roll-off capability. Concrete wharf, pile and fill combinations. Container or container breakbulk vessels can be handled at either berth. Acres of paved land for storing containers adjacent to berth.	Six super post-Panamax cranes, eight top loaders, two reach stackers, thirty-six yard husters, five RTG's for 1,650-feet of wharf with on dock rail spurs and can serve all berths. Thirty-nine straddle carriers and allied yard equipment for container movements. Total warehouse storage 180,000-sq. ft.	Covered storage: 180,000 sq. ft.		3	45 ft.	Norfolk & Portsmouth Belt Line connecting with NS, CSX, Eastern Shore. Switching within terminal by Terminal Trackmobile
N/A	Richmond Marine Terminal James River, Richmond Virginia	Leased to Virginia Port Authority	1584-foot concrete wharf, fender system of timber and rubber. Container vessels, container breakbulk vessels or barges can be handled at either of the three berths.	2 container handlers, forklifts all sizes, fifth wheel truck tractors, 1 Liebherr mobile harbor crane.	Covered storage: 300, 105 sq. ft. Open storage: 34-acres	Wharf L-1584 ft. W-40-190 ft. D-60 ft. (25 ft. above MLW)	3	20 ft. Subject to Restrictions	Direct rail service with CSX (COFC/ TOFC) and local switch service available via Norfolk Southern. A rail spur runs adjacent to the warehouse facility.
18	South Berth 1-4 Norfolk International Terminals	Virginia International Terminals, LLC	Marginal Wharf.	Eight 100'-gauge ZPMC 65-long ton cranes, 9 reach stackers. 108 straddle carriers work entire terminal.		Berth No. 1 L-896 ft. Berth No. 2 3150 ft. Berth No. 3 3150 ft. Berth No. 4 4230 ft.	4	50 ft.	Connects with NS Railway and Norfolk & Portsmouth Belt Line Railroad.
21	Virginia International Gateway Portsmouth, Virginia	Virginia International Terminals, LLC	A 3,205-foot concrete berth.	Equipment available includes: ship-to-shore gantry cranes; RMGS, shuttle trucks, translifters RTGS.		Pier length 3,750 ft.	3	50 ft. Along-side	CSX and Norfolk Southern Railways.

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COAL TERMINALS

KEY	PIER AND LOCATION	OPERATOR	TYPE OF CONSTRUCTION	MECHANICAL HANDLING FACILITIES	FLOOR SPACE	DIMENSIONS	NO. OF BERTHS	WATER DEPTH	RAILWAY CONNECTIONS
8	Dominion Terminal Associates Newport News, Virginia	Dominion Terminal Associates	Concrete pile and deck.	A tandem rotary car dumper; two stacker/reclaimers and one reclaimership loader with 143-foot boom and 79-foot air draft. Loading rates are up to 6,500 tons per hour.		W-84 ft. L-1,162 ft.	2	50 ft.	CSX Transportation.
6	Kinder Morgan Bulk Terminals	Kinder Morgan Bulk Terminals- Pier IX	Concrete pile, concrete decked pier with traveling ship loader.	Tandem in-line rotary car dumper can unload coal at rates up to 5,000 tons per hour. The ship loader travels the length of the pier and is rated at 8,000 tons per hour.		W-88 ft. L-1,200 ft. 65 ft. air draft	2	48 ft. NS 50 ft. SS	CSX Transportation.
23	Norfolk Southern Pier No. 6 Norfolk	Norfolk Southern Railway Company	Concrete deck on concrete piles, with rubber and timber fender system, supports steel superstructure and two traveling loaders.	Two tandem car dumpers dump four hopper cars to two 96-inch-wide conveyor belt systems, feeding the two loaders at a rate of 5,000 tons per hour each; loading is on the north side of the pier. Loaders are equipped with telescopic chutes.		W-82 ft. L-1,850 ft. 74 ft. air draft	3	50 ft.	Norfolk Southern.

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DRY BULK TERMINALS

KEY	PIER AND LOCATION	OPERATOR	TYPE OF CONSTRUCTION	MECHANICAL HANDLING FACILITIES	FLOOR SPACE	DIMENSIONS	NO. OF BERTHS	WATER DEPTH	RAILWAY CONNECTIONS
63	Chesapeake Marine Terminal Southern Branch Elizabeth River	Roanoke Cement Company LLC	Concrete Pile Dock w/ability to accommodate up to Ultramax size vessels.	Barge mounted Kovako pneumatic unloader capable of discharging up to 6,000 MT/day of bulk material.	98,000 MT of space between 5 concrete silos and 1 come	W 105.6-foot L 653-foot 46 foot air draft	1	40	Norfolk & Portsmouth Belt Line Railroad connecting with CSX and NS.
79	Elizabeth River Terminal Chesapeake	Kinder Morgan Elizabeth River Terminals, LLC	Pier 1. Timber pile, timber decked and asphalt covered wharf with concrete breasting dolphins on each side. Pier 2. Two floating barges alongside sheet piling bulkhead and black topped apron & concrete.	Two barge mounted cranes on tracks, equipped with material handling buckets, grapples and/or loading pans. Vessel discharge direct or through hopper to open top trucks/trailers to both open and covered storage plus direct discharge to conveyor belt to covered storage. Vessel loading with material handling buckets, grapples and/or loading pans from either open or covered storage. Load out or receiving to/from flatbed, truck vans, pneumatic truck trailers, open rail gondola cars and/or covered hopper railcars.	Covered storage: 520,000+ sq. ft. Open storage: 350,000 sq. ft.	Pier 1: W-40 ft. L-1200 ft. Pier 2: W-60 ft. L-750 ft.	Ship Berths Pier 1: 800 ft. Pier 2: 750 ft. Barge Berths: (2) 300 ft. each	35 ft. 35 ft.	Norfolk & Portsmouth Belt Line Railroad connecting with two major railroad lines, NS and CSX.
80									
72	Money Point	Kinder Morgan	Concrete pile dock Ships restricted to geared vessels.	Conveyor system from dock to storage.	30-acres of Open Storage.	L-447 ft.	2	30 ft.	Rail expansion available.
66	Perdue Agribusiness, LLC South Elevator Chesapeake	Perdue Agribusiness, LLC	Full concrete deck on wharf. Berth can accommodate vessels up to 950 ft., 130 ft. beam.	Two Peco gantry ship loaders, with trippers. This equipment will give a combined load rate up to 60,000 bushels per hour. The gantry is fed by an electric belt conveyor system extending to the wharf from a 6.8-million bushel grain elevator and a 15,000-short ton shed and two 7,500-short-ton domes for storage of soybean meal and/or bulk products.		W-35 ft. L-500 ft. 45 ft. air draft	1	39.6 ft.	Rail service with CSX, NS ESHR, CA.

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LIQUID BULK TERMINALS

KEY	PIER AND LOCATION	OPERATOR	TYPE OF CONSTRUCTION	MECHANICAL HANDLING FACILITIES	FLOOR SPACE	DIMENSIONS	NO. OF BERTHS	WATER DEPTH	RAILWAY CONNECTIONS
11	Ergon Asphalt L.P.	Blue Knight Energy Partners	<p>TANKER DOCK: Concrete pile, concrete decked offshore wharf; two 23-x-25-foot timber pile, concrete-decked mooring platforms in line with west side. Wharf and mooring platforms are connected by 4-foot-wide timber pile, steel mesh walkway continuing from barge dock.</p> <p>BARGE DOCK: Concrete pile, concrete-decked offshore wharf; east and west sides in line with sides of two 20-x-28-foot timber pile, concrete-decked mooring platforms are connected by 4-foot-wide timber pile, steel mesh walkway, extending from timber bulkhead with solid fill.</p>	<p>Electric capstans located on mooring platforms; one jib crane; and three two-ton electric hoists on a trolley for handling hose.</p> <p>One 20-, five 12-, two 10-, and two 8-inch pipelines extend from wharf and connect with storage tank farm on shore.</p>		<p>WS 80ft. ES 80 ft. NS 50 ft. SS 50 ft.</p> <p>WS 30 ft. ES 30 ft. NS 26 ft. SS 26 ft.</p>	1	32 ft.	None.
77	IMTT-Virginia	IMTT-Virginia	<p>Steel/timber pile, metal-decked off-shore spill basin wharf with 185-foot x 8-foot timber approach at east end. Four breasting dolphins in line with face. Four additional mooring dolphins are located 75-feet in rear and parallel with face on east and west sides. One 14-, two 10- and 3 8-inch pipelines extend from wharf to 23 steel storage tanks.</p>	<p>Two manually operated loading arms with 10-inch manifolds for off-loading ocean-going tankers. Four 8-inch manifolds for loading and off-loading barges. One 8-inch single manifold for liquid fertilizer product.</p>		<p>Face 50 ft. WS 30 ft. ES 30 ft.</p>	1	34 ft. M.L.W.	Norfolk Southern.

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LIQUID BULK TERMINALS

KEY	PIER AND LOCATION	OPERATOR	TYPE OF CONSTRUCTION	MECHANICAL HANDLING FACILITIES	FLOOR SPACE	DIMENSIONS	NO. OF BERTHS	WATER DEPTH	RAILWAY CONNECTIONS
78	NLG Energy Partners	NLG EP	TANKER DOCK: Includes a 10-foot wide x 210-foot long approach trestle from land to unloading dock. Dock and trestle are of timber construction on timber piles. Two concrete breasting dolphins on steel pipe piles located 125-feet on each side of dock. One pile cluster dolphin is installed midway between dock and each breasting dolphin to accommodate small vessels. Four concrete mooring dolphins on steel pipe piles, 70-foot back of breasting line. The extreme dolphins are 800-feet apart. The dock is connected to the breasting and mooring dolphins by timber walkways on timber piles.	One 14-inch propane or butane and one 6-inch vapor pipeline extend from dock and connect with storage tanks on shore. 12-inch hydraulically operated marine arm is located on dock. The marine arm has a safe working height of approximately 67 ft. and is equipped with an automatic disconnect to prevent exceeding the safe limit of the arm. One 4-inch vapor return hose. ASA 150 RF-flanged cargo connections.		See description under "Type of Construction"	1	35 ft. M.L.W.	Norfolk Southern: one surface track serves tank car unloading rack at terminal.
47	Norfolk Marine Terminal	Kinder Morgan	Wooden pile dock.	Vessel, barge, truck, and railcar loading & unloading. 24/7 automated truck rack. Truck scale. Product blending. Product heating.	11 tanks (420,000 barrel storage capacity)	W-20 ft. L-900 ft.	1	25 ft.	Norfolk Southern.
13	PAPCO World Fuel Services Newport News (Small Boat Harbor)	PAPCO World Fuel Services	Concrete pile with concrete deck.	Two metered fueling stations. Accept vessels up to 160 ft. 6-inch receiving lines-Barge, 2-inch discharge lines.	N/A	N/A	2	16 ft.	None.

• Key to location to Hampton Roads Port Facility Guide

LIQUID BULK TERMINALS

KEY	PIER AND LOCATION	OPERATOR	TYPE OF CONSTRUCTION	MECHANICAL HANDLING FACILITIES	FLOOR SPACE	DIMENSIONS	NO. OF BERTHS	WATER DEPTH	RAILWAY CONNECTIONS
N/A	Plains All American Yorktown Terminals	Plains All American Yorktown Terminals	Timber pile, 30 x 60-foot concrete decked offshore wharf with 12 x 24-foot approach and pipeline trestle; timber mooring dolphins in line with face. Adequate pipelines extend from dock to storage tanks.	One 3-ton motorized hydraulic-operated stiff-leg derrick with two 45-foot booms for handling hose.		Face 60 ft. NS 30 ft. SS 30 ft.	1	36.6 ft.	Norfolk & Portsmouth Belt Line.
70	South Hill Terminal	Kinder Morgan	Wooden pile dock.	Vessel, barge, tug, truck, & railcar loading & unloading. Product blending. Additive injection. Truck scale, 24/7 automated truck rack. Meter truck rack and rail loading. 16 car rail loading rack capable of loading & discharging liquid railcars. Colonial pipeline connection. Vapor Combuster Unit.	24 tanks (1,400,000 barrel storage capacity)	W-40 ft. L-300 ft.	1	35 ft.	Norfolk Southern.
84	Tidewater Tank Terminal	Host Terminals	Barge/Vessel dock; five mooring dolphins; wood timber piles and deck; wood and sheeptilt bulkhead.	6 truck discharge stations; Two 50,000 barrel storage tanks, 8" metered dock line.			single	32 ft.	Norfolk Portsmouth Belt Line, CSX, NS.
60	TransMontaigne	TransMontaigne Terminaling, Inc.	750 ft. fuel dock. Concrete on steel pile offshore wharf consisting of a 40' x 75' main dock platform and two 20' x 30' breasting platforms on line connected by 115' timber on timber pile catwalks. Marine lubes at the main dock, south platform, and at the barge dock.	Four 8-inch mechanical loading arms with 10-inch pipelines for tankers. 75 ft., 2-inch hose w/cam lock connection of each dock. A 3-inch hose w/cam lock.			North Dock Main Dock South Dock Creek Dock	40 ft. 40 ft. 40 ft. 19.5 ft.	None.

PASSENGER TERMINALS

35	Nauticus International Pier Half Moore	City of Norfolk	740' pier with passenger processing area.	N/A	N/A	Pier Length 740'	1	32 ft.	N/A
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• Key to location to Hampton Roads Port Facility Guide

CONTAINER AND BREAKBULK TERMINALS

■ NEWPORT NEWS MARINE TERMINAL (NNMT)

Newport News Marine Terminal (NNMT), a 165-acre facility, handles all type of breakbulk, RO/RO and special project cargo. Home to two major cargo handling piers – Pier B and Pier C, NNMT has the following features:

PIER B

Pier B contains over 270,000 sq. ft. of covered pier storage – all sprinklered. With two berths, Pier B can service two ships at any given time. The complete cargo handling capabilities of Pier B are augmented with over 40 forklifts with 6,000 to 65,000 lb. capacity and numerous yard tractors with ample trailers. Serviced by trucking companies and CSX Railroad, the pier has 1,100-feet of depressed tracks with 840-feet more on the Northside and 600-feet on the Southside. An extension to Pier B also provides an additional 22,800 sq. ft. of open storage space.

PIER C

Pier C has a spacious RO/RO berth and one additional berth with a combined capability of servicing two ships at any time. Pier C also has a 182 metric ton crane for handling heavy lifts. In addition to providing service between the vessel and apron, they can also directly load and unload trucks and railroad cars. Indoor storage is provided by 128,340 sq. ft. of sprinklered covered warehouse space.



Newport News Marine Terminal.

■ NORFOLK INTERNATIONAL TERMINALS (NIT)

NIT has 6,630-feet of marginal wharf serviced by nineteen world-class container cranes. The container cranes servicing this facility are all 100-foot gauge Suez-Class container cranes with a minimum outreach of 22 containers and a maximum width across a ship up to 26 containers wide.

NIT contains over 53,000-feet of on-terminal rail with over 25,000-feet of working track for loading/unloading rail cars on terminal. NIT is served by Norfolk Southern and the Norfolk and Portsmouth Belt Line Railroad.

Highway access to the terminal is excellent, with Interstate 64, a major east-west highway, connected to the terminal by Terminal Boulevard. The I-564 Intermodal Connector provides increased access to the expanded NIT North Gate Complex. The terminal itself has an excellent road network for handling trucks to all warehouses and piers.



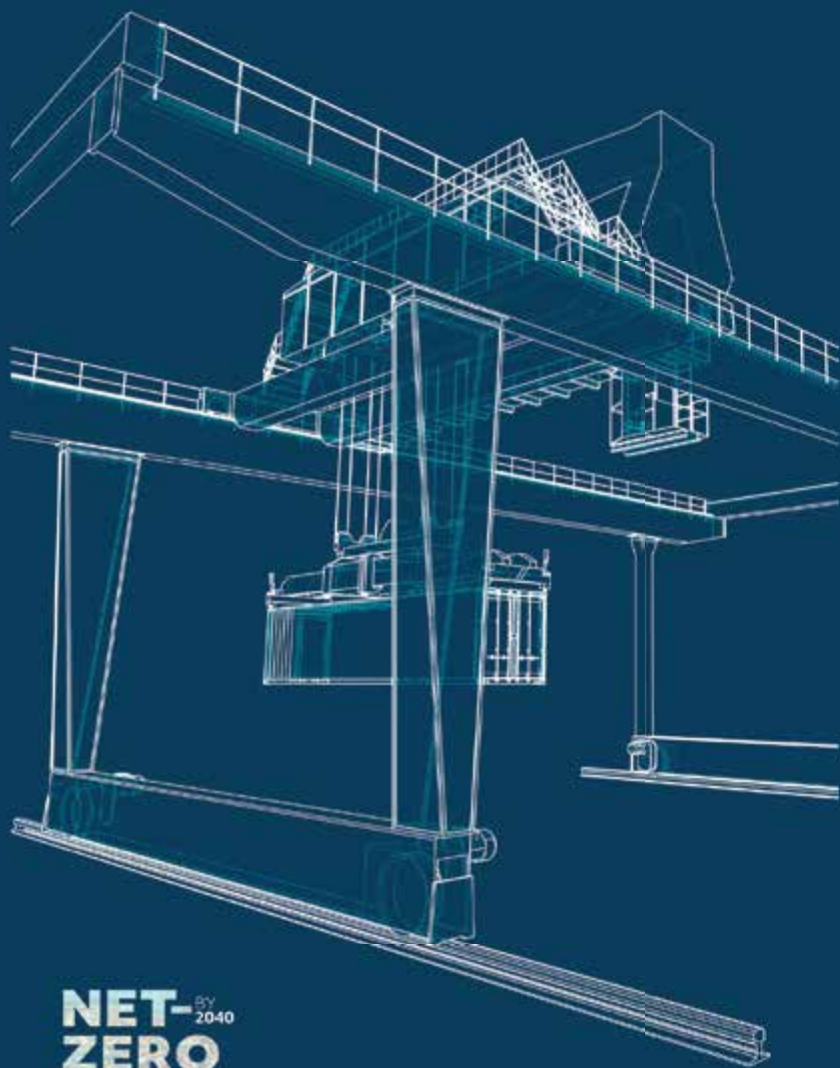
Norfolk International Terminals.



THE PORT OF VIRGINIA

AMERICA'S MOST MODERN GATEWAY

POWERED BY
100% CLEAN ENERGY



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■ RICHMOND MARINE TERMINAL (RMT)

The Richmond Marine Terminal (RMT) serves waterborne, rail and truck shippers. This container, bulk, and container breakbulk facility is leased by the Virginia Port Authority and operated by Virginia International Terminals, LLC.

The RMT boasts superior logistical advantages with outstanding access to inland markets. The Richmond facility is adjacent to 1-95, and with easy access to Interstates 64, 85, 295, the Richmond Central Business District, and the air cargo facilities and Foreign Trade Zone #207 at the Richmond International Airport.

Cargo at the Richmond Marine Terminal is handled at three berths with 25-foot depths alongside a 1,570-foot wharf. A Leibherr mobile harbor crane serves the berths. With available warehouse capacity and 34-acres of open storage available. CSX provides direct rail connection with local switch service via Norfolk Southern. Over thirty-five trucking lines use the terminal including specialists in heavy hauling, over-dimensional load, and liquid and dry bulk. Special on-site port features include U.S. Customs and Border Protection Service, electrical service for refrigerated containers and fumigation facilities. The Richmond Express, the port's container-on-barge service, provides a maritime alternative by moving goods from Hampton Roads to Richmond via barges.



Richmond Marine Terminal.

■ VIRGINIA INLAND PORT (VIP)

The Virginia Inland Port (VIP) is located in Front Royal, Virginia, adjacent to U.S. Route 340 and Virginia Route 522, two miles from I-66 and six miles from I-81. VIP serves as an intermodal container transfer of ocean-going containers to and from the ports of Hampton Roads. Containers are transported by truck to VIP for loading to Norfolk Southern rail spine car or for short term storage prior to loading. VIP provides intermodal service to markets in northern Virginia, West Virginia, Maryland, Pennsylvania, and eastern Ohio.

In January 2023, VIP began obtaining all operational power needs from clean-energy resources.



Virginia Inland Port.

■ VIRGINIA INTERNATIONAL GATEWAY (VIG)

LEASED BY VIRGINIA PORT AUTHORITY

Virginia International Gateway (VIG) is a privately owned marine container terminal located along the Elizabeth River in Portsmouth, Virginia. The facility was commissioned in July 2007, and is the largest privately-owned container terminal in the United States. The VPA's lease gives the Port oversight of and operating rights at the terminal until 2065. The lease is between the Virginia Port Authority (VPA) and Virginia International Gateway Inc., which is owned by Alinda Capital Partners and Universities Superannuation Scheme (USS).

VIG was the first automated container terminal in the Western Hemisphere. The facility is a U.S. Customs-designated port of entry, and the full range of customs functions is available to customers. VIG sits on a total footprint of 291-acres.

The terminal is designed to serve super post-Panamax class vessels, and is accessible by a 50-foot navigation channel, direct interchange to the interstate highway system, and double-stack intermodal service. The terminal is constructed as a semi-automated operation, with a mix of manual and automated container handling equipment. Its design is unique in that many of the terminal's operations are performed remotely from a centralized terminal operations center, promoting efficiency, accuracy, and employee safety.



Virginia International Gateway.

■ VIRGINIA INTERNATIONAL TERMINALS, LLC



Ports of Virginia.

Virginia International Terminals is the non-stock, non-profit operating affiliate of the Virginia Port Authority, and operates the state-owned facilities, known as The Port of Virginia, through an operating agreement with The Virginia Port Authority. The six facilities at The Port of Virginia are: Norfolk International Terminals, Virginia International Gateway, Newport News Marine Terminal, Portsmouth Marine Terminal, Richmond Marine Terminal, and the Virginia Inland Port in Front Royal, Virginia.

COAL TERMINALS

■ DOMINION TERMINAL ASSOCIATES

Dominion Terminal Associates (D.T.A.) is located on the east bank of the James River in Newport News. The terminal is owned by Alpha Metallurgical Resources, Inc. and Arch Resources, Inc.

D.T.A. has an annual throughput capacity of 22 million tons and can accommodate vessels ranging from barges to ships of 178,000 dwt. Coal is received from the coal fields of Virginia, West Virginia, and Kentucky through CSX Transportation.

The tandem rotary dumper can unload coal at a rate of 5,700 tons per hour. A system of nineteen 72-inch and 84-inch belt conveyors transports the coal from the dumper to storage or direct to the shiploader. Coal is stored in four areas, capable of storing up to 1.7 million tons, and later reclaimed for shipment by two stacker/reclaimers and one reclaimer. These three machines have 200-foot booms and are capable of luffing, slewing and traveling along the length of the storage areas to stack and reclaim the coal with a minimal amount of dozing.

Coal can be reclaimed and transported to the twin silos at 6,800 tons per hour where it can be blended and loaded onto vessels at up to 6,500 tons per hour. The single shiploader with a 145-foot boom can accommodate ships with 79-foot air draft. Pierside, D.T.A. matches the harbor's 50-foot depth.



Dominion Terminal Associates.

■ KINDER MORGAN BULK TERMINALS - PIER IX

Pier IX Terminal was completed and became operational in December 1982. Loading facilities include double berth pier with a belt conveyor system, single shiploader, and an air draft of 65-feet, capable of loading 85,000 to 90,000 ton colliers in a day. Berth and loading facilities will accommodate vessel length of 1,000-feet and breadth of 155-feet. The storage facility has a rated annual capacity of 12 million tons of coal per year with ground storage of 1.36 million in 12 piles.



Kinder Morgan Bulk Terminals - Pier IX.

The Terminal is served by the CSX Rail System which accesses the highest qualities of metallurgical and steam coals with competitive rail rates. Kinder Morgan Bulk Terminals (KMBT)-Pier IX offers mechanical sampling to and from storage, and multiple stockpile loadings instantaneously.

In June 1991, KMBT-Pier IX began operation of a cement unloading, storage and truck loadout facility. KMBT-Pier X also offers selected drybulk unloading services to stockpile or transloading from vessel to barge (barge to vessel).

PORT FACILITIES



Norfolk Southern.

■ NORFOLK SOUTHERN CORPORATION NORFOLK SOUTHERN RAILWAY COMPANY

Norfolk Southern's coal pier at Lambert's Point is the largest coal loading facility in the Northern hemisphere, concentrating at one point the collection and blending of coals originating from approximately 130 mines and preparation plants on its rail system. In addition to the shiploading piers, Norfolk Southern has constructed modern weighing, thawing, sampling and dumping facilities to supply coal to the pier.

Classification and storage yards accommodate approximately 5,200 loaded coal cars at Lambert's Point, or more than 520,000 tons of coal on hand each day, with additional tracks provided for receiving loaded trains and assembly of empty cars returning to the coal fields. Service is expedited by a high-speed, virtually one-way route for coal trains from the mines to Norfolk. In addition to Coal Pier 6, Norfolk Southern operates a modern shop for the repair of coal cars before returning to the mines. Pier and yard offices, weighing stations, thawing sheds, yard lighting, roadways and other facilities serve all classes of colliers quickly and efficiently.

PIER 6

Pier 6 opened for business in 1963 and in 1999 dumped its billionth ton of coal, becoming the only facility in the world to have reached that milestone. The concrete and steel pier has twin traveling loaders, each as high as a 17 story building and can serve two colliers or concentrate on a single ship. More than 165,000 tons of coal have been loaded into a single collier, some of which are 1,000-feet in length and 175-feet in width. Norfolk Southern Pier 6 details: MV CHINA PROSPERITY is most recent record export from 2019. Vessel loaded a total

PORT FACILITIES

156,778.894 mt of coal which is about 172,819 short tons. Lay berth space is available on the upstream side of the pier for an additional vessel to await a loading berth. The pier has a design capacity of 16,000 tons an hour, with a maximum capacity of 20,000 tons an hour. During the fall of 1994, air draft was increased from 55.5-feet to 74-feet. Because cars are dumped directly to the vessel, premium blending and mixing of coals can be accomplished to service the needs of coking and steam coal buyers worldwide.



Pier 6.

The coal is carried by a series of 8-foot wide rubber conveyor belts to the loaders where even-flow retractable booms deposit it smoothly into colliers. The booms can reach out as far as 120-feet, providing an even-keel loading for ships with centerline bulkheads.

The conveyor belts at Pier 6 are equipped with a sophisticated mechanical coal-sampling system manufactured by Precision Samplers, Inc. and under lease by Sampling Associates International, a consortium of four testing laboratories in Hampton Roads. The system samples coal from the moving conveyor belt and sends it to the top of a processing tower. There, it is crushed and split several times before final samples are sealed in airtight containers for laboratory testing.

REFRIGERATED FACILITIES

■ LINEAGE (FORMERLY IRPS)

Lineage is located on Pier 3 at Norfolk International Terminal (NIT) in Norfolk, Va. The facility is utilized by importers and exporters of perishable products. The warehouse encompasses 100,000 sq. ft. and 3,000,000 cubic feet of temperature-controlled storage space.

Lineage provides a variety of value-added services including blast freezing, cross docking, and labeling/stamping. Lineage also provides loading and unloading of containerized and break-bulk cargo and is served by Norfolk Southern and CSX railroads. The facility is USDA approved and certified for export to Russia. Lineage also provides its customers with drayage services.



Lineage.

DRY BULK TERMINALS

■ KINDER MORGAN MONEY POINT TERMINAL

TERMINAL SERVICES:

Size:	42-acres
Storage Capacity:	Approximately 30-acres of open storage
Annual Tonnage:	250,000 tons
Number of Docks:	Ship Dock: Restricted to geared or belted self-unloading vessels 30 MLW East side
Draft-30-feet MLW Barge Dock:	Restricted to open hopper barges, Draft-18-feet MLW West side
Commodities Handled:	Aggregates, sand, pumice, stone

TRANSPORTATION MODES:

Servicing Body of Water:	Southern Branch of Elizabeth River
Servicing Railroads:	Norfolk Southern and CSX
Servicing Major Roadways:	I-64, I-464, US 460

TERMINAL SERVICES:

- | | |
|---|---|
| <ul style="list-style-type: none"> • Vessel Loading/Unloading • Barge Loading/Unloading | <ul style="list-style-type: none"> • Truck Loading |
|---|---|

MAJOR FEATURES:

- | | |
|--|---|
| <ul style="list-style-type: none"> • Conveyor to/from Storage • Direct Vessel to Truck Conveying | <ul style="list-style-type: none"> • Vessel and Barge to Storage • Rail Expansion Possible • Land Available for Development • 1 Truck Scale |
|--|---|

■ KINDER MORGAN TERMINALS — ELIZABETH RIVER TERMINALS, LLC

Kinder Morgan Terminals–Elizabeth River Terminals, LLC, located on the Southern Branch of the Elizabeth River in Chesapeake. The terminal facilities are serviced by two major railroads (NS, CSX) and also provide easy access to the U.S. interstate system. It is the complete terminal for stevedoring, storage, loading out, and documentation.

PORT FACILITIES



Elizabeth River Terminals.

FACILITIES:

- 110-acres total surface.
- 2 ship berths with 35' MLW alongside.
- Fully equipped pier facilities (cranes, hoppers, conveyors) for fast throughput operations.
- 522,000 sq. ft. covered warehouse space.
- 350,000 sq. ft. open storage pads.
- Two 200-ton railroad car scales plus five truck scales.

SERVICES:

- Loading and unloading of ships, barges, rail cars and trucks.
- Capable of handling a wide variety of free-flowing bulk materials of agricultural as well as industrial type, but also cargoes such as salt, shredded scrap and aggregates.
- Stuffing or stripping of bulk containers (with or without liners).
- Additional Value-Added Services, such as screening, blending, and grinding.

PORT FACILITIES

■ PERDUE AGRIBUSINESS, LLC

Perdue Agribusiness, LLC, located on the Southern Branch of the Elizabeth River, in Chesapeake, Virginia, is the largest export, import, and domestic grain handling facility on the East Coast of the United States. The terminal elevator handles a variety of commodities including corn, wheat, soybeans, barley, soybean meal, and soybean oils. In addition, Perdue operates a soybean extraction plant producing Hi-Pro soybean meal and crude degummed soybean oil. With easy access to the Atlantic Ocean, this facility can accommodate vessels large enough to load up to 60,000 metric tons or more.

<u>Average Load Rates</u>		<u>On-Site Storage Capacities</u>	
Grains	1,000 MT/HR	Grains	150,000 MT
Soymeal	350 MT/HR	Soymeal	15,000 MT
Soybean Oil	150 MT/HR	Soybean Oil	29,000 MT

Served continuously via barge, rail and truck suppliers from around the United States, Perdue can sustain continued loading to ensure a fast, timely turnaround of multiple cargoes and vessels.



Perdue Agribusiness, LLC Soy Crushing and Grain Operations – Chesapeake, Virginia.

■ ROANOKE CEMENT COMPANY, LLC

Roanoke Cement Company LLC, (RCC) is a wholly owned subsidiary of Titan America, a leading building material manufacturer with its US headquarters in Norfolk, VA.

RCC is set to complete a \$40 million expansion at its Chesapeake port terminal located on the Southern Branch of the Elizabeth River. A new storage dome increases capacity to over 100,000 tons.

RCC's terminal site covers over 11-acres for multi-product, dry bulk powder loadout and additional acreage for upland storage and is serviced by the CSX and NS railroads via the Beltline Railroad.

The expanded, refurbished dock accommodates vessels requiring up to 40-feet of water depth. The improvements provide redundancy to alleviate loading interruptions and permit loading of multiple products. The improved terminal will allow the import and distribution of fly ash, slag, salt, aggregates, shipping containers and other materials in demand throughout the Mid-Atlantic market.

Highlights of the expansion include:

- The new dome for storing low carbon cements
- Expanded high-capacity truck loadout area
- Aggregate distribution enhancements
- Rail car loadout and track improvements



ROANOKECEMENT™
A TITAN AMERICA BUSINESS

Chesapeake Marine Terminal
1331-1333 Priority Ln
Chesapeake, VA 23324

■ SEAGATE TERMINALS, LLC

SeaGate Terminals, LLC, located on the Southern Branch of the Elizabeth River in Chesapeake, is a 44-acre marine terminal capable of accommodating both dry and break-bulk cargoes. The Chesapeake, VA facility is an excellent geographical complement to SeaGate's Savannah, GA operation. This location gives SeaGate Terminals the added flexibility that is achieved by having multiple East Coast deep-water terminal locations and allows the company to offer a pre-eminent level of terminal service and support to its customers.

The Virginia facility offers:

- Two 90,000 sq. ft. warehouses offering over 115,000 tons of covered storage
- Current construction of a 14,000 sq. ft. warehouse
- Additional open areas for future buildouts
- Newly added radio controlled automatic 18 spot supersack tree
- 10+-acres of pad storage
- 800 lineal feet docking area with a MLW draft of 40-feet
- Fendered sheetpile bulkhead
- Rail access to both CSX and Norfolk Southern via rail service by Norfolk and Portsmouth Belt Line
- Four certified truck weigh scales
- Certified rail scale
- Easy access to interstate highways
- Automated bulk load-out system providing customers with access to instantaneous shipping and inventory data.

<https://seagateterminals.com>



SeaGate Terminals Virginia
1310 Priority Lane
Chesapeake, VA 23324
(757) 545-9591

SeaGate Terminals Georgia
1600 E. President Street
Savannah, GA 34104
(912) 790-6346



SeaGate Terminals, LLC.

LIQUID BULK TERMINALS

■ ERGON ASPHALT PARTNERS, L.P.

Ergon Asphalt Partners, L.P. is situated adjacent to the C & O Railroad yards in Newport News, Virginia. It has a storage capacity in excess of 520,000 barrels for handling asphalt cement, asphalt emulsion, and caustic soda.

Products are received into the terminal by tanker and barge and redistributed by transport trucks and barges.

■ IMTT-VIRGINIA

IMTT-Virginia, a leading East Coast storer of industrial fuel oils, liquid fertilizer and bunker fuels, owns and operates a deep water port and terminal complex on the Southern Branch of the Elizabeth River in Chesapeake.

The company's facility has a storage of more than 950,000 barrels and handles a wide range of asphalts, liquid fertilizer and the complete range of industrial fuel oils, including #2, #4, #6, and bunker oils. Product terminaling is available for term leasing.

The terminal, operating around-the-clock, is connected with the Colonial Pipeline system and the Norfolk Southern Railway.

■ KINDER MORGAN NORFOLK TERMINALS



Kinder Morgan Norfolk Terminals.

Terminal Specifications

Size	16-acres
Storage Capacity	420,000 Barrels
Number of Tanks	11
Range of Tanks	10,000 – 52,000 Barrels
Number of Docks	1 (25 ft. MLW, 500 ft. LOA)
Commodities Handled	Chemicals and Ethanol

Transportation Modes

Servicing Body of Water	Eastern Branch of Elizabeth River
Servicing Railroad	NS
Servicing Major Roadways	Interstates 64, 262, 464, and 664

Terminal Services

- Vessel, Barge, Tank Truck, and Railcar Loading/Unloading
- Product Heating
- Product Blending

Major Features

- Truck Scale
- Automated Truck Loading Racks

■ KINDER MORGAN SOUTH HILL TERMINAL

Terminal Specifications

Size	106-acres
Storage Capacity	1,400,000 Barrels
Number of Tanks	38
Range of Tanks	142 – 120,000 Barrels
Number of Docks	1 (35 ft. MLW, 700 ft. LOA)
Commodities Handled	Petroleum, Liquid Fertilizer, and Specialty Chemicals

Transportation Modes

Servicing Body of Water	Southern Branch of Elizabeth River
Servicing Railroads	NS and NPBL to CSX
Servicing Major Roadways	Interstates 64, 264, 464, and 664
Pipeline	Colonial (4 Connections – Gas, Distillate, ULSD, and Transmi)

Terminal Services

- Vessel, Barge, Tank Truck, and Railcar Loading/Unloading
- Lubricity/Conductivity Injection
- Red Dye Injection
- T-Gold Blending
- Ethanol Blending
- Product Heating
- Product Blending
- Additive Injection
- Truck In-line Blending
- Vapor Combustor
- Ammonium Thiosulfate Blending

Major Features

- Truck Scale
- 24/7 Automated Truck Racks
- 16 Car UAN Rail Loading Positions
- 6 Car Fertilizer Rail Positions



Kinder Morgan South Hill Terminals.

■ PAPCO | WORLD FUEL SERVICES

World Fuel Services markets fuel and lubricant product lines to a broad customer base of commercial, marine, and government end users in the Port of Norfolk and across the country. We have waterfront terminals available to load vessels in the Port of Norfolk.

Our Marine and Truck Distribution Facility is located adjacent to the Newport News Marine Terminals in the small boat harbor in Newport News, Virginia. GPS coordinates: 36~57.60 North by 76~24.48 West. This dockside facility includes provisions for the fueling of vessels through two metered stations capable of loading at a maximum rate of 180 GPM through 2-inch hose reels (2-inch cam lock fitting) with 80-feet of hose. The dock accommodates vessels up to a maximum length of 160-feet and a maximum draft of 16-feet at Mean Low Tide. Marine gas oil, diesel fuels and water are available dockside, as well as bulk marine lubricants (Chevron brands) including zinc-free engine oils. Dockside services are available Monday through Friday 0600-1800 hours; Saturday 0800-1200 hours; Sunday and after hours available by appointment only.

World Fuel Services also offers marine gas oil and diesel fuels at Kinder Morgan South Hill (formerly Allied Terminal Dock) on the Southern Branch of the Elizabeth River, Chesapeake, Virginia. GPS coordinates: 36~47.599 North by 76~17.246 West. This dockside facility includes provisions for the fueling of vessels through a metered station capable of loading at a maximum rate of 180 GPM through 2-inch hose reels (2-inch cam lock fitting) as well as 4-inch and 6-inch capabilities. The dock accommodates vessels up to a maximum length of 700-feet and a maximum draft of 35-feet at Mean Low Tide. Marine gas oil, diesel fuels Dockside services are available by appointment 24 hours a day 365 days a year.



PAPCO | World Fuel Services.

PORT FACILITIES

World Fuel Services also offers marine gas oil and diesel fuels at CITGO Marine Terminal in Baltimore, Maryland. GPS coordinates: 39~13.3035 North by 76~34.024 West. This dockside facility includes provisions for the fueling of vessels through a metered stations capable of loading at a maximum rate of 180 GPM through 2-inch hose reels (2-inch cam lock fitting). The dock accommodates vessels up to a maximum length of 650-feet and a maximum draft of 26-feet at Mean Low Tide. Marine gas oil, diesel fuels Dockside services are available by appt.

Fueling arrangements via truck, barge or dockside can be made by emailing marinefuelorders@wfscorp.com.



A view along the Southern Branch (Perdue Grain Elevator on the left).

MARINE CARGO TERMINALS

FACILITY NAME

CARGO TYPE

COMMODITY

LOCATION / ADDRESS

CONTACT INFO.
(PHONE/WEB)

A&R Logistics	Container/Breakbulk	Plastics, Biodiesel, Container	(old NOVA Chemicals site) 5100 Bainbridge Boulevard Southern Branch - Chesapeake	www.artransport.com
Apex Oil Center Point Terminal	Liquid Bulk	Oil	428 Barnes Road Southern Branch - Chesapeake	757-545-4541 www.apexoil.com
ARGOS-US	Dry Bulk	Cement	1900 Harbor Access Road Southern Branch - Chesapeake	argos-us.com
ARGOS-US (Kinder Morgan Pier IX)	Dry Bulk	Cement	21st Street and Terminal Avenue Hampton Roads Harbor - Newport News	757-880-5631
Associated Asphalt Hopewell, LLC	Liquid Bulk	Oil / Specialty Liquids	410 Water Street James River - Hopewell	804-458-0926
Buckeye Partners, LP	Liquid Bulk	Oil	4030 Buell Street Southern Branch - Chesapeake	757-543-2061
Dominion Terminal Associates	Coal	Coal	600 Harbor Road Pier 11 Hampton Roads Harbor - Newport News	www.dominionterminal.com
Dominion Virginia Power	Coal	Oil, Coal Lubricants, Heavy Equipment	Chesterfield Power Station 500 Coxidale Road Chester, Virginia James River - Chesterfield	804-796-6016
Elizabeth River Recycling	Dry Bulk	Scrap Metal	2649 South Military Highway Southern Branch - Chesapeake	www.erreycling.com

MARINE CARGO TERMINALS

FACILITY NAME

CARGO TYPE

COMMODITY

LOCATION / ADDRESS

CONTACT INFO.
(PHONE/WEB)

Enviva	Dry Bulk	Wood Pellets, Limestone	1000 Enviva Way - Chesapeake	301-657-5560 www.envivabiomass.com
Ergon Asphalt Partners, L.P.	Liquid Bulk	Asphalt, Caustic Soda	801 Terminal Avenue Hampton Roads Harbor - Newport News	www.bkep.com
Fairwinds Landing	Offshore Wind	Breakbulk Components	2649 Production Road - Virginia Beach	www.fairwindslandingva.com
Heidelberg Materials Cement Norfolk Virginia Distribution Terminal	Dry Bulk	Cement	8791 Hampton Boulevard Hampton Roads Harbor/ Elizabeth River - Norfolk	www.heidelbergmaterials.us
Honeywell International Plant	Dry Bulk	Chemicals, Dry Bulk, Fertilizer, Oil	905 East Randolph Road James River - Hopewell	804-541-5046
IMTT-Virginia Chesapeake Terminal	Liquid Bulk	Oil, Fertilizer, Asphalt, Liquid Bulk	2801 South Military Highway Southern Branch - Chesapeake	www.imtt.com
IMTT-Virginia Richmond Terminal	Liquid Bulk	Oil	5500 Old Osbourne Turnpike James River - Richmond	www.imtt.com
Kinder Morgan Bulk Terminals Pier IX-X	Dry Bulk, Coal	Coal, Dry Bulk, Cement	1900 Harbor Access Road Hampton Roads Harbor - Newport News	757-928-1520 www.kindermorgan.com
Kinder Morgan Elizabeth River Terminal - Chesapeake	Dry Bulk	Fertilizers, Ores, Minerals, Aggregates, Salt, Scrap Steel.	4100 Buell Street Southern Branch - Chesapeake	757-543-0335 www.kindermorgan.com

MARINE CARGO TERMINALS

FACILITY NAME

CARGO TYPE

COMMODITY

LOCATION / ADDRESS

CONTACT INFO.
(PHONE/WEB)

Kinder Morgan Money Point Terminal	Dry Bulk	Aggregates, Sand, Pumice, Stone, Other Bulk	3900 Shannon Street Southern Branch - Chesapeake	757-543-0335 www.kindermorgan.com
Kinder Morgan Terminal - Norfolk Terminal	Liquid Bulk	Chemicals and Ethanol	1000 Lansing St. - Norfolk	757-494-3464 www.kindermorgan.com
Kinder Morgan Terminal - South Hill Terminal	Liquid Bulk	Petroleum, Liquid Fertilizer, Specialty Chemicals	502 Hill St. - Chesapeake	757-543-2031 www.kindermorgan.com
Lineage RCS Norfolk (formerly IRPS)	Refrigerated	Perishables	8791 Hampton Boulevard #3 Hampton Roads Harbor/ Elizabeth River - Norfolk	www.onelineage.com
Marine Oil Service, Inc. Norfolk	Liquid Bulk	Petroleum Oil, Diesel	1421 South Main Street Southern Branch - Norfolk	www.marineoilservice.com
Nauticus International Pier Half Moore	Passenger	Passenger	111 Waterside Drive Elizabeth River - Norfolk	nauticus.org / cruise-virginia.org
Newport News Marine Terminal	Container/Breakbulk	Breakbulk, RO/RO, Special	25th Street Hampton Roads Harbor - Newport News	www.portofvirginia.com
NGL	Liquid Bulk	Oil, Propane	2901 South Military Highway Southern Branch - Chesapeake	757-485-1018
Norfolk International Terminals	Container/Breakbulk	Container, Breakbulk, RO/RO,	7737 Hampton Boulevard Hampton Roads Harbor - Elizabeth River - Norfolk	www.portofvirginia.com

MARINE CARGO TERMINALS

FACILITY NAME

COMMODITY

LOCATION / ADDRESS

CONTACT INFO.
(PHONE/WEB)

Norfolk Marine Terminals	Liquid Bulk	Sodium Hydroxide, Ethanol, Nitrogen Solutions, Ammonium Thiosulfate	500 East Indian River Road Easten Branch - Norfolk	757-226-7699
Norfolk Southern Pier No. 6	Coal	Coal	Administrative Office 2200 Redgate Ave. - Norfolk	www.nscorp.com
PAPCO World Fuel Services Newport News	Liquid Bulk	Oil	407 Jefferson Avenue Small Boat Harbor - Newport News	www.papco.com
Peck Marine Terminal	Container/Breakbulk	Container, Breakbulk, Concrete, Wood Products, Rubber, Perishables, Heavy-Lift	700 Rosemont Avenue Southern Branch - Chesapeake	www.peckmarineterminal.com
Perdue Agribusiness LLC South Elevator Chesapeake	Dry Bulk	Grain and Grain By-Products	501 Barnes Road Southern Branch - Chesapeake	www.perdueagribusiness.com
Plains All American Yorktown Terminal	Liquid Bulk	Oil, Sulfur	2201 Goodwin Neck Road York River - Yorktown	866-370-7823
Portsmouth Marine Terminal	Offshore Wind	Breakbulk, Bulk Components	2000 Seaboard Avenue Elizabeth River - Portsmouth	www.portofvirginia.com
Richmond Marine Terminal James River, Richmond, Virginia	Container/Breakbulk	Container, Breakbulk	5000 Deepwater Terminal Road James River - Richmond	www.portofvirginia.com
Riverport, LLC Piers 14 and 15	Container/Breakbulk	Container Breakbulk	1201 Terminal Avenue - Newport News	www.sz2holdings.com

MARINE CARGO TERMINALS

FACILITY NAME

CARGO TYPE

COMMODITY

LOCATION / ADDRESS

CONTACT INFO.
(PHONE/WEB)

Roanoke Cement Co. / Titan America Norfolk Terminal	Dry Bulk	Cement, Fly Ash	1332 Priority Lane - Chesapeake	757-494-1325 www.titamamerica.com
SeaGate Terminals	Dry Bulk	Dry Bulk, Break Bulk, Wood, Wood Chips	1310 Priority Lane Southern Branch - Chesapeake	757-545-9591
Sims Metal Management	Dry Bulk	Scrap Metal	4300 Buell Street Southern Branch - Chesapeake	757-543-2006 www.simsimm.com/us
Southern States Cooperative-Chesapeake	Bulk	Potash, Fertilizer	2651 South Military Highway Southern Branch - Chesapeake	www.southernstates.com
Tidewater Tank Terminal	Liquid Bulk	Liquid Bulk	1325 McCloud Road Southern Branch - Chesapeake	757- 876-5187
TransMontaigne Terminaling, Inc., Norfolk Terminal	Liquid Bulk	Sulfur, Oil	7600 Halifax Lane Norfolk Southern Branch - Chesapeake	757-494-1325
United States Gypsum Company	Dry Bulk	Gypsum, Drywall, Plaster	1001 Buchanan Street Southern Branch - Norfolk	www.usg.com
Vane Line Bunkering	Liquid Bulk	Oil	3950 Burtons Point Road Southern Branch - Portsmouth	410-631-5096
Veolia James River Plant	Dry Bulk	Limestone, Gypsum	1201 Bellwood Road James River - Chesterfield	www.veolianorthamerica.com
Virginia International Gateway	Container/Breakbulk	Container, Breakbulk	Virginia International Gateway Boulevard Elizabeth River - Portsmouth	www.portofvirginia.com

KINDER MORGAN BULK TERMINALS-PIER IX/X



Kinder Morgan Bulk Terminals – Pier IX/X

CSXT users or other interested parties contact

Don Blair
TERMINAL MANAGER

Office: 757/928-1520
Fax: 757/928-1560

KINDER MORGAN BULK TERMINALS-PIER IX/X

1900 Harbor Access Road • Newport News, Virginia 23607

VMA24

INTERNATIONAL TRADE SYMPOSIUM



HARNESSING THE NEW NORMAL

Change is coming and is already here - it's the new normal. Change is now the constant when it comes to the global shipping market, with uncertainty in trade lanes, environmental policies and regulations, and geopolitical relationships. The need for supply chain flexibility and preparedness has never been higher for companies that wish to survive and thrive. Resilient supply chains will be those that are prepared for any challenge and agile enough to quickly adapt to whatever disruptions may occur. Join us as we seek to get ahead of, and in command of, the New Normal.

3 DAYS **35+ SPEAKERS** **420+ ATTENDEES** **3 NETWORKING EVENTS**

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VMAsymposium.com

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VESSELS ARRIVING IN VIRGINIA

As the second largest port on the U.S. East Coast by tonnage and the third largest by container volume, the greater port of Virginia is home to 55 commercial marine facilities, importing and exporting containers, coal, agricultural products, aggregates, chemical and petroleum products, offshore wind components, and much more.

Over the past five years, our port received an average of 2,350 vessel calls a year, with a little more than 60% being container vessels. Cruise ships, product tankers, and bulk ships all visit our port, as well as roll-on roll-off and breakbulk vessels and other specialty ships. Thousands of barge moves are also documented each year, as towing push boats transport products up and down Virginia's rivers, canals, and the Chesapeake Bay.

Due to its strategic Mid-Atlantic location, deep channels, modern infrastructure, and current and forecasted market conditions, Virginia continues to see an increase in Ultra Large Container Vessels (ULCV's), coal ships, cruise ships, and offshore wind-related vessels calling on our port.

CONTAINER VESSELS

Name	Capacity (TEU)	Length	Beam	Draft
Ultra Large Container Vessel (ULCV)	>14,501	>1,200'+	>160.7'	>49.9'
New Panamax (or Neopanamax)	10,000 -14,500	1,200'	160.7'	49.9'
Post-Panamax	5,101 – 10,000	1,200'	160.7'	49.9'
Panamax	3,001 - 5,100	975'	106'	39.5'

Container ships are vessels used to transport different types of containerized cargo. These are measured in 20-foot equivalent units (TEU), which are based on the volume of a standard 20-foot-long intermodal container.

Container ships are vital to the global economy, streamlining international trade through their efficient and vast cargo capacities. Their ability to transport thousands of standardized containers expedites loading and reduces costs, making products more affordable and promoting globalization. The flexibility of containerization allows diverse goods to be shipped together, enhancing trade efficiency.

The use of container ships began in the mid-1950s. The first generation of container ships were modified versions of bulk vessels or tankers. Early container ships traveled at speeds of 18 to 20 knots and could only carry containers on their converted decks. Soon after, fully cellular container ships were built, dedicated to transporting containerized cargo. Cranes were removed from the ship design to allow more space for containers, and speeds increased to 20 to 24 knots.

SHIPPING LINES

Company	Phone	Website
APL	(800) 999-7733	www.apl.com
Atlantic Container Line	(908) 518-5300	www.ACLcargo.com
*CMA CGM (America), LLC	(757) 961-2673	www.cma-cgm.com
COSCO SHIPPING Lines (North America), Inc.	(757) 961-2665	www.cosco-shipping lines.com
Evergreen Shipping Agency (America) Corp.	(757) 306-4289	www.evergreen-shipping agency.com
Hamburg Sud	(410) 649-7769	www.hamburgsud-line.com
Hapag Lloyd	(732) 885-3700	www.hapag-lloyd.com
Hyundai (HMM)	(201) 373-3500	www.hmm21.com
Maersk Line	(703) 819-3893	www.maersk-line.com
MSC	(212) 764-4800	www.msc.com/usa
*Ocean Network Express (ONE)	(804) 256-2273	www.ocean-network express.com
OOCL	(843) 881-2910	www.oocl.com
Turkon	(757) 455-8200	www.turkon.com/us/
Wallenius Wilhelmson	(201) 505-4000	www.walleniuswilhelmsen.com
*ZIM-American Integrated Shipping Services Co., LLC	(757) 228-1357	www.zim-american.com

* North American Headquarters located in Virginia

Nearly 30 international shipping lines offer direct, dedicated service to and from Virginia, with connections to 200+ countries around the world. In an average week, more than 40 international container, breakbulk, and roll-on/roll-off vessels are serviced in Virginia's port.

TOP SHIPPING ALLIANCES

■ 2M ALLIANCE: MAERSK AND MSC

The 2M alliance was formed between the Danish shipping line Maersk and the Swiss-Italian shipping company Mediterranean Shipping Co (MSC). The alliance was formed in 2015, covering Asia-Europe, trans-Pacific and trans-Atlantic trade routes. The HMM had also joined 2M in 2017 for a three-year partnership and later joined THE Alliance. In January 2023, Maersk and MSC jointly announced that they'll discontinue their alliance by 2025.

■ GEMINI CORPORATION: MAERSK & HAPAG LLOYD

Coming in 2025.

■ OCEAN ALLIANCE: COSCO, OOCL, CMA CGM & EVERGREEN

Ocean Alliance was launched in 2017 for an initial period of five years between COSCO Shipping, OOCL, CMA CGM, and Evergreen. In 2019, the companies confirmed the extension of the duration to ten years until 2027.

The Ocean Alliance includes 330 container ships and an estimated carrying capacity of 3.8m TEUs. This alliance also has Ever ACE, the largest mega ship with a capacity of 23,992 TEUs.

Ocean Alliance offers a total of 38 different services including 19 transpacific services, 11 services between Asia and Europe (plus the Mediterranean), and 4 services between Asia and the Middle East.

■ THE ALLIANCE: HAPAG-LLOYD, ONE, AND YANG MING

Launched in 2017 by Hapag-Lloyd, ONE, and Yang Ming, THE Alliance combines 3.5m TEUs. That's approximately 25% of the global container capacity. On top of that, THE Alliance has also revealed that it will deploy a fleet of 249 ships. They will connect 76 ports throughout Asia, North Europe, the Mediterranean, North America, Canada, Mexico, Central America, Indian Subcontinent, and the Middle East.

In 2019, they optimized port-pair connections to accommodate customers' needs for greater reliability and stability in service quality. In April 2020, HMM from South Korea joined THE Alliance and increased its total capacity by 519,000 TEUs. Thereby, increasing THE Alliance's global market share from 25 to 30%.

As a part of THE Alliance's ongoing commitment to offer more sustainable services by minimizing the carbon footprint of its service network, a modern series of fuel-efficient 23,500+ TEU vessels will replace smaller vessels.



CMA CGM MARCO POLO, being classified as an Ultra Large Container vessel, is the largest vessel to have docked in Virginia, with a beam of 1,300' and carrying 16,022 TEUs. (photo courtesy of Virginia Port Authority). Virginia had 176 ULVC calling on the port in 2023.

TRADE LANE SERVICES

ALLIANCE/OCEAN CARRIERS

SERVICE

TRADE LANE

Africa	SAF/AMEX - America Express/Africa	2M - Maersk/MSC
Asia	ZCP/Amberback/TP10 (Last out)	2M - Maersk/MSC + Zim
	EC2-Asia/USEC (Last Out)	THEA - Hapag/ONE/YML/HMM
	EC4-Asia/USEC(First In)	THEA - Hapag/ONE/YML/HMM
	TP12/EMPIRE/ZBA/US2/792 - Asia/USEC	2M - Maersk/MSC + Zim
	TP11/Elephant/USEC6/ZNF/US1/754 - Asia/USEC	2M - Maersk/MSC + Zim
	AWE/AWES/ISE - Asia/USEC	COSCO / OOCL
	SAN - Santana - (Last out)	MSC
	Loop 1/LP1/MAN BR - Asia/USEC	0A - CMA/APL/COSCO/Evergreen/0OCL
	CBX/ECC3 - Asia/USEC (First In)	0A - CMA/APL/COSCO/ Evergreen/0OCL
	Loop 2/TWS(OA) - Asia/USEC	0A - CMA/APL/COSCO/Evergreen/0OCL
	Loop 3/LP3/Col Jax - Asia/USEC	0A - CMA/APL/COSCO/Evergreen/0OCL
	EC1 - Asia/USEC	THEA - Hapag/ONE/YML/HMM
	EC5 - Asia/USEC (Last out USEC)	THEA - Hapag/ONE/YML/HMM
	AA7	Wan Hai / Hapag Lloyd
	Wallenius Wilhelmsen - RTW Ro-Ro Service	WWL
	ZXB - Zim Ecommerce Xpress Baltimore	ZIM
Caribbean/ Central America	SAE - South Atlantic Express	Maersk
Indian Subcontinent	INDUSA	MSC
	EISZ/INDAMEX2/IN2/IE2 (First In)	Hapag Lloyd / CMA CGM / ONE

(Source: operations.portofvirginia.com/vessel-schedules)

TRADE LANE SERVICES

TRADE LANE

SERVICE

ALLIANCE/OCEAN CARRIERS

Indian Subcontinent/ Middle East	EIS/INDAMEX/IMX/IEX (Last out) MEC/JMC/1/600 - APL-UMX (US Flag)	CMA CGM / APL / Hapag / ONE / OOCL / COSCO Maersk / APL
Mediterranean	MEDUSEC/TA5 - Transatlantic EMA/AL8/TUX Service TEX (Turkey East Coast Express) / ZCT AL6/TA1/Amerigo/ZCI - Transatlantic Service TURKON/TR - USA/Turkey Service AL7/ZCA (Zim Container Service Atlantic)	2M - Maersk/MSC COSCO / ONE / OOCL / CMA CGM Hapag Lloyd / Zim THE Alliance/Ocean Alliance; Zim Turkon, Hapag Lloyd (TNE) Zim / Hapag Lloyd
North Europe	NEUATL1/TA1/ATL1/821 - Transatlantic (First In/Last Out) US Flag NEUATL2/TA2/ATL2 - Transatlantic ACL/Service A ConRo (A) CES - Caribbean Express Service (First In/Last Out) BLT - ScanBaltic TA2/TATZ/Liberty Bridge - Transatlantic Service AL2 - Transatlantic Service AL3 - Transatlantic Service (US Flag Service) Last Out	2M - Maersk/MSC 2M - Maersk/MSC ACL - Hapag Lloyd/WWL Hapag Lloyd MSC OA - CMA/APL/COSCO/Evergreen/OOCL THEA - Hapag/ONE/YML, ACL THEA - Hapag/ONE/YML, ACL
South America	TANGO/TGO/SEC - East Coast South America MD/SAEC/String 1 - East Coast South America	Maersk / Hapag Lloyd MSC / Zim (XNS)

(Source: operations.portofvirginia.com/vessel-schedules)

BREAKBULK/GENERAL CARGO VESSELS

Break bulk ships are perhaps the oldest variety of cargo carrying vessels which still operate at the sea. Unlike the present-day versions of cargo vessels, these types of ship were used for bulk cargo without putting the cargo into shipping containers. These ships can be identified by the long flat deck in front of the accommodation block on which are located large hatchways which give access to the cargo holds below the deck. The hatchways are protected by hatch covers that protect the holds from the ingress of water which may damage cargo or make the ship unstable.

DRY BULK VESSELS

Dry bulk carriers are categorized on different aspects like size, type of cargo, and structural properties. While considering design of bulk carrier, it is important for a designer to know them well because a client would use these terminologies in the technical contract to specify the size, type of cargo. It is based on these inputs that the final particulars are fixed after various iterations and feasibility studies.

Name	DWT	Length	Beam	Draft
Handysize	24,000 – 35,000	130 – 150M	19 – 30Mze	10M
Handymax	35,000 – 50,000	150 – 200M	30 – 32M	10 – 11M
Supramax	50,000 – 61,000	150 – 200M	27M	18 – 20M
Panamax	50,000 – 80,000	200 – 230M	32M	13 – 15M
Capesize	80,000 – 199,000	230 – 270M	48M	17M

Handysize and Handymax size bulkers comprise of around 70 percent of the total dry bulker fleet. This size of bulk carriers are seeing the maximum growth rate in today's market, as shipping companies prefer smaller sizes due to many restrictions put on ships of larger size. Ships of these size are also able to access most of the ports and canals, which increases their scope of trade-making abilities.

MULTI-PURPOSE VESSELS

Multi-purpose vessels have separate containers and storage systems so they can carry a combination of goods (general cargo, liquid).

ROLL-ON/ROLL-OFF VESSELS (RO/RO)

RO/ROs are made for the carriage of wheeled cargo, vehicles can directly roll on and off the vessel, whether driving or by wheeled handling equipment.

PASSENGER VESSELS

The Half Moone Center is located on Nauticus' along the downtown Norfolk waterfront. The 80,000 sq. ft. facility is home to Virginia's only cruise ship program. Cruise Norfolk offers passengers a unique setting from which to begin and end their cruise as it shares its space with Nauticus' Maritime Discovery Center, sailing center and the historic Battleship Wisconsin.

In 2023, Cruise Norfolk hosted nearly 250,000 unique cruise passenger visits – by far the busiest cruise season in Norfolk's history. Norfolk will become the east coast's newest year-round cruise port in 2025 when Carnival begins sailing from downtown each week. In preparation, Nauticus' Half Moone Cruise Center is undergoing \$12 million in enhancements. This guest-focused project consists of an inclined walkway for debarking passengers, additional seating for guests waiting to board, and an improved ground transportation design.

For more information on Cruise Norfolk, please visit [Nauticus.org](https://www.nauticus.org).



The Peter G. Decker, Jr. Half Moone Center.

TANKER VESSELS

Tankers are designed to transport liquid cargo like petroleum products (oil, gas), chemicals, wine, juice, etc. in bulk. Tankers are subdivided into the following cargo types:

- Oil tankers
- Liquefied gas tankers
- Chemical and product tankers

DOCKING AND UNDOCKING

Regulations and tariffs applicable to docking and undocking may be obtained by contacting:

Association of Virginia Docking Pilots, LLC
109 Wilson Lane
Hampton, VA 23663
(757) 692-8259

Robbins Maritime, Inc.
P.O. Box 12677
Norfolk, VA 23541
www.RobbinsMaritime.com

Independent Docking Pilots
P.O. Box 1293
Newport News, VA 23606
www.IndependentDockingPilots.com

Moran Norfolk
1901 Brown Avenue
Norfolk, VA 23504
www.MoranTugs.com/Ports-and-Operations/Norfolk-Hampton-Roads-Yorktown

McAllister Towing of Virginia, Inc.
2600 Washington Avenue, Suite 1004
Newport News, VA 23607
www.McAllisterTowing.com/Ports-and-Rates-Virginia

LAUNCH SERVICES

Fees and charges in use generally by firms in the Hampton Roads port area include transportation of passengers and delivery of ship stores. All fees and charges are determined by the time of day and the number of passengers and range from \$75.00 upwards. Charges for stores vary from \$200.00 upwards per hour. Additional information regarding rates may be obtained from those firms engaged in launch service.

Name	Phone
Atlantic Wind Transfer	(401) 295-4040
Atlantic Launch	(757) 724-4254
Delaware Bay Launch	(302) 430-6876
Edison Chouest Offshore	(985) 870-9863

PILOTAGE

Pilotage charges for vessels, inbound and outbound, established by the State Corporation Commission, shall be based on Gross Tonnage determined in accordance with the International Convention on Tonnage Measurements of Ships.

The Gross Tonnage of a vessel, determined in the manner specified above, shall be provided to the pilot by the vessel's master or his agent for the purpose of calculating pilotage charges. If the master or his agent fails to provide the measurement, the pilot association may obtain the vessel's Gross Tonnage from any reliable source and use same to calculate the pilotage charges.



Photo courtesy of the Virginia Pilot Association.

The JANE McALLISTER was launched in August of 2023 and has been working in Virginia waters since. She is one of the most powerful tugs on the East Coast at 6,770 horsepower. The JANE is also an ABS certified low emission vessel.



McALLISTER TOWING OF VIRGINIA



Captain J. Elliott Westall
Vice President & GM

24 HOUR DISPATCH

757 342-0887

vadispat@mcallistertowing.com

TOWING AND BARGE SERVICES



■ FIRMS OFFERING TOWING AND BARGE SERVICES:

OWNERS/OPERATORS	PHONE
Albemarle Tug Company	252-435-9011
Blaha Towing Company, LLC	757-286-6969
Dann Marine Towing, LC	410-885-5055
Express Marine, Inc.	856-541-4600
Intracoastal Marine, Inc.	757-494-8847
Lockwood Marine, Inc.	757-788-3031
McAllister Towing of Virginia, Inc.	757-247-7800
McDonough Marine Service	757-545-0100
Moran Norfolk	757-625-6000
Norfolk Tug Company	757-545-1981
Robbins Maritime, Inc.	757-494-1701
Stasinos Marine LLC	781-831-5345
Stevens Towing Co of NC, LLC	363-359-3222
Vane Line Bunkering	757-448-1421
Vulcan Materials Company	757-494-3235



Compliments of

Hampton Roads District Council

Thomas M. Little
International Vice President

Larry Bachtell
Atlantic Coast District Vice President

International Longshoremen's Association

Jonathan Coley
President

Monta Bivins
Vice President

Travelle Jenkins
Secretary/Treasurer

Toye Murphy
Recording Secretary

Affiliated Locals

Christopher Faulk
President, Local 1248

Kevin Halstead
President, Local 1624

Jonathan Coley
President, Local 970

Monta Bivins
President, Local 1970

Dewayne Warren
President, Local 1963

OUR MOTTO

"Sobriety, Truth, Justice, and Morality"



Photo courtesy of Capt. Trafton Jordan.

YOUR SINGLE-SOURCE PORT PROVIDER

SUPPORTING THE PORT OF VIRGINIA FOR OVER 60 YEARS

Givens, centrally located near the waterways and transportation hub of Hampton Roads, offers comprehensive transportation, distribution and logistics services customized to maximize efficiency and savings for businesses large and small. With 2 million square feet of distribution space at our headquarters, we are prepared to assist you with all of your supply chain needs – at the port and beyond.



DRAYAGE

- Local and Long Haul
- Out-of-Gauge
- Over-Dimensional
- Yard Storage
- Private Chassis Fleet (Standard & Tri-axle)



WAREHOUSING

- Transloading
- Inventory Management
- Order Fulfillment & Ecommerce
- Foreign Trade Zone
- Packing & Crating



TRANSPORTATION

- Local, Regional, National
- LTL, Truckload, Drayage
- Intermodal
- Flatbed and Specialized Equipment
- Reefer and Dry Van Trailers

WHAT CAN WE DO FOR YOUR BUSINESS?

Contact us at **757.233.4300** • sales@givens.com • givens.com



GIVENS
DRIVEN TO DELIVER

1720 S. MILITARY HWY. | CHESAPEAKE, VA 23320

ASSET BASED & NON-ASSET BASED
TRANSPORTATION

WAREHOUSING & DISTRIBUTION

PACKING & CRATING

AIR FREIGHT – DOMESTIC &
INTERNATIONAL

STORAGE & TRANSPORTATION

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ROADWAY CONNECTORS

Virginia's ports are serviced by a vast number of motor carriers utilizing the Commonwealth's extensive roadway network.



WAREHOUSE CAPACITY

There are over 230 million square-feet of industrial buildings in Virginia, with over 11 million square feet available for lease or purchase throughout the Commonwealth, and new developments under construction in Hampton Roads, Richmond, and the Shenandoah Valley.



RAIL CONNECTIONS

Norfolk Southern and CSX provide 'Class 1' to Virginia's ports.



STORAGE/WAREHOUSE

COLD STORAGE

■ LINEAGE LOGISTICS

Lineage Logistics is a leading temperature controlled, full service warehousing and distribution company in the United States. The Norfolk facility opened its doors in 2007 boasting freezer capacity of 7.9 million cubic feet and nearly 24,000 sq. ft. of refrigerated loading/unloading dock with 19 dock doors.

Lineage Logistics has designated inspection areas for USDA, FDA and USDC and is HAACP certified. We feature computerized inventory management, freight consolidation, export services, and 24-hour security. We also have state-of-the-art disaster recovery and satellite backup communication in place.

Please contact 757-644-8917 or visit our website at www.lineagelogistics.com with any storage or transportation needs.



Lineage Logistics.

WAREHOUSING

■ CROSSGLOBE TRANSPORT

CrossGlobe provides logistics services in the mid-Atlantic region and specializes in transportation and warehousing. We work in partnership with the Port of Virginia, which handles containerized cargo as well as break-bulk (notably project cargo, machinery, pulp and paper, rubber, and steel).

CrossGlobe provides drayage and local intermodal transportation services to and from all the Port's marine terminal facilities, rail yards, and customs exam stations. We have over 400,000 sq. ft. of multi-commodity storage capacity and CSX rail access with 26-car rail siding capacity.

We can scale our trucking and brokerage solutions to meet your needs, from a single load to your entire supply chain. Our fleet of 20-foot triaxle chassis can handle overweight loads for both regional and long-haul intermodal drayage.

CrossGlobe is an affiliate of Logistec, one of the largest cargo handling companies in eastern North America. Our experienced, reliable team will work closely with you to develop an integrated, solutions-oriented approach to get your cargo to market on time and on budget. For more information, please visit www.crossglobegroup.com.



■ GIVENS LOGISTICS

The Givens Companies have specialized in outstanding distribution services since 1957. The company is situated in the center of the East Coast adjacent to Interstate 64. Givens provides public, contract, and leased warehousing with over 1.5 million sq. ft. of space.

Givens offers many specialized warehouse services such as foreign trade zone, total quality management procedures tailored to each account, bonded storage, container freight station, third party warehousing, assembly including electronics, QC/QA, bar coding, material requirement planning, PC PAX, and subassembly.



Givens also creates distribution programs which satisfy individual needs. These services include a 48-state truck fleet, just-in-time services, truck load, less than truckload, consolidation, in bond assistance and deliveries, logistics, management, intermodal transportation to all 48 contiguous states and an air freight company with domestic and international services.

■ INTERCHANGE GROUP, INC.

InterChange specializes in 3PL Services, providing unparalleled supply chain management with a focus on flexibility & customer service. The company offers warehousing and transportation for a wide variety of commercial needs, ensuring secure, food grade storage and timely delivery. Based in the Shenandoah Valley, InterChange owns and operates nearly 3 Million sf of warehouse space across Virginia, and has a long-term relationship with the Virginia Port Authority and Virginia International Terminals, serving both in Hampton Roads and the Virginia Inland Port in Front Royal. With access to major transportation corridors, such as I-64, I-81, and I-66, the majority of the East Coast is within a day's drive from our 20+ facilities.

Available Services:

- Container Drayage – import/export including devanning, stuffing, palletization & labeling
- Crossdock and Transloading services
- Short-term and long-term storage options
– web accessible inventory management
- Domestic Transport – dry and refrigerated, asset-based fleet
- Food Grade Storage – frozen(-10°F), refrigerated (39°F), conditioned(~65°F), and ambient
- Value Added Services – including club store re-casing & repackaging
- Distribution – local and OTR delivery to your customers and DC's.
- Primary concentration on Food, Beverage and Pharma



www.InterChangeco.com
sales@interchange.co
Headquarters 540.433.1900
Norfolk Terminals 757.447.2070
Virginia Inland Port Terminal 540.635.1970

■ NORFOLK WAREHOUSE DISTRIBUTION CENTERS (NWDC) A DIVISION OF CONTAINERPORT GROUP

Norfolk Warehouse Distribution Centers (NWDC) is a division of ContainerPort Group which is headquartered in Cleveland, Ohio, and offers complete terminal, intermodal, and transportation services with 13 distinct locations throughout the Midwest and Mid-Atlantic. NWDC is a full service third-party-logistics and warehouse services provider offering nearly 200,000 sq. ft. of space directly adjacent to I-64, and less than five miles from Virginia's ports in Norfolk. They offer a vast array of services including long-term storage, distribution, cross-docking, customized inventory control, export packaging and loading of vehicles/autos, LTL and FTL trucking, customs and liquor bonded storage, deconsolidation and CFS, drayage, and a host of other value-added services. NWDC has forklifts capable of handling weights from 5,000 up to 52,000 lbs. which allows them to handle everything from palletized freight to oversized and out-of-gauge pieces like steel piping and tubing, granite, lumber, coils, and the list goes on. The 16-acre distribution campus is safe guarded by a 24-hour guard service and completely fenced perimeter with security cameras. There are over five-acres of yard space for container storage or outside storage of products. NWDC's facility also offers a rail spur with Norfolk Southern service that can handle multiple rail cars or flat cars at one time. Through its parent company, NWDC also offers cross-dock and CFS services in Cleveland, Columbus, Cincinnati, New Jersey, Baltimore, and Buffalo. NWDC has been perfecting the art of third party logistics for over 50 years.

■ PORT NORFOLK COMMODITY WAREHOUSE, INC. (PNCW)

Port Norfolk Commodity Warehouse, Inc. (PNCW) is located in Norfolk, Virginia. Our strategic proximity to the ports of Hampton Roads, as well as the rail yards results in a logistical savings for our clients. PNCW also offers a variety of services such as Transload and Overweight Redistribution allowing additional savings to your supply chain costs.

Warehousing services include:

- **Transloading** – Save on long-haul container drayage with transload services.
Import: PNCW will transfer your import cargo from a container to a domestic truck or rail car resulting in dramatic inland transportation savings.
Export: Save money by transloading cargo from domestic truck or rail car into export ocean containers in lieu of running containers round trip. Our facilities are rail served by the Norfolk Southern Corporation.
- **Storage** – We have warehouse space that will fit your storage needs. Our facilities are ABC permitted, USDA Certified, and a Certified Foreign Trade Zone.
- **Distribution** – We offer distribution services including pallet and case level picking for outbound distribution.
- **Container Drayage** – PNCW will transport your import or export containers to and from the port or rail facility.
- **Sampling and Destruction** – A full complement of inventory management and material handling services is available.
- **Domestic Transportation** – Our truck line and freight brokerage will help lower your outbound domestic transportation costs.
- **Inventory Management** – Check on hand inventory or monitor inbound and outbound activity with our internet based inventory system.

STORAGE & TRANSPORTATION

- **Overweight Transloading** – Our strategic port and rail location allow us to handle maximum container capacity resulting in significant ocean freight savings for our clients who desire to load heavy.
- **Security** – Feel secure with PNCW knowing that your cargo is being stored in a warehouse that is fully fenced with CCTV.

Equipment and Products

- **Warehouse Equipment**—PNCW has a large assortment of warehouse equipment to handle a variety of products such as forklifts, heavy lifts, roll clamps, and much more.
- **Products**—PNCW can handle many different products such as palletized cargo, hand-stacked or loose-loaded cargo, building materials, textiles, machinery, steel coils and sheets, paper, cotton, lumber, food products, beverages, alcohol, rubber, vehicles, farm and mining equipment, personal effects, and much more.

Permits and Certifications

- Certified Foreign Trade Zone
- ABC Permitted
- Food Grade Certified including USDA
- Certified Small, Woman, and Minority owned (SWaM)
- CTPAT Compliant
- Certified Pest Control Program
- Hot Room for Thawing Natural Rubber



Port Norfolk Commodity Warehouse.

■ WORLD DISTRIBUTION SERVICES (WDS)

Getting products where they need to be, when they need to be there, as efficiently as possible—at World Distribution Services, that's been our focus for the past 60 years.

WDS is proud to offer two distribution centers in Hampton Roads—one in Virginia Beach, VA and one in Chesapeake, VA—totaling over 440,000 sq. ft. (40,800 sq. m.) of space in the region. Our facilities are strategically located near I-64 within 15 miles of the Port of Virginia's

STORAGE & TRANSPORTATION

container terminals and rail yards, reducing port drayage costs and allowing for quick transportation across the nation.

Beyond warehousing, as part of the World Group of companies, WDS provides a full suite of supply chain services, bringing product in from overseas, storing it, controlling inventory, and providing final mile delivery—all under one roof. Simplify your retail and e-commerce logistics activities with an experienced end-to-end 3PL partner.

Our Supply Chain Services

- **Retail Distribution:** Our national network of warehouses means we're never far from the ports and rails where your products are arriving. Take advantage of our consolidation and deconsolidation services to reduce transportation costs and get your products to market faster.
- **eCommerce Fulfillment:** Whether it's accommodating a surge in orders or seasonal ebbs and flows, our scalable solutions help you meet fluctuating customer demands. We're equipped to handle low to high volumes of SKUs and we can apply our customized pick, pack, and ship services to pallets, cartons and even unit levels.
- **Transloading & Crossdocking:** Simplified dock layouts at our facilities allow for same-day cross-docking and transloading, moving your products in the most efficient way possible.
- **Container Drayage:** We've got the trucks! Move your import and export cargo to and from the port's terminals and rail yards with ease through our local drayage fleet and owned chassis.
- **Domestic Transportation:** Our asset-based local delivery fleet and network of trusted partners provide dry van, flat bed, and intermodal rail services nationwide.
- **Inventory Management:** Know that every order is precise, visible, and on schedule. When you partner with WDS, you get automated real-time inventory and order data to track order accuracy, stock rotation, and replenishment.
- **Retail-Ready Integrations:** We sync with B2B and B2C platforms to get your products on the shelves and in shopping carts—both real and virtual—faster. Integrated solutions give you real-time data for accurate cargo tracking and visibility, providing ongoing peace of mind.
- **Security:** Equipped with 24-hour surveillance, ESFR sprinklers, and an RFID-driven state-of-the-art warehouse management system (WMS), when you place your goods in our hands, you can rest assured that they are safe and secure.
- **Permits/Certifications:** Our facilities are U.S. Customs bonded, CTPAT compliant, ABC permitted, and have dedicated USDA-certified food grade space and FDA exam sites.

For more information, visit www.worldds.net or call 757-301-4533.



STORAGE & TRANSPORTATION

■ COMPANIES OFFERING WAREHOUSE SERVICES

OWNERS/OPERATORS	LOCATION	PH. / WEB	COLD STORAGE
A&M Warehouse Services	Norfolk	757-393-7467	
A & R Transport, Inc.	Chesapeake	815-941-6571 artransport.com	
American Packing and Crating	Norfolk	757-351-6571 americanpackagingandcrating.com	
AG Cold Storage	Suffolk	703-424-3592 agcold.com	
ARREFF Terminals	Portsmouth	757-393-6534 arreff.com	
Camrett Logistics	Wytheville	276-625-8100 camrett.com	
California Cartage Express	Chesapeake	757-753-3271 calcartage.com	
Capital Warehouse	Richmond	804-231-4200 capwarehouse.net	
Cargoways Logistics	Suffolk	757-934-6187 cargowayslogistics.net	
CBT Integrated Logistics	Chesapeake	757-558-2220 mycbtlogistics.com	
Ceva Logistics	Richmond	800-564-9067 cevalogistics.com	
Cloverleaf Cold Storage	Chesapeake	757-487-7847 cloverleaf.com	Y
Commonwealth Cargo	Richmond	804-222-1160 comcargo.com	
ContainerPort Group	Norfolk	757-855-6010 containerport.com	
Continental Terminals	Chesapeake	757-487-5354 x106 continentalterminals.com	
Cornerstone	Chesapeake	757-397-2005 cornerstone-systems.com	
Cowan Systems	Chesapeake	757-363-0700 x200 cowansystems.com	
CPG Distribution Services	Norfolk	757-853-5411 x2454 cpgds.com	

STORAGE & TRANSPORTATION

OWNERS/OPERATORS	LOCATION	PH. / WEB	COLD STORAGE
CrossGlobe	Newport News	757-244-8169 crossglobegroup.com	
Crossfire Logistics, Inc.	Norfolk	757-802-0270 crossfirelogistics.com	
Damco Distribution Services, Inc.	Chesapeake	757-638-5828 damco-distribution.com	
Diversified Distribution	Martinsville	276-734-8759 x120 didlogistics.com	
DNK Warehousing & Trucking	Hampton	757-472-7561	Y
Eimskip Logistics	Virginia Beach	757-217-4506 eimskip.com	
Elizabeth River Terminals	Chesapeake	757-543-0335 kindermorgan.com	
Estes Innovative & Warehousing	Chesapeake	757-545-4674 estes-express.com	
Evans Distribution Systems	Suffolk	757-925-0002 evansdist.com	
Geese Logistics	Virginia Beach	757-491-8400 geeselogsitics.com	
General Service Company, Inc.	Suffolk	252-522-4183 gsctrucking.com	
Givens Inc.	Chesapeake	757-233-4300 givens.com	
Greatwide Logistics	Suffolk	602-353-2488 greatwide.com	
H & M International Warehousing, Inc.	Kearny, NJ	732-510-2704 hmiw.net	
Impala Terminals	Virginia Beach	impalaterminals.com	
InterChange Port Services	Warren County	540-635-1970 interchange.co.com	Y
Interstate Warehousing	Newport News	757-969-3286 tippmanngroup.com	Y
Kateon Natie	Norfolk	katoennatie.com	Y

STORAGE & TRANSPORTATION

OWNERS/OPERATORS	LOCATION	PH. / WEB	COLD STORAGE
Kinder Morgan Terminals - Mid-Atlantic Region	Newport News	757-928-1520 kindermorgan.com	
Liberty Warehouse	Williamsburg	757-220-4999 libertywarehousing.net	
Lucia	Chesapeake	757-558-8700	
Main Ocean	Hanahan, NC	843-203-2972 mainocean.com	
Mar-Ja Inc.	Suffolk	757-539-8738 mar-ja.com	Y
Medici 888	Norfolk	757-363-7888 medici888.com	
Meridian International	Courtland	757-653-9888 meridiandistro.com	Y
Mid-Atlantic Leasing Corp.	Chesapeake	757-487-0303 midatlanticleasingcorp.com	
Mid-Atlantic Warehousing Services, Swimways	Virginia Beach	757-318-6310 swimways.com	
Multi Interest Service Corp.	Richmond	804-271-1572 miscusa.com	
Nansemond Cold Storage	Suffolk	757-539-0273 nansemondcoldstg.com	Y
Nippon Express (Nittsu) Warehouse	Newport News	757-887-0400 nipponexpress.com	
Orbit Logistics	Richmond	866-534-6744 orbitfulfillment.com	
Ozburn-Hessey Logistics	Winchester	815-479-9014 ohllogistics.com	
PadenCold Refrigerated Services	Norfolk	757-410-3175 padencold.com	
Pasha Freight Systems	Portsmouth	415-754-5908 pashagroup.com	
Port City USA	Norfolk	757-852-3788 portcityusa.com	
Port Norfolk Commodity Warehouse	Norfolk	757-460-7749 pncw.net	Y

STORAGE & TRANSPORTATION

OWNERS/OPERATORS	LOCATION	PH. / WEB	COLD STORAGE
Preferred Freezer Services	Chesapeake	757-558-4700 preferredfreezer.com	Y
Rail Direct Transportation Company	Chesapeake	757-398-8600 x203 raildirect.net	
Richmond Cold Storage-Int'l Refrigerated Port Service	Norfolk	804-644-2671 richmondcold.com	Y
Richmond Cold Storage – Smithfield	Smithfield	804-644-2671 richmondcold.com	Y
Riverside Logistics	Richmond	804-474-7742 riversidelogs.com	Y
RPM Warehouse	Portsmouth	757-405-9988 rpmwarehouse.com	
Salmons, Inc.	Virginia Beach	757-426-6824 internationalflooring.com	
S&V Warehousing Services, LLC	Hampton	757-244-1492 svindustries.com	
Schneider Logistics	Norfolk/ Hampton/Suffolk	912-966-2198 x203 schneider.com	
Suffolk Cold Storage	Suffolk	757-673-4510 suffolkcoldstorage.com	Y
Superior Packaging Corp.	Newport News	757-247-0800 superiorpackaging.net	
TTS-I	Chesapeake	757-827-6962 TTS-I.com	
US Port Services	Norfolk	757-393-6150 usportservices.com	Y
Virginia Cold Storage	Suffolk	757-539-0505 vacoldstorage.com	Y
Virginia Storage Services	Winchester	540-667-4273 vastorage.com	Y
Virginia Transfer and Storage Services	Newport News	757-244-4975	
Winchester Cold Storage	Winchester	540-662-4151 winchestercold.com	Y
World Distribution Services	Virginia Beach/ Chesapeake	800-616-6840 worlddds.net	

TRANSPORTATION

AIR SERVICES AND AIRPORTS

■ NORFOLK INTERNATIONAL AIRPORT

Norfolk International Airport (ORF) is the major airport serving coastal Virginia and northeast North Carolina. Air service is provided by Allegiant, American, Breeze, Delta, Frontier, Southwest, Spirit, and United. These airlines provide hundreds of daily flights allowing access to key global gateways with one-stop capability to major cities worldwide.

ORF occupies approximately 1,088-acres. Airfield facilities consist of a main runway (5-23) which is 9,000-feet x 150-feet and a crosswind runway (14-32) which is 4,876-feet x 150-feet. These capabilities allow operations by all scheduled aircraft types. Cargo aircraft as large as the Antonov AN124 have used the main runway for freight delivery/pickup.

More than 6 million pounds of air cargo were shipped in and out of ORF in 2022. Two air cargo terminals provide users with a total of 88,000 square feet of space. Cargo carriers Federal Express and United Parcel Service operate daily service and are supported by a network of forwarders and customs brokers specializing in air freight. An adjacent aircraft ramp provides direct access from plane to warehouse.

Signature Flight Support operates a state-of-the-art general aviation terminal. The fixed base offers a wide range of services and facilities for maintaining and housing private and corporate aircraft. A U.S. Customs clearance facility for international private aircraft arrivals is located adjacent to the FBO terminal.



Norfolk International Airport.

STORAGE & TRANSPORTATION

ORF presently ranks in the top 14% of the country's airports in terms of passengers served annually, with over 4 million passengers and over 75,000 flight operations in 2022. Skytrax has awarded ORF a 4-Star Regional Airport rating. Among 572 airports rated in the 2023 survey, ORF is one of just seven 4-Star airports in the U.S. Skytrax annual ratings are known as a global benchmark of airport standards.

Norfolk Airport Authority (NAA) continues a multi-phase process to improve airport terminals and the airfield. Additionally, NAA has updated its Master Plan to include projects that will extend the useful life and value of the airport to meet the air transportation needs of the region over the next 20 years. Capital Development Projects in 2024 and beyond include Runway 5/23 rehabilitation, installation of moving walkways on the pedestrian bridge, terminal development, Concourse A expansion, construction of a Federal Inspection Services Facility and an Airport Hotel.

For a list of air cargo, airline and airport tenants, visit norfolkairport.com.

■ NEWPORT NEWS/WILLIAMSBURG INTERNATIONAL AIRPORT (PHF)

The Newport News/Williamsburg International Airport (PHF) is located in the heart of Southeast Virginia in Newport News. The airport is served by American Airlines and Delta Air Lines with non-stop domestic service to Atlanta, Charlotte and Philadelphia with connections throughout the world. For the most current list of airlines and route information please visit us on the web at www.flyphf.com.

PHF is an easy drive to anywhere in Coastal Virginia via Interstate 64 and is the closest airport to Colonial Williamsburg, Historic Yorktown, and Jamestown. The Newport News/Williamsburg International Airport is the smart and convenient choice when visiting the region!

Like us on Facebook and X (formerly Twitter).



Newport News/Williamsburg International Airport.

■ RICHMOND INTERNATIONAL AIRPORT

Richmond International Airport (RIC) seeks to provide all customers with an exceptional experience through convenience, innovation, and excellence. Eight major passenger airlines and four dedicated cargo carriers offer domestic service from RIC with connecting options to points around the globe. According to the Commonwealth of Virginia, RIC activities create nearly 16,000 jobs and contribute about \$2.1 billion in economic activity each year.

Since 2015, RIC has been a certified Virginia Green travel partner and is committed to collaborative, innovative environmental practices.

RIC is located one mile off Interstate 64, seven miles east of Richmond's central business district and Interstate 95, 12 miles from the Richmond Marine Terminal (RMT), 74 miles from the Newport News Marine Terminals (NNMT), and 84 miles from the Norfolk International Terminals (NIT). Because of its central location on the Eastern Seaboard, goods shipped from RIC can reach 50 percent of the U.S. population within 24 hours.

Annually, RIC handles about 160 million pounds of air cargo via operators including Amazon Air, DHL, Federal Express (FedEx), and United Parcel Service (UPS). These carriers offer several shipping, receiving, and storage options, including shipments of high-security and temperature-sensitive freight, fast international delivery, and overnight and priority deliveries. RIC's cargo facilities currently offer over one million sq. ft. of cargo apron and 45,000 sq. ft. of air cargo warehouse space with direct apron access.

Additionally, RIC is the site of Foreign-Trade Zone (FTZ) #207. FTZ #207 is organized under Alternative Site Framework to offer flexibility and expedited response to business demands. In many cases, foreign-trade zones can help global businesses reduce costs associated with production, assembly, transactions, and logistics.

For additional information, please visit FlyRichmond.com.

■ ROANOKE-BLACKSBURG REGIONAL AIRPORT



Roanoke-Blacksburg Regional Airport (ROA).

Roanoke-Blacksburg Regional Airport (ROA) is Western Virginia’s only full-service airport. Allegiant, American, Delta, and United provide service to eight destinations, including Atlanta, Charlotte, Chicago, New York City (LGA), Orlando (Sanford), Philadelphia, St. Pete/Clearwater, and Washington, D.C. (Dulles).

Signature Flight Support runs a full-service fixed base operation, which supports commercial, cargo, general aviation, and military customers. FedEx, UPS, and Air Cargo Carriers operate at the airport.

ROA is located off I-581, two miles from I-81, 5 miles from downtown Roanoke, and 45 minutes from Blacksburg and Virginia Tech. With a central location that’s equidistant from New York City and Atlanta, and accessible to two-thirds of the U.S. population in a day’s shipping time, ROA and the Roanoke Region are situated in a prime East Coast location for business.

For more information, visit flyroa.com, or follow ROA on social media (@flyroa).

■ RONALD REAGAN WASHINGTON NATIONAL AIRPORT

Ronald Reagan Washington National Airport is, along with Washington Dulles International Airport, part of a two-airport system that provides domestic and international air service for the Washington, D.C. metropolitan and surrounding regions.

Primarily serving as a “short-haul” airport, Reagan National offers nonstop service to destinations no further than a 1,250 mile perimeter from Washington, D.C. as part of the federally-instituted “Perimeter Rule.” It serves as the closest commercial airport to Washington, D.C..

For additional information please visit metwashairports.com.

■ WASHINGTON DULLES INTERNATIONAL AIRPORT CARGO

Washington Dulles International Airport is a leading air cargo gateway centrally located in the Mid-Atlantic Region and serves a large catchment area along the East Coast. Washington Dulles handles over 280 metric tons of cargo annually and is serviced by over 38 airlines providing connections to over 50 international and 80 domestic destinations. The Airport is connected to all major U.S. markets via the interstate highway system and over 56% of the U.S. population resides within an overnight drive. As the primary international airport for the Nation's Capital Area, Washington Dulles serves one of the strongest economic regions in the U.S. with a continuous growing number of international airlines.

Washington Dulles is home to Foreign Trade Zone #137, enabling business processes and international trade to be conducted in an efficient, low-cost environment. Air cargo service providers at Washington Dulles offer Bonded Warehousing, Refrigerated and Ambient Temperature Controlled Storage Space, Secure Facilities, Cargo Screening, and Customs Clearance. The world-class facilities at the Airport allow for the safe handling of all commodities including high-tech, pharmaceuticals, perishables, live animals, high-value, and military support shipments.

Washington Dulles offers a cargo-friendly environment with 24-hour operations, no night-time flight restrictions and the ability to handle the world's largest aircraft. The Airport also has large tracts of land available for air cargo development which will allow for direct airside access and close proximity to major highways.

Washington Dulles International offers direct service to 50 international markets - 30 routes utilize cargo friendly wide-body aircraft.

Combined with daily FedEx and UPS service, Washington Dulles International provides an extensive network within the U.S. and Canada with over 290 daily departures. Washington Dulles International Airport (IAD) is located in Chantilly, Virginia, on 12,000-acres of land in the suburbs of downtown Washington, DC. With an estimated yearly passenger count of 23 million, Washington Dulles Airport serves as East Coast hub for United Airlines, and is served by a multitude of domestic and international airlines offering direct and connecting flights to all points of the globe.

For additional information please visit flydulles.com.

MOTOR CARRIER SERVICES

Between 800 and 1,000 truck carriers currently operate in the geographic area in which Virginia's ports is located. These include the common carriers who provide fast, efficient service over regular and irregular routes, contract cartage agents for short haul movements, refrigerated carriers, tank trucks, household goods, local drayage, specialized, and flatbed carriers.

A modern network of interstate and local highways permit fast, direct inland motor freight transportation to any point in the United States. In the harbor area, a series of tunnels and bridges connect the Hampton Roads ports. The Monitor-Merrimac Bridge Tunnel, joining Newport News and Suffolk, Virginia, provides the last link in circling Hampton Roads with an interstate highway. This most recent addition to the infrastructure complements the Chesapeake Bay Bridge-Tunnel which connects the Eastern Shore of Virginia and points north with Hampton Roads.

For a complete list of trucking firms serving Virginia's ports, visit the Motor Carrier Listing under the Virginia Port Authority's website operations.portofvirginia.com.

VMA motor carrier members are listed in the VMA Committees & Membership section of this publication. Pgs 250-251.



Camrett being the first Virginia-based trucking company to run electric trucks, they are pioneering the next generation of supply chain or as Cameron Peel calls it "the green chain of logistics". Currently three electric trucks will drive across Dublin VA 20 times a day. Through fast charging opportunity the trucks can see the battery charge from 20% to 80 % in about 75 minutes, ensuring the vehicles never run out of "fuel" during a two-shift operation. Camrett has one truck on the road today pulling 20 trips a day. They have 2 more on order which should deliver late 2023 and one converted Diesel to Electric still in R and D phase. The converted truck was done by Trova CV and the 2 on order are brand new Volvo electric VNRs.

(Photograph provided by Lisa Carter).

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PASSENGER CRUISE SERVICE

■ PETER G. DECKER, JR. HALF MOONE CENTER

The Commonwealth has taken a major step in developing its cruise ship program with the addition of the Peter G. Decker, Jr. Half Moone Center; the most state-of-the-art cruise terminal in the country. The 80,000 sq. ft. facility was originally named for a fort built “in the shape of a half moon” on the same site in downtown Norfolk in 1673. The fort was built to protect Norfolk’s burgeoning maritime industry. It was renamed The Peter G. Decker, Jr. Half Moone Center to honor the memory of the beloved attorney and local pillar in Norfolk.

Adjacent to Nauticus at The National Maritime Center and the Battleship Wisconsin, the Peter G. Decker, Jr. Half Moone Center offers passengers a unique setting from which to begin and end their cruise. Peter G. Decker, Jr. Half Moone Center specifics include:

- Water depth: 35-feet minimum, pierside
- 740-foot pier with breasting/mooring dolphins to accommodate the largest cruise ships
- Fresh water hook-up availability
- 16-slip Half Moone Marina adjacent to the facility
- 13,500 sq. ft. passenger processing area
- 35,000 sq. ft. luggage laydown area
- 13,000 sq. ft. of outdoor terrace space

For more information on the Commonwealth’s cruise program or the Peter G. Decker, Jr. Half Moone Center, please visit [nauticus.org / cruisevirginia.org](http://nauticus.org/cruisevirginia.org).

RAILROAD SERVICES

Virginia’s Two “Class I” Railroads and partnering short line rail, provide Virginia’s port customers extensive reach throughout the East Coast and Mid-West.



CSX Transportation.



Norfolk & Portsmouth Belt Line.



Norfolk Southern Corporation.

■ BUCKINGHAM BRANCH RAILROAD

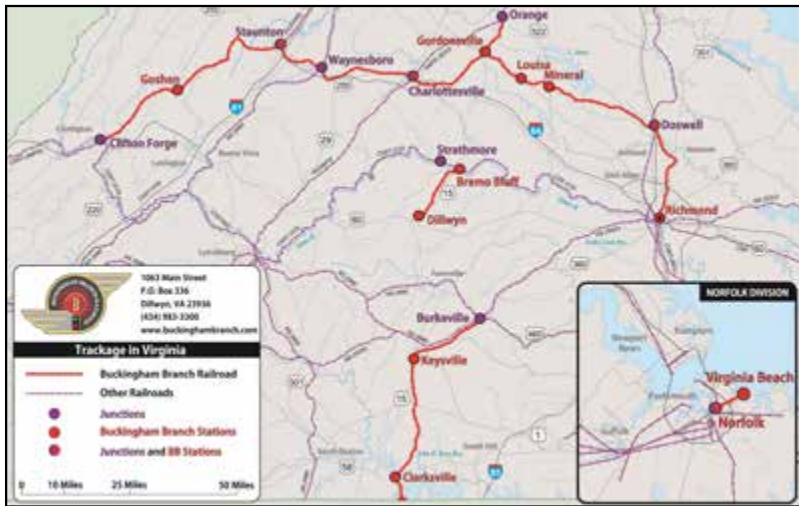
With 4 divisions and 280 miles of track, the Buckingham Branch Railroad (BB) is the largest shortline railroad in Virginia.

In August, 2018, Buckingham Branch acquired the southern rail operations of the former Bay Coast Railroad. This is a 6 mile long segment which operates freight rail service between Norfolk and Virginia Beach, terminating at Little Creek. BB's Norfolk Division interchanges daily with Norfolk Southern, CSXT, and Norfolk Portsmouth Belt Line Railroad. BB handles a variety of commodities on the Norfolk Division, including rip-rap, cement, fly-ash, crushed slag, plastic pellets, scrap paper, clay, and machinery.

BB provides bulk transload and bulk storage solutions at several sites in Virginia including Little Creek yard at Virginia Beach. BB's network of transload partners offer multimodal freight solutions, such as barge-to-rail transfer, rail-to-truck transfer, and regional trucking.

BB has experienced Sales, Marketing, and Industrial Development Managers who can assist with all phases of business development, such as site searches, rail grants, freight quotes, service design, and transload solutions.

For more information, please visit www.buckinghambranch.com.



■ CSX TRANSPORTATION

CSX Corporation, which officially merged the Seaboard and Chessie System Railroads on July 1, 1986, was originally headquartered in Richmond, Virginia. CSX Corporation's presence in Hampton Roads dates back to 1832, when the Portsmouth and Roanoke Railroad was formed. CSX has been a vital part of the Hampton Roads community and the Commonwealth of Virginia ever since.

CSX operates approximately 2,000 rail miles in Virginia which are used to provide transportation services that connect port commerce to major population markets throughout

STORAGE & TRANSPORTATION

the United States. CSX moves coal, grain, intermodal and merchandise traffic through its various business units helping the Commonwealth of Virginia generate jobs and revenue. CSX also has strong community ties as the company donates generously to the Newport News Green Foundation, Conservation Fund, Elizabeth River Project, Keep Prince William Beautiful, as well as various beautification projects in and around Hampton Roads.

CSX continues investing in infrastructure that supports freight growth at the Port of Virginia and the Commonwealth, including the Virginia Avenue Tunnel project in Washington, D.C.. This new structure, replacing a tunnel originally constructed in the 19th century, alleviates a historic choke point on the eastern rail network and allows train carrying double-stacked intermodal containers to travel unabated from the Portsmouth/Norfolk area to interior destinations like Chicago.

CSX Corporation is headquartered in Jacksonville, Florida. For additional information please visit our website www.csx.com.

■ NORFOLK AND PORTSMOUTH BELT LINE RAILROAD

The Norfolk and Portsmouth Belt Line Railroad connects with all rail lines entering Norfolk, Portsmouth, and Chesapeake, and together they serve all sections of the improved waterfront on the south side of Hampton Roads.

The Belt Line serves a large number of manufacturing industries situated away from the waterfront and performs most of the interchange switching between NS, CSX, Baycoast Railroad and C & A Railroads. Through this short line railroad all of the port district is provided with complete and adequate rail transportation service.

For more information and a system map of the beltline please visit www.npbllr.com.



Norfolk and Portsmouth Belt Line.

■ NORFOLK SOUTHERN CORPORATION

Norfolk Southern Corporation (NS), “The Thoroughbred of Transportation,” through Norfolk Southern Railway Company, serves 22 states in the East over its 19,500 mile rail system. Norfolk Southern directly links the southside of Hampton Roads with major consumer centers throughout the United States. In addition to its own extensive infrastructure in and around Norfolk, it has direct connections with the Commonwealth Railway, the Eastern Shore Railroad, and the Norfolk and Portsmouth Belt Line Railroad, through which NS is able to serve all the major container port facilities and bulk customers in Hampton Roads.

General cargo facilities of NS are concentrated in the Lambert’s Point area. NS also operates one of the world’s most efficient coal handling complexes at Lambert’s Point, which is ISO 9002 registered.

Norfolk Southern serves customers throughout its network of general merchandise, and coal sales offices. Quick response on rates and routes is available through its computerized data system. A National Customer Service Center (1-800-635-5768) provides 24-hour-a-day answers to questions about shipping weights, estimated arrival times, expediting, clearances, and tracing.

Norfolk Southern is the primary rail service provider for the Port’s marine container facilities, and is a key link in the supply chain for containerized cargo moving between markets in the Midwest and points in Europe, South America, and Asia via more than 30 container carriers. NS offers on-dock rail services at both Norfolk International and Virginia International Gateway terminals. Intermodal traffic continues to be a high-volume, high-growth commodity, and Virginia’s ports are directly linked to major Midwest centers. The railroad’s “Heartland Corridor” route, upgraded through an innovative public-private partnership, speeds shipments between Virginia’s ports and Columbus, Ohio, and on to Chicago.

A vigorous industrial development program along its rail lines has added tremendous cargo potential to the port. During the past 10 years, Norfolk Southern’s Industrial Development Department has participated in the location or expansion of 1,017 facilities, representing an investment of \$57 billion and creating more than 44,000 customer jobs in the territory served by the railroad.



Photo courtesy of Norfolk Southern.

STORAGE & TRANSPORTATION



In addition to its strategic Mid-Atlantic location with direct open seas, Virginia's ports are served by one of the nation's most efficient inland transportation systems, making two-thirds of U.S. consumers within a 24 hour reach of Virginia's Ports.



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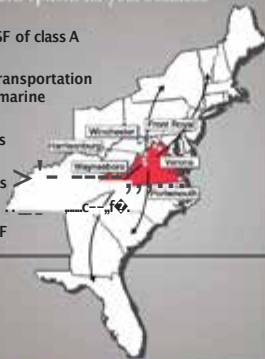
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InterChange is a Virginia-based, full service warehousing and logistics company serving the east coast. With a wide array of warehousing, logistics and land development services available, InterChange offers complete storage and transportation options for your business.

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Available for service 24/7/365. Offices in Chesapeake, Richmond, Roanoke, and WV.

BayPowerSolutions.com

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Bay Diesel & Generator.

■ WESTERN BRANCH DIESEL

Western Branch Diesel has been committed to meeting the needs of our customers since its start in 1946 as a small marine service facility on the Elizabeth River in Portsmouth, Virginia.

We built a reputation as a service provider and a trusted business partner with the highest standards of integrity. Today, this standard is evident at our ten branches in Virginia, West Virginia, Ohio, Kentucky, North Carolina, and South Carolina.

With a fleet of field trucks, we offer 24-hour emergency service seven days a week to get customers back to business as quickly as possible. Trained in state-of-the-art tooling and equipment, our experienced field technicians can service or repair your marine, engine, generator, truck, and industrial equipment at your location or in our shop, allowing for same day service in most cases.

Western Branch Diesel aims to operate as a company big enough to serve our customers but small enough to care for each customer personally. Visit wbdiesel.com to learn more about our products, services, and how we can provide you with the most cost-effective and comprehensive solutions for your marine and power needs.



ENGINEERING

■ HDR

HDR is a nationally recognized employee-owned firm that provides program management, planning, design, environmental/regulatory, and construction consulting services to private and public clients in the Ports, Aviation, Transit, Highway & Roads, and Federal Transportation sectors. Our commitment to quality performance and client service since our founding in 1917 are best demonstrated by the vast number of infrastructure projects in successful operation across the world and repeat business with clients. With more than 10,000 employees located in 225+ offices, HDR brings GLOBAL EXPERTISE on projects through our LOCAL OFFICES.

Full Service Ports, Marine and Coastal Engineering

As a leading firm in ports and maritime planning, permitting, and design, HDR integrates our diverse skill sets and custom-fit teams into every task. Our ports experts provide every aspect of maritime facility planning and design, both waterside and landside, as well as the exceptional program and project management and construction oversight expertise that truly sets us apart.

Specialized Maritime Expertise

Performing port-related work requires a unique understanding of vessel, cargo load/offload, and yard operations. Port facilities, wharf design and inland ports all require specialists who understand the dynamic conditions and specific needs of each facility. The community of consultants that specializes in the delivery of these types of challenging projects is relatively small, and HDR is proud to be among the elite providers of these services.



*Jacksonville Port Authority
(JAXPORT)
Professional Consulting
and Design Services.*



*Port Tampa Bay
Engineering Services Contract.*



*Port of Houston Authority
Project 11 Ship Channel
Expansion.*

ENVIRONMENTAL SERVICES

■ ACCURATE MARINE TERMINALS, LLC

Accurate Marine Terminals is located on the Southern Branch of the Elizabeth River just south of the Norfolk Naval Shipyard in Portsmouth, Virginia. This location has served the Port for over 30 years.

The on-site, recently built, state-of-the-art Wastewater and Oil Reclamation Treatment Plant processes industrial wastewater delivered by barge or truck. Storage capacity exceeds 30,000 barrels.

The terminal also provides turnkey barge and tug boat cleaning and dewatering solutions for up to 500-foot vessels including butterworthing and steam cleaning of oil barges. Dockside services include vacuum service, freshwater, and crane service.

Accurate Marine Terminals parent, Accurate Marine Environmental, provides 24 hour, 365-day Emergency Oil Spill Response with a full fleet of response boats, oil boom, vacuum trucks, absorbents and skimmers. Other services include: Marine and Land based Tank Cleaning, Chemical Cleaning of Marine and Industrial Piping Systems, Marine and Industrial Hot Oil Flushing, Disposal Services and Environmental Remediation. VSRA Member and 2 Star Elizabeth River Project Company.



Contact phone number 757-393-5840. 24 hours per day/7 days a week.

■ COASTAL SERVICES

Coastal Services is a fully licensed and insured Environmental, Industrial Marine Cleaning Service company specializing in tank cleaning operations. We are proud to have built a reputation for quality with a result of proven solutions that have been developed and deployed since 1987 for a vast number of Maritime customers. Coastal Services is focused on continuously improving quality by utilizing industrial best practices, safety procedures, certifications and extensive employee training. We are an approved and active OSRO provider, with an inventory of response boats, vac trucks, tankers, hoses, boom, skimmers, etc. Our services include but are not limited to Ship and Barge Hold Cleaning, Gas Free/Cargo and Fuel Tank Cleaning, the removal of Slops, Bilge Oil and Gray Water.

Contact phone number 757-488-4244. 24 hours per day/7 days a week.

■ GETEM SERVICES

Getem Manufacturing Company Inc. dba Getem Services has been in business since 1922. We provide industrial pest control to Shipyards, Ships, and Barges as well as commercial and residential pest control. We are licensed Pest Control Operators and carry the USL&H insurance required to treat aboard ships. Getem has experience with all forms of Shipboard Pest Control, including gypsy moth inspections, bed bug control, roach control and rodent elimination. We pride ourselves on being able to respond to your needs quickly. We are already approved vendors at most of the shipyards in the area and have experience dealing with government purchase orders and regulations. Getem offers Integrated Pest Management and would be happy to develop a program specifically suited to your company.

■ HEPACO

HEPACO is an emergency response, industrial services, environmental remediation, and homeland security services company. We work with many corporations in the transportation, communication, petroleum, energy, manufacturing, commercial, and institutional industries. Founded in 1984, we have successfully completed more than 26,000 projects.

HEPACO is headquartered in Charlotte, North Carolina, with facilities in Atlanta and Augusta, Georgia; Birmingham and Theodore, Alabama; Memphis, Blountville, Knoxville, Chattanooga, and Nashville, Tennessee; Norfolk, Richmond, and Fredericksburg, Virginia; Raleigh and Morehead City, North Carolina; Charleston and Greenville, South Carolina; Baltimore, Maryland; Pittsburgh, Bethlehem, and Philadelphia, Pennsylvania; Gloucester City, New Jersey; and Albany, New York.

We will revolutionize the environmental industry by achieving new benchmarks of quality that exceed current industry standard through creativity, teamwork, and partnerships. HEPACO's Emergency Response division was created to effectively manage incidents for both public and private sector clients.

HEPACO is proficient at numerous remediation techniques including treating and stabilizing, excavating, and handling hazardous and non-hazardous soils, sludges, and debris.

HEPACO provides a full complement of hazardous waste management services, either in conjunction with remediation project work or as the primary work scope. We offer complete capabilities from unknown identification through packaging, transportation, and treatment/disposal. Our waste handling experience spans tank cleanouts, lagoon cleanouts, drum removals, waste repackaging, and lab packing.

HEPACO provides diagnostic and remedial services for defining and addressing a wide variety of indoor air quality problems. This field of environmental concern has actually been recognized for quite some time; however, actual remediation is a relatively new emerging technology. Some states are considering legislation addressing indoor air quality, and a very few have already enacted limited laws (e.g., New Jersey). With our understanding of indoor air quality sources and building systems, HEPACO has the capability and experience to address and resolve the majority of indoor air quality problems.

HEPACO's Abatement Services division pioneered the asbestos and lead abatement industry. Our record on-time delivery, with minimal disruption to ongoing activities at our clients' facilities, has earned HEPACO a national reputation for quality workmanship. HEPACO has been the innovator of both methods and equipment that have become the standard in the industry. In acknowledgment of this leadership, HEPACO is ranked as one of the nation's top asbestos and lead abatement contractors by Engineering News-Record, but more importantly by our Abatement Services clientele.

HEPACO has responded to many manmade catastrophic and natural disaster events throughout the United States and the Caribbean. HEPACO routinely provides service in response to tornadoes, hurricanes, floods, fires, and explosions. Our timely response to disasters has garnered recognition and Letters of Commendation from governmental agencies such as the FAA, state agencies like the North Carolina University System, and private industries like Federal Express.



■ ECOLAB SPECIALTY PEST SERVICES (SPS)

Ecolab Specialty Pest Services (SPS) in Suffolk, VA, provides food protection fumigation services locally and throughout the United States.

Our capabilities include quarantine, non-quarantine and customized fumigation services specializing in USDA quarantines and FDA detentions. We also focus on stored product protection keeping grain, food, and other stored products safe while maintaining its quality and value.

Ecolab SPS is committed to providing needed services such as Food Safety Pest Management, Fumigation, Inspection, and whatever it takes to give you every advantage over pests to build in food safety.

Trust Ecolab to help you win the fight against pests.

The following are included in our broad range of services:

- Food protection
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- Wood packing material (ISPM 15)
- Fumigation for grain vessels and wood chip vessels with all documentation (certificates of treatment)
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- IPM: Integrated Pest Management

Agencies we work with:

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- EPA
- USDA: APHIS/FGIS
- US Coast Guard
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www.ecolab.com/fumigation

■ STERNCastle CONSULTING, LLC

Sterncastle Consulting, LLC is a Virginia based full service maritime operations, environmental, safety & health/risk management firm. Founded in 2022, Sterncastle has quickly grown to one of the most respected and sought-after service providers in the maritime industry. In our short time we have assisted dozens of clients domestically as well as internationally. Our Founder frequently presents at industry events as a maritime expert.

Sterncastle brings over 35 years of operational, safety, and environmental management across the maritime industry to ensure companies and employees have the tools necessary to operate safely, efficiently, and profitably. We believe in building relationships with trust and respect, setting a vision and processes to achieve goals and utilizing the most advanced metrics to create accountability throughout the organization for a high return on investment.

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SterncastleConsulting.com

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■ VHB

VHB – your partner in navigating Virginia’s environmental process

As the Ports of Virginia expand with new and improved docking and terminal facilities, VHB is at your side to navigate Virginia’s environmental process. Whether materials storage area expansions, channel dredging for new vessel accommodations, more robust mooring and docking improvements, roadway and rail expansions, or new materials handling systems, operators count on VHB to define the environmental conditions that influence their projects, and develop a strategy for expedited permit and site plan reviews.

With over 25 years of experience negotiating the Virginia regulatory process, VHB has the technical skills and deep knowledge necessary to secure environmental approvals for port and terminal projects - cost effectively and timely. Using our holistic approach to project implementation, we recently obtained all environmental permits and prepared site plans for the new Seagate Bulk Handling Facility located on the Southern Branch of the Elizabeth River in the City of Chesapeake.

Services

- Wetland delineations and RPA determinations for upland improvements
- Land and hydrographic survey
- New and maintenance dredging management plans
- Plan development for ship mooring and related docking structures
- Stormwater management, shoreline stabilization and civil site plan development

Permitting Experience

- USACE Section 404 Clean Water Act, Sections 10 and 12 Rivers and Harbors Act Permits
- Virginia Marine Resources Commission Submerged Lands and Tidal Wetlands Permits
- Virginia Department of Environmental Quality Water Protection Permits
- USACE 408 Navigation Impact authorizations

Contacts:

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Chris Frye: 757-220-0500; cfrye@vhb.com

Ken Rodman: 757-490-0132; krodman@vhb.com

■ WESTERN FUMIGATION

Western Fumigation, located in Chesapeake, VA, has been a key service provider to customers of the Port for over forty years. Our team of certified fumigation and pest management professionals can help keep your cargo moving efficiently and cost-effectively.

Whether to comply with an industry standard, or to meet regulatory requirements domestically and internationally, Western performs both quarantine and non-quarantine treatments. We work closely with the following agencies:

- USDA
- FDA
- CBP
- USCG

Western can handle a range of cargo configurations and facilities such as:

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- Containers
- Warehouses
- Ship Holds
- Wood Packing Materials to comply with ISPM-15
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Western's NEWEST service, Western PurClean™ Disinfection, is designed to combat current health and safety concerns in office and warehouse settings. Please contact us for additional information.

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www.westernfumigation.com

COMMERCIAL DIVING SERVICES

■ CROFTON INDUSTRIES

Crofton Industries has been servicing the underwater needs of the maritime industry in Hampton Roads since 1949. Originally founded as a commercial diving company, Crofton quickly developed a reputation for integrity and excellent service—a reputation that still exists today. Crofton continues to provide critical underwater services, 24/7, to the maritime industry and the Port of Virginia. Services include ship husbandry, hull inspection and repair, non-destructive testing, substructure investigation, salvage & recovery, as well as cofferdam construction & installation. The Crofton approach to complex projects is based on decades of real world experience. Regardless of the size or scope, projects are conducted with the highest level of professionalism and expertise. Crofton Industries is proud to be certified by the American Bureau of Shipping (ABS). Portsmouth, VA, 24/7 Response: 757-397-1131, crofton.com.

■ PHOENIX INTERNATIONAL HOLDINGS, INC.

Phoenix International Holdings, Inc. (Phoenix) is an employee-owned, ISO 9001:2015 Management System certified marine services contractor providing worldwide manned and unmanned underwater operations to a diverse set of clients worldwide. Operating from nine regional support facilities on the East, Gulf, and West Coasts of the United States, Phoenix provides a full range of underwater services. Phoenix maintains a robust in-house engineering capability that supports all our service lines.

Phoenix International's Underwater Ship Repair & Maintenance Division offers a full range of experience, capabilities and equipment to provide quality repairs to commercial ships, oil and gas platforms, and marine infrastructure.

Phoenix is approved by all appropriate classing agencies and is well versed in planning, coordinating and successfully carrying out waterborne inspections, maintenance and repairs worldwide. All work is performed with adherence to strict Phoenix safety protocols, resulting in safe and timely inspection, maintenance and/or repair to your vessel documented with a professional and concise report.



Phoenix International Holdings, Inc.



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PORT SERVICES

■ SEAWARD MARINE SERVICES, INC.

For over 40 years, Seaward Marine Services has provided state of the art diving services. Seaward specializes in underwater hull and marine structure cleaning, inspection, and repairs including; underwater painting, ICCP system checks, waterborne replacement of anodes and reference cells, and preventative maintenance and repair of all hull components and appendages. Seaward's Lamp Ray® Remote Operated Survey Vehicle (ROV) is a portable underwater robotic hull scanner integrated with a topside data acquisition system and controller. It performs a comprehensive hull material condition survey using sensors for ultrasonic hull plate thickness measurement, dry film thickness readings, and cathodic potential assessment providing a systematic check of hull conditions and early recognition of problem areas or failures. The data is recorded with accurate on-hull location mapping in an electronic report that provides a detailed, concise condition assessment via easy-to-use visual and tabular data presentations. It is by far the absolute best tool in our industry for Ship Class In-Water Hull Surveys; In lieu of dry-docking. Seaward is a NAVSEA qualified diving contractor certified to the requirements of the U.S. Navy Underwater Ship Husbandry Manual Chapter-28 Appendix A, Pollution Prevention, Best Management Practices for Waterborne Underwater Hull Cleaning and Associated Diving Services. Seaward is also recognized as In-Water Survey Specialists by the American Bureau of Shipping (ABS) and Det Norske Veritas (DNV-GL) certifying agencies and holds a certificate from the British Ministry of Defense. Our abilities have been acquired over a 40-year period dedicated exclusively to the development of the finest diving services for underwater cleaning, inspection, and repair capability in the world.



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■ CROFTON INDUSTRIES

Crofton Industries has sustained a presence in the maritime industry since their founding in 1949, as a commercial diving company. Having expanded their capabilities to a group of complimentary services including marine construction, crane rental & rigging, commercial diving, and barge & tug services, Crofton now maintains a premium fleet of floating heavy-lift cranes. With lift capacities up to 600 tons and boom lengths of up to 260-feet, Crofton Industries has the resources and the experience to mobilize cargo with precision and expertise. Portsmouth, VA, 24/7 Response: 757-397-1131, crofton.com.

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■ KITCO FIBER OPTICS

Founded in 1997, KITCO Fiber Optics has over 25 years delivering turn-key connectivity solutions to the commercial/harsh environment, military, and aerospace industries. We have earned a leadership position in the fiber optic industry, offering our customers unique, focused products and services capabilities for fiber optic and copper data networking and communication solutions. Our connectivity subject matter experts provide our customers with reliable, engineered solutions and an excellent customer experience. We are an AS9100D/ISO 9001:2015 Certified company.

KITCO Fiber Optics is the connectivity solutions provider of choice in the Aerospace & Defense communications market for new construction, modernization, and life cycle sustainment programs supporting land, sea, air, and space domains. We specialize in the design and fabrication of fiber optic tools, installation and evaluation kits, test equipment, connectors and consumables, and custom cable assemblies. In addition to our off-the-shelf product offerings, we work with our customers to develop customized solutions to solve their specific problems.

KITCO Fiber Optics' Field Services group provides professional fiber optic, electrical cable, and connectivity installation services for aerospace, defense, and harsh environment applications. We primarily support Naval market customers with initial system installations, modernization, repair, testing, and trouble shooting.

KITCO's superior hands-on training is designed and delivered by the fiber optic experts. Our trainers have exceptional credentials, including advanced industry certifications, substantial field experience and over 140 years of combined direct classroom experience. We have trained thousands of students worldwide on terminating, splicing, and testing and troubleshooting fiber systems. KITCO's state-of-the-art training facilities are located at our headquarters in Norfolk, Virginia and in National City, California, serving San Diego and the surrounding areas. Our classrooms feature state-of-the-art equipment and tools, with realistic mock-ups of shipboard applications that meet the latest industry requirements. Our established mobile training services provide the ability to train globally at your desired location— anywhere in the world—customizing and tailoring our courses to meet your training requirements. Many of our classes qualify for continuous education credits and ETA certification.

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■ WÄRTSILÄ DEFENSE, INC.

Wärtsilä Defense, Inc. (hereafter WDI) is a U.S. subsidiary of Wärtsilä, a global Marine & Power Plant engineering firm specializing in engines, shipboard propulsion systems and shore based power plants with over \$6B in annual revenue and 18,000 employees staffing 170 locations in 70 countries around the world.

WDI has a distinguished history of providing integrated systems and service solutions in the marine market. Our customers have recognized us as their preferred service provider to ensure the availability and cost-efficient operation of their equipment. As an Original Equipment Manufacturer (OEM), our customers benefit from having their entire power system fitted and serviced by one global supplier. Our proven marine products coupled with experienced project management and quality control structure provides the best value solution to meet the industry's needs.

WDI is headquartered in Chesapeake, VA and works directly with the U.S. Government, serving the surface fleets of the US Navy, Coast Guard, Military Sealift Command and Army with water jets, fixed pitch propellers thrusters, shaft seals, bearings, and water quality systems. We also provide cutting edge propeller repair and specialized propulsor repair, testing, and prototyping. WDI is one of the largest and leading propulsor/propeller repair facilities in the world with over 30 years of propeller repair experience. WDI is comprised of 3 locations with facilities in Chesapeake, Virginia, Poulsbo, Washington, and San Diego, California.

Our offerings cover everything from engineering ship design, hardware/software solutions, installation support, commissioning, field service, and technical support.

WDI Company Info:

- WDI Employees: 114
- DUNS Number: 048827364
- Cage Code: OEYA6
- Business Designation: WDI is a large business

The WDI point of contact is:

Mr. David Olszewski, Director Maritime Business Development
757-966-5405 david.olszewski@wartsiladefense.

MARINE SURVEYORS AND APPRAISERS

■ DLS MARINE

DLS has been providing marine survey, appraisal and consulting services to the maritime industry for 50 years. We have the largest combination of NAMS-certified surveyors and ASA-certified marine appraisers in the industry.



Our experienced professionals provide a wide range of hull and machinery services including Damage Surveys, General Condition Surveys, Loading/Securing and Trip-In-Tow, Salvage Surveys, Project Management, and Vessel and Marine Business Appraisals.

We recently added Audio Gauging and FAA-certified Drone Survey/Imagery to our portfolio. Our newest office in Hampton Roads is now open and regularly serves clients worldwide. Other locations include New Orleans, Houston, and Tampa.

Call our Virginia number and ask for Harry Ward or Kenneth “Kenner” Hendrix: 757-938-7109.

■ SIRIUS MARINE SERVICES

Sirius Marine Services, established in 2011, is a full service independent marine surveying company providing a specialized, valuable, and professional service to the domestic and international transportation community and related industries. We are based in Virginia Beach and serve all ports in Hampton Roads and East Coast of US.

Surveys for bulk cargo trade include – hold cleanliness inspections; hatch sealing; ultrasonic testing of cargo holds; draft surveys; on-hire/off-hire condition surveys; bunker quantity surveys.

Surveys for oil tanker trade include – tank cleanliness inspections; sampling; and gauging ships tanks and shore tanks.

Surveys for general cargo trade include – container stuffing/stripping; transloads; blocking & bracing; flat rack securing inspections; project cargo and heavy lift loading and discharge supervision; port captaincy; over the road truck loading; and railcar loading/discharge supervision.

General surveys – ISM/ ISPS/ MLC audits; inland/ocean going barge condition surveys; trip in tow surveys; transport engineering (preparation of method statements; lift plans, tie down plans; structural analysis of lifting gear).

Contact details: survey@sirius-marine.net
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RAILROAD PRIVILEGES AND CHARGES

LINE HAUL TRAFFIC. All rail lines entering Norfolk have reciprocal switching arrangements with all other lines and, with the exception of some few short-haul movements, bill the connecting line switchings and make delivery to all the waterfront terminals in Norfolk, Portsmouth, and Chesapeake on the flat Norfolk rate.

The Norfolk and Portsmouth Belt Line Railroad performs switching in Norfolk, Portsmouth and Chesapeake including the waterfront facilities of Norfolk International Terminals, Portsmouth Marine Terminal, Elizabeth River Terminals, and Perdue Farms, Inc. The Belt Line handles traffic to and from, and between CSX Transportation, the Norfolk Southern Railway Co., Baycoast Railroad, and the Chesapeake and Albemarle Railroads. Switching charges on line haul traffic are billed to the inbound or outbound line haul carriers.

Interterminal, and other local Belt Line services are covered by N&PBL tariff.

STORAGE, DEMURRAGE, ETC. Storage, demurrage and other accessorial charges, not included in the line haul rates, are on parity with those in effect elsewhere.

DIVERSION - RECONSIGNMENT. The district is located on many routes over which through rates apply from and to various sections of the country. With diversion and reconsigning privileges, shippers of carload traffic have a valuable facility at this point at reasonable charges.



STEVEDORING/TERMINAL OPERATORS

Contractual terms and conditions are specified in the negotiated Hampton Roads Labor Agreement. For details of the contract, please contact: Hampton Roads Shipping Association, P.O. Box 3487, Norfolk, Virginia 23514.

OWNERS/OPERATORS	PHONE
CP&O, LLC	757-640-2580
Virginia International Terminals	757-686-6002

■ CP&O

CP&O is a joint partnership of Cooper/T. Smith Corporation, Ports America Group, and Ceres Marine Terminals, three of America's oldest and most respected maritime related firms. CP&O provides stevedoring services for Norfolk International Terminals, Newport News Marine Terminal, Virginia International Gateway, and Peter C. Decker Half Moone Cruise and Celebration Terminal.

HISTORY

COOPER/T. SMITH, established in 1905, is a privately held corporation now in its fourth generation. Serving 38 ports on all three U.S. coasts and Mexico, CTS has been serving the Port of Virginia since 1976. Operations include warehousing, stevedoring & terminal operations, tug boats & push boats, barges & barge fleetings, floating terminals, logistics, timberlands, vessel repair, and restaurants.

PORTS AMERICA, founded in 1922, is the largest U.S. terminal operator and stevedore with operations in all three U.S. coasts. Operations include container, break bulk/ project, bulk, cruise, auto/Ro/Ro, military, maintenance and repair and intermodal.

CERES MARINE TERMINALS, INC., founded in 1958, was first formed as a stevedoring company and has, throughout the years, built a world-class organization through the management and operation of marine terminals. Ceres has created innovative cargo handling techniques, utilized modern technology, developed effective management teams and formed global operational relationships throughout the Ceres Terminals Incorporated network.

TERMINAL TARRIFFS

Charges, Rules and Regulations governing dockage, loading, unloading, wharfage, wharf demurrage, free time and other miscellaneous port terminal services can be obtained by contacting the terminal in question. For a list of Terminals in Hampton Roads see pages 57-61.

WATER

Fresh water of excellent quality is supplied through pipeline at the various terminals in Hampton Roads at a rate of \$6.95 per 1,000 gallons during regular hours; \$7.50 per 1,000 gallons during other than regular hours. Subject to minimums of \$80.00 if watering commenced and completed during regular hours and \$260.00 for service during other than regular hours.

PORT SERVICES

Service during other than regular hours is subject to prior arrangement with Terminal Operator. Not applicable at Elizabeth River Terminals.

Federal Water Pollution Control Act: United States law prohibits spilling of any kind of oil or hazardous substances into the waters of the United States. If an accidental spill does occur, the person who is the owner or operator of the vessel or facility involved may be assessed a civil penalty of up to \$11,000 for each violation. Additionally, owners or operators are required to conduct and pay all cleanup costs associated with the spill.

As soon as an individual (owner or operator) has knowledge of a spill, he or she is required to report it to the National Response Center, 1-800-424-8802. Failure to do so subjects that individual to a fine of up to \$250,000 and/or five years in prison. A company is subject to a fine of up to \$500,000.

The United States is a signatory to Annexes I, II, and IV of the International Convention for the Prevention of Pollution From Ships (MARPOL 73/78). These Annexes prohibit ANY discharge of plastics into any waters worldwide, restrict the disposal of other types of garbage within specific distances from shore, and restrict the discharge of oil and noxious liquid substances into the sea. They also require ports and terminals to have reception facilities capable of accepting oil, noxious liquid substances, and garbage from oceangoing ships that moor thereto. If an individual violates these regulations he or she is subject to a civil penalty of up to \$27,500 for each violation. Criminal penalties of up to \$50,000 and/or imprisonment of up to five years may be assessed against individuals who knowingly violate this convention. Firms providing the following services are listed under VMA Committees and Membership Section.

VIRGINIA STATE HOLIDAYS

As enacted by the General Assembly of Virginia

First day of January each year	New Year's Day
Third Monday in January	Martin Luther King Day
Third Monday in February	George Washington Day
Last Monday in May	Memorial Day
June 19 (observed)	Juneteenth Day
July 4	Independence Day
First Monday in September	Labor Day
Second Monday in October	Columbus Day and Yorktown Victory Day
November 11	Veterans' Day
Fourth Thursday in November	Thanksgiving Day
Fourth Friday in November	Day after Thanksgiving Day
December 25	Christmas Day

Whenever any of such days falls on a Saturday, the Friday next preceding such day, or whenever any of such days falls on Sunday, the Monday next following such day, and such day so appointed by the Governor of this Commonwealth or the President of the United States, shall be a legal holiday as to the transaction of all business.

ADDITIONAL SERVICES

FIRMS PROVIDING THE FOLLOWING SERVICES ARE LISTED
UNDER THE VMA COMMITTEES AND MEMBERSHIP SECTION.

Accountants	Labor Organizations
Aggrigates	Launch Services
Bridge Company	Law Firm
Coal Inspection; Analysis; Sampling	Logistics Consulting
Commercial Real Estate and Property Management	Marine and Industrial Suppliers/Ship Chandlers
Commercial Tire Sales	Marine Fuels, Lubricants and Bunker Services
Consultants	Marine Repair and Service
Container/Chassis Repair and Sales	Marine Security Services
Contractors and Construction Supplies/Equipment	Marine Surveyors and Appraisers
Courier Services	Media
Crane Repair and Refurbishment	Motor Carriers/Intermodal
Customs Examination Site	Non-Profit Organization
Defense Contractors	Packaging and Logistic Services
Diesel Engine and Generator Repair	Passenger Vessel
Distributor of Prefabricated Buildings	Pilotage
Diving Services	Port and Industrial Development Organizations
Dredging (Harbor, Etc.)	Printing Services
Drone Services	Public Relations and Marketing
Economic Development Groups	Railroads
Education and Training	Renewable Energy
Electronic Sales/Service	Shipbuilding, Ship Repair and Maintenance, Drydocks
Employment Services	Stevedores
Energy Research Firm	Taxi/Limo Service
Engineers/Environmental Scientists/Naval Architects	Terminal Operators
Environmental Services: Pollution Control/Tank and Steam Cleaning/Exterminators	Towing and Transportation (Shipdocking and/or Barges)
Exporters and Importers	Trade Association
Finanacial Services	Transloading Facility
Fire Protection and Safety	Utility
Freight Forwarders and Customhouse Brokers	Vessel Owners, Agents, Operators
Fumigation	Warehouse
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Information Technology	
Insurance Services and/or Insurance Counselors	

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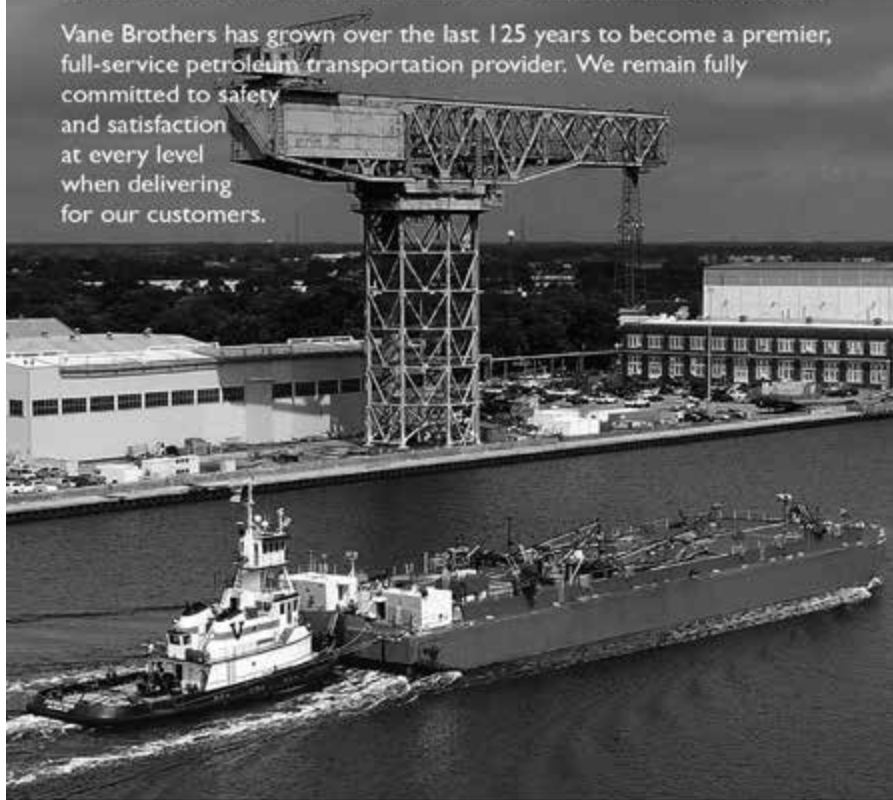
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Commercial divers from CROFTON perform maintenance to commercial waterfront facility in Norfolk, VA. Photo courtesy of CROFTON.



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CERTIFICATION PROGRAM



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The program is designed to be completed in one year with classes of 25 participants. Applications are due in December of each year.

For curriculum & application, visit: VAmaritime.com/MLCP

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Vessel Agents	137



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FREIGHT FORWARDERS AND CUSTOMHOUSE BROKERS

Customs brokers assist importers in meeting federal requirements governing imports into the United States. Brokers are private individuals, partnerships, associations or corporations licensed, regulated and empowered by U.S. Customs and Border Protection (CBP). Customs brokers oversee transactions related to customs entry and admissibility of merchandise, product classification, customs valuation, payment of duties, taxes, or other charges such as refunds, rebates, and duty drawbacks. There are approximately 11,000 active licensed customs brokers in the United States.

International freight forwarders are agents for exporters and can move cargo from “dock-to-door,” providing several significant services:

- Arranging for and tracking of freight from a domestic and international perspective;
- Arranging for and tracking inland transportation;
- Preparation of shipping and export documents;
- Warehousing;
- Booking cargo space;
- Negotiating freight charges;
- Freight consolidation;
- Cargo insurance

Most freight forwarders are also non-vessel operating common carriers (NVOCCs) as well. Both freight forwarders and NVOCCs are licensed and regulated by the Federal Maritime Commission.

INTERNATIONAL TRANSPORTATION SERVICES

Below is a list of the VMA members who provide these services.

FREIGHT FORWARDERS AND CUSTOMHOUSE BROKERS

Company	Phone	Website
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Allegheny Brokerage Co. Inc., dba Allegheny Logistics Group	(540) 674-0900	www.acustomsbroker.com
Better Days Logistics	(757) 821-7747	www.betterdayslogistics.com
C.H. Powell Co.	(757) 626-1346	www.chpowell.com
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The Young Maritime Professional (YMP) membership program is open to maritime professionals 40 & under of VMA member companies. YMP Representatives will gain exposure to various segments of the maritime supply chain industry and an opportunity to grow their professional network.

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The YMP membership discount applies to representatives 40 & under added to a current VMA membership. Representatives will receive all the benefits of a VMA membership. The discount is applied for two years.

SPECIALIZED EVENTS

YMP Representatives are invited to specialized events like mixers, industry tours, and sessions with maritime leaders to broaden their understanding of Virginia's maritime supply chain.

THE VOICE OF PORT INDUSTRIES

The future will be built on the wings of giants.

Reducing carbon emissions is a big, complex challenge. And so it requires big, bold solutions. That's why we're building the Coastal Virginia Offshore Wind project, which will help turn Hampton Roads into a hub for wind power development. Once operational in 2026, CVOW will create over 1,000 jobs and generate more than \$200 million a year in economic impact. And, as a national leader in solar as well, we're forging ahead to achieve our goal of net-zero emissions by 2050. Big challenges, meet bigger solutions.



Powering Your Every Day.SM

ENERGY

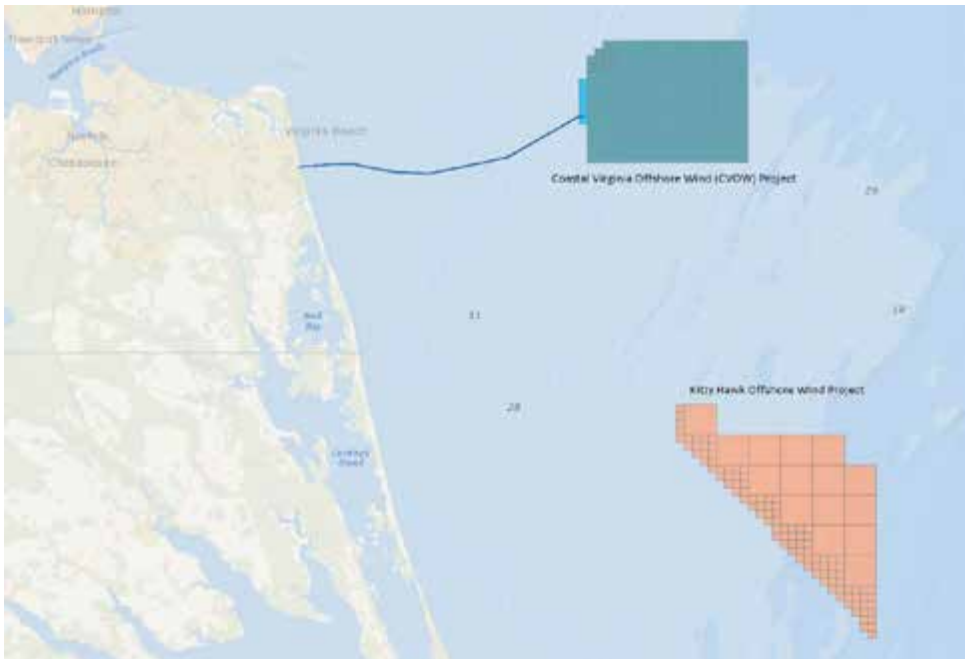
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Photo Courtesy: Dominion Energy

■ VIRGINIA'S OFFSHORE WIND BEGINNINGS



The Virginia Wind Energy Area comprises 112,799-acres. Dominion Energy was awarded the lease November 1, 2013. Dominion announced it intends to develop 2,600 megawatts of wind energy in the lease by 2026. Above is a map of Dominion Energy's Coastal Virginia Offshore Wind test project and Kitty Hawk Offshore Wind Project (Picture source: VMA).

The Virginia Maritime Association (VMA) has been at the center of the development of Virginia's offshore wind industry since 2009. The VMA first worked with federal and state authorities, coordinating industry response and input to identify areas suitable for offshore wind development that would be compatible with the current and future needs of commercial and Navy vessel traffic. Today, the VMA continues to work with federal and state authorities, as well as commercial vessel operators, to ensure that our deepest navigation routes are preserved for navigational efficiency and safety. The VMA became a champion for expanding and diversifying Virginia's already substantial maritime industry by positioning the port as a hub for the offshore wind supply chain. In 2020, the VMA commissioned the Offshore Wind Committee, which seeks to connect Virginia businesses with offshore wind opportunities, support the needs of the mid-Atlantic projects, and mitigate operational issues.

"I am proud of the work VMA has done to protect the interests of vessel operators and our port, while also positioning Virginia and our members to benefit from offshore wind development. We acted proactively in 2009 to identify the Virginia project area, and then the Kitty Hawk project area. All along, we recognized the opportunity and have been fostering the support we see today from the state, localities, universities, broader business community, and our members to make Virginia the U.S. East Coast epicenter for the offshore wind industry."

-David White, VMA Executive Director & Secretary

For companies exploring whether to establish operations in Virginia or expand their existing local capabilities to participate in offshore wind, the VMA has been pleased to provide business intelligence and facilitate business relationships, for example, by collaborating with the Virginia Department of Energy (DOE), the Hampton Roads Alliance, the Virginia Port Authority, and the Virginia Economic Development Partnership, to grow Virginia's supplier database and support with outreach to stakeholders. The VMA has been promoting the benefits of our port, the available services, and the strengths of our collaborative and strong maritime community, and is currently working with regulators, lawmakers, and community leaders to set the conditions that will make Virginia a preferred choice for businesses participating in offshore wind. To date, the VMA had connected several Member companies with the different offshore wind project development teams, resulting in more Virginia businesses supporting the mid-Atlantic offshore wind market.



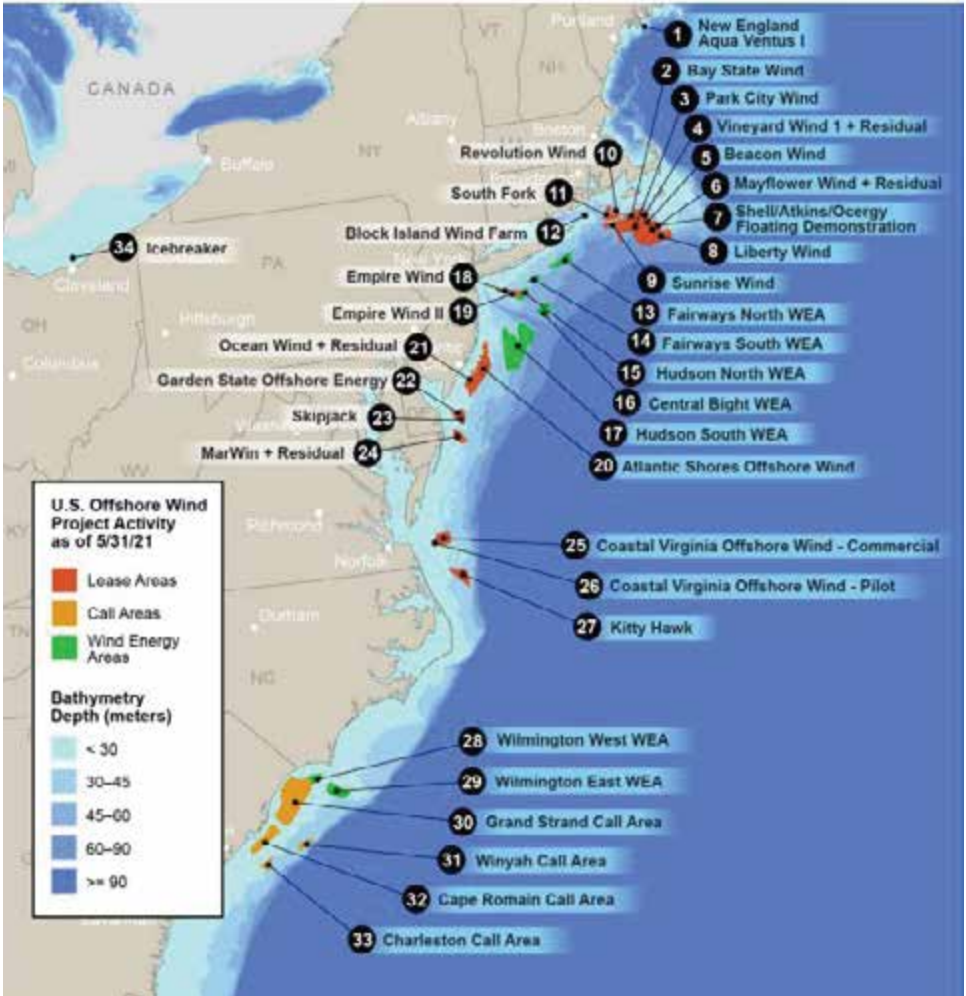
Sam Hall and Peder Pedersen of Ørsted discussing opportunities for local companies to provide services during installation of the CVOW Demonstration Project (Picture source: VMA).

In addition to the VMA, the Virginia Offshore Wind Team, led by the Department of Energy (DOE), recognizes the long-term economic development opportunity to capitalize on the Commonwealth's logistical and workforce advantage. In fact, the team regularly hosts site tours with globally recognized offshore wind developers, procurement and logistics experts, European foundation fabricators, and other potential supply chain businesses.

Additionally, the Virginia Offshore Wind Development Authority (VOWDA) was created in 2010 through Title 67, Chapter 12, of the Code of Virginia, with the mission to facilitate, coordinate and support development of the offshore wind energy industry, offshore wind energy projects, and supply chain vendors by:

- Collecting metocean and environmental data;
- Identifying regulatory and administrative barriers;
- Working with local, state, and federal government agencies to upgrade port and logistic facilities and sites;
- Ensuring development is compatible with other ocean uses and avian/marine wildlife; and
- Recommending ways to encourage and expedite offshore wind industry development.

(Source: www.vaoffshorewind.org)



Picture source: NREL – US Department of Energy.

■ OFFSHORE WIND EAST COAST MARKET OVERVIEW

- State driven offshore wind targets currently at 40 GW.
- 1 GW of offshore wind powers at least 380,000 homes/year.
- ~ 15 GW of project with secured power offtake, in permitting and gearing up for execution.
- ~ 5 GW of additional new power offtake developing.
- 17 active wind energy areas, enabling up to ~ 30 GW.
- Upcoming BOEM lease area auctions in NY Bight (8 lease areas) and North Carolina.

Virginia's Offshore Wind Advantages

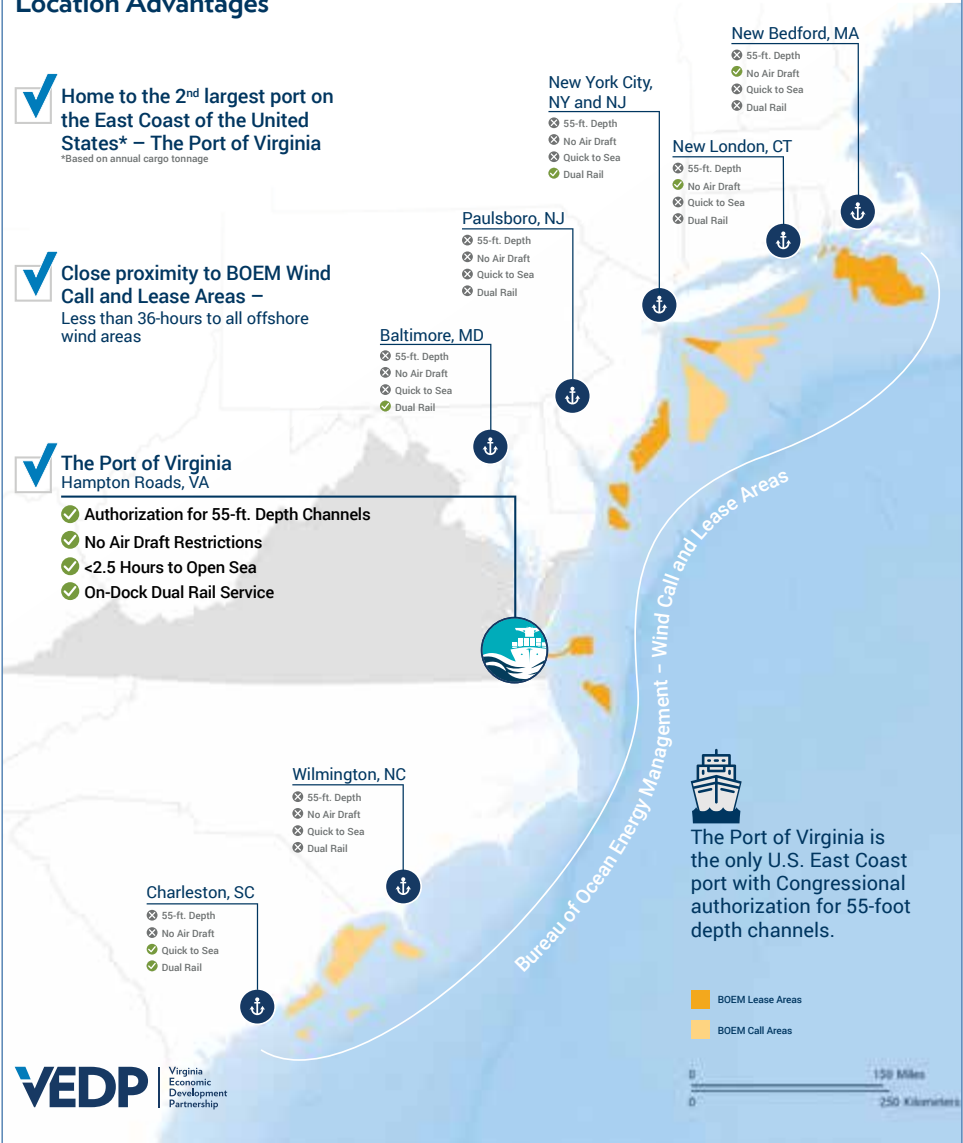
Location Advantages

✓ Home to the 2nd largest port on the East Coast of the United States* – The Port of Virginia
*Based on annual cargo tonnage

✓ Close proximity to BOEM Wind Call and Lease Areas – Less than 36-hours to all offshore wind areas

✓ The Port of Virginia Hampton Roads, VA

- ✓ Authorization for 55-ft. Depth Channels
- ✓ No Air Draft Restrictions
- ✓ <2.5 Hours to Open Sea
- ✓ On-Dock Dual Rail Service



VEDP | Virginia Economic Development Partnership

Picture source: VEDP

Workforce Advantages

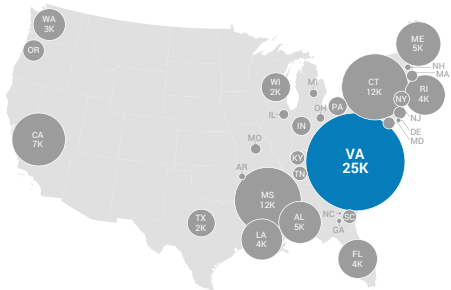
Home to major manufacturing companies, the largest shipbuilding companies in the world, and a dense population of military installations with 11,000+ exiting veterans annually, Virginia is an ideal location to manufacture wind turbines.



Virginia is home to some of the nation's largest shipbuilding companies including Huntington Ingalls Inc., BAE Systems Norfolk Ship Repair Inc., General Dynamics NASSCO-Norfolk, Colonna's Ship Yard Inc., and the U.S. Dept. of the Navy.

Virginia accounts for over a quarter of all employment in the U.S. shipbuilding industry, more than all East Coast competitors combined.

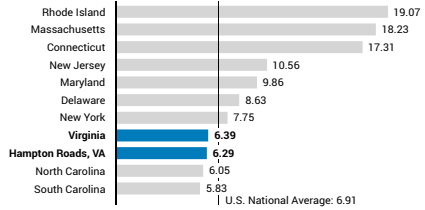
U.S. Shipbuilding Employment, 2019



Source: 2019.1 – QCEW Employees, Non-QCEW Employees, and Self-Employed

Virginia and the Hampton Roads region offer significantly lower electric rates than Northern competitors.

Avg. Industrial Electric Rate, 2019 (cents per kWh)



Source: Edison Electric Institute, Summer 2019

Wages for key manufacturing occupations, such as welders, are more competitive in Virginia.

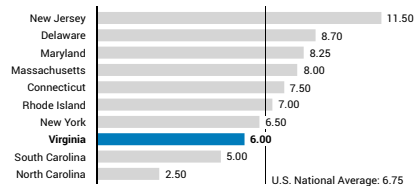
Avg. Annual Wages for Welders, Cutters, Solderers, & Brazers (\$)



Source: 2021.3 – QCEW Employees, Non-QCEW Employees, and Self-Employed

Virginia boasts lower state corporate income tax rates than East Coast competitors.

State Corporate Income Tax*, 2021 (%)



*Effective Tax Rate as a Percent of Net Income Before Federal Income Tax Payments
Source: Research Institute of America, Inc., the Tax Foundation, and the Federation of Tax Administrators (Some rates calculated by VEDP)

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901 E. Cary Street, Suite 900, Richmond, Virginia 23219 | Direct: 804.545.5744 | Mobile: 804.495.5776 | warney@vedp.org

Picture source: VEDP

■ OFFSHORE WIND WORKFORCE DEVELOPMENT

The Hampton Roads Workforce Council (HRWC) serves as the regional leader of workforce development, ensuring the strategic alignment of efforts that facilitate meaningful employment and economic growth in Hampton Roads while providing dedicated delivery of business, workforce, and youth funded services. They are committed to the development and implementation of a system that will equip the existing and emerging workforce in Hampton Roads to meet the needs of the current business community; attract high-quality employment to the region; and support new, high-growth, innovative enterprises.

One such enterprise is the Commonwealth Offshore Wind Taskforce, and the HRWC serves as a leader in the Workforce Development branch of the effort. As the current planning stages mature into the construction and maintenance of the 2,600 megawatt wind farms off Virginia Beach and Kitty Hawk, the Workforce Council will play a critical role in the recruitment, development, and retention of skilled talent who will perform the labor associated with this project.



Technician Working on Turbine. Picture source: Ørsted.

Not coincidentally, the HRWC is presently expanding its new Talent division specifically to address workforce gaps in the maritime industry, to include Offshore Wind. The Workforce Council will be working with partners like the Mid-Atlantic Wind Training Alliance to ensure the particularly skilled labor needed for this endeavor is in the 757 and job-ready for Offshore Wind work into the future.

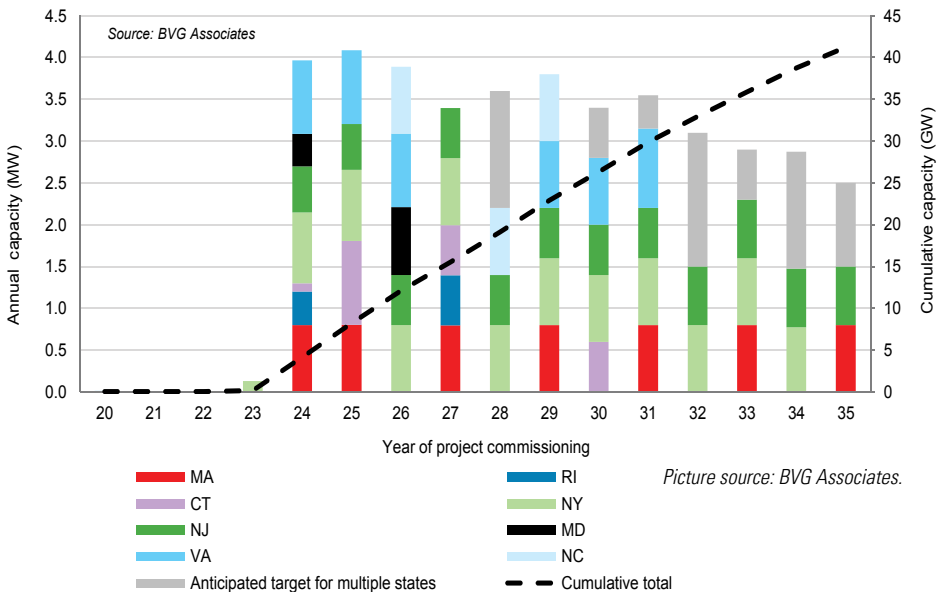
The Hampton Roads Workforce Council and its partners will first assess the existing maritime workforce and the current talent gaps through employer engagement across the industry and the utilization of an array of labor market information. That includes the calculation of the local Offshore Wind industry's workforce requirements. The Council's talent development initiatives will coordinate education and training among the region's stable of providers to meet the specific needs indicated by maritime employers. At the same time, initiatives focused on attraction and retention of credentialed talent elevate the pool of skilled workers in the 757. Offshore Wind is the newest and most prominent component of the Hampton Roads maritime industry cluster. The HRWC will systematically help determine what overlap exists between the skill sets and credentials needed in Offshore Wind versus maritime at large, as well as what unique competencies OSW work requires. The HRWC will subsequently work to bridge the gaps in both areas to meet the business needs throughout the industry via a broad array of programs, projects, tools, and tasks.

According to an analysis published by the Hampton Roads Alliance, "From 2020 through the end of 2026, construction of this project will produce an estimated 900 direct and indirect jobs in Virginia annually. After manufacturing and construction are completed, it is estimated

that the continued operation of the CVOW project will create 1,100 direct and indirect jobs across Virginia. In addition to jobs in the engineering, wind technology, marine maintenance, and logistics industries, many jobs will also be created in the construction, real estate & home improvement, hospitality, and healthcare industries.” The Council’s talent development initiatives will coordinate education and training among the region’s stable of providers to meet the specific needs indicated by maritime employers. At the same time, initiatives focused on attraction and retention of credentialed talent elevate the pool of skilled workers in the 757.

■ US EAST COAST OFFSHORE WIND VOLUME FORECAST

US East Coast installation forecast to 2035 (status Q1 2021)



■ DOMINION ENERGY PROJECTS

CVOW 12MW DEMONSTRATION PROJECT

Dominion Energy’s Coastal Virginia Offshore Wind (CVOW) demonstration project completed construction in the summer of 2020, with reliability testing completed in October of 2020 and approval from the Bureau of Ocean Energy Management (BOEM) to enter commercial service in January 2021. The 12MW CVOW demonstration project is the first offshore wind project in operation in federal waters, and the first fully owned by a US regulated utility. The major contractors for the project included Orsted for offshore construction and LE Meyers for onshore construction. Over 50 Virginia businesses were involved in the offshore construction with a spend of approximately \$2.5 million dollars in the local economy.

The two 6MW Siemens Gamesa Renewable Energy (SGRE) wind turbines have been in operation for more than two years and are powering up to 3,000 homes at peak output, with performance slightly better than forecast. The project is providing considerable benefit in terms of permitting, engineering, procurement, construction, commissioning, and operational and maintenance experience from which Dominion Energy can draw on for the larger CVOW Commercial project development and design.



CTV Atlantic Endeavor at WTGs. Picture source: Dominion Energy.

A crew transfer vessel, the Atlantic Endeavor, is based out of Cobb's Marina and supports the operations & maintenance support of the 12 MW project. Periodic surveys conducted since installation already show an abundance of marine life at the turbine locations.

CVOW 12MW DEMONSTRATION PROJECT

Dominion Energy is applying the valuable permitting, engineering, procurement, construction, commissioning, and operational and maintenance experience from the demonstration project to its proposed 2.6GW commercial project. This project, located in 112,800-acres leased from BOEM in 2013 is located 27 statute miles off the coast of Virginia Beach. CVOW remains on track to begin construction in 2024. Upon completion in 2026 the project will provide enough clean, reliable energy to power up to 660,000 homes. The CVOW commercial project is designed to provide clean, reliable offshore wind energy to Virginia customers, create the opportunity to displace electricity generated by fossil fuel-power plants, and offer substantial economic and environmental benefits to the Commonwealth of Virginia.

In December 2022, CVOW reached two major regulatory milestones – final approval from the Virginia State Corporation Commission (SCC) and BOEM's publication of the draft Environmental Impact Statement (EIS). The SCC approved Dominion Energy's request for a Certificate of Public Convenience and Necessity to build the onshore transmission lines and other infrastructure needed to deliver the clean, renewable energy generated offshore to homes and businesses across Virginia. The draft EIS reflects the extensive studies, evaluations and design to maximize CVOW's environmental benefits and minimize potential impacts. This includes actions taken offshore to construct the wind turbine generators to minimize impacts



*CVOW Commercial layout - offshore and onshore.
Picture source: Dominion Energy.*

to marine life, such as North Atlantic Right Whales, and actions taken onshore to design a transmission route that avoids impacts to natural resources to the maximum extent possible.

“This is a major milestone that keeps CVOW on time and on budget for the benefit of Dominion Energy Virginia customers,” said Bob Blue, Dominion Energy’s chair, president and chief executive officer. “Offshore wind offers many benefits for Virginia - it’s emissions-free, fuel-free and transformational for the Hampton Roads economy. We look forward to working with federal regulators and the public to ensure the project is fully protective of the environment.”

Dominion Energy continued to conduct surveys of the CVOW lease area and along the export cable route, including Unexploded Ordnance Surveys in early 2023. In addition, the company is working to advance the Commonwealth’s workforce and economic development goals, including the furtherance of apprenticeship and other workforce training programs; and giving priority to the hiring, apprenticeship, and training of veterans, local workers, and workers from historically economically disadvantaged communities. It has engaged with educational institutions, including K-12 schools, community colleges, traditional 4-year colleges and universities as well as unions to assure training and apprenticeships are in place to prepare a robust offshore wind workforce. Dominion Energy also has been active with meeting numerous minority-serving institutions, including diverse chambers of commerce, business and community organizations, to generate awareness and interest in offshore wind business and career opportunities.

Dominion Energy’s offshore wind projects are part of the company’s comprehensive clean energy strategy to achieve net zero carbon dioxide and methane emissions from its power generation and gas infrastructure operations by 2050.

■ JONES ACT COMPLIANT WIND TURBINE INSTALLATION VESSEL

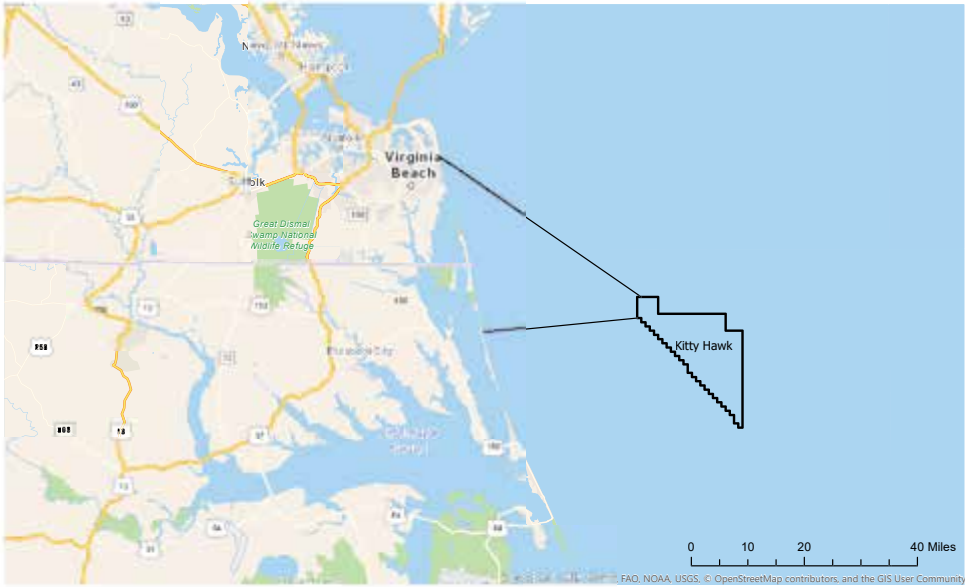
Dominion Energy, through its subsidiary Blue Ocean Energy Marine, LLC, has contracted for the construction of a Jones Act compliant installation vessel to be named Charybdis. The company expects the vessel to be fully utilized in support of the Biden Administration's goal for 30GW of offshore wind by 2030. In June 2021 Blue Ocean, Ørsted and Eversource announced an agreement for Ørsted and Eversource to charter Charybdis for the construction of two offshore wind farms, Revolution Wind and Sunrise Wind, in the Northeast. A separate charter is in place for Charybdis to support construction of Dominion's 2.6GW CVOW commercial project off the coast of Virginia Beach, which is expected to be completed in 2026.



*Depiction of Wind Turbine installation Vessel CHARYBDIS.
Picture source: Dominion Energy.*

The 472-foot vessel is being constructed in Brownsville, Texas, at global marine shipbuilder firm Keppel AmFELS's shipyard, using domestically-sourced steel. At peak construction, 1,000 U.S. workers will be employed on this project. The vessel, which is expected to be complete in time for the 2024 turbine installation season, will be homeported in Hampton Roads, Va., one of the nation's premier offshore wind installation harbors, and utilize a crew of U.S. citizens.

The vessel's hull and infrastructure is being fabricated with more than 14,000 tons of domestic steel, with nearly 10,000 tons sourced from Alabama, West Virginia and North Carolina suppliers. The vessel is designed to handle current turbine technologies as well as next generation turbine sizes larger than CVOW's 14.7-megawatt turbine. It will also be capable of the installation of foundations for turbines. "Offshore wind is critical to America's clean-energy future and the Charybdis plays a vital role in reaching the Biden Administration's ambitious goal of 30 gigawatts of offshore wind production by 2030," said Robert M. Blue, Dominion Energy's chair, president and chief executive officer. "We look forward to working with Ørsted and Eversource on the construction of Revolution Wind and Sunrise Wind to continue to grow the offshore wind industry in the U.S."



*Kitty Hawk Offshore Wind Project off the North Carolina & Virginia coast will create jobs and energy to the Mid-Atlantic.
Picture source: Avangrid Renewables.*

■ AVANGRID- KITTY HAWK WIND

Kitty Hawk Wind is a project of AVANGRID-Avangrid Renewables, an American (NYSE:AGR) energy pioneer and part of the Iberdrola Group, one of the largest renewable energy developers and operators in the world. AVANGRID is at the forefront of transforming the way the U.S. produces and uses energy.

Kitty Hawk Wind will play an important role in meeting the ambitious clean energy targets set by Virginia, North Carolina and the United States.

Offshore wind delivers a triple-win for our region in our efforts climates impact on sea level rise, economic opportunites and our workforce.

The commercial lease for the 122,405-acre Wind Energy Area (WEA) was awarded to Avangrid Renewables by BOEM in 2017. Once complete full Kitty Hawk Wind energy area is projected to have a generation capacity of up to 3,500 megawatts.

Benefits At A Glance

- ~3,500 Megawatts of Renewable Energy
- ~1 Million Homes Powered
- \$2 Billion Economic Impact over the first decade
- Annual Average of 800 Jobs during construction, 900 permanent jobs once operational
- Late 2020s Commercial Operation



*Surface Meteorological Buoy.
Picture source: Avangrid Renewables.*

During construction, spending in Virginia and North Carolina is estimated at \$868 million, of which \$663 million will be in the Hampton Roads region. During this same period, an annual average of nearly 800 jobs will be created in Virginia, of which nearly 600 will be in Hampton Roads. Net household earnings in Virginia are anticipated to increase \$390 million, with Hampton Roads seeing nearly \$275 million of this alone. Once operation of the full lease are commences, the project is expected to support approximately 900 jobs in the region on an ongoing basis.

These economic impact totals come from a detailed economic analysis conducted by an industry-leading organization for the development, construction and maintenance of the entire Kitty Hawk Wind lease area.

Project Overview

- The Kitty Hawk Wind project is proposed more than 27 miles off the coasts of Virginia and North Carolina.
- The lease area was delineated by the U.S. Bureau of Ocean Energy Management (BOEM) after a rigorous multi-year evaluation, which began in 2011, involving multiple Federal agencies, establishing a task force and accepting public comment. BOEM concluded a Finding of No Significant Impact from this issuance of the lease in 2015.
- Through a competitive auction conducted by the federal government in 2017, Avangrid Renewables was awarded an offshore lease area to develop the Kitty Hawk Wind project.

- Kitty Hawk Wind is committed to responsibly sharing the ocean environment.
- Extensive assessments, studies and surveys are conducted prior to any construction to ensure the project is developed responsibly and in compliance with the Bureau of Ocean Energy Management through the National Environmental Policy Act (NEPA) process.
- Subsea cables, already commonly in use worldwide to transmit power, will connect Kitty Hawk Wind to the electric grid. Landfall for Kitty Hawk is currently anticipated at Sandbridge, VA.



*Deployment of Surface Meteorological Buoy of North Carolina Coast.
Picture source: Avangrid Renewables.*

- An onshore route will follow a designated corridor to the new onshore substation within Corporate Landing Business Park. The parcel is owned by the City of Virginia Beach.
- Avangrid continues to engage regularly with officials from the U.S. Department of Defense (DOD) on this project to ensure DOD's vital national security mission is not compromised.
- Commercial and recreational fishing will be allowed throughout the project area. The project's excellent siting and use of local knowledge to inform the project design will ensure the project's successful coexistence with commercial and recreational fisheries.
- The project is being designed with input from stakeholders to minimize impacts to natural resources and ocean users.
- Avangrid will continue to use best management practices that will be least disruptive to the community and environment.

For project updates, additional information, and contacts or to take a project self-guided tour visit www.kittyhawkoffshore.com.



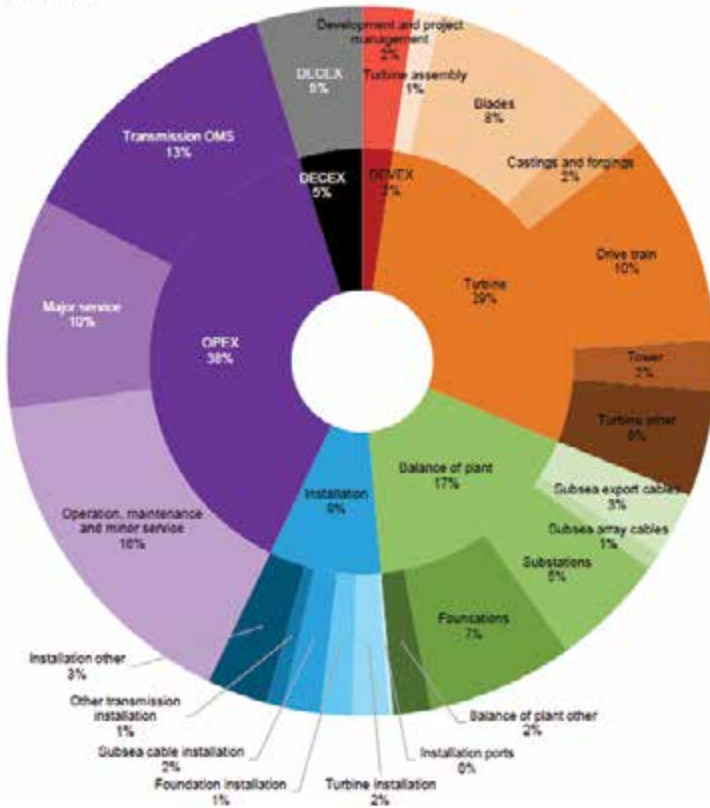
PMT Offshore Wind Site Development Plan. Picture source: Virginia Port Authority.

■ PORTSMOUTH MARINE TERMINAL (PMT)

The port is transforming the Portsmouth Marine Terminal (PMT) into an OSW Energy Hub to support Dominion Energy's Coastal Virginia Offshore Wind (CVOW) Project, and many other projects expected to be built along the US East Coast. Dominion Energy has leased 72-acres of PMT which will be used for the staging and pre-assembly of the CVOW OSW components prior to installation. While the overall construction project will last 2.5 years, a portion of the terminal became operational in October 2023 to support the delivery of the first OSW components. The \$220M project is expected to be completed by early 2025.



Source: BVG Associates



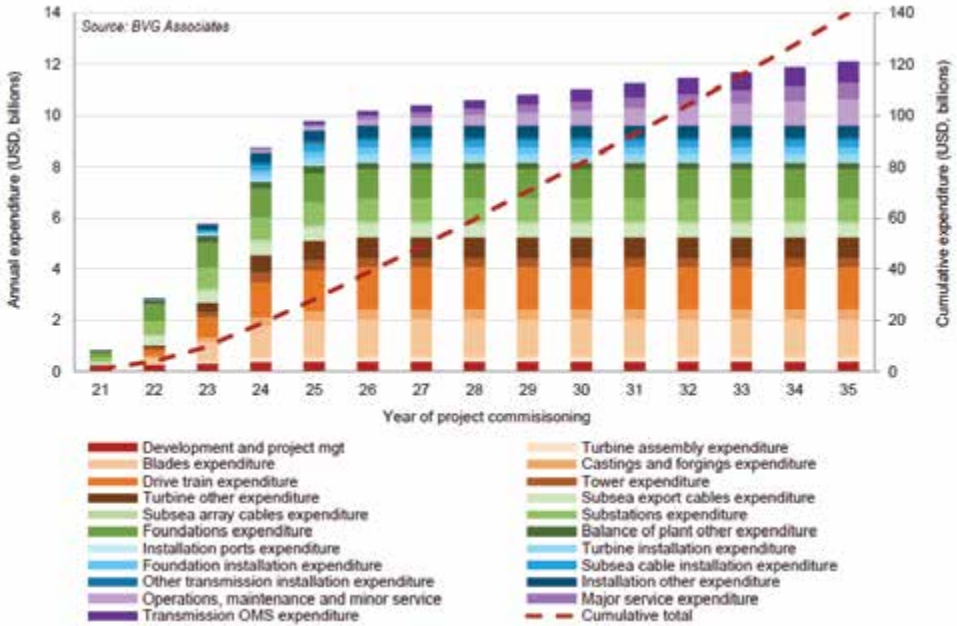
Anticipated US offshore wind farm costs for 2022.
Picture source: BVG Associates for Clean Energy States Alliance.

■ OPPORTUNITIES TO GET INVOLVED

Virginia's Hampton Roads region offers a number of unique competitive advantages over other offshore wind business locations on the East Coast. Infrastructure, assets and maritime employment in the Hampton Roads region are unmatched by any other port in the entire United States. In meetings with DOE, industry prospects have described the ability to build partnerships and utilize local assets as a primary driver in their decision-making process.

As a result, DOE has engaged the Virginia Maritime Association (VMA) and the Virginia Ship Repair Association (VSRA), members of which are comprised of local asset owners and managers. The VSRA alone boasts 265 member companies, many with industrial scale waterfront capabilities located within the Hampton Roads proximity. The partnership team, to include the Hampton Roads Alliance, Virginia Economic development Partnership, and Virginia Port Authority is focused on identifying current Virginia suppliers (service providers and manufactures) with core maritime and manufacturing related expertise.

Anticipated break-down of forecasted East Coast OSW expenditures



Estimated expenditure for East Coast projects 2020 - 2024.
Picture source: BVG Associates.

As part of the Commonwealth’s 2018 supply chain opportunity analysis, DOE launched the Virginia Offshore Wind Supply Chain Resource Network Directory, which connects offshore wind developers, wind turbine suppliers, and other prime contractors with Virginia professional services, manufacturers, equipment and material suppliers, and other general service providers relative to all phases of an offshore wind project. Supply chain prospects are encouraged to promote their services by adding their information to the Virginia Offshore Wind Supply Chain New Supplier Form.

Source <https://www.vaoffshorewind.org> & <https://www.hamptonroadsalliance.com/offshorewind>.



The Virginia Offshore Wind Landing Funding Members and Partners. Picture Source: Hampton Roads Alliance.

■ HAMPTON ROADS ALLIANCE

In 2020, the Hampton Roads Alliance (the Alliance) launched an offshore wind supply chain development initiative. The purpose of the program is to help build a comprehensive supply chain to serve the east coast offshore wind industry from Virginia. The Alliance is working to connect existing local businesses to opportunities in the industry while also attracting new foreign and domestic investment to the region. To help foster connections with well-established industry leaders overseas, the Alliance has founded a Hampton Roads Offshore Wind Office in Hamburg, Germany.

The Alliance received a GO Virginia grant of almost \$530,000 from the Virginia Department of Housing and Community Development to support the program. The Alliance is working closely on this effort with local, regional, and state partners, including the Virginia Maritime Association; the Virginia Department of Energy; the Virginia Economic Development Partnership; the Virginia Port Authority; Dominion Energy; and Avangrid Renewables.

The Alliance also partnered with Xodus Group and BW Research to conduct the Hampton Roads Supply Chain Analysis, an offshore wind supply chain study for the region. The study delivered an in-depth supply chain assessment and gap analysis for the region and provided a set of recommendations for a measurable and strategically focused offshore wind supply chain development plan. Collectively, these studies have contributed significantly to the offshore wind knowledge base and the supply chain development activities of the region. The Mangum Economics and Xodus Group studies can be found on the Alliance's offshore wind webpage at <https://hamptonroadsalliance.com/offshorewind/>.

Additionally, the Hampton Roads Alliance, Virginia Energy, and ODU's OpenSeas Technology Innovation Hub opened the Virginia Offshore Wind Landing in May 2021. The Virginia

Offshore Wind Landing is a collaborative space where companies interested in establishing a presence in Hampton Roads can become part of the region's maritime network and growing offshore wind industry. It provides a platform for companies to work, connect, and access resources. The purpose of the Landing is to develop a cluster of offshore wind companies and foster the growth of Hampton Roads and Virginia as an innovation and supply chain hub of the offshore wind industry. The Landing now has 16 member companies including two wind energy developers and a cross section of companies that will be leading the development of the offshore wind supply chain in the U.S. .



**Interested in getting involved in offshore wind opportunities?
Please visit the following website to register your company
and view other suppliers:**

<https://www.vaoffshorewind.org>



www.colonnaship.com



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Colonna's Shipyard, Inc. is a diversified industrial company, with multiple divisions and affiliates delivering the highest quality ship repair, machining, welding, steel fabrication and Industrial maintenance services to both the commercial and government markets.



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SHIPBUILDING & SHIP REPAIR



BAE Systems Norfolk Ship Repair.

■ BAE SYSTEMS NORFOLK SHIP REPAIR

BAE Systems Norfolk Ship Repair, a division of BAE Systems Ship Repair, is a full-service shipyard on the Southern Branch of the Elizabeth River that has served Virginia's ports in the maritime industry since 1915. An ISO 9001 certified company, BAE Systems Norfolk Ship Repair has enjoyed the reputation as the largest private-sector shipyard in South Hampton Roads and one of the largest ship repair facilities on the East Coast of the United States. In 2007, it earned a "Creating Excellence Award" in career development and technical education from the Commonwealth of Virginia for its robust and improved apprentice program, one of only a few in the region.

At present, BAE Systems Norfolk Ship Repair maintains a skilled workforce of approximately 1,500 people working in 20 diversified trade shops and departments. This workforce and state-of-the-art facilities, improved with over \$70 million in capital investments since 1999, provide a comprehensive capability for ship repair, conversion and modernization, enabling the company to serve most of the world's oceangoing vessels on site.

BAE Systems Norfolk Ship Repair has extensive crane service, four operational piers totaling over 3000-feet of berthing space, and two drydocks, including:

- The "Titan" with a 52,534 long-ton lifting capacity, is one of the world's largest and most modern floating steel drydocks. It measures 950-feet (290 meters) long, 192-feet (59 meters) wide and 160-feet (49 meters) between wingwalls. The Titan is moored to the east side of the 1,280-foot-long Pier 1, used to service ships as long as 1,200-feet.
- The "Old Dominion" is a steel drydock with a 14,000 long-ton lifting capacity, which is berthed at the north side of Pier 6. It measures 569-feet (173 meters) long, 122-feet (37 meters) wide and 99-feet (30 meters) between wingwalls.

The company also offers a full range of repair services for ships located away from the shipyard. Vessels that do not require entry into a repair facility, or have limited time to do so, can remain at their present location, and BAE Systems Norfolk Ship Repair's mobile "ship repair teams" will travel to these vessels to perform the required services.

SHIPBUILDING & SHIP REPAIR

BAE Systems Norfolk Ship Repair is also able to leverage its ship maintenance capabilities in a variety of industrial conversion, repair, and construction services. Specializing in industrial plant construction, repair, and conversion, the company's **Industrial Conversion and Repair Division** provides around-the-clock response to meet customer needs. Services are available 24 hours a day, seven days a week, throughout the United States.

Visit baesystems.com/shiprepair for more details.

■ COLONNA'S SHIPYARD, INC.

Colonna's Shipyard is a full service ship repair facility located in Norfolk, Virginia. Founded in 1875, it is a family owned, private shipyard situated on the Eastern Branch of the Elizabeth River occupying more than 100-acres of land and is convenient to all port facilities and terminals in the Ports of Virginia. The company's reputation is built on a long tradition of quality workmanship provided by its highly skilled workforce, outstanding facilities and solid management. The shipyard has water access to over 3,000-feet of vessel/boat berthing space and lift capacity to accommodate all vessels up to 850-feet in length, 104-feet wide and depth of 28-feet.

The shipyard capabilities include three floating dry-docks; 16,000 ton Captain Will, 2,800 ton Willoughby III, and 11,500 ton Charles J, one marine railway, and eight wetberths. Colonna's is also home to the nation's largest mobile boat hoist, a 1,000 MT Marine Travelift. Designed for rapid response, the Travelift can provide the ultimate in shipyard efficiencies. The Travelift, in conjunction with new piers and infrastructure, can dryberth ten vessels simultaneously.

Colonna's Shipyard is proud of its time-honored reputation of integrity in the ship repair industry. One of Colonna's most valuable assets is its skilled workforce representing the full spectrum of marine trades including highly skilled welders, shipfitters, electricians, pipefitters, inside machinists, outside machinists, corrosion control specialists, steel fabrication technicians, riggers, and ship repair management teams.



Colonna's Shipyard, Inc.

SHIPBUILDING & SHIP REPAIR

The shipyard's Down River Division will support ship repair needs anywhere in the world. All trades and necessary support equipment are ready to accomplish timely voyage repairs away from the shipyard. The shipyard's production services are additionally supported by complete engineering, testing, and design capabilities.

For a full list of Colonna's Shipyard capabilities, visit their website at: colonnaship.com.

■ COLONNA'S SHIPYARD - STEEL AMERICA

Steel America, a division of Colonna's Shipyard, Inc., is a large fabrication and heavy machine shop that specializes in custom projects and prides itself on its diverse capabilities, including a highly skilled on-site machining team.

In 2023 Steel America completed a major expansion to its machine and fabrication shops. The machine shop added a 200-foot expansion to the existing 47,000 sq. ft facility increasing by 40% while reducing turnaround times on large shafting projects. The expansion houses five new state-of-the-art pieces of equipment to include: three new Tacchi turning and milling lathes, a new Horizontal Mill with 60+ tons capacity and a new stress relief oven. Steel America features a total of seven large heavy turning lathes; the largest capable of >100 tons, 100-feet between centers, and 130-inches+ turning diameter.

This capital investment in additional equipment reflects Steel America's commitment to remaining the premier shaft repair and procurement source for our customers.

The fabrication shop expansion added 17,000 sq. ft. to the facility increasing capacity by 35% with 100T lifting capability. Steel America also built a 15,000 sq. ft. Steel Processing Center that houses a new Messer Multi-Process Burning table, a 1500T AccuPress machine, a DAVI four-roll Plate Roller and a 25T bridge crane. Steel America has also added a new BEAMCUT steel shape processing machine, a Miller Robotic welder, and ESAB Versa-Trac welding/arcing machines.



Colonna's Shipyard -Steel America.

SHIPBUILDING & SHIP REPAIR

■ FAIRLEAD BOATWORKS & FAIRLEAD STRUCTURES

Fairlead Ship Repair, located in Newport News and Portsmouth, performs maintenance and repair of ships, small boats, and watercraft, and provides heavy fabrication in support of shipbuilding. The Yard supplies repair services to our commercial and military customers.

The Main Yard features 500-ton and 250-ton lifts, a 220-ton transporter, and 12 designated dry berths. Fairlead can dry dock vessels up to 250 long tons. The Main Yard has 900-feet of fendered bulkhead with full services to support pier-side work, accessible via a navigable channel with a depth of 12-feet at mean low water. The North Yard is a 5-acre waterfront property that serves as a fabrication space, material lay-down, and vessel repair facility. The property supports heavy fabrication work for customers on a 70-foot x 240-foot concrete and steel platen, with a two-bay 150-foot x 140-foot building for blast & paint and fabrication processes.

Fairlead Structures, located in Portsmouth, fabricates, assembles, and preserves large ship modules, up to 500 tons, in support of aircraft carrier and submarine construction.

Fairlead Dock & Storage, located at Fairwinds Landing, has a mile of pier space for dockage/lay birth and nearly 1,000,000 sq. ft. of warehouse space for bulk storage and several acres for outdoor storage.



*FAIRLEAD VESSEL REPAIR AND PRESERVATION.
Fairlead Boatworks, Newport News, VA – Fairlead Structures, Portsmouth, VA.*

■ INFRA -METALS CO.

With an exceptionally wide range of products and services, Infra-Metals is one of the largest structural steel service providers in the United States. We specifically tailor our centers to meet the needs of the regions they supply, and we maintain a steadfast commitment to providing high quality materials and service promptly and economically.

Our extensive inventory features products ranging from beams and tubes to sheets, channels and expanded metal, and our processing capabilities include just about everything from cutting and drilling to blasting and painting. Infra-Metals is a one-stop shop for all your structural carbon steel needs. We are well positioned to satisfy your needs in New England, Mid-Atlantic, Midwest, and South East.

A leading distributor of structural steel and a member of the Reliance Steel & Aluminum Co. family, Infra-Metals serves as a consolidated source for materials and processing and significantly streamlines our clients' procurement procedures. We can provide a wide variety of products with relatively short notice, which combined with our processing capabilities allows us to get our clients the correct material in a form that's immediately ready for the job. Products and Services:

Infra-Metals Co. is one of the largest structural steel service centers in the United States. We offer a wide variety of carbon structural steel products such as:

- Structural Beams
- Tubing,
- Angles
- Channel & Miscellaneous
- Flats
- Rounds
- Squares
- Plate and Sheet Products
- Pipe
- Expanded Metal and many other items.

Infra-Metals Co. has a wide variety of processing capabilities that add value to our product offering. As your one-stop shop service center we can provide you with the inventory you need and the services required to complete your project on time. Processing capabilities include:

- Blast & Prime
- Cambering
- Drilling
- Forming
- Milling
- Plate Burning & Plasma Cutting
- Saw Cutting
- T-Splitting



Infra-Metals Facility.

SHIPBUILDING & SHIP REPAIR



Lyon Shipyard, Inc.

■ LYON SHIPYARD, INC.

Lyon Shipyard, Inc. is a full service ship repair facility providing timely and efficient service to commercial and government vessels since 1928. Commercial customers include tug and barge operators, dredging and marine construction contractors, ferry and cruise ship operators, research vessels and commercial fishing companies. Government customers include the U.S. Navy, U.S. Army, the Coast Guard, Military Sealift Command and the Maritime Administration.

Located on the Eastern Branch of the Elizabeth River, Lyon occupies approximately 1500 linear feet of waterfront providing pier-side repairs for vessels up to 500-feet in length with supporting bulkhead staging and work areas. Three floating drydocks and three marine railways accommodate a variety of vessels with a lifting capacity up to 4,900 long tons.

Well equipped shops are capable of precise work and experienced craftsmen provide a wide variety of skills including steel fabrication; machining; sheet metal fabrication; welding of various steel alloys, stainless steel and aluminum; surface preparation and painting; pipe fitting; ship fitting; machinery repairs; carpentry; electrical work; rigging; crane service and other specialized services as needed.

Lyon's offers the same quality services to the industrial base through its Downriver Services and Industrial Services Divisions. We will bring the skilled workforce and our capabilities to you with the support of a full service shipyard.

Lyon's Downriver Services division is a full service Marine Repair Contractor serving the US Navy, Military Sealift Command, Maritime Administration, USCG, NOAA and Commercial Ship Owners and operators worldwide. Let our mobile ship repair teams come to you. Lyon's Industrial Services division applies our ship maintenance capabilities for industrial conversion, repairs and construction services. Both divisions offer services twenty four hours a day, seven days a week.

Lyon stands ready to respond to your needs promptly with service available around the clock at our facility or yours. Call us at 757-622-4661 or visit our website at lyonshipyard.com.



MHI Ship Repair and Services.

■ MHI SHIP REPAIR AND SERVICES

For over 50 years, Marine Ship Repair and Services, LLC (“MHI”) has been a leading provider for full-range ship maintenance, repair, and modernization services to the U.S. Navy, Military Sealift Command and commercial operators in Norfolk, Virginia. MHI, through its affiliates, also provides hull cleaning, ship husbandry services, underwater painting and inspections, wastewater treatment, and chemical cleaning services globally.

Located along the Elizabeth River, in the deep-water harbor unrestricted by any bridges, MHI services various types and sizes of vessels. With an ISO 9001:2015 compliant approved facility, MHI provides full ship repair services around-the-clock either at our 1,200-foot long / 40-foot draft pier facility or via mobile teams; available services include shore power, crane service, steam, potable water, fire protection, gases, internet/phone lines, and project management office space.

MHI’s full complement of trained shipwrights include pipefitters, shipfitters, welders, machinists, electricians, riggers, and painters. MHI provides service to hull, machinery, and electronic systems. MHI will respond to inquiries worldwide and has a staff and agency network committed to customer satisfaction. From minor maintenance to major repairs and modernization, put MHI’s capabilities and experience to work for you. We can support your vessels at our Midtown shipyard facility, at a Commercial Terminal, or at sea; MHI will deliver.

Please visit us at www.MHI-shiprepair.com.



Virginia-class submarine Montana (SSN 794) and USS George Washington (CVN 73) are seen along Newport News Shipbuilding's waterfront. Photo courtesy of HII/Ashley Cowan.

■ NEWPORT NEWS SHIPBUILDING

For over 135 years, the ships built at Newport News Shipbuilding, like the American shipbuilders who continue to build them, have served our nation in peace and war, in times of adversity and in times of abundance. The shipyard's legacy of "Always Good Ships" includes the design, construction, overhaul and repair of more than 800 ships for the U.S. Navy.

Today, Newport News Shipbuilding, a division of Huntington Ingalls Industries, is the nation's sole designer, builder and refueler of nuclear-powered aircraft carriers and one of only two shipyards capable of designing and building nuclear-powered submarines. Newport News Shipbuilding also provides fleet services for naval ships.

Located on more than 550-acres along two miles of waterfront in Newport News, Virginia, the shipyard employs more than 25,000 people, many of whom are third-, fourth- and fifth-generation shipbuilders. It is the largest industrial employer in the commonwealth, and with more than 4,000 engineers, designers and technicians, Newport News Shipbuilding is at the forefront of new ship technologies, specialized manufacturing capabilities and nuclear facility management.

Steel fabricating facilities include a fabrication shop covering 6.5-acres with automated steel handling and processing equipment. Some machines operate from direct input from the company's computer system. Steel subassemblies are produced in an 11-acre steel production facility.

SHIPBUILDING & SHIP REPAIR



USS John C. Stennis (CVN 74) arrives at Newport News Shipbuilding on May 6, 2021, to begin its mid-life refueling overhaul and maintenance availability. The ship will be the seventh Nimitz-class aircraft carrier to undergo its refueling and complex overhaul. Photo courtesy of HII/Ashley Cowan.

A land-level ship construction area features a 130,000 sq. ft. module outfitting facility, and a 74,000 sq. ft. supplemental outfitting facility. The machine shops cover over 300,000 sq. ft. and contain more than 250 machines varying in size from small engraving machines to 42-foot boring mills. The 102,400 sq. ft. sheet metal facilities work metals from #22 gauge to one-quarter thick, and occasionally one-half-inch thick. Equally extensive facilities are included in the plant for working all types of electrical and pipe work, and in 2017, the Joint Manufacturing Assembly Facility opened to support construction of the Gerald R. Ford-class aircraft carrier and Virginia- and Columbia-class submarine programs.

Newport News Shipbuilding's 155,000 sq. ft. foundry is one of the oldest and largest in the United States. It can pour steel up to 100,000 pounds, and can pour alloy steels (including high-strength alloys for submarine hulls), copper nickel, aluminum, brass and other non-ferrous alloys. Supporting the foundry is a 61,235 sq. ft. wood pattern shop. Large, complex patterns from this shop are used to produce castings for military ships.

Plant facilities also include the largest dry dock in the Western Hemisphere, measuring at 2,173-feet long and 250-feet wide. Depth of water over the entrance sill is 32 feet, 7 inches. Removable intermediate gates can be placed in several positions in the dock to allow for both construction and repair work to be performed simultaneously.

With vast facilities, technology and experienced shipbuilders, Newport News Shipbuilding has the capability to handle every aspect of ship repair, from routine maintenance to extensive machinery and hull repairs.

Please visit our website at nns.huntingtongalls.com.

SHIPBUILDING & SHIP REPAIR



QED

■ QED

QED is a nation-wide engineering and technical services firm providing high quality services and support to government and commercial clients since 1969. Our team includes over 750 employees who are dedicated not only to their jobs, but also endeavor to provide our nation's warfighters responsive and cost-effective technical solutions.

QED uses a disciplined engineering and technical approach, established information technology (IT) systems, and highly qualified personnel to develop processes and procedures for cost-effective life cycle support. For over 50 years, our proven approach has made QED a leader in marine engineering, alteration development, installation support, technical documentation, advance and production planning, material management, and information technology. Our emphasis on customer satisfaction, quality management and continuous improvement has earned our company a reputation for excellence and has significantly contributed to the material readiness of Hull, Mechanical, Electrical, Electronic, and combat systems on surface ships, submarines, and shore based commands.



QED promotes and maintains a safe and healthy working environment for all of its employees and partners.

SHIPBUILDING & SHIP REPAIR



Solomon Shipyard.

■ SOLOMON SHIPYARD

Solomon Shipyard is a 13-acre, full service shipyard formally known as ANA and East Coast Repair. Jon Solomon, president of IFPC, purchased the shipyard to expand the capabilities of a 30 year investment in supporting our private, government and military sectors in the ship repair industry. Located in Portsmouth, VA at the mouth of the western branch of the Elizabeth River and directly across from Portsmouth Marine Terminal, the heart of the Offshore Wind Project. Solomon Shipyard is accessible by a 17' channel that is maintained by the Army Core of Engineers and has unobstructed access to the Atlantic Ocean with no air draft. The shipyard provides convenient transit as it is a short distance off Rt. 164, 58 and 264.

Solomon Shipyard specializes in, but is not limited to, preservation, ship repair, fabrication on coastal and harbor vessels and voyage repairs to ocean travelers. Solomon Shipyard's highly trained workforce consists of a full spectrum of welders, shipfitters, electricians, pipefitters, machinists, riggers, steel fabricators and a management team well known and respected throughout the industry.

The yard is outfitted with a metal fabrication shop, specializing in material up to one inch, and is capable of building everything imaginable. The yard is also equipped with a 250-ton travel lift, giving the yard multiple vessel docking capabilities. The yard also features a 250-foot concrete pier equipped with portable water, 480, 220, 120 VAC power, compressed air and is suitable for berthing vessels up to 350-feet.

Please visit www.internationalflooring.com for more information about our other divisions and to meet our fantastic team.

SHIPBUILDING & SHIP REPAIR



■ TÉCNICO CORPORATION

Técnico Corporation is an employee-owned, customer-driven company. Our focus is on providing marine and industrial services to a wide range of clients, including the U.S. government and commercial entities across the globe. Despite being a small business, we possess exceptional capabilities as a marine industrial contractor and are recognized as a leader in the maritime industry for ship repair, maintenance, and modernization. Additionally, we excel in fabrication and scaffolding services.

Founded as a provider of ship repair services to local Master Ship Repair yards in the Hampton Roads area, Técnico has maintained a successful and profitable operation as a small marine industrial company for over three decades. Técnico is headquartered in Chesapeake, adjacent to a U.S. Navy mega-port and major commercial area, perfectly positioned to service and support the needs of all regional shipyards.

From the Pacific to the Atlantic we go where the work is. By maintaining strategic locations, we are ready to provide rapid response and put our abilities to work on-board ships. We operate in ports across the U.S. with facilities/offices along the East and West Coast including Chesapeake, VA; Philadelphia, PA; Mayport, FL; Bremerton, WA; and, San Diego, CA.

In the realm of maritime excellence, Técnico stands as a steadfast ally to an array of distinguished clientele. Our customers encompass ship owners, major U.S. Shipyards, the U.S. Navy, U.S. Coast Guard, Military Sealift Command, Maritime Administration, and commercial shipping organizations. At the core of our mission lies an unyielding commitment to enhancing the secure and effective functionality of our clients' vessels, whether they navigate the seas for commercial, support, or defense objectives. Ensuring the safety and seamless operation of these maritime assets remains our foremost priority, propelling our relentless dedication forward.

As part of our commitment to excellence, we operate under a Quality Management System that complies with ISO 9001:2015 standards. Quality is of paramount importance to us, and we strive to deliver work of the highest caliber. We conduct our business with unwavering integrity and prioritize the safety and well-being of our employees, partners, and customers in all aspects of our operations. Moreover, we have established an accredited Apprenticeship Program, which serves as a crucial initiative to cultivate and foster a skilled workforce, contributing to our overall success.

An essential pillar of our success is our far-reaching global support network, carefully woven with dependable suppliers, accomplished subcontractors, and valuable industry partners. This network empowers us to swiftly and economically address our clients' needs. By fostering seamless cooperation with our industry counterparts and subcontractors, we streamline operations and fulfill a range of objectives. These objectives encompass not only innovative solutions and safe working conditions, but also the pursuit of competitive pricing, expedited lead times, exceptional craftsmanship, and an unwavering commitment to service reliability.

Please visit www.tecnicocorp.com or contact us at 757-545-4013.



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Signal GovCon offers Defense Base Act coverage that leverages the expertise of seasoned underwriting, claims, and safety teams to provide an efficient risk transfer model tailored to U.S. government contractors.



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ADVOCACY THROUGH THE VMA

Since 1920, The Virginia Maritime Association has been “The Voice of Port Industries,” working on behalf of our maritime industries with the Virginia General Assembly, Federal Representatives, as well as Locally Elected officials, to address issues that directly affect businesses related to Virginia’s ports.

Throughout the VMA’s 100 years, the Virginia General Assembly has heard our voice and we have acted to protect the interests of the maritime industries, such as:

- Support and funding for road and rail infrastructure
- Establishing and maintaining incentives and tax preferences
- Obtaining funding for channel deepening and widening
- Obtaining funding for marine terminal new capacity and optimization
- Policy development and new funding supporting offshore wind
- Policy development and new funding supporting international trade growth



GOVERNMENT AGENCIES

■ CENTERS FOR DISEASE CONTROL AND PREVENTION

Division of Global Migration and Quarantine

U.S. Public Health Service

Phone: 718-553-1685 (24-Hour Number). 718-553-1524 (Fax)

Hours of Operation: Monday-Friday 8:00 a.m. - 8:00 p.m.

Saturday, Sunday and Holidays 10:00 a.m. - 6:00 p.m.

Twenty-four hour answering service with inspector on call for emergencies.

QUARANTINE

U.S. Public Health Service (PHS) Foreign Quarantine Regulations (42 CFR Part 71) are administered by the Centers for Disease Control and Prevention (CDC).

As used in these regulations, the term "ill person" means a person who:

- (1) Has a temperature of 100 deg. F. (or 38 deg. C.) or greater, accompanied by a rash, glandular swelling, or jaundice, or which has persisted for more than 48 hours; or
- (2) Has diarrhea, defined as the occurrence in a 24-hour period of three or more loose stools or of a greater than normal (for the person) amount of loose stools.

The reports mentioned should be directed to the quarantine station having jurisdiction serving all international ports in Virginia, District of Columbia, Maryland, and West Virginia.

- Contact information: 703-661-1320 (24-Hour Number). Fax 703-661-5095.
- Hours of Operation: Monday through Friday 8:30 a.m. - 5:00 p.m.
24-Hour answering service with quarantine officer on call for emergencies.
- Postal/Mailing Address: P.O. Box 20081, Washington, D.C. 20041.
- Physical Address: Washington Dulles International Airport,
Terminal C, Mezzanine Level C1-C2, Dulles, Virginia 20166.
- Current Officer-in-Charge

These regulations are as follows:

71.21 – RADIO REPORT OF DEATH OR ILLNESS. The master of a ship destined for a U.S. port shall report immediately to the quarantine station at or nearest the port at which the ship will arrive, the occurrence on board, of any death or any ill person among passengers or crew (including those who have disembarked or have been removed) during the 15-day period preceding the date of expected arrival or during the period since departure from a U.S. port (whichever period of time is shorter).

In addition to the first paragraph of this section, the master of a ship carrying 13 or more passengers must report by radio 24 hours before arrival the number of cases (including zero) of diarrhea in passengers and crew recorded in the ship's medical log during the current

cruise. All cases of diarrhea that occur after the 24-hour report must also be reported not less than four hours before arrival.

71.35 – REPORT OF DEATH OR ILLNESS ON CARRIER DURING STAY IN PORT. The master of any carrier at a U.S. port shall report immediately to the quarantine station at or nearest the port the occurrence, on board, of any death or any ill person among passengers or crew.

71.46 – ISSUANCE OF DERATTING CERTIFICATES AND DERATTING EXEMPTION CERTIFICATES. Valid Deratting Certificates or Deratting Exemption Certificates are not required for ships to enter a U.S. seaport. In accordance with Article 17 of the International Health Regulations, CDC may perform rodent infestation inspections and issue Deratting Certificates and Deratting Exemption Certificates.

Note: CDC or its vendor will, at designated seaports, subject to the availability of a CDC-approved inspector, perform inspections on request and issue certificates to those ships that require them for international itineraries. A user fee is, in a manner consistent with that of most other countries, charged to those receiving and benefiting from the inspections and certificates. The quarantine station having jurisdiction over the port at which an inspection is desired should be contacted to request an inspection.

■ MILITARY SEALIFT COMMAND HEADQUARTERS

471 East C Street
Building SP-48
Norfolk, Virginia 23511-2419
Attn: Public Affairs Office
www.msc.navy.mil

Military Sealift Command (MSC) directs and supports operations for approximately 130 civilian-crewed ships that replenish U.S. Navy ships at sea, conduct specialized missions, preposition combat cargo at sea around the world, perform a variety of support services, and move military equipment and supplies to deployed U.S. forces.

MSC's workforce includes 7,000 civil service and contract mariners, supported by 1,300 shore staff, and 1,000 active and reserve military personnel.

A \$4 billion organization with operations in all 24 time zones, MSC provides services to Navy, Army, Air Force, Marine Corps, U.S. Transportation Command, Missile Defense Agency and other U.S. government agencies.



■ NOAA MARINE OPERATIONS CENTER - ATLANTIC

NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION

439 West York Street
Norfolk, Virginia 23510-1114
Phone: 757-441-6779



NOAA Marine Operations Center - Atlantic (MOC-A) is the headquarters for NOAA's Atlantic fleet and serves as the homeport to the NOAA Ship Thomas Jefferson. MOC-A provides managerial, logistical and operational support to eight other active NOAA ships in the Atlantic including the

Ronald H. Brown and Nancy Foster, homeported in Charleston, South Carolina, the Delaware II and Henry B. Bigelow, homeported in Woods Hole, Massachusetts, the Oregon II, Pisces, and Gordon Gunter, homeported in Pascagoula, Mississippi, and the Okeanos Explorer, homeported in Davisville, Rhode Island.

These Vessels conduct hydrographic surveys, and perform oceanographic and fisheries research that supports the work of the NOAA line offices. MOC-A vessels primarily operate in the North Atlantic Ocean, Gulf of Mexico and the Caribbean Sea. The Ronald H. Brown and Okeanos Explorer operate worldwide.

Coast Survey's Atlantic Hydrographic branch is co-located with MOC-A, and processes hydrographic survey data acquired by NOAA vessels, Government Contracted Hydrographic surveys and Navigation Response teams. This data is then used to compile cartographic revisions to NOAA nautical charts.

■ NATIONAL WEATHER SERVICE

NATIONAL OCEANIC AND ATMOSPHERIC ADMINISTRATION

10009 General Mahone Highway
Wakefield, Virginia 23888
Phone: 757-899-4200 (Wakefield, Virginia) Weather Forecast Office
www.weather.gov/akq



National Oceanic and Atmospheric Administration, National Weather Service.

RESPONSIBILITIES:

- Provides marine forecasts and warnings.
- Provides advisories and warnings of any hurricanes, tropical storms and Nor'easters.
- Operates continuous broadcast marine public radio station 162.55 MHz in Norfolk, Virginia, 162.475 MHz in Richmond, Virginia, 162.40 MHz in Heathsville, Virginia, 162.525 MHz in Accomack, Virginia, and 162.475 MHz in Salisbury, Maryland.
- Issues marine observation forms, instructions and limited instrument inspection service through the Office of the Port of Meteorological Officer (Phone: 757-441-3415, Monday through Friday, 0800-1600).
- Makes periodic visits to authorized weather observing ships.
- Provides information from a forecaster, not covered by automated broadcast or telephone. Dial 757-899-4200.

■ U.S. ARMY CORPS OF ENGINEERS, NORFOLK DISTRICT

803 Front Street
Norfolk, Virginia 23510-1096
Phone: 757-201-7606

RESPONSIBILITIES:

- Administers Federal law regarding protection and preservation of navigable waters.
- Constructs and maintain Federal projects to improve navigable waterways and provide hydrographic surveys and mapping of channels to the maritime community.
- Regulates construction in navigable waters and adjacent wetlands.
- Investigates and recommends to Congress federal water resource improvements including navigation, flood control, major drainage, irrigation, hydroelectric power, water supply, water quality control, hurricane protection, beach erosion control, aquatic plant control, recreation and fish and wildlife conservation and enhancement.
- Supports national defense through a military construction mission, which encompasses roughly the entire state of Virginia except certain areas near Washington, D.C.; includes engineering design, and construction of various projects at some nine military installations as well as Army Reserve Centers throughout the district.
- Plans, designs, and awards family housing projects within the entire Northeastern United States.



Debris Removal.



Dredging Operations.



Crane Island.



Hydrographic Mapping.



Coast Guard Base Support Unit, Portsmouth, Virginia.

■ U.S. COAST GUARD U.S. COAST GUARD COMMANDER, ATLANTIC AREA/ COAST GUARD DEFENSE FORCES EAST/DIRECTOR, DHS JOINT TASK FORCE-EAST

The greater Hampton Roads area has one of the highest concentrations of Coast Guard personnel in the country. There are approximately 2,500 Coast Guard employees working at various units in Hampton Roads.

U.S. Coast Guard Federal Building
431 Crawford Street
Portsmouth, Virginia 23704-5004
Phone: 757-398-6000
<http://www.uscg.mil/lantarea/default.asp>

Hampton Roads is composed of Chesapeake, Hampton, Newport News, Norfolk, Portsmouth, Suffolk, Yorktown, and Virginia Beach. Each of these entities shares one principal bond: their close association to the water and the harbor called Hampton Roads. The Center of Hampton Roads lies about ninety miles southeast of Richmond. To the north are Washington, D.C., 185 miles, Baltimore, Maryland, 210 miles, and New York City, New York, 330 miles. The port is located only 18 miles from the open ocean on one of the world's deepest, natural ice-free harbors. Since 1989, Hampton Roads has been the mid-Atlantic leader in U.S. waterborne foreign commerce and is ranked 2nd nationally behind the Port of South Louisiana based on export tonnage. In addition, this port is the

GOVERNMENT SERVICES & REGULATIONS

U.S. leader in coal exports. The coal loading facilities in Virginia's ports are able to load in excess of 65 million tons annually, giving the port the largest, and most efficient and modern coal loading facilities in the world.

The Atlantic Area commander, a 3-star vice admiral, is the operational commander for all Coast Guard activities in the area of responsibility spanning five Coast Guard districts, more than 14 million square miles, involving 18,600 active duty military and 1,100 civilian full-time employees; 3,700 reserve military part-time employees; and 17,900 civilian auxiliary volunteers. The area commander's staff consists of 160 members who work at 431 Crawford Street, in Portsmouth, Virginia. The staff of active duty, reserve, civilian, and auxiliary members make up a vital link in the operational chain of command between the commandant, the Atlantic Area district commanders, numerous naval commands, and the maritime community.



ATLANTIC AREA RESPONSIBILITIES:

- Plans, coordinates, and directs inter-district operations from the largest Coast Guard center of operations in the world.
- Maintains responsibility for the conduct of Coast Guard operations throughout 2.4 million square miles of land and water that spans 40 states from the Canadian border to the Gulf of Mexico, and west to Wyoming's Grand Teton National Park.
- Orchestrates coastal and maritime defense, drug interdiction, search and rescue, waterway management and ice-breaking efforts, and readiness and mobilization planning.
- Directly controls major Coast Guard vessels and aircraft within its geographic boundaries.
- Atlantic Area headquarters, along with the 450-member Shore Maintenance and Logistics Command in Norfolk, and Base Support Unit, Portsmouth, brings the total force of Coast Guard personnel to 2,500 in Norfolk and Portsmouth.

■ U.S. COAST GUARD FIFTH DISTRICT

- Coordinates operation of subordinate units in Virginia, Maryland, North Carolina, Washington, D.C., Delaware, and parts of New Jersey and Pennsylvania. This includes 27 small boat stations and two air stations, three aids to navigation construction tenders, five buoy tenders, and eleven aids to navigation teams.
- Coordinates search and rescue activities in the Hampton Roads maritime area.
- Maintains aids to navigation, which include the Chesapeake Light Tower, Cape Henry Light, Cape Charles Light, numerous day beacons, lights, buoys and differential GPS.
- Enforces federal laws and treaties in the marine environment relating to marine safety for which the Coast Guard has sole responsibility. Where the Coast Guard shares responsibility with other federal agencies and the Coast Guard's unique facilities are required, the Coast Guard enforces such laws relating to customs and revenue, immigration, quarantine, neutrality, protection of fish and game, and marine and environmental protection.
- Administers Reserve Force Program, which provides trained personnel for active duty in the Coast Guard in times of domestic and national emergencies.
- Issues bridge, private aids to navigation, regatta permits.
- Maintains military readiness program for units and maintains liaison with Navy and other military forces.
- Activates the Regional Response Team III, from Portsmouth, Virginia, for various federal agency experts in the event of a major pollutant discharge into the navigable waters of West Virginia, Maryland, Delaware, Washington, D.C., Pennsylvania, and Virginia. Provides coordinated support for clean-up activities.

PORT SERVICES:

- Administers the Port Safety and Security program through the Sector Virginia Prevention Department to safeguard the Hampton Roads harbor from accidental or intentional harm.



This includes: monitoring and supervising oil transfer and hazardous cargo operations; removing pollutant discharges; conducting harbor patrols; inspection and survey of waterfront facilities; establishing safety and security zones; and controlling vessel movements and anchorages.

- Administers the Coast Guard Auxiliary program and the recreational boating safety program.

■ COMMANDER, U.S. COAST GUARD SHORE INFRASTRUCTURE LOGISTICS COMMAND

Suite 800

300 East Main Street

Norfolk, Virginia 23510-9104

Phone: 757-628-4279

[http://www.uscg.mil/hq/cg4/doc/SILC%20Brochure%20\(2\).pdf](http://www.uscg.mil/hq/cg4/doc/SILC%20Brochure%20(2).pdf)

The Coast Guard Shore Infrastructure Logistics Command located in Norfolk, Virginia, is commanded by a captain, O-6. The command provides maintenance and logistics support to all Atlantic Area Coast Guard commands. The area includes 40 states east of the Rocky Mountains, as well as commands in Puerto Rico, U.S. Virgin Islands, and Europe. Nearly 500 military and civilian personnel are stationed at 300 East Main Street in Norfolk, Virginia, while an additional 3,300 employees are located at 70 subordinate commands. These personnel provide support to all units and their personnel within the Atlantic Area.

■ COMMANDING OFFICER, U.S. COAST GUARD BASE SUPPORT UNIT PORTSMOUTH

4000 Coast Guard Boulevard

Portsmouth, Virginia 23703-2199

Phone: 757-686-4116

The Base Support Unit is the local area's only Coast Guard shore-based facility designed by the Coast Guard for the exclusive use of the Coast Guard. It is the home of eight cutters, one buoy tender, and eight tenant commands. The commanding officer is a captain, O-6.

■ COMMANDER, U.S. COAST GUARD NAVAL ENGINEERING SUPPORT UNIT

4000 Coast Guard Boulevard

Portsmouth, Virginia 23703-2199

Phone: 757-483-8633

The United States Coast Guard Naval Engineering Support Unit, in Portsmouth, Virginia, belongs to the Coast Guard's Fleet Force Logistic Command. The support unit assists in the preventive maintenance of Coast Guard cutters which are above the ability of the local engineering support units.

The support unit has 175 personnel, including the personnel in three detachments. The personnel are able to travel throughout the country to assist other naval engineering support units in order to accomplish larger tasks.

■ COMMANDER, U.S. COAST GUARD SECTOR VIRGINIA

4000 Coast Guard Boulevard
Portsmouth, Virginia 23703-2199
Phone: 757-483-8565

The geographic area of responsibility for Sector Virginia includes the entire Commonwealth of Virginia, with the exception of that portion of the state located in the National Capitol Region, and the Eastern Shore of Maryland.

Sector Virginia is comprised of departments and staffs:

- The prevention department is comprised of the inspections division, investigations division and waterways management division. The inspections division performs inspections and examination of U.S. vessels and facilities, foreign vessels, and shipping containers. The investigations division conducts marine casualty investigations, pollution investigations, and investigates reports of misconduct, negligence, incompetence, drug use, or violation of law or regulation by U.S. merchant mariners. The waterways management division handles bridges, anchorages, dead ship tows, marine event permits, safety zones, hazards to navigation, and aids to navigation. Aids to Navigation Teams Hampton Roads, Chincoteague, and Milford Haven are managed by the waterways management division.
- The response department is comprised of the incident management division and enforcement division. The incident management division oversees all hazard incidents. The Sector Command Center oversees all search and rescue cases. The enforcement division enforces boating safety, security, fisheries, and commercial fishing vessel safety laws, regulations, and treaties. The following units perform the missions of the response department: Stations Portsmouth, Little Creek, Milford Haven, Chincoteague, Wachapreague and Cape Charles; and Cutters *SEAHAWK*, *SAILFISH* and *RAZORBILL*.

PORT SERVICES:

- The logistics department is comprised of the administration and personnel division, finance and supply division, and engineering support division.

GOVERNMENT SERVICES & REGULATIONS

- The Emergency Management and Force Readiness (EMFR) staff is responsible for developing and maintaining all Sector plans for readiness, logistics, emergency preparedness and other community plans concerning domestic emergencies and regional contingencies. A separate branch within this staff oversees the standardization, readiness attainment, and operational training programs for the operational readiness of all sector sub-units as well as the planning and execution of readiness exercises to test and evaluate established plans. This EMFR staff is also responsible for the coordination and oversight of the Area Maritime Security Committee, area committee and its chartered subcommittees/working groups.
- The Sector Command Center is located at the base in Portsmouth and provides a continuously staffed command and control watch that monitors and coordinates all Coast Guard missions. These include search and rescue, aids to navigation, marine safety, marine environmental protection, living marine resources, drug interdiction, ports, waterways and coastal security, law enforcement, and migrant interdiction. The command center is the single point of contact for industry, the public, other agencies, and other Coast Guard units.
- Sector Field Office Eastern Shore has its headquarters and operations center in Chincoteague, Virginia. Its area of responsibility extends from Cape Henlopen, Delaware, to Cobb Island, Virginia. The following units perform the missions of SFO Eastern Shore: Stations Chincoteague, Virginia, and Wachapreague, Virginia, and Aids to Navigation Team Chincoteague.

■ U.S. CUSTOMS AND BORDER PROTECTION (CBP)

101 East Main Street
Norfolk, Virginia 23510
Phone: 757-533-4200

RESPONSIBILITY:

CBP is one of the Department of Homeland Security's largest and most complex components, with a priority mission of keeping terrorists and their weapons out of the U.S. It also has a responsibility for securing and facilitating trade and travel while enforcing hundreds of U.S. regulations. Some of the duties of Customs and Border Protection (CBP) include:

- The assessment and collection of all duties, taxes, and fees on imported merchandise.
- Safeguarding American agriculture by intercepting dangerous pests and plant diseases.
- The interdiction of narcotics and other contraband.
- The enforcement of customs, agriculture and immigration laws.

As a major enforcement organization, the Customs and Border Protection (CBP) engages in combating smuggling and frauds on the revenue and enforces the regulations of numerous other federal agencies at ports of entry along the land and sea borders of the United States.

The threat of terrorists and narco-traffickers using legitimate cargo as a means for smuggling illicit goods into the United States continues. Customs and Border Protection (CBP) strongly encourages ocean carriers and others involved in international trade and transportation to be aware of this problem and to take all possible measures to prevent the use of legitimate international channels for smuggling. The Customs-Trade Partnership Against Terrorism (C-TPAT) is a program developed by Customs and Border Protection (CBP) to help you secure



the international supply chain. Information on C-TPAT and other Customs and Border Protection (CBP) programs can be found at www.cbp.gov.

Customs and Border Protection (CBP) has a nationwide toll free number to report any suspicious situations, 1-800-BE-ALERT.

TONNAGE TAXES: The tax charged reciprocating countries is the same at all United States ports and is as follows: Tax of two cents per net ton, not to exceed in the aggregate 10 cents per net ton in any one year, is imposed at each entry on all vessels which shall be entered in any port of the United States from any foreign port or place in North America, Central America, the West Indies, Bahama Islands, Bermuda Islands, Newfoundland, Greenland, or the coast of South America bordering on the Caribbean Sea above and including the mouth of the Orinoco River. A tax of six cents per ton, not to exceed 30 cents per ton per annum, is imposed at each entry on all vessels, which shall be entered in any port of the United States from any other foreign port, not, however, to include vessels in distress. Vessels arriving from any port for bunkers (including water), sea stores, or ship stores, which transact no other business in port, and depart within 24 hours after arrival, are not required to pay tonnage tax and enter and clear at the Customhouse.

FOREIGN VESSELS: Vessels entering from a foreign port or places where vessels of the United States are not permitted to enter and trade are subject to a regular tax of two or six cents per net ton, a special tax of \$2.00 per net ton plus 50 cents per net ton of light money. Vessels of foreign nations which do not have covering treaties or are not exempted from special taxes or light money are subject to the following:

GOVERNMENT SERVICES & REGULATIONS

Vessels built in the United States are subject to tonnage tax at the applicable two or six cents per net ton, plus 30 cents per net ton special tax and 50 cents per net ton light money.

Vessels not built in the United States are subject to tonnage tax at the applicable two or six cents rate, plus 50 cents per net ton special tax and 50 cents per net ton light money.

ANCHORAGE: Anchorage grounds in Hampton Roads are either public or reserved for Government use. They are under the cognizance of the Captain of the Port, Hampton Roads and no charge is assessed for their use.

Immediately upon the arrival of any vessel from a foreign port or place, or of a foreign vessel from a domestic port, or of a vessel of the United States carrying bonded merchandise or foreign merchandise for which entry has not been made, at any port of place within the law, report the arrival of the vessel at the nearest Customhouse. Within 48 hours after arriving from a foreign port, the master is required to make formal entry of his vessel at the Customhouse.

U.S. Customs and Border Protection (CBP)-User Fees (subject to change):	
Commercial Vessel, over 1000 net tons	\$518.41 not to exceed \$7,064.34 per vessel, per calendar year.
Barge or Bulk Carrier, arriving from Canada or Mexico	\$130.49 not to exceed \$1,540.17 per vessel, per calendar year.
U.S. Customs and Border Protection (CBP)-Tonnage Tax (subject to change):	
Vessels arriving from North America, Central America,	\$0.02 cents the West Indies, the Bahamas Islands, the Bermuda Islands, Newfoundland, Greenland, or the coast of South America bordering on the Caribbean Sea, including the mouth of the Orinoco River per vessel's net tonnage
Vessels arriving from all other foreign ports,	\$0.06 cents including Iceland per vessel's net tonnage
NOTE: Five collections at each rate may be made during the tonnage year which begins on the date of the first entry of the vessel from foreign and expires on the day proceeding that date of the following year. If a vessel arrives with cargo or passengers laden at both a two cent and a six cent port, tonnage tax is assessed at the six cent rate.	
APHIS (Animal and Plant Health Inspection Service) User Fees:	
Commercial vessel, over 100 net tons	\$825.00

Particular emphasis is placed on the fact that all papers which the master has in his possession relating to the vessel's cargo, clearance granted at former ports, vessel's register, or other ship's documents, should be brought ashore in order to facilitate the formal entry of the vessel at the Customhouse. Note that documents presented for review should be the original documents.

Vessels arriving from a foreign port or another U.S. port, must provide a hard copy CBP Form 3171 at least 48 hours prior to arrival for either preliminary or formal entry prior to transacting any type of business or permitting any person on board other than Customs and Border Protection, public health and vessel's agent personnel; however, the Port Director has the authority to waive preliminary entry.

The master, licensed deck officer, or purser may appear in person at the Customhouse to enter the vessel; or the required oaths, related documents, and other papers properly executed by the master or other proper officer may be delivered at the Customhouse by the vessel's agent or other personal representative of the master.

Vessels that have cleared with CBP, departing for either coastwise or foreign, must physically depart the port within 72 hours of the clearance. In the event of a delay, CBP must be notified within the 72-hour window. If the vessel will sail within an additional 72 hours, one extension may be granted by CBP. Extending the clearance does NOT extend the four-day time limit for filing the complete outward manifest (export declarations and bills of lading).

If the vessel, however, will not depart within an additional 72 hours, the clearance must be canceled. The vessel agent must report the reason for cancellation and return the vessel's documents and the first clearance to the CBP Marine Branch. When the vessel is cleared again, the standard clearance procedures are followed.

CBP is responsible for protecting the United States from all foreign plant pests and all animal diseases not known to occur in the United States. Ships are boarded upon arrival, and all produce, meats and dry goods in the ship's storerooms are inspected. If findings warrant, the use of this material is denied while in the territorial waters of the United States. While in port, regulated garbage, when removed, must be transported by an approved cartage firm under compliance agreement in a leak-proof, covered container to an approved facility for incineration or sterilization. Advanced notification is required for the removal of regulated garbage aboard ships. Please notify our office via email at norfolkagriculture@cbp.dhs.gov prior to the removal of regulated garbage and for a current list of CBP/USDA approved cartage firms. The transfer of ship stores also requires the approval and direct supervision of a CBP Agriculture Specialist. Cargo inspected by CBP may require proper pesticide treatment if findings warrant such action.

CBP enforces Section 251 of the Immigration and Nationality Act, as amended, which requires that upon arrival of any vessel or aircraft in the United States from any place outside the United States, it shall be the duty of the owner, agent, consignee, master or commanding officer thereof to present all passengers and members of the crew to a Customs and Border Protection (CBP) Officer for inspection. The vessel or its agent is responsible for giving sufficient advance notification of the impending arrival from foreign ports to enable a Customs and Border Protection (CBP) Officer to be present upon the vessel's arrival.

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The vessel, or its representative, is responsible to ensure that the required documentation is available and presented at the time the inspection is conducted. When it is desired to pay off or discharge an alien crewman, advance authorization must be obtained. Application to pay off or discharge an alien crewman, except an alien lawfully admitted for permanent residence, shall be made by the owner, agent, consignee, charterer, master, or commanding officer of the vessel or aircraft on which the alien crewman arrived to the Customs and Border Protection (CBP) Officer having jurisdiction over the area in which the vessel or aircraft is located at the time of application.

It is also the duty of the master or responsible agent to report to a Customs and Border Protection (CBP) Officer in writing, as soon as discovered, all cases in which any person has illegally landed in the United States from the vessel prior to, or in the case of detainees, after the inspection.

Section 273 of the Act provides that: it shall be unlawful for any person, including any transportation company, or the owner, master, commanding officer, agent, charterer, or consignee of any vessel or aircraft, to bring to the United States from any place outside thereof any alien who does not have an unexpired visa, if a visa was required under this Act or regulations issued thereunder.

If it appears to the satisfaction of the Attorney General that any alien has been so brought, such person, or transportation company, or the master, commanding officer, agent, owner, charterer, or consignee of any such vessel or aircraft, shall pay to the commissioner the sum of \$4,300 for each alien so brought.

No vessel or aircraft shall be granted clearance pending the determination of the liability to the payment of such sums or while such sums remain unpaid, except that clearance may be granted prior to the determination of such question upon the deposit of an amount sufficient surety to secure the payment thereof approved by CBP's National Finance Center.

■ U.S. DEPARTMENT OF AGRICULTURE

The U.S. Department of Agriculture (USDA) provides services for the certification of cargo and can be reached at 757-494-2464, Monday through Friday from 0800-1630.

Among other services, the USDA administers the following programs:

- **ANIMAL AND PLANT HEALTH INSPECTION SERVICE**

"Protecting American Agriculture" is the basic charge of the U.S. Department of Agriculture's (USDA) Animal and Plant Health Inspection Service (APHIS). APHIS provides leadership in ensuring the health and care of animals and plants. The agency improves agricultural productivity and competitiveness and contributes to the national economy and the public health.

- **GRAIN INSPECTION, PACKERS AND STOCKYARDS ADMINISTRATION**

AMS Federal Grain Inspection Service provides inspection services on grains, pulses, oilseeds, and processed and graded commodities. These services facilitate the efficient and effective marketing of U.S. grain and other commodities from farmers to domestic and international end users.

Inspection services are divided into two basic types: “inspection for grade” or “factor analysis” without grade. Inspection for grade involves analyzing the sample according to the quality factors listed in the Official U.S. Standards for Grain and certifying the applicable numeric grade designation, the quality factors responsible for the grade assignment, and any other quality factors the customer requests.

REVIEW INSPECTION SERVICE

Due to inherent sampling and inspection variability, the Federal Grain Inspection Service allows customers to obtain an additional inspection service if certificated results are questionable. From the original inspection service; customers may obtain a reinspection service, an appeal inspection service, and a Board Appeal inspection service.

- The reinspection service is provided by the same inspection laboratory that provided the original inspection service.
- The appeal inspection service is handled at one of the Federal Grain Inspection Service field offices.
- The Board Appeal inspection service, the highest level of inspection service available, is provided by the Board of Appeals and Review in Kansas City, Missouri.

OFFICIAL COMMERCIAL INSPECTION SERVICE

Official commercial inspection services (OCIS) are official services designed mainly for small- to moderately-sized grain elevators and processors, who may find official services too costly or time-consuming.

Like other official services, OCIS provides unbiased information on grain quality by FGIS-licensed or authorized inspectors, using FGIS-approved and check tested equipment. Unlike other services, the commercial service allows applicants to work with FGIS or an official agency to modify sampling and inspection procedures to fit their individual needs. The result: the applicant saves considerable time and money. Official commercial inspection service is a permissive service. Buyers or sellers of grain may use it and/or any other kind of official service. Export grain is not eligible for OCIS.

STOWAGE EXAMINATIONS

FGIS provides stowage examinations that ensure that carriers and containers that hold grain, rice, pulses, and related products are clean, dry, and fit for loading.

A stowage examination is a service performed by official personnel or licensed cooperators who visually inspect an identified carrier or container and determine if the stowage areas are clean; dry; free of infestation, rodents, toxic substances, and foreign odor; and suitable to store or carry bulk or sacked grain, rice, beans, peas, lentils, or processed commodities.

- FGIS Program Directive 9180.48, Stowage Examination Services (pdf).

EXPORTER REGISTRATION

The United States Grain Standards Act (USGSA) requires the registration of all persons engaged in the business of buying, handling, weighing or transporting grain for sale in foreign commerce in excess of 15,000 metric tons in the preceding or current calendar year.

- Export Registration Instructions.
- For more information, interested parties should email AMS, FGIS, QACD at: FGISQACD@ams.usda.gov.

• FOOD SAFETY AND INSPECTION SERVICE

FSIS is the public health agency in the U.S. Department of Agriculture responsible for ensuring that the nation's commercial supply of meat, poultry, and egg products is safe, wholesome, and correctly labeled and packaged, as required by the Federal Meat Inspection Act, the Poultry Products Inspection Act, and the Egg Products Inspection Act. The Import Inspection Division of International Programs has the responsibility of enforcing the provisions of the Meat Inspection Act and Imported Meat Act. Federal Import Inspectors see to it that only federally inspected and properly marked meat food products are inspected to determine that all requirements of this country, as to wholesomeness and labeling, are met and that meat only enters from countries and establishments approved to send such meat products into the United States.

■ U.S. DEPARTMENT OF LABOR

Occupational Safety and Health Administration
Norfolk Area office
Federal Building, Room 614 • 200 Granby Street
Norfolk, Virginia 23510-1811
Phone: 757-441-3820; Fax: 757-441-3594
Office hours: (Monday-Friday) 8:00 am - 4:30 pm (EST)

JURISDICTION:

Federal employees, the United States Postal Service, private sector maritime activities (Shipyard Employment, Marine Terminals, Stevedoring Operations, Longshoring, Marine Construction and related harbor work), and military bases in the Commonwealth of Virginia.

■ U.S. DEPARTMENT OF TRANSPORTATION - MARITIME ADMINISTRATION

Maritime Administration, Atlantic Division
7737 Hampton Boulevard
Bldg. 19, Suite 300
Norfolk, Virginia 23505
Phone: 757-322-5800

RESPONSIBILITY:

The MARAD Division of Atlantic Operations manages the operation, maintenance, and repairs of all MARAD Ready Reserve Force (RRF) and National Defense Reserve Fleet (NDRF) ships home ported on the East Coast; manages the maintenance and repair of all MARAD training ships at State Maritime Academies of the East Coast; reviews subsidized vessel repair expenditures of East Coast ship operators; surveys Title XI projects 510(1) and any other vessel on the U.S. East Coast in which MARAD has an interest.

The Mid-Atlantic Gateway Office is located in Washington DC. and is responsible for the Maritime Industry Promotional Programs and activities with the Department of Defense for deployment plans and liaison with other federal agencies.

■ U.S. NAVY

PORT OPERATIONS, NAVAL STATION NORFOLK

1530 Gilbert Street, Suite 2000

Norfolk, Virginia 23511-2722

Phone: 757-444-0492; Fax: 757-444-3702

Berthing: 757-445-1502

Assistant Port Operations Officer: 757-444-7118

Scheduling Officer: 757-445-1502

Harbor Master: 757-445-4426

RESPONSIBILITY:

- Port Operations Naval Station Norfolk schedules all regional ship movements and assigns berthing to support fleet requirements at Naval Station Norfolk.
- Deconflicts all waterfront fleet maintenance, training and operational events to ensure all regional customer requirements are supported.
- Works directly with Fleet Commanders to ensure the proper priorities are assigned to individual requirements to fully support Fleet Response Plan objectives.
- Works with Fleet and Unit Commanders to provide magnetic silencing services for the Atlantic Fleet and Allied Units.
- Coordinates with service organizations, Federal, State and local authorities; and a myriad of organizations with maritime interests to provide operational requirements for visiting foreign ships.

DEFENSE LOGISTIC AGENCY DLA DISTRIBUTION

Norfolk, Virginia, Intermodal Hub

9248 Virginia Avenue

Norfolk, Virginia 23511

Phone: 757-444-4170 x. 102

DLA Distribution Norfolk, Virginia's Intermodal Hub provides quality ocean container and ship loading services for the Department of Defense (DoD). Although located on Naval Station Norfolk, the Intermodal Hub provides transportation services to all Services and Agencies within DoD.

As a part of the Defense Logistics Agency, the Intermodal Hub is uniquely positioned to stuff military freight into commercial and Government-owned ocean containers for transport by commercial shipping lines calling at the four Hampton Roads commercial terminals. Destinations serviced include Europe, North Atlantic, Southwest Asia, Africa, South Asia, Caribbean, and Central and South Americas. Intermodal Hub also receives import containers from commercial carriers. Import freight is stripped from the container, documented, and forwarded to the final destinations whether local to the Hampton Roads area or across the 50 states using commercial air and surface carriers. Additionally, Intermodal Hub loads Navy ships. Whether a Marine Corp movement, resupply of a Navy logistics ship, or a humanitarian load on a Navy hospital ship, Intermodal Hub is fully equipped with Stevedoring, Crane, Rigger, and Blocking and Bracing personnel to received, load, and stow the freight in “ready for sea” condition. As part of the Defense Transportation System (DTS), the professionals at the Intermodal Hub stand ready to fulfill the transportation requirements of our military forces in war time operations or peacekeeping missions worldwide.

■ VIRGINIA MARINE RESOURCES COMMISSION

STATE OF VIRGINIA BALLAST WATER CONTROL REPORTING

The regulation regarding Ballast Water Control Reports (BWCRs) in Virginia (Virginia Code, §28.2-109, 28.2-110, and 28.2-111, see below) requires submission of BWCRs to the Virginia Marine Resources Commission (VMRC) for every instance that a commercial vessel (300 gross tons or greater) of foreign origin (outside of the U.S. Exclusive Economic Zone) passes through Virginia waters. Regardless of whether ballast water discharge occurs, the BWCR must be filed, effective July 1, 2001. The Virginia Ballast water regulation, signed into law by the Governor on March 19, 2001, is titled Chapter 312.

VMA will facilitate compliance with the BWCR regulations with use of a standard electronic form, to be administered and processed via electronic communication (e-mail). Upon VMA's notification of entry into Virginia waters by a vessel of foreign origin, the operator of or agent of record for that vessel will be notified by email of the BWCR responsibilities and be given the form. Vessels discharging ballast water in Virginia waters must file the BWCR within 72 hours of completion of discharge; those vessels not discharging ballast water in Virginia waters must file the BWCR before leaving the waters of the Commonwealth. Vessels passing through the Chesapeake Bay to and from Baltimore will be required to file a BWCR only once per port call.

Filing of the BWCR with the VMA ensures compliance with Virginia regulations and participation in the Smithsonian Environmental Research Centers voluntary National Ballast Information Clearinghouse program. A filing fee of \$150 will be billed to the applicable party (steamship operator or agent of record), for each BWCR filed. Any operator's failure to file a BWCR or purposeful falsification of a BWCR may result in conviction of a Class 1 misdemeanor, which may be punishable by not more than 12 months in jail or fines not exceeding \$2,500, or a combination of both.

Virginia Code, §28.2-109, 28.2-110, and 28.2-111

Filing requirements; penalty.

- A. The operator, or a ship agent acting on behalf of the operator, of a commercial vessel that enters into Virginia waters shall file a Ballast Water Control Report form with the Virginia Maritime Association as the designated agent of the Commission (i) within seventy-two hours of the completion of the discharge of ballast water if the commercial vessel discharges ballast water into Virginia waters, or (ii) prior to the commercial vessel's departure from Virginia waters if the commercial vessel does not discharge ballast water into Virginia waters. The operator, or ship agent of an operator, shall not be required to file a Ballast Water Control Report form if the commercial vessel's previous port-of-call is located within the United States Exclusive Economic Zone and a ballast water control report was previously filed upon entering the first port-of-call within the United States Exclusive Economic Zone. A Ballast Water Control Report form shall be deemed to have been filed when it is hand delivered to the Virginia Maritime Association, sent by electronic mail or facsimile transmission and received by the Virginia Maritime Association, or sent to the Virginia Maritime Association by registered or certified mail, return receipt requested. The services of the Virginia Maritime Association shall be provided at no cost to the Commission. The fees assessed by the Virginia Maritime Association shall only be that amount necessary to cover the expenses for the reporting services provided to vessel operators and any associated recordkeeping related to the ballast water reporting requirements of this article. If in the judgment of the Commission or the Virginia Maritime Association, the Virginia Maritime Association is unable to satisfactorily perform its responsibilities, the Commission may (i) select another agent, provided proper notice of the change in the designated agent has been given to operators, or (ii) assume responsibility for carrying out the provisions of this section.
- B. For commercial vessels whose point of origin is located outside the United States Exclusive Economic Zone and whose first port-of-call within the United States Exclusive Economic Zone is within Virginia waters, the filing of a copy of the completed form submitted by the operator to the National Ballast Water Information Clearinghouse of the Smithsonian Environmental Research Center with the Virginia Maritime Association shall be deemed compliance with the reporting requirements of this section.
- C. Any operator of a commercial vessel who knowingly fails to file a Ballast Water Control Report form with the Virginia Maritime Association within the applicable time period set forth in subsection A, or who knowingly makes any false statement in a Ballast Water Control Report form submitted to the Virginia Maritime Association, shall be guilty of a Class 1 misdemeanor.

(2001, c. 312; 2002, c. 40; 2010, c. 815)



ADVERTISING

Business Listings and Industry Resources

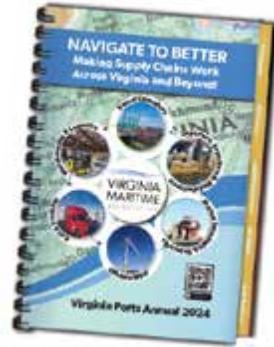
VMA Member Discounts

Current and Useful Statistics

VMA has nearly 500 member companies and a database that reaches roughly 1000 professional contacts and member representatives alone, with a wider reach through distribution by our partners. The demographics include CEOs and industry experts across the supply chain throughout Virginia and beyond.

The Virginia Ports Annual

The Best Resource about Virginia's Port-Related Industries. Advertising spots available on inside covers, tabs, main advertising section, and "Select+" upgrades available to select a specific tab'd section.



Opportunity for your business:

1. The Virginia Ports Annual provides a first look at businesses in and around Virginia. Be the "go-to" for decision-makers within or seeking to join Virginia's maritime supply chain.
2. Being a VMA member gets your company listed in the directory; advertising makes your business stand out.
3. The book is offered in print AND for digital download. This means the information is available 24/7, even when a print copy is not handy. It receives thousands of pageviews online each year and over 1500 copies are printed annually.

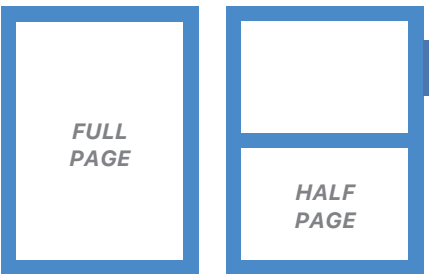
The Ports Annual is used by:

- 1000+ VMA Member Reps
- Trade Mission Groups
- Economic Development Groups
- Expanding Businesses

Virginia's Economic ADVANTAGES

Reserve your spot for the next Virginia Ports Annual.

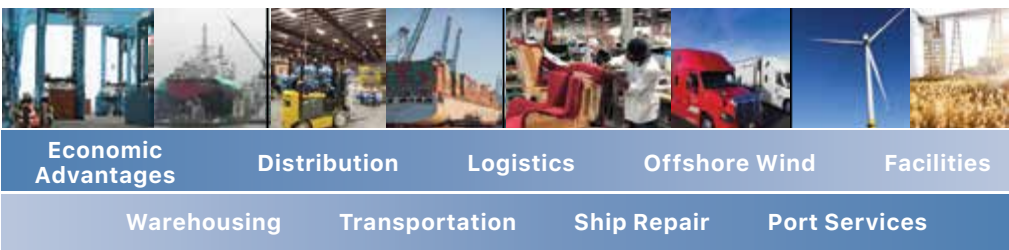
ARTWORK must be submitted to jdeason@vamaritime.com as .ai, .pdf, .jpg, .png, .eps or .gif



VA PORTS ANNUAL ADS

RESERVATIONS DUE 9/29 • ART DUE 10/12

- | | |
|---|--|
| <p>Standard Ads
Color or Black/White
Full: 4.5x7.75 in
Half: 4.5x3.75 in</p> <p>Inside Cover Ads
6x9 in - Front
6.5x9 in - Back
0.5 margins, 0.25 bleed</p> | <p>Color Tab Ads
Front: 6x9 in
0.25 in bleed
0.5 in margins
Back: 5x4 inch
No Bleed</p> <p><i>(All port annual ads must be 300dpi. PDF recommended)</i></p> |
|---|--|



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VIRGINIA'S PORTS ARE GOOD FOR BUSINESS

- **Virginia's Ports Have The Ability To Handle Any Type Of Cargo.**
- **Virginia Is The 2nd Largest Port On The U.S. East Coast (Tonnage) And The 3rd Largest In Container Volume.**
 - ◆ Location: Strategic Mid-Atlantic location with direct open ocean access.
 - ◆ Access: Virginia will remain the deepest port on the U.S. East Coast, deepening its inner harbor channels to 55'. Virginia's unobstructed ports are ice free year-round.
 - ◆ Distribution: Robust interstate system and two Class 1 railroads offer extensive inland access.
 - ◆ Consumers: 118 million consumers can be reached within a day's drive.



- **Workforce Development And Educational Partners.**

- Virginia Career Works (www.virginiacareerworks.com).
- Virginia's Community Colleges (www.vccs.edu/workforce).



- **The Largest Shipbuilding & Repair Complex On The U.S. East Coast.**

- Virginia Ship Repair Association (www.virginiashiprepair.org).



- **Corporate Income Tax Credits Are Available And Port User Incentives Are Offered.**

- ◆ 6% corporate income tax rate reflects business friendly environment.
- ◆ Home to Foreign Trade Zones 20, 137, 185, 204, 207, and 238. Companies can benefit by using special procedures to encourage U.S. activity by reducing, eliminating or delaying duties.
- ◆ Port Partners:
 - Virginia Port Authority (www.portofvirginia.com).
 - Virginia Economic Development Partnership (www.vedp.org).
 - For a full list of Economic Development Alliances and Partners, see pages 196-197 or visit www.vamaritime.com.

VIRGINIA'S ECONOMIC ADVANTAGES

FOREIGN TRADE ZONE SERVICES

There are six Foreign Trade Zones in Virginia: Culpeper #185, Dulles #137, New River Valley Airport #238, Richmond #207, Suffolk #20 and Tri-City Regional Airport #204.

The Virginia Port Authority holds the Grant of Authority of Foreign Trade Zone #20, which primarily serves southeastern Virginia and northeastern North Carolina. This Zone was established through Foreign Trade Zone Board Order #105 on April 15, 1975, beginning with 22.5-acres and today encompassing over 10,000-acres.

An FTZ is a secure area within the United States, in or near a U.S. Customs and Border Protection (USCBP) port of entry, where foreign and domestic merchandise is considered to be outside the country, or at least, outside of U.S. Customs territory. Certain types of merchandise can be imported into a Zone without going through formal Customs entry procedures or paying import duties. Customs duties and excise taxes are due only at the time of transfer from the FTZ for U.S. consumption. If the merchandise never enters the U.S. commerce, then no duties or taxes are paid on those items.

Merchandise admitted into a Zone may be stored, exhibited, repacked/assembled, distributed, sorted, graded, cleaned, processed, tested, labeled, repaired, mixed with foreign or domestic merchandise otherwise manipulated, manufactured, or destroyed.

- Tighter inventory control that may virtually eliminate year-end inventory loss adjustments.
- Deferral, reduction and possible elimination of duties.
- Potential direct delivery benefit reduces hold times at ports of entry.

For more information about Foreign Trade Zones visit the Economic Development Section of the Virginia Port Authority's website www.vedp.org/incentives/foreign-trade-zones-ftzs.

VIRGINIA TAX INCENTIVES AND GRANT FOR PORT USERS

PORT VOLUME INCREASE TAX CREDIT (Code of Virginia Section 58.1-439.12:10)

Tax credit for taxpayers engaged in the manufacturing of goods or the distribution of manufactured goods, agricultural entities, or mineral or gas entities that use public or private port facilities located in Virginia and increase port cargo at these facilities by a minimum of 5% in a single calendar year over their base year cargo volume. The tax credit is \$50 per TEU, unit of RO/RO cargo or 16 tons of noncontainerized cargo. Volume increase requirement waived by the Port of Virginia for a new major facility. There is \$3.2 million available in each calendar year. Generally there is a cap of \$250,000 per tax payer but a company can receive more if there is excess money in the pot or less if the pot is oversubscribed.

VIRGINIA'S ECONOMIC ADVANTAGES

BARGE AND RAIL USAGE TAX CREDIT (Code of Virginia Section 58.1-439.12:09)

Tax credit for usage of barge or rail to move cargo to or from public or private port terminals in Virginia rather than by truck or other motor vehicle on Virginia's highways. (Must be international cargo). The credit is \$25 per TEU, 16 tons of noncontainerized cargo, or unit of RO/RO cargo in excess of the number of containers shipped by barge or rail by the taxpayer during the immediately preceding taxable year. There is \$500,000 available each fiscal year but there is no cap per tax payer.

INTERNATIONAL TRADE FACILITY TAX CREDIT (Code of Virginia Section 58.1-429.12:06)

Tax credit for either creating new jobs or capital investment in an international trade facility as a result of moving 5% more cargo through public or private port terminals in Virginia than in the preceding taxable year. Credit is either (i) \$3,500 per qualified full-time employee or (ii) an amount equal to 2% of qualified capital investment expenses. There is \$1.25 million available for this credit each fiscal year and the amount of the credit allowed cannot exceed 50% of the tax imposed on that company for the taxable year. A company cannot claim the same jobs for this credit, Major Business Facility Job Tax Credit and the POV Grant Program.

PORT OF VIRGINIA ECONOMIC AND INFRASTRUCTURE DEVELOPMENT GRANT PROGRAM (POV GRANT)

The POV Grant incentivizes maritime related companies or companies who import or export cargo through the ports of Virginia to locate or expand in Virginia. Companies must be engaged in one or more of the following: distribution, freight forwarding, freight handling, goods processing, manufacturing, warehousing, crossdocking, transloading, or wholesaling of goods exported and imported through the ports of Virginia; shipbuilding and ship repair; dredging; marine construction; or offshore energy exploration or extraction. Grants are for permanent, full-time job creation. A 25-job threshold must be met from the date of commencement through the first full calendar year of operations or during the first full calendar year after an expansion occurs. The grant program is available through June 30, 2025.

Grant amount is determined as follows:

- \$1,000 per job for 25-49 New, Permanent Full-Time Positions
- \$1,500 per job for 50-74 New, Permanent Full-Time Positions
- \$2,000 per job for 75-99 New, Permanent Full-Time Positions
- \$3,000 per job for 100 or more New, Permanent Full-Time Positions

Visit: operations.portofvirginia.com (Tools menu) for more information about these incentives.

■ VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP - INTERNATIONAL TRADE

PUTTING GLOBAL TRADE TO WORK FOR YOUR BUSINESS!

Our mission is to increase the number of Virginia companies selling overseas and their volume of international business. We assist both new and experienced exporters enter new international markets by identifying new markets, developing market entry strategies and locating distributors and representatives for products or services—all at little to no cost. Virginia businesses interested in increasing international sales benefit from our export development programs, publications, resources, and market research.



GLOBAL RESEARCH:

- 75 consultants worldwide at your service
- In-country market research specific to your product or service
- Gain local knowledge fast

TRADE MISSIONS:

- International business meetings set up on your behalf
- Pre-qualified potential buyers or distributors
- Face-to-face meetings critical to international business

TRADE SHOWS:

- Exhibit products and services at international trade shows
- Network with prospective customers and grow international sales

VALET PROGRAM:

- Award-winning program increases international sales by 54%
- Application based, two-year business acceleration program
- Specialized international resources through our private-sector program partners

GLOBAL DEFENSE PROGRAM:

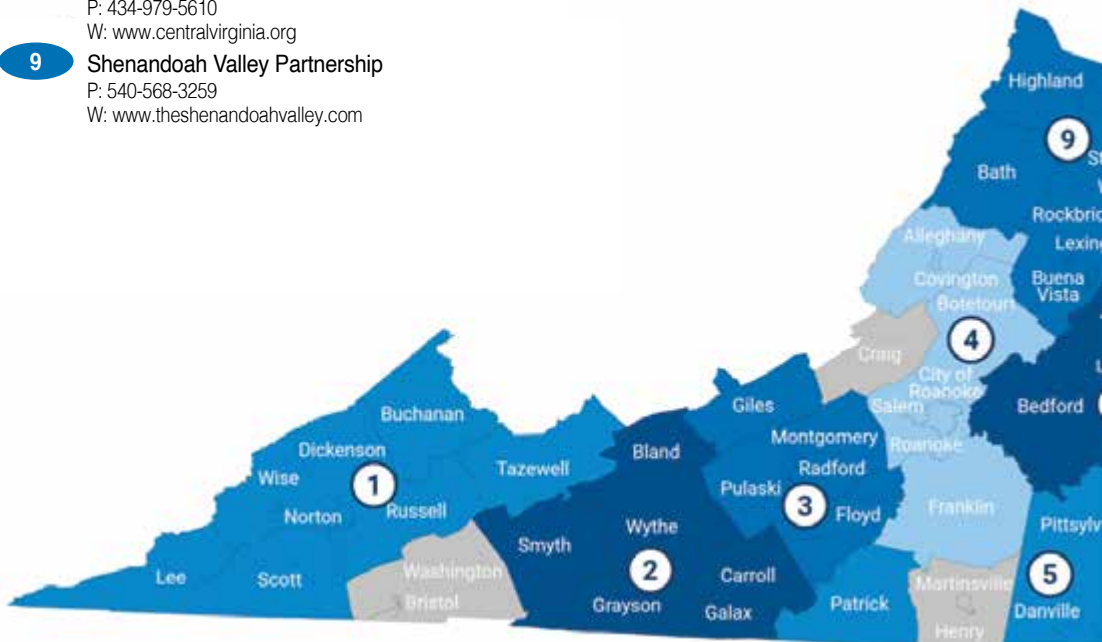
- International revenue streams for defense companies
- Market research, digital marketing, and export compliance
- Attend defense-related trade shows and COCOM events

FOR MORE INFORMATION, VISIT: EXPORTVIRGINIA.ORG.

VIRGINIA'S ECONOMIC ADVANTAGES

REGIONAL ECONOMIC DEVELOPMENT ORGANIZATIONS

- 1 Southwest Virginia's e-Region (Virginia Coalfield EDA)**
P: 276-889-0381
W: www.vceda.us
- 2 Virginia's Industrial Advancement Alliance**
P: 757-560-9298
W: www.viaalliance.org
- 3 Onward New River Valley**
P: 540-267-0007
W: www.onwardnrvalley.org
- 4 Roanoke Regional Partnership**
P: 540-343-1550
W: www.roanoke.org
- 5 Southern Virginia Regional Alliance**
P: 434-766-6707
W: www.svra.org
- 6 Virginia's Growth Alliance**
P: 434-265-2382
W: www.vagrowth.com
- 7 Lynchburg Regional Business Alliance**
P: 434-845-5966
W: www.yeslynchburgregion.org
- 8 Central Virginia Partnership**
P: 434-979-5610
W: www.centralvirginia.org
- 9 Shenandoah Valley Partnership**
P: 540-568-3259
W: www.theshenandoahvalley.com
- 10 Economic Coalition of Northern Shenandoah**
P: 540-665-0973
W: www.yesfrederickva.com
- 11 Northern Virginia Economic Development Alliance**
W: www.novaeda.org
- 12 Fredericksburg Regional Alliance (Fredregion)**
P: 540-361-7373
W: www.fredregion.com
- 13 Northern Neck - Chesapeake Bay Region Partnership**
P: 804-333-1900
W: www.northernneck.us
- 14 Middle Peninsula Alliance**
P: 804-399-8297
W: www.mpava.com
- 15 Greater Richmond Partnership**
P: 804-643-3227
W: www.grpva.com



*Chesterfield County is in the Greater Richmond Partnership and Virginia's Gateway Region

VIRGINIA'S ECONOMIC ADVANTAGES

Links to these and additional resources can be found at vamaritime.com.

16 Virginia's Gateway Region

P: 804-732-8971

W: www.gatewayregion.com

17 Greater Williamsburg Partnership

P: 844-497-2020

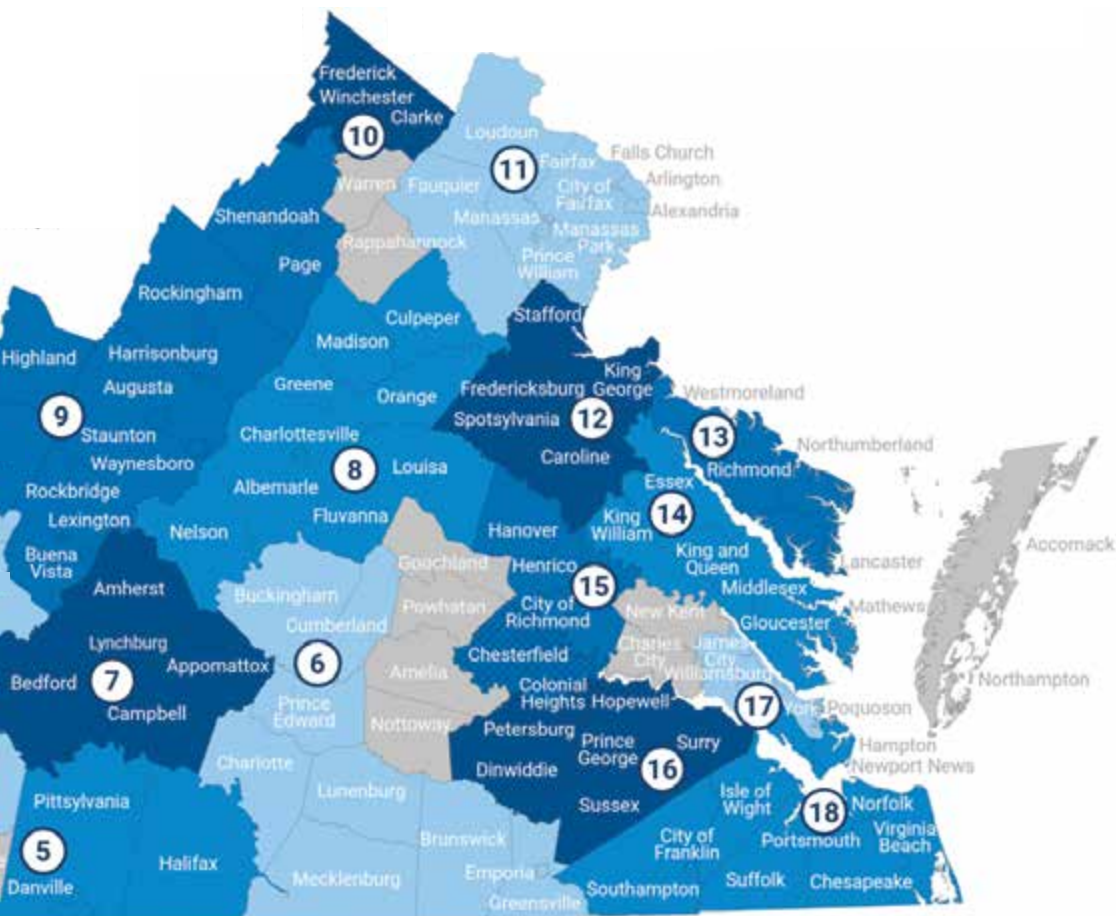
W: www.gwpva.com

18 Hampton Roads Alliance

P: 757-664-2600

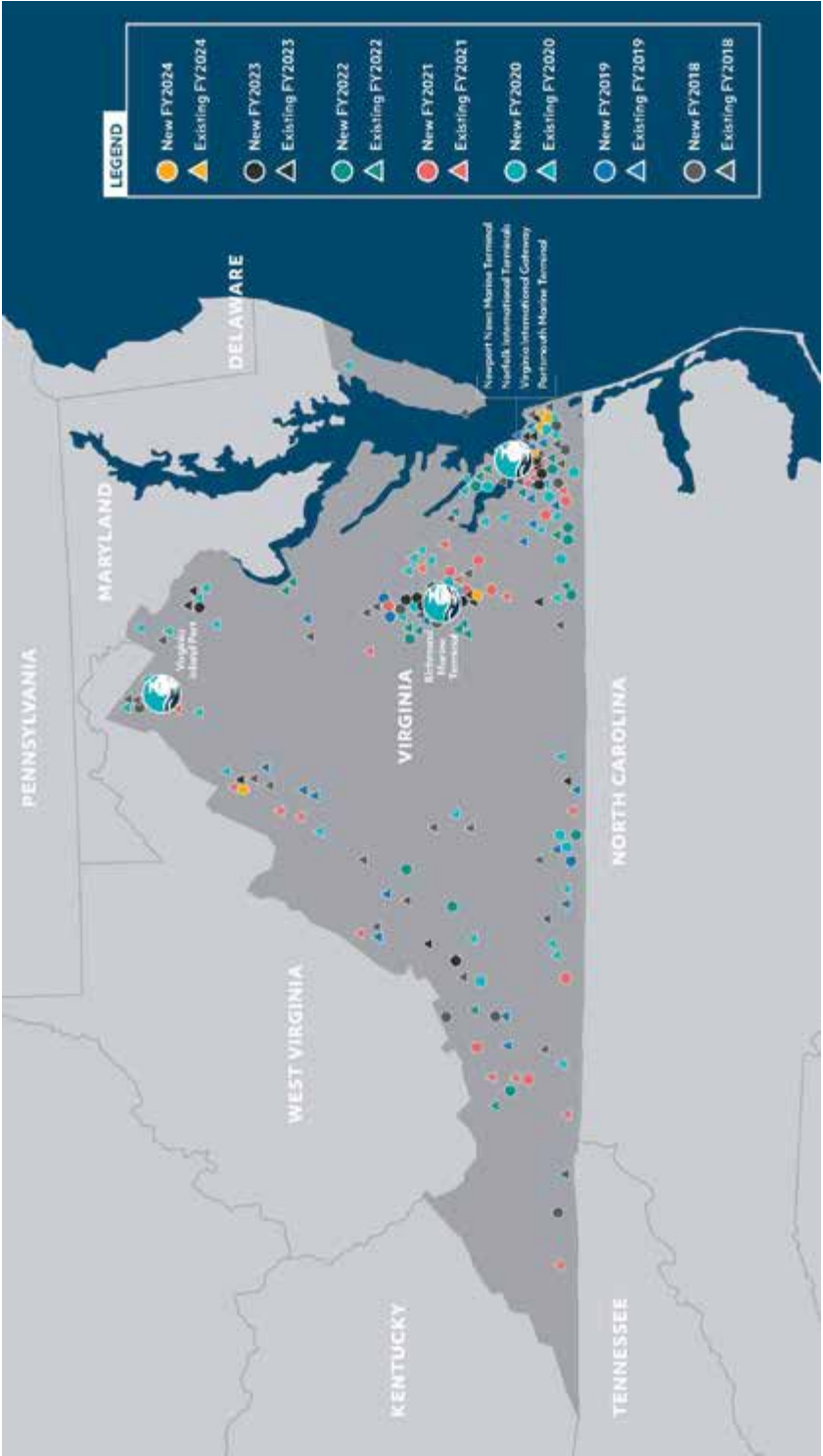
W: www.hamptonroadsalliance.com

No Affiliation



Map courtesy of Virginia Economic Development Partnership.

ECONOMIC DEVELOPMENT IN VIRGINIA



■ REGION 1 – SOUTHWEST VIRGINIA'S E-REGION

Southwest Virginia's e-Region is strategically located in southwestern Virginia, an ideal location to serve markets in the East and Mid-America and the world's marketplace. This area of the Commonwealth is marketed by the Virginia Coalfield Economic Development Authority (VCEDA) as Southwest Virginia's e-Region with a focus on the 'e's – electronic information technology, energy, education, emerging technologies and entrepreneurs.

One of the East Coast's new centers for transitioning industries and emerging specialty manufacturing is strategically located midway between Atlanta-Pittsburgh, Charlotte-Cincinnati, and Richmond-Louisville, and is within a day's drive of more than half of the U.S. population.

Interstates 77, 81, 75, and 26, excellent four-lane arteries (US 19, 23, 58, and 460), rail service from Norfolk Southern and CSX, broadband and 4G wireless enhance the region's accessibility and add to its appeal as a quality location to live and work. Southwest Virginia's e-Region also borders three states (WV, KY, TN) and takes advantage of a mobile workforce used to commuting and proximity to the Tri-Cities TN/VA district with a population of nearly a half million.

An energy-leading and scenic part of the U.S., Southwest Virginia's e-Region covers 3,219 square miles and includes Buchanan, Dickenson, Lee, Russell, Scott, Tazewell, and Wise counties and the City of Norton.

Southwest Virginia's e-Region is marketed by the Virginia Coalfield Economic Development Authority - VCEDA - a regional economic development organization created by Virginia's General Assembly in 1988 to enhance and diversify the economic base of the seven-county, one-city, coal-producing region in southwestern Virginia.

A trendsetter in broadband and 4G wireless access in rural America, Southwest Virginia's e-Region has low costs of doing business, the workforce, tailored training with industry-directed centers of excellence, available buildings up to 285,000 sq. ft., sites up to 800-acres in new technology and business parks, and a way of life that makes employers and their employee families very happy.

To encourage diversification and create new jobs, VCEDA manages unique financing programs funded by taxes paid by the coal and natural gas industries in the region. Financing is based in part upon the number of new jobs created, wage rates, and amount of private investment.

In 2018, VCEDA released the results of a study by Chmura Economics & Analytics which documents the direct, indirect, and induced economic impacts that VCEDA has on Southwest Virginia as well as the state. The report states that in 2018 VCEDA's total impact in the Commonwealth is estimated to be \$7.9 billion supporting 43,753 jobs.

For information:
Virginia Coalfield Economic Development Authority
Email: mail@vceda.us
Phone 276-889-0381
vceda.us
e-Region.org



■ REGION 2 – VIRGINIA'S INDUSTRIAL ADVANCEMENT ALLIANCE

PROMOTING THE I-81- I-77 CROSSROADS

A RICH HISTORY IN FURNITURE, A STRONG FUTURE IN ADVANCED MANUFACTURING

Virginia's I-81-I-77 Crossroads region is composed of five counties and one city in the Southwestern region of the Commonwealth, with one of the leading trucking routes traversing the region. Interstates 81 and 77 intersect in Wythe County, VA and the region is bordered by Tennessee to the West, North Carolina to the South, and West Virginia to the North.

VIAA's strategic East Coast location is the driving force behind the resurgence in manufacturing. With access to three fourths of the U.S. population within a day's truck drive, the region is prime for companies that need quick access to their customer base. In addition to the food and beverage industry, the region's manufacturing base includes automotive-related companies using sophisticated technology to make precision parts for the world's leading automakers, as well as high-tech companies in the plastics, furniture, distribution, and defense industries.



Internationally recognized companies such as ABB, General Dynamics, Pepsi, Mohawk Industries and Utility Trailer have made the region their home. Pepsi Bottling Group, Inc. took advantage of VIAA's I-81/I-77 crossroads location in Wytheville and located a \$65 million bottling facility. Gatorade located its one million sq. ft. bottling facility in Wytheville's Progress Park. Right next door is Amcor PET Packaging, an Australian-based company that produces millions of plastic bottles for Gatorade and Propel branded sports drinks.

Automotive companies in the region include Somic America, Inc., located in the 1,200-acre Progress Park in Wytheville, Virginia. A merger between Wytheville Technologies, Inc. and Brewer Automotive Components, Inc., Somic America supplies components to North American automakers, including Toyota and Subaru. Atsumi Car Equipment, maker of automotive wheel components, also operates in Progress Park. Other automotive-related businesses include ZF-TRW Automotive, a well-known manufacturer of rack and pinion steering systems as well as Utility Trailer. Recognized as the "first name in trailers" throughout North America, Utility operates two manufacturing locations in the region.

If your company is looking for an area to locate new facilities, there are a plethora of opportunities in the region. Multiple publicly owned industrial parks are available that are equipped with shovel ready sites, an abundance of power and natural gas capacity, interstate access, and rail service. Our low cost of living and low tax environment combined with low energy and utility rates provide an operational benefit to our industry partners. Learn more at www.i81-i77crossroads.com.

We Build it Better in the Crossroads. Join US. Build Here!

For information:
Joshua Lewis, Executive Director
viaalliance.org

■ REGION 3 – ONWARD NEW RIVER VALLEY

Virginia's New River Valley is an eclectic mix of interconnected small towns that each offer their own unique vibe and appeal. With direct access to I-81 and I-77, the region is also strategically located and within a day's drive to half of the U.S. population.

The region is made up of 4 counties (Floyd, Giles, Montgomery, and Pulaski) and 1 city (Radford), which encompass 10 towns. Nestled between the Blue Ridge and Allegheny Mountains, this beautiful region is charming and welcoming.

Virginia's New River Valley provides an abundance of cultural and social offerings due to the presence of three world-class higher education institutions (Virginia Tech, Radford University, and New River Community College), while retaining the charm and benefits of small town living. The NRV is home to a diverse and innovative business community with companies that range from high-tech startups to foreign-based corporations to specialty agribusiness. These organizations benefit from the collaborative spirit of our region and a loyal, highly-skilled, and educated workforce. The scenic beauty of the region also fosters a deep connection to nature, which is deepened by access to outdoor recreation and the preservation of our natural environment. It's clear why Virginia's New River Valley is "A Natural Fit."



Learn more at www.onwardnrvalley.org.

ONWARD NEW RIVER VALLEY

2020 Kraft Drive
Suite 2000
Blacksburg, VA 24060
Toll free: 800-678-1734
Phone: 540-267-0007
info@onwardnrvalley.org

Katie Boswell
Executive Director
katie@onwardnrvalley.org
540-267-0007

■ REGION 4 – ROANOKE REGIONAL PARTNERSHIP

You may not know this, but the Roanoke Region is home to the single largest shipper of containers through the Port of Virginia.

That's right. Coastal communities aren't the only Virginia localities using this great asset. So what can the Roanoke Region do for you?

Situated in the beautiful Blue Ridge and Allegheny Mountains, the Roanoke Region is the largest metropolitan area in Western Virginia with more than 330,000 residents.

Located along Interstates 81 and 64, the region is equidistant from New York and Atlanta; 230 miles southwest of Washington, D.C., and 250 miles west of the Port of Virginia. Mack Trucks, Revlon, Orvis, WestRock, and other companies that must get their products to market are located here because of fast and cost-efficient shipping to two-thirds of the U.S. population within a day's truck drive.

The region offers strong advantages to manufacturers that go beyond location and market access. A higher percentage of the Roanoke labor force is employed in manufacturing than the state of Virginia, or the nation overall. Virginia Western Community College offers Siemens-certified training in Mechatronics and industrial automation that is crucial to any modern American manufacturer. Roanoke's manufacturing sector and talent is diverse with transportation, electrical equipment, food, beverage, print, packaging, and other advanced manufacturing sectors represented.

The region offers cost advantages for living and doing business including all utilities at competitive prices. The cost of living is around 8 percent below the national average (C2ER) and the cost of doing business also is 12 percent below Moody's national average.

Strong workforce and controlled costs are two important reasons the Roanoke Region is attracting so much attention. Recently, Italy's Eldor Corporation, New Belgium Brewing, and Munters opened large, state-of-the-art facilities and are Port of Virginia customers.

The strong manufacturing base complements a vibrant technology community. The Roanoke Innovation Corridor includes the Frailin Biomedical Research Institute at Virginia Tech Carilion which is doubling in size and adding 250 life science researchers. A regional broadband backbone has increased capacity and reliability for enterprise-level clients.

And you'll find plenty to do! Roanoke offers a unique level of access to outdoor amenities. Located along both the Blue Ridge Parkway and Appalachian Trail and with more than 100 miles of paved, and natural surface trails, opportunities to play are abundant and right in your backyard. Water sports, biking, hiking, camping, hunting, or fishing... it's right here in the Roanoke Region.

From business quality to quality of life, the Roanoke Region is where you want to be.

See for yourself at roanoke.org.



**ROANOKE
REGIONAL
PARTNERSHIP**

■ REGION 5 – SOUTHERN VIRGINIA REGIONAL ALLIANCE

A region built on manufacturing, Southern Virginia offers easy access to over 60% of the US population and over two-thirds of the US industrial base within one day's drive. Our region offers numerous shovel-ready sites as well as a multitude of available existing industrial buildings. The region is also developing a diverse array of properties ranging from less than 100-acres to a megasite of over 3,500-acres.

Southern Virginia is home to a variety of advanced workforce training facilities dedicated to helping our industries train highly skilled and technologically advanced employees. These facilities train workers in fields such as precision machining, performance film manufacturing, welding, and information technology. Over \$40 million has been invested in a precision machining workforce pipeline.

The 5 sites below are well above 100-acres with various options that are highly suitable to large industrial projects. The Megasite is the ideal location for a Tier 1 OEM or supplier with 37 additional sites ranging from 5-96-acres near airports, in cyber and technology parks, near various suppliers and with infrastructure to support a range of issues inclusive of rail, natural gas, terabyte broadband speed and of course excellent electrical utilities at favorable prices.

- Southern Virginia Megasite at Berry Hill, a certified Tier 4 site www.sovamegasite.org
- Southern Virginia Multimodal Park
- Cane Creek Centre, a certified Tier 4 site
- Coleman Site
- Southern Virginia Technology Park

SOUTHERN VIRGINIA OFFERS:

- Reliable and affordable electricity and high speed broadband in all industrial parks
- Access to state-of-the-art workforce training facilities
- Research & Development facilities focused on numerous industry sectors
- Abundant water and sewer capacity
- Four-lane divided highway access to six major interstates
- Rail service and easy access to international airports and the Port of Virginia
- Building costs in Southern Virginia are 20% below the national average and affordable cost of living

For more information, visit www.svra.org.

**Linda Hutson Green, Director of Economic Development
150 Slayton Avenue, Suite 114, Danville, Virginia 24540**



■ REGION 6 – VIRGINIA'S GROWTH ALLIANCE

In the case of site location, sometimes you can have it all. Virginia's Growth Alliance economic development region boasts an ideal combination of transportation access, proximity to metropolitan areas, and low operating costs. So, it's no wonder the region is home to companies like Microsoft, Hewlett Packard, Georgia-Pacific, and Boar's Head Provisions.

When companies need to be close to Washington, D.C. or the Hampton Roads area but outside of the blast zone, they are looking to VGA. Broadband supplied over Mid-Atlantic Broadband's 2,000+ mile, 400+ gigabit-per-second backbone network provides these companies with the infrastructure they need for data-intensive operations at lightning fast speeds.

Centrally located on the U.S. East Coast, VGA is midway between the Richmond/Raleigh/Durham metropolitan areas, a short two hours from the Port of Virginia (Hampton Roads), and just a bit further to Washington, D.C.. Interstates and highways provide convenient one-day access to most East Coast and Midwest markets and two-thirds of the U.S. industrial base. Complement the highways with VGA's system of railroads, airports and seaports, and you can reach every market efficiently.



VGA's Mid-Atlantic Advanced Manufacturing Center is the only megasite in Virginia, North Carolina or Maryland certified by McCallum Sweeney Consulting. No other industrial site can combine this certification with Virginia's superlative, award-winning business climate. The 1,600-acre megasite offers a central position along the eastern seaboard of the U.S. And, with I-95 frontage and convenient access to I-85, CSX main line rail access, and a direct route to Virginia ports, the site provides easy access to both national and international markets via road, rail, and sea.

The VGA region has a number of other industrial and business sites available to meet a wide variety of needs – from data centers to heavy industry. The history of manufacturing in the region provides a steady stream of workers accustomed to shift work, and the region's skilled workforce has access to multiple advanced training programs.

Wages in the region are lower than average, and new and expanding companies may be eligible for a number of incentives at the local, regional, and state levels. Since Virginia's Growth Alliance is situated within the Tobacco Indemnification and Revitalization footprint, companies may also be eligible for Tobacco Commission incentives.

The Commonwealth of Virginia has repeatedly been recognized by well-respected sources such as Forbes, Pollina Corporate Real Estate, and CNBC as a top state for business. In fact, Virginia was ranked by Forbes as the nation's top state for business for four consecutive years. The Commonwealth's corporate income taxes are one of the nation's lowest, and they have not changed in over 40 years.

VGA has a reputation as a region that is easy to work with, has streamlined permit processes, and can get things done. This is one region that should be on any site locator's short list.

For additional information, please visit the region's website at vagrowth.com, or call Jeff Reed at 434-265-2382.

■ REGION 7 – LYNCHBURG REGIONAL BUSINESS ALLIANCE

The Lynchburg Virginia MSA has proven to be an ideal location for manufacturers, distribution centers, and service businesses with a national or global reach. Situated in the center of the eastern seaboard, the Lynchburg Region offers convenient proximity to some of the nation's most important markets. In a single day's drive every major metropolitan area on the East coast between New York and Atlanta can be reached. Other major destinations, such as Chicago, New England, and the Canadian border, are just a few hours beyond.

The vitality of the Lynchburg Region is evident in the mix of businesses that are already flourishing in the area and in the array of internationally known names that have chosen to locate here. The diversity makes for a healthy, stable economy and a productive environment for the growth of your business.

Currently, our region is outpacing other areas in the development of technology infrastructure. Technology will continue to reshape the business landscape in fields such as medicine, manufacturing, energy, and business services. Showcasing our technology assets will be critical for maximizing industry recruitment efforts.

Our low cost of living, higher education sector, and unique blend of recreational opportunities attract and retain a talented workforce growing key regional industries such as advanced manufacturing and healthcare. Our region has an abundance of education and training partners with tools that elevate our workforce. Quality apprenticeship programs continue to expand beyond the traditional trade models to other sectors such as IT, energy, and engineering. Our successes in these areas are bolstered by Lynchburg's designation as a TechHire Community. The TechHire initiative aims to equip individuals with the technical skills they need to meet employer demand quickly and efficiently. TechHire combines both traditional and non-traditional educational channels and training modules that provide students with valuable skills in months instead of years.

Our glass is overflowing literally and figuratively. Our proximity to water makes our region an optimal location for food and beverage industry attraction with more than 25mgd in excess water capacity. The abundance of water and trained workforce in our region puts us ahead of the competition.

Combining these regional assets creates a thriving business environment that will continue to offer growth opportunities for existing business and serve as an attractive place for industry re-location, expansion, and start-ups.

Virginia's Lynchburg region is a remarkable example of public-private cooperation, covering 2,000 square miles in the heart of Virginia. Resource-rich with a committed reputation to business growth and success.

**For more information, call Megan Lucas at 434-847-1447
or visit YesLynchburgRegion.org.**



**LYNCHBURG REGIONAL
BUSINESS ALLIANCE**
— Chamber and Economic Development —

■ REGION 8 – CENTRAL VIRGINIA PARTNERSHIP FOR ECONOMIC DEVELOPMENT

Central Virginia is powered by the vision and passion of entrepreneurs, the strength of top-ranked University of Virginia, and a first-rate location. With a well-educated workforce and room for growth and expansion, Central Virginia is an ideal place to locate or expand businesses.

STRATEGIC LOCATION: Bordered on the west by the Blue Ridge Mountains, the region consists of the City of Charlottesville and the Counties of Albemarle, Culpeper, Fluvanna, Greene, Louisa, Madison, Nelson, and Orange. Within a state renowned for its advantageous pro-business climate, Central Virginia offers easy access to Washington, D.C., Philadelphia, New York and other points along the Mid-Atlantic corridor, and I-64 provides excellent connectivity to I-81 and I-95. More than 50 daily passenger flights are offered at Charlottesville Albemarle Airport (CHO).



ROOM TO GROW: With plenty of room for companies to grow, the region offers a great variety of greenfield development opportunities, incubator and lab space, and downtown offices. Existing buildings in established industrial parks are ready for new tenants, and large assemblages of land are available for development. The University of Virginia's two dynamic Research Parks serve as a catalyst for the creation and enhancement of research and business collaboration in beautiful "corporate communities."

VIBRANT BUSINESSES: The Central Virginia region is very attractive for business and financial services companies including LexisNexis, S&P Global Market Intelligence, and CFA Institute, and for information technology companies such as Equinix, Intelligent Platforms, and WillowTree. The National Ground Intelligence Center and the Defense Intelligence Agency anchor a robust defense sector which includes Aerojet Rocketdyne, Booz Allen Hamilton, CACI, and Battelle. The region's beauty compliments award-winning agribusinesses including Devil's Backbone Brewery, Early Mountain Vineyard, Battlefield Farms, Bright Farms, and Carter Mountain Orchard. Successful advanced manufacturers have found a home here including Continental, Euro-Composites, Klockner Pentaplast, Northrop Grumman, Ashbury International, TE Connectivity, RIDGID, California Sidecar, and MicroAire.

INTELLECTUAL FIREPOWER: Central Virginia workers comprise a labor pool of 175,000 well educated and motivated workers, a number projected to grow 8% by 2027. The region's skilled and diverse workforce provides businesses with a significant competitive advantage. Central Virginia businesses also benefit from the outstanding programs of Germanna Community College and Piedmont Virginia Community College. Both colleges are actively engaged in workforce development and successfully partner with regional businesses to customize training.

INCOMPARABLE QUALITY OF LIFE: Central Virginia offers recreation, culture, world-class health care, unspoiled natural beauty and livable, safe communities.

Contact: To find out more about Central Virginia, please contact Helen Cauthen at hcauthen@centralvirginia.org or 434-979-5610 ext. 100.

■ REGION 9 – SHENANDOAH VALLEY PARTNERSHIP

Located along the I-81 Corridor, Virginia's iconic Shenandoah Valley positions businesses to access competitive markets nationally and internationally. Home to successful, long-standing companies, contagious entrepreneurial spirit, and complete workforce solutions, the Shenandoah Valley was rated by Colliers International as one of the "10 Emerging U.S. Industrial Markets to Watch in 2021." This diverse region boasts a strong manufacturing base and vibrant technology sector that includes innovations in agriculture, information technology, healthcare and advanced manufacturing. The Shenandoah Valley's diverse region supports a stable economy where companies thrive and grow. The region has a population of 376,632 including the Harrisonburg and Staunton metropolitan areas.



With major railroads, three Interstate highways, access to The Port of Virginia via the Virginia Inland Port, as well as the Shenandoah Valley Airport providing local convenience with global connections, this region is a major transportation corridor. Local businesses cite this well-connected transportation system, lower labor costs, and a trained and dedicated workforce among the many reasons to do business in the Shenandoah Valley. In the past 12 months, Shenandoah Valley companies have invested \$46 million and announced the creation of 319 jobs in the region. These investments include growing companies in manufacturing, agribusiness, and technology including: Bowman Andros, Farmer Focus, and Commonwealth Crush.

The Shenandoah Valley Partnership (SVP) serves as the region's economic development organization that continues to lead the growth and progress of economic development activity in the Shenandoah Valley. The SVP promotes the region's economic prosperity through capital investments and job creation by working collaboratively with 12 localities and over 130 private-sector investors. Through regional cooperation, the SVP brings together business, government, education leaders, and statewide partners to improve the region's prosperity and quality of life. Communities represented in the SVP region include the counties of Augusta, Bath, Highland, Page, Rockbridge, Rockingham, and Shenandoah, and the cities of Buena Vista, Harrisonburg, Lexington, Staunton, and Waynesboro.

**Ready to explore investing in this region we're proud to call home?
Learn more at theshenandoahvalley.com.**

Contact:

Jay A. Langston, Ph.D, Executive Director

Shenandoah Valley Partnership

P.O. Box 2241

Harrisonburg, Virginia 22801

540-568-3259

theshenandoahvalley.com

shenandoahvalleyliving.com

JLangston@theshenandoahvalley.com

■ REGION 10 – ECONOMIC COALITION OF THE NORTHERN SHENANDOAH VALLEY

Frederick County, Clarke County, and the City of Winchester welcome companies to the Northern Shenandoah Valley (NSV), a growing community of more than 130,000 and the northernmost region in the Commonwealth. A central East Coast location just 90 minutes from Washington, D.C., an award-winning, regional healthcare system, and outstanding public and private education offerings create a community that residents and businesses proudly call home.

Globally recognized companies like Amazon, Continental, Kraft Heinz, Home Depot, Navy Federal Credit Union, Rubbermaid Commercial Products, Thermo Fisher Scientific, Trelleborg Marine Systems, and Trex® are located here. Lively downtowns in Winchester and Clarke County feature homegrown businesses, boutique retailers, and eclectic restaurants, while farms and agribusinesses, small and large-scale manufacturers, logistics, and back-end support operations fill their surrounds.



Interstates 81 and 66 and four-lane, divided highways, Rt. 522, Rt. 50, and Rt. 7, allow businesses and residents to move in and out of the community quickly and efficiently. Winchester Regional Airport, OmniTrax rail, and proximity to the Virginia Inland Port provide additional transportation flexibility. Dulles International Airport is a mere 40 minutes away, and BWI and DCA are accessible in less than two hours.

The NSV region draws from a skilled workforce of more than 345,000 within a 45-minute drive-time, including 10 counties in Virginia, Maryland, Pennsylvania, and West Virginia. More than 90% are high school graduates; 41% hold an associate degree or higher. Fast-track training, two-year, four-year, and post-graduate study are available locally via award-winning higher education providers Laurel Ridge Community College and Shenandoah University.

We would love to share our community with you, a place where you will love to live and work. Please reach out to us to learn more and schedule a visit.

Economic Coalition of the Northern Shenandoah Valley
Frederick County Economic Development Authority | [YesFrederickVA.com](https://www.yesfrederickva.com)
Winchester Economic Development Authority | [DevelopWinchesterVA.com](https://www.developwinchesterva.com)
Clarke County Economic Development | [YesClarkeCounty.com](https://www.yesclarkecounty.com)

■ REGION 11 – NORTHERN VIRGINIA ECONOMIC DEVELOPMENT ALLIANCE

Innovation. It's what drives business in Northern Virginia. It's the home of corporate headquarters for top companies like Amazon, Volkswagen, Raytheon and others. It's where government research agencies and contractors lead the latest developments into ventures ranging from cybersecurity to clean/green tech. And after all, it's the crossroads of more than 70% of the globe's internet traffic. From tech talent to global industry, in Northern Virginia, innovation lives here.

Ten jurisdictions have now aligned to promote Northern Virginia as the best place to do business with the Northern Virginia Economic Development Alliance (NOVA EDA), showcasing the breadth and variety of the region's economic strengths for companies from around the globe. Northern Virginia is the most densely populated region in the Commonwealth and includes five counties (Arlington, Fairfax, Fauquier, Loudoun and Prince William) and five independent cities (Alexandria, Fairfax, Falls Church, Manassas, and Manassas Park). Home to not just the federal government but also more than 100 U.S. and global corporate headquarters, Northern Virginia has also emerged as the hub of cutting-edge intelligence technology, serving as a fertile ground for the growing cybersecurity industry.

Innovation lives here

What sets the region apart the most is its status as one of the nation's top producers of tech talent. The D.C. metro is the country's most educated region, and it produces more computer science graduates than any other metropolitan area. The combination of talent available in the metro, with additional tech talent production from Virginia's world-class higher education system, ensures NOVA will maintain and enhance its edge with access to the best and brightest. Northern Virginia also celebrates being one of the nation's most racially, ethnically and internationally diverse regions. Women are twice as likely, and African Americans five times as likely, to work in the technology sector in NOVA than in Silicon Valley; and our communities are ranked among the most LGBTQ-friendly nationwide. NOVA offers something for everyone: some of the country's most interesting cultural and historical sites, vibrant arts organizations, sports teams in all major leagues, and a dynamic food and wine scene.

Northern Virginia is a major center for U.S. and foreign commerce that delivers a diverse, top-ranked workforce coupled with an integrated transportation network that facilitates continued business growth and access to global markets. Our communities offer a lifestyle ranging from urban convenience to small town charm, but one thing all have in common is a commitment to innovation.

Learn more about the Northern Virginia Economic Development Alliance at novaeda.org and see why innovation lives here.

■ REGION 12 – FREDERICKSBURG REGIONAL ALLIANCE

The Fredericksburg Region is ideally located for accessibility to major cities and markets along the East Coast and in the Midwest. In the Fredericksburg Region, we're committed to ensuring long-term profit for the businesses that call our region home. The secret is our pro-business approach, and lower costs for land, facilities, and labor which add to your bottom line. It's all supported by a public and private economic development partnership called the Fredericksburg Regional Alliance. Learn more about our dynamic region, consisting of the City of Fredericksburg and the Counties of Caroline, King George, Spotsylvania, and Stafford.

COMPETITIVE

- The 1,400 square mile region is strategically located just 35-miles south of the nation's capital and 35-miles north of Richmond, capital of Virginia.
- Over 47-miles of Interstate-95 serve the region, carrying 120,000 cars per day.
- Excellent rail service is easily accessible, including Virginia Railway Express's commuter service and Amtrak. CSX Railroad provides the region with a wide range of reliable and efficient shipping options.
- Washington Dulles International, Washington Reagan National, and Richmond International Airports are within one hour of the region, and are served by 60 commercial airlines providing 815 flights per day.
- The Stafford Regional Airport offers Foreign Trade Zone capability, and will serve as a reliever airport to Washington Dulles International and Washington Reagan National Airports.



- Nationally recognized higher education institutions and quality of life.
- Defined high-growth clusters in cyber security, advanced manufacturing and logistics.
- Highly educated, well-trained workforce.
- Competitive local tax rates and numerous business advantages.
- City of Fredericksburg and the Counties of Caroline, King George, Spotsylvania and Stafford.

For more information visit: fredregion.com.

■ REGION 13 – NORTHERN NECK CHESAPEAKE BAY REGION PARTNERSHIP

The Northern Neck Chesapeake Bay Region Partnership includes the Counties of Lancaster, Richmond, Westmoreland, and Northumberland. Originally settled in the mid-1640s, the area has retained and grown key agricultural, seafood and forestry industries, which have expanded to embrace new technologies such as hydroponics, and growing oysters from seed. Major local industrial sites include a food-grade fish oil refinery, seafood processing and oyster hatchery, sawmills and planer mills. The last twenty years has seen the emergence of small-scale high-tech facilities, whose activities include manufacturing cement pools and building trusses, assembling trailers, and rapid prototyping and precision machining. The United States Naval Surface Warfare Center Dahlgren Division is located nearby, which benefits high-tech companies located in HUBZone regions. Lancaster County is a qualified HUBZone and Richmond and Northumberland Counties will retain HUBZone eligibility until June 2023. Additionally, the Northern Neck participates in the Virginia Enterprise Zones program, which offers qualifying businesses a package of state and local incentives in the form of tax relief and grants, local regulatory flexibility, and local infrastructure development. The Northern Neck has over 13,000-acres designated as enterprise zones.



The population of the entire region totals just over 50,000. Six incorporated towns are located within the four counties. Rappahannock Community College has two campuses in the area, and the College's Workforce Development component offers staff trainings to local businesses. University of Mary Washington hosts a Small Business Development Center which delivers business counseling and training classes. The largest argument for locating a business in the region, which is referred to as the Northern Neck Heritage Area, is the high quality of life, given the natural beauty and historic setting with small downtown areas that dot this peninsula between the Potomac and Rappahannock Rivers. Environmental beauty, a low-key lifestyle, little traffic and low tax rates underscore the benefits of business location in the Northern Neck.

For more information on the Northern Neck Chesapeake Bay Region Partnership and its member-localities, visit northernneck.us, or call 804-333-1900 ext. 22.

■ REGION 14 – MIDDLE PENINSULA ALLIANCE



VIRGINIA'S MIDDLE PENINSULA

REGIONAL ACCESSIBILITY TO RURAL STRENGTHS:

The heart of Virginia's blue/green economy, Virginia's Middle Peninsula region encompasses approximately 1,388 square miles in the east central Tidewater area of Virginia, easily accessible to serve the Ports of Virginia. It includes nine localities: the Counties of Essex, Gloucester, King and Queen, King William, Mathews, and Middlesex, and the Towns of Tappahannock, Urbanna, and West Point. Uncongested transportation access provides cost-effective options to the major markets of Hampton Roads, Richmond and Northern Virginia.

DIVERSITY IN THE ECONOMY: From WestRock, one of North America's leading vertically integrated manufacturers of paper packaging products, to Nestle Purina Pet Care, the leading pet nutrition company, to Fulcrum Concepts, a tactical avionics company, the Region supports hundreds of advanced manufacturing and technology jobs. Anchored by numerous marinas and small businesses in the coastal economy, the region is also home to the Rappahannock Oyster Company, a nationally-recognized vertically-integrated seafood company. The Virginia Institute of Marine Sciences (VIMS) conducts research in coastal ocean and estuarine science, educates students and citizens, and provides advisory service to policymakers and industry. Virginia Sea Grant College (VASG) is a seven-university partnership that enables integration, collaboration, and leveraging of the collective coastal and marine capacity to address pressing societal problems in Virginia and the world through scientific research, education, and public outreach. The Region is home to the Commonwealth's first federally-recognized Native American Indian Tribe, the Pamunkey, a strategic partner in economic development. This diversity of economic base creates a platform for sustained business growth.

PREPARING TALENT FOR THE FUTURE: Career paths begin in the seven public school serving students in grades K-12. In addition to these public schools, approximately sixteen private schools serve grades K-12 and special education needs in the Middle Peninsula area. Rappahannock Community College provides both technical and academic training, and the Virginia Institute of Marine Science, affiliated with the College of William and Mary, serves as the anchor research partner. In addition, the Region is home to the Chesapeake Bay Governor's School for Marine and Environmental Science which provides a rigorous curriculum through enrichment, exploratory, investigative, and career awareness experiences. Through the integration of math, science, technology, and research, woven with marine and environmental sciences, students have the opportunity to foster an appreciation and respect for environmental issues.

COMMUNITY ENGAGEMENT: an exceptional cultural heritage is complemented by an engaged citizenry and an active artisan community anchored by the Bay School Community Arts Center, and numerous fine arts and folk festivals. The Region has also leveraged its regional agricultural and aquaculture base to support high-quality restaurants and food experiences.

For more information on Virginia's Middle Peninsula Alliance and its member localities, call 804-399-8297 or contact riverlinkllc@gmail.com or go to the Middle Peninsula Alliance website <http://www.mpava.com>.

■ REGION 15 – GREATER RICHMOND PARTNERSHIP

Greater Richmond is consistently rated a top location for business, finding jobs and a quality place to live and learn. Companies like Capital One, Dominion, Brink's, Owens & Minor, Genworth, CarMax, and Altria choose Greater Richmond for their business success.

One of Greater Richmond's natural advantages includes its strategic location at the mid-point of the East Coast. Major Interstates converge in the metro area, including I-64, I-95, and I-85. The region boasts a world-class transportation system that incorporates the Port of Virginia's Richmond Marine Terminal, rail, airports and unparalleled access to the Interstate Highway System allowing access to 45% of the U.S. population within one-days' delivery drive.

Richmond is the capital of Virginia, which is the northernmost right-to-work state on the East Coast. At 2.7 percent, it has one of the lowest rates of unionization among private sector workers in the nation. Workers' Compensation and Unemployment Compensation costs are also among the lowest in the U.S. The region's labor force includes more than 680,000 people out of the total population of 1.3 million.



Nearly 30 universities, colleges and adult career schools provide endless learning opportunities for 80,000 enrolled students. Well-established schools and innovative programs ensure a steady supply of highly educated and skilled employees. More than 50 percent of working adults have some college, or a bachelor's degree or higher.

The area's diverse economy includes 7 Fortune 500 and 3 Fortune 1000 headquarters which span Supply Chain, Advanced Manufacturing, Food & Beverage, BioScience, and Corporate Services. It's also home to regional and state services including the Fifth District Federal Reserve, Fourth Circuit U.S. Court of Appeals, State Capitol and nearly 30 higher education options.

More than 220 foreign-affiliated firms representing 26 countries operate in the Richmond Region. The products and services provided by these firms range from industrial machinery to specialty foods and from transportation to consulting services. International firms have described Greater Richmond as a "soft landing" in their expansions to the U.S., providing a personable adjustment period with business-friendly accommodations.

Companies find the area an easy attraction tool when recruiting employees. Residents enjoy a high quality of life at a cost well below the national average with minimal traffic congestion and outstanding cultural and recreational opportunities.

For more information, visit: www.grpva.com.

■ REGION 16 – VIRGINIA'S GATEWAY REGION

Virginia's Gateway Region is situated between Hampton Roads and Richmond, the state capital. The region's location allows for easy access to ports and a workforce drawn from two major metropolitan areas while incurring lower business costs and less traffic congestion. The region includes seven communities in the center of eastern Virginia and the East Coast, with a population of approximately 155,000. The total workforce sourced from the Richmond-Petersburg area and Hampton Roads is greater than 900,000. Inherent connections to state and national capitals and the Port of Virginia—the deepest natural port on the East Coast makes the region an important “gateway” for business growth. This status is further solidified by a highway network at the midpoint of I-95 and the origin of I-85, a rail network served by Norfolk Southern and CSX, the largest concentration of transload facilities in the state and international and domestic air freight and passenger resources.

The location effectively reaches 40 percent of domestic consumers and businesses within a single-day truck drive and has the lowest in-region travel delay among all large metro areas. The combination of strategic location and infrastructure, human capital, and public-private innovation makes the region uniquely adapted for Advanced Logistics and Distribution, Advanced Manufacturing, and Food & Natural Products sectors, all which interface with global shipping.

The Gateway Region is now getting more attention from the pharmaceutical industry, as Phlow, a U.S.-based, public benefit drug manufacturing corporation, has received federal government funding of \$354 million for advanced manufacturing of America's most essential medicines at risk of shortage, including medicines for the COVID-19 pandemic response. In order to begin rapidly producing medicines for patients in need, Phlow partnered with AMPAC Fine Chemicals, to produce ingredients used in the manufacturing of essential medicines and is working to build an advanced manufacturing capability in the City of Petersburg.

The region is home to some of the largest distribution centers in the country including Amazon, Walmart, and Aldi. Other local employers like Ashland and Evonik manufacture specialty chemicals compounds, materials for aircraft engines and so much more. Company leadership teams continue to make investment decisions to expand facilities in the Gateway Region. Factors such as geographical prominence and a responsive, well-educated workforce ensure local facilities remain key components of global corporate supply chains. Apprentice academies, technical centers, an engaged education community, and a dynamic workforce development entity (Community College Workforce Alliance), all work collectively to upgrade the workforce each year to ensure it stays ahead of modern manufacturers' skills demands. Additionally, the region's premier research center, the Commonwealth Center for Advanced Manufacturing, combines university researchers with expertise from member companies like Newport News Shipbuilding, Canon, and Siemens to bring local innovations to the commercial marketplace.



In the food and natural products sector, growers, processors, packagers, and distributors form a complete “farm to table” supply chain network, including firms like Perdue, Goya, and Boar's Head, among others. Fort Lee's Joint Culinary Center of Excellence adds to the local human capital, producing veteran food experts and even hosting a nationally followed annual cooking competition. Corporate-university partnerships with Virginia State University and Virginia Commonwealth University offer rich opportunities for collaboration, including new crop strain development to optimize local growth, packaging and branding campaigns, food science and safety programs, and more. And, as in the other sectors, the region's workforce training centers are highly attuned to the needs of local employers.

For more information visit: gatewayregion.com

FB- @VaGatewayRegion

X- @VaGatewayRegion

LinkedIn- <https://www.linkedin.com/company/virginia-s-gateway-region>

■ REGION 17 – GREATER WILLIAMSBURG PARTNERSHIP

The three Virginia localities of the City of Williamsburg, James City County and York County, have recently joined together to launch the Greater Williamsburg Partnership (GWP), a new regional economic development organization. Through the economic development offices of these communities, the GWP is committed to providing the services and support to grow the business community within the region, known for its highly educated workforce and excellent quality of life. If you're considering a business relocation, expansion or launch, the GWP can connect you with the resources to help you meet your goals, including a number of partners at the local, regional and state levels that provide comprehensive services. The GWP is committed to expanding the dynamic and diversified business environment by fostering the growth of existing businesses and attracting new industries, spanning from logistics, advanced manufacturing, defense and data analysis, to a rapidly expanding food and beverage industry. The region has available office space, undeveloped parcels in established business parks and large greenfield sites that are shovel-ready.

The GWP's new website showcases the benefits and advantages of starting and growing a business within the greater Williamsburg area. The website focuses on the supportive business environment within the three localities, providing information on available properties, buildings, infrastructure, costs of doing business, incentives, housing, and more. There is also a feature where one can dynamically search for and find properties according to selectable criteria to match business needs. The GWP website provides a compelling value proposition for the region and anchors a marketing campaign to attract new investment. Why not live and work in the same place millions love to vacation?



The greater Williamsburg region has a stable, commerce-friendly municipal environment, low cost of doing business, and a high quality of life. The College of William & Mary and exiting military personnel provide our companies with a talented labor pool. The College of William & Mary also houses a first-class Applied Science program that has conducted research for commercial applications in areas ranging from nanotechnology to robotics. We have access to the east coast and beyond through the robust Port of Virginia, CSX railroad, Interstate 64 and three regional airports. While these transportation assets provide key capabilities for business success, the region also enjoys proximity to two major markets, the Metropolitan Statistical Areas of Virginia Beach/Norfolk and the Richmond area. New technologies permit companies to operate from almost anywhere, and the GWP can show businesses that our region has everything needed for success in an area that supports a healthy work-life balance. The William & Mary business incubator "Launchpad" supports local startups as well as serving as a safe harbor for foreign direct investment. The greater Williamsburg region has been fostering commerce since 1607 and we have what it takes to sustain a supportive business platform in the 21st century.

Contact us at vongilbreath@greaterwilliamsburgpartnership.com or through our website at GWPVA.com for details on our economic development services or to learn more about how the Greater Williamsburg Partnership can help your business succeed.

■ REGION 18 – HAMPTON ROADS ALLIANCE

Hampton Roads — officially referred to as the Virginia Beach-Norfolk-Newport News Metropolitan Statistical Area — is located in southeastern Virginia, approximately 200 miles south of Washington, D.C. It has one of the world's greatest natural harbors, with ports capable of accommodating the largest cargo ships on the planet. Complete with extensive road, rail, and air capabilities that instantly connect the region to multiple U.S. markets, Hampton Roads is a premier location for business.



With a population of over 1.7 million, Hampton Roads competes with some of the nation's largest metropolitan areas. This population is comprised of over 838,000 within the civilian labor force, 120,000 active duty, reserve and contracted personnel at the region's 9 military installments, and more than 100,000 students at 12 colleges and universities.

Hampton Roads' strategic location on the East Coast has long defined the economy by offering a significant logistical advantage. Its convenient, accessible transportation infrastructure provides multiple options for moving goods between domestic and international markets. In fact, the region is within one day's drive of over 40% of U.S. consumers.

Hampton Roads is home to the Port of Virginia and its 50-foot shipping lanes, some of the deepest on the Atlantic coast. Located only 2.5 hours from open sea, the Port provides new and expanding companies direct access to over 80 ports worldwide.

To complement its maritime assets, two Class-1 railroads, Norfolk Southern and CSX, provide service to Hampton Roads via an extensive infrastructure with a combined total of over 42,000 miles of track throughout the East Coast and Mid-West. The region's two international airports, Norfolk International (ORF) and Newport News/Williamsburg International (PHF), are located within 30 minutes of most business and residential areas. Combined, they serve four million passengers a year, and offer over 200 flights per day.

In Hampton Roads, you will find a skilled, educated workforce and a wealth of logistical and business resources. If you look closer though, you'll discover it is more than just a great place to work. It's also a vibrant, one-of-a-kind community. Unlike many MSAs, Hampton Roads' population nucleus is not confined to one central location. Its connectivity and advanced infrastructure is spread among 11 cities and counties, each with their own unique assets and thriving atmospheres.

The Hampton Roads Alliance is a non-profit, public-private partnership that markets Hampton Roads worldwide as the region of choice for business investment and expansion. It is the leading, regional economic development organization and all its business attraction initiatives and activities are designed to highlight its 11 localities while emphasizing the collective strengths of the region. All services are customized, confidential, and FREE OF CHARGE. Areas of assistance include real estate search, data comparison, business services, staffing, finance, networking, education, workforce development, incentives, and more.

For more information about the region and to see how the Alliance can help your company call Hampton Roads home, please visit hamptonroadsalliance.com today.

WORKFORCE DEVELOPMENT

■ CHESAPEAKE MARINE TRAINING INSTITUTE

CMTI, a proven industry leader providing quality maritime training to thousands of mariners over the last 25 years. Respected for our service to the workboat community and shipping companies throughout the mid-Atlantic region, we take time to ensure each mariner has the knowledge and skills needed in today's competitive environment.



Chesapeake Marine Training Institute, located in Hayes, VA, was founded in 1992. Our instructors are highly experienced professionals able to effectively share their expertise with mariners. CMTI offers over 50 USCG approved courses, as well as license prep programs and tailored training to meet your specific need. We take pride in presenting professional seamanship skills and knowledge for mariners seeking their U.S. Coast Guard credentials.

CMTI also has full time license consultants ready to assist mariners through the Coast Guard application process to ensure the issuance of USCG credentials proceeds smoothly. CMTI is a one-stop shop when it comes to applications, physical exams and drug screens, saving time, and ensuring that your credential is issued in the most efficient way. For more information, give us call! 800-642-CMTI or go to www.chesapeakemarineinst.com.

■ MID-ATLANTIC MARITIME ACADEMY

Maritime Institute provides world class maritime training for civilian and military mariners through delivery of over 100 U.S. Coast Guard, U.S. Navy and GWO approved courses in Norfolk, San Diego, Honolulu and Alameda and continues to provide exportable training throughout the United States and Pacific Rim. Our customers include Government organizations such as the U.S. Navy, Military Sealift Command and NOAA; Civilian ship operators such as Crowley, Disney Cruise Lines, and Foss Maritime; Merchant Mariner Unions such as Sailor's Union of the Pacific (SUP) and Marine Fireman's Union (MFOU), and thousands of independent mariners each year. The company provides training to over 10,000 mariners annually, in topics that cover every aspect of shipboard operations and offshore wind training.



Maritime Institute provides state-of-the-art facilities with computer simulation equipment, Damage Control Trainers, Lifeboat Trainers, and live burn fire field facilities to provide our students with real-world training. Our expert team has over 65 instructors each with at least 20 years of experience in their fields, providing training in all aspects of vessel operation and maintenance. Call us today! 757-464-6008 or send us an email at info@maritimeinstitute.com.

■ OLD DOMINION UNIVERSITY

Old Dominion University is the Hampton Road's University focused on maritime. This includes providing training and education on maritime trade, transportation, operations, data analytics, cyber security, business development, engineering, and oceanography. ODU is an R1 institution that is committed to conducting applied research in the maritime space. We also provide outreach, curriculum development, and growth for the workforce. The University stands ready to support VMA members with agile and adaptive modeling, analytical, and simulation tools required to interpret today's broad range of maritime data from supply chain management to digital shipbuilding. Our business incubators are helping emerging companies navigate through entrepreneurial challenges including market strategy development, grant writing, and penetration into global markets. ODU is also proud to announce the creation of the school of Supply Chain, Logistics, and Maritime Operations. This interdisciplinary school will provide maritime professionals with the training and skills necessary to lead the industry into the future. For information on Old Dominion University, please contact the Associate Vice President for Maritime Initiatives, Elspeth McMahon, Office of Research, 757-683-3460, or go to www.odu.edu.

■ PAUL D. CAMP COMMUNITY COLLEGE

Paul D. Camp Community College's Division of Workforce Development can provide customized training to keep your company on the cutting edge. Our programs can be customized to meet your specific objectives and classes can be held to match your schedule and at your location or at our Regional Workforce Development Center. For more information, call Angela Lawhorne at 757-569-6064 or email workforce@pdc.edu.

For individuals in search of a professional certification, Workforce Development offers affordable programs that can help you gain the industry credentials, professional licensing, or technologically advanced skills employers are seeking! Financial assistance may be available for industry credential programs. For more information, call the Workforce Development Office at 757-569-6050 or email workforce@pdc.edu.



■ TIDEWATER COMMUNITY COLLEGE

Tidewater Community College has served South Hampton Roads — both students and employers — for 50 years. It has grown from 1 campus into a regional educational and economic force. TCC is the second largest of 23 colleges within the Virginia Community College System (VCCS).

TCC is the largest provider of higher education and workforce services in Hampton Roads, enrolling more than 34,000 students in 2016-17. Among publicly funded colleges, TCC has the second largest undergraduate student body in the Commonwealth of Virginia. TCC is the 14th largest public 2-year community college in the entire nation.



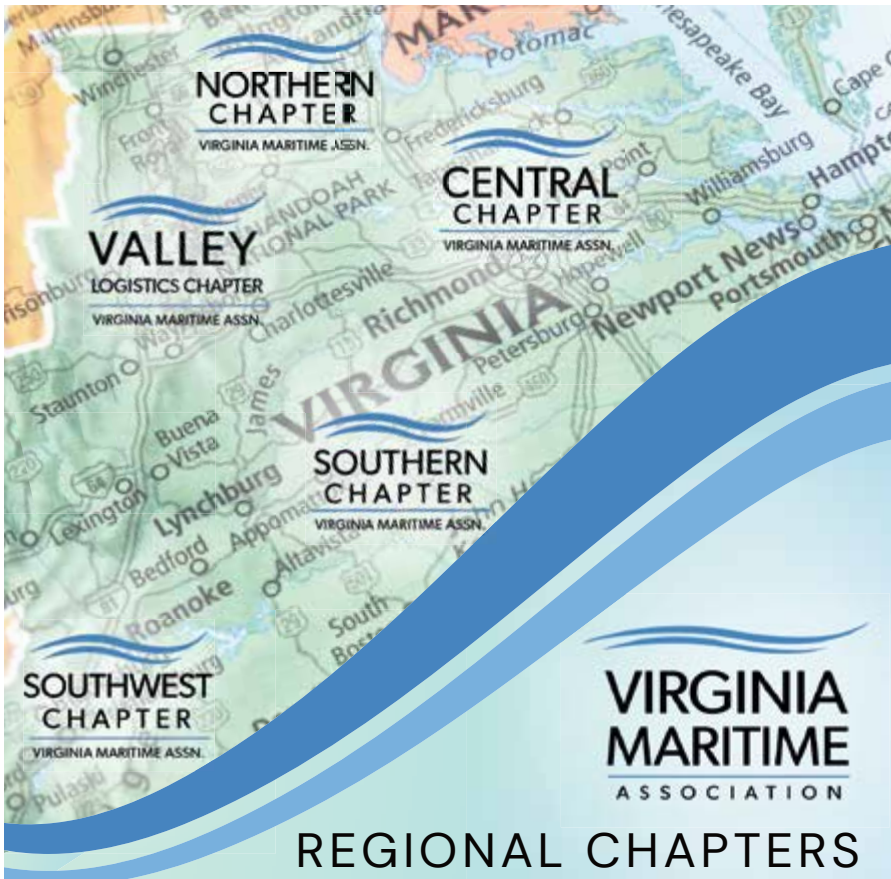
During the 2016-17 academic year, 38 percent of South Hampton Roads residents who enrolled in higher education did so at TCC. TCC has 13 nationally accredited programs, including TCC's Cyber Security Center - designated as a Center of Academic Excellence for Two-Year Schools (NSA-CAE2Y) by the National Security Agency and the U.S. Department of Homeland Security, and the most comprehensive maritime education program on the East Coast. It covers all aspects of ship building and ship repair, skilled trades, US Coast Guard deck certifications, cyber-security and logistics.

For more information: ww.tcc.edu or Main Information 757-822-1122.

■ VIRGINIA WESLEYAN UNIVERSITY

Virginia Wesleyan University is Coastal Virginia's university of the liberal arts and sciences. Situated on a 300-acre park-like campus in Virginia Beach, the University annually enrolls approximately 1,500 students in undergraduate, graduate, and online programs. Undergraduate majors include Business, Communication, Mathematics and Computer Science plus 32 others, 30 minors, and seven pre-professional programs. Graduate degrees include a Master of Business Administration and Master of Arts in Education.





REGIONAL CHAPTERS

CENTRAL

Chapter Chair
David Bratton
 Bay Power Solutions

NORTHERN

Launching in 2024

SOUTHERN

Chapter Chair
Kimberly Clark
 Hooker Furnishing
 Southern includes the
 Piedmont Region of N.C.

SOUTHWEST

Chapter Chair
Cameron Peel
 Camrett Logistics

VALLEY LOGISTICS

Chapter Chair
Devon Anders
 InterChange Group



All VMA members & guests are invited to participate in regional chapter activities.

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VIRGINIA MARITIME ASSOCIATION

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BETTER CONNECTED | BETTER INFORMED | BETTER REPRESENTED

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Warehousing & Logistics | Freight Transportation
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JOIN TODAY!

Photo Credit: Captain Trafton Jordan

VMA COMMITTEES & MEMBERSHIP

Committees	221
Membership Categories	237
Membership	238

ANCHOR MEMBERS

As of December 31, 2022



PLATINUM ANCHORS



BANK OF AMERICA



GOLDEN ANCHORS

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CV International, Inc.
Excel Truck Group
Greater Richmond Partnership, Inc.

Kaufman & Canoles, P. C.
Seajacks UK Limited
T. Parker Host
VHB

Virginia Pilot Association
Woods Rogers Vandeventer
Black PLC

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 Capital Financial Group
 CMA CGM (America), LLC
 Colliers
 ECPI University
 Enviva
 FORVIS

Givens Logistics, LC
 Great Lakes Dredge & Dock Co.
 Kokosing Industrial
 Kuehne + Nagel, Inc.
 Marine Oil Service, Inc.
 Pender & Coward, P.C.
 Perdue Agribusiness, LLC
 Port City Transportation
 SeaGate Terminals, LLC

Shopify
 Tecnico Corporation
 Tidewater Staffing, Inc.
 TMEIC Corporation
 Truist
 Virginia Natural Gas
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 Alacran
 Anders Williams Ship Agency
 APTIM
 Branscome, Inc.
 Canon Virginia, Inc.
 Colonna's Shipyard, Inc.

DroneUp
 Express Marine, Inc.
 Fedex Logistics
 Hudgins Contracting Corp.
 IBV, LLC
 McDonough Marine Service
 McLean Contracting Company
 Moran Norfolk

Newport News Shipbuilding
 Norfolk Tug Company
 Osbit
 Pivotal LNG
 Riverside Logistics
 STG Logistics
 Sulmara Subsea
 Tridentis

❖ EXECUTIVE

Shall have the powers of the Directors between meetings of the Board.

Ms. Judy Barrett, <i>Chair</i>	TowneBank/Towne Insurance
Mr. Jeremy Bridges	Hampton Roads Shipping Association
Mrs. Camille Crofton Cherry	Crofton Industries
Capt. Whiting Chisman	Virginia Pilot Association
Mr. Mark T. Coberly	Woods Rogers Vandeventer Black PLC
Mr. Michael W. Coleman	CV International, Inc.
Capt. Ken Flowers	Moran Norfolk
Mrs. Tracy Gregorio	G2 Ops, Inc.
Mr. Raymond A. Newlon	VMA Honorary Life Member
Mr. Lang Williams, <i>SIOR</i>	Colliers

❖ ALL HAZARDS RESPONSE

Responsible for coordinating efforts within the region to adequately respond to any maritime incident and for keeping the Port abreast of the current guidelines for safe transportation of hazardous cargo.

Mr. William A. Burket, Jr., <i>Chair</i>	Virginia Port Authority
Capt. Whiting Chisman	Virginia Pilot Association
Mr. Christian A. Crabtree	Intracoastal Marine LLC
Mr. Louis (Lee) E. Cranford	Virginia International Terminals
Capt. Ken Flowers	Moran Norfolk
Mr. Mark Herzog	Hiller Systems
Mr. James Archibald Leach, IV	Atlantic Launch, LLC
Mr. Thomas M. Little	International Longshoremen's Association
★ CDR Patrick Grizzle	U.S. Coast Guard Sector Virginia
Mr. Graham R. Reynolds	Alacran
Mr. Raymond G. Robbins	Robbins Maritime, Inc.
Mr. John Stauffer	Maritime Institute
★ Capt. Jennifer A. Stockwell	U.S. Coast Guard Sector Virginia
Capt. J. Elliott Westall	McAllister Towing of Virginia, Inc.

❖ AWARDS & MEMORIAL

Responsible for recognizing maritime achievements and distinguished service and maintaining affiliated scholarships.

Mr. Raymond A. Newlon, <i>Chair</i>	VMA Honorary Life Member
Capt. Whiting Chisman	Virginia Pilot Association
Mr. Christopher T. Garcia	Titan America
Mr. Jeremy Bridges	Hampton Roads Shipping Association
Mr. Arthur W. Moyer, Jr.	VMA Honorary Life Member

COMMITTEES

❖ BY-LAWS

Sets forth rules and guidelines for operating the Association, a non-profit, non-stock, civic and trade corporation.

Mr. Mark T. Coberly, Chair	Woods Rogers Vandeventer Black, P.L.C.
Ms. Judy Barrett	TowneBank/Towne Insurance
Mr. James L. Chapman, IV	Crenshaw, Ware & Martin, P.L.C.
Mr. David Sump	Willcox & Savage, P.C.

❖ CARGO OWNERS

Provide a forum for cargo owners to discuss issues of concern and interest related to importing and exporting their goods through Virginia's ports.

Ms. Holly Pearce, <i>Chair</i>	C & D Trojan
★ Mr. James Askew	Customs and Border Protection
Mr. Brian Barber	AdvanSix
Mr. Chris Bresnahan	Liebherr USA
Mr. Beau Brousseau	Infra-Metals Co.
Mr. Dave W. Brown	Volvo Penta
Mr. William M. Brush	Turman Wood Group
Mr. Kyle Davis	Shopify
★ Mr. Frederick Eisler	Customs and Border Protection
Mr. Brendan Elliott	Universal Leaf Tobacco Co., Inc.
Mr. Matthew A. Fass	Maritime Products International
Mr. Roberto Fuentes	Red River Foods, Inc.
Ms. Nada E. Gender, LCHB, CCS	Sumitomo Machinery Corp. of America
Mr. Jacob Geron	Eagle Paper International, Inc.
Mr. Daniel Gordon	Gordon Paper Company, Inc.
Ms. Diana Hamilton	LL Flooring, Inc.
Mr. Paul D. Hill	Nationwide Electric Supply Co. Inc.
Ms. Jennifer H. Kelley	Altria
Mr. Jacob Lafferty	AdvanSix
Mr. Darran Lee	Buffers USA, Inc.
★ Mr. Dan Lewandowski	Customs and Border Protection
Mr. Juan Maldonado	Unique Industries, Inc.
Mr. R. Kyle Massenburg	Manakin Industries, LLC
Ms. Ulrike S. Niemann McLellan	The Scoular Company
Mr. Rick Morris	Canon Virginia, Inc.
Mr. Tom O'Brien	Gamber-Johnson
Mr. Michael Shawn Oliver	Vulcan Materials Company
Mr. Patrick Pell	Allegheny Wood Products, Inc.
Mr. Zack Schrock	Musco Lighting
Mr. Kevin Sinnott	Fornazor International/ARREFF Terminals
Mr. Ryan P. Turman	Turman Wood Group
Ms. Nicole Vanek	JTI Leaf Services
★ Mr. Todd VanPeeren	Customs and Border Protection
Mr. Jake R. Young	Busch Vacuum Solutions

COMMITTEES

❖ COAL

Responsible for all coal related activities and issues in Virginia's ports.

Mr. Steve Hagen, <i>Chair</i>	Capes Shipping Agencies
Mr. Christopher Dorian Anderson	U.S. Marine Management LLC
Mr. Wilson Browning, III	Kinder Morgan Terminals - Mid-Atlantic Region
Ms. Reece Carter	Wood Mackenzie Limited
Mr. Kevin Clapsaddle	Blue Water Shipping Company
Mr. Vladimir Cruz	Cita Shipping Agency
Mr. Bradley S. Gilliatt	Dominion Terminal Associates
Mr. David F. Host, Jr.	Riverside Shipping, LLC
Mr. Cody McMahan	Host Agency, LLC
Mr. Jay Strongosky	CSX Transportation
Mr. Chris Thornburg	Inchcape Shipping Services

❖ COMMUNICATIONS & OUTREACH

Responsible for increasing awareness of the Association in the Virginia General Assembly, United States Congress, and the general public.

Mr. Ross Grogg, <i>Chair</i>	Kemper Consulting
Mr. Dustin Rinehart, <i>Vice Chair</i>	CMA CGM (America), LLC
Mr. George K. Anas	Berkshire Hathaway GT&S
Mr. Jeffrey E. Bennett	DSV Air & Sea, Inc.
Ms. Katharine Bond	Dominion Energy
Dr. Joseph F. Bouchard	Vision & Action Strategic Consulting
Mr. Dave W. Brown	Volvo Penta
Mr. Christopher Brown	Enviva
Mr. Robert J. Clinton, III	McAllister Towing of Virginia, Inc.
Mr. Vincent Di Costanzo	CV International, Inc.
Mr. Herb Frerichs	Perdue Agribusiness, LLC
Mr. Andrew C. Harding	Pender & Coward, PC
Ms. Arketa Howard	Crowley
Mr. Brandon Lee Jordan	Ocean Network Express (ONE)
Mr. Randy J. Marcus	CSX Transportation
Ms. Ashley Mcleod	Avangrid - Kitty Hawk Wind
Mr. Cannon Moss	Norfolk & Portsmouth Belt Line
Mr. Andrew J. Parker	AdvanSix
Mr. Joel Rubin	Rubin Communications Group
Mr. Glenn Thompson	W. M. Jordan Company
Mr. Ryan P. Turman	Turman Wood Group
Mrs. Cathie J. Vick	Virginia Port Authority
Mr. Jonathan G. Ward	Newport News Shipbuilding
Ms. Morgan Whayland	Virginia Natural Gas
Ms. Brenda Woods	STG Logistics

COMMITTEES

❖ EDUCATION & TRAINING

Responsible for building and strengthening partnerships with organizations that will collaborate with the commercial maritime industry to deliver training, retention, and development programs necessary to meet the workforce needs to improve competitiveness and increase trade through Virginia's ports.

Mr. Larry Belcher, <i>Chair</i>	Virginia Wesleyan University
Mr. Julian Amato	Kuehne + Nagel, Inc.
Mr. Shawn Avery	Hampton Roads Workforce Council
Mr. Felix M. Aviles Rios	Avoler Group, LLC
Mr. Gary K. Bahena	Friends of the Portsmouth Naval Shipyard Museum
Mr. Robert Bodvake	Disruptor Maritime, LLC
Mr. Chris Bresnahan	Liebherr USA
Mr. Jason Brighton	Osbit
Ms. Wanda S. Drees	Colonna's Shipyard, Inc.
Capt. Ken Flowers	Moran Norfolk
Ms. Deborah Gholson	Pivotal LNG
Mr. Andy Gladstein	ECPI University
Ms. Bonita Harris	Dominion Energy
Ms. Arketa Howard	Crowley
Mr. Brandon Lee Jordan	Ocean Network Express (ONE)
Mr. Stephen Kirkland	Nauticus
Mr. Kenneth J. Lange	Auxiliary Systems, Inc.
Mrs. Amber Leonard	Cargomatic
Mr. Peter M. Ludwig	QED Systems, Inc.
Mr. W. Hugh McCrory, Jr.	Norfolk Tug Company
Ms. Elspeth McMahon	Old Dominion University
Ms. Kate E. Meechan	The Meechan Group, LLC
Mr. Alexander D. Merz	Intracoastal Marine, LLC
Ms. Katherine S. Munz	Zim American Integrated
Ms. Cheryl Spraberry	Advanced Integrated Technologies, LLC
Mr. John Stauffer	Maritime Institute
Ms. Amanda L. Symonds	Chesapeake Marine Training Institute
Ms. Rachel Upshaw	Capes Shipping Agencies
Mr. Jason A. Wallace	Cornerstone Systems, Inc.
Mr. Jonathan G. Ward	Newport News Shipbuilding
Ms. Tamara S. Williams	TCC Workforce Solutions
Mr. Jake R. Young	Busch Vacuum Solutions

COMMITTEES

❖ ENVIRONMENTAL AFFAIRS

Responsible for coordinating environmental compliance within Virginia's ports.

Mr. Henry R. Pollard, V, <i>Chair</i>	Williams Mullen
Ms. Blair Axley	Environmental Standards, Inc.
Ms. Kimberly Blossom	VHB
Mr. Ryan Brady	Crofton Industries
Mr. Robert J. Clinton, III	McAllister Towing of Virginia, Inc.
Mr. Mark Condon	Fujitsu North America, Inc.
Mr. Christian A. Crabtree	Intracoastal Marine, LLC
Mr. Bill Crow	Virginia Ship Repair Association, Inc.
Mr. Bryan S. Ellis	McLean Contracting Company
Capt. Ken Flowers	Moran Norfolk
Ms. Rebecca Franceses	Waterway Surveys & Engineering, Ltd.
Mr. Chris W. Frye	VHB
Mr. Andrew (Drew) Harrison	Schnabel Engineering
Mr. Michael Iwashchenko	EA Engineering, Science and Technology, Inc., PBC
Capt. Mason Keeter	Vane Line Bunkering
Mr. Trey R. Kelleter	KelleterLaw, PC
Mr. Stephen Kirkland	Nauticus
Mr. Ron Larsen	Sea Risk Solutions, LLC
Mrs. Amber Leonard	Cargomatic
Mr. Scott Mortimer	Aegis Environmental, Inc.
Mr. Andrew J. Parker	AdvanSix
Ms. Suzie Richert	Wetland Studies and Solutions, Inc.
Mr. Gregg Steele	U. S. Army Corps of Engineers
Mr. Ryan Wartick	National Oceanic and Atmospheric Administration
Ms. Michelle L. Wharton	Kimley-Horn
Mr. John E. Winslow	Hudgins Contracting Corp.

❖ FINANCE WAYS AND MEANS

Responsible for reporting the financial position of the Association to the Board of Directors.

Mrs. Camille Crofton Cherry, <i>Chair</i>	Crofton Industries
Mr. James H. Blassingham, III, CLU, AIF, CPFA	Capital Financial Group
Mrs. Tracy Gregorio	G2 Ops, Inc.
Mr. Raymond G. Wittersheim	Técnico Corporation

COMMITTEES

❖ FREIGHT FORWARDERS & CUSTOMHOUSE BROKERS

Provide a forum to monitor and address issues directly affecting freight forwarders and customhouse brokers.

Mr. Vincent Di Costanzo, <i>Chair</i>	CV International, Inc.
Mr. Julian Amato	Kuehne + Nagel, Inc.
Mr. Jeffrey E. Bennett	DSV Air & Sea, Inc.
Mrs. Jennifer Bianco	Southeast Streamline, Inc.
Mr. Chris Bresnahan	Liebherr USA
Ms. Amy Cash	Fracht FWO (VA), Inc.
Mrs. Connie Coffield	John S. Connor, Inc.
Ms. Sophie Conlogue	D. J. Powers Co., Inc.
Mr. Kyle Davis	Shopify
Mr. Gregoire Duchet-Suchaux	Logistics Plus, Inc.
Mr. Ryan N. Eaves	NFI/California Cartage Transportation Express, LLC
Ms. Henly "Henly" Ervin	Maersk Line
Mr. Leonard Fleisig	Willcox & Savage, PC
Mr. Ben A. Goldwasser	Manora USA, LLC
Mr. John Hamilton	Pinnacle International Freight, Inc.
Ms. Lindsey M. Haught	HTR Logistics, LLC
Ms. Jill M. Hurley, Esq.	Livingston International
Ms. Vicki R. King	Freight Logistics Services USA
Ms. Lindy Lee	Fedex Logistics
Mr. Mike Malooly	Expeditors International
Mr. Jacob S. Meck	Jen Transport, LLC
Ms. Donna Murray	E & B International, Inc.
Mr. Ben B. Nelson, III	CBIFFA of Virginia
Mr. Ben B. Nelson, III	Nelson International, Inc.
Mr. John O'Brien	Matchback Systems, Inc.
Mr. Carl D. Parker, III	Hasler Group
Mr. Steve Pniewski	Artemus Transportation Solutions
Mr. Richard H. Powell	C.H. Powell Co.
Mr. Graham R. Reynolds	Alacran
Mr. Patrick R. Riley	Livingston International
Mr. John Rumley	JR's Express
Ms. Debbie Runyon	Steer Company
Ms. Cornelia Steinert	John S. James Co.
Mr. Stuart Stone, Jr.	W. M. Stone Logistics, LLC
Ms. Anita Strickland	T. Parker Host
Mr. Justin Verola	IBV, LLC
Ms. Claire Worth	Liebherr USA

COMMITTEES

❖ HARBOR-ANCHORAGE DREDGING & NAVIGATION RULES

Responsible for making recommendations to the Navigation Management Plan, promoting Virginia's dredging programs, and coordinating safety of navigation issues.

- | | |
|----------------------------------|---|
| Capt. Frank Rabena, <i>Chair</i> | Virginia Pilot Association |
| Mr. Michael G. Atkinson | Cottrell Contracting Corporation |
| ★ Mr. Gary K. Balden | U. S. Army Corps of Engineers |
| Mr. Mark T. Coberly | Woods Rogers Vandeventer Black, PLC |
| Mr. Randall A. Crutchfield | Colonna's Shipyard, Inc. |
| Mr. William S. Davis | T. Parker Host |
| Capt. Kevin P. Eley | Independent Docking Pilots, Inc. |
| Mr. Bryan S. Ellis | McLean Contracting Company |
| Mr. Jon Gage | Moffatt & Nichol |
| Mr. Mike Greenwood | Great Lakes Dredge & Dock Co. |
| ★ Col. Brian Hallberg | U. S. Army Corps of Engineers |
| Mr. Christopher Hamm | Kinder Morgan Terminals - Mid-Atlantic Region |
| Mr. Andrew (Drew) Harrison | Schnabel Engineering |
| ★ LTC Ashley E. Holm | U.S. Coast Guard Sector Virginia |
| Mr. David F. Host, Jr. | Riverside Shipping, LLC |
| Mr. Vance Hull | Colonna's Shipyard, Inc. |
| Mr. Brian Jeffreys | CMA CGM (America), LLC |
| Mr. Ron Larsen | Sea Risk Solutions, LLC |
| Mr. Anthony (Andy) Lingaitis | Alpine Ocean Seismic Survey, Inc. |
| ★ Mr. Keith B. Lockwood | U. S. Army Corps of Engineers |
| Mr. K. Barrett Luxhøj | Crenshaw, Ware & Martin, PLC |
| Mr. Cody McMahan | Host Agency, LLC |
| Mr. Robert Mearini | Alpine Ocean Seismic Survey, Inc. |
| ★ CDR Patrick Grizzle | U.S. Coast Guard Sector Virginia |
| Capt. Benjamin Peterson | Michels Construction, Inc. |
| Mr. John Rawls | Kinder Morgan Elizabeth River Terminals, LLC |
| Mr. Raymond G. Robbins | Robbins Maritime, Inc. |
| Mr. Bobby Scott | Capes Shipping Agencies |
| Mr. Andrew Sinclair | Port of Virginia |
| ★ Mr. Gregg Steele | U. S. Army Corps of Engineers |
| ★ Capt. Jennifer A. Stockwell | U.S. Coast Guard Sector Virginia |
| Mr. Peter Tattersfield | Fugro USA Marine, Inc. |
| Mr. Ron Vann | Waterway Surveys & Engineering, Ltd. |
| Mr. G. Dudley Ware | Norfolk Dredging Company |
| ★ Mr. Ryan Wartick | National Oceanic and Atmospheric Administration |
| Capt. J. Elliott Westall | McAllister Towing of Virginia, Inc. |
| Mr. John E. Winslow | Hudgins Contracting Corp. |

COMMITTEES

❖ INLAND TRANSPORTATION

Responsible for monitoring trucking conditions and operations to include recommendations to improve road worthiness, maintenance of intermodal equipment and throughput and turnaround time of cargo.

Mr. Charles Glover, *Co-Chair*
Mr. Ray Jalkio, *Co-Chair*
Ms. Marguerite Bates-Frier
Mrs. Jennifer Bianco
Mr. Chris Bresnahan
Mr. Matthew Carroll
Mr. Louis (Lee) E. Cranford
Mr. Kyle Davis
Mr. Andrew Deveau
Mr. Dan Elam
Mr. Arthur Ellermann
Mr. Robert Eveleigh
Mrs. Stacey Gilliland-Bolen

Ms. Lindsey M. Haught
Mr. Greg Heard
Mr. Ian W. Heyns
Mr. Bill Jackson
Mr. Daniel P. Jakab
Mr. Mark Lamb
Mr. Daniel Wayne LeGrande
Mr. Juan Maldonado
Mr. Jacob S. Meck
Mr. John O'Brien
Mr. Ed O'Callaghan
Mr. Nicholas Palmer
Mr. Patrick Pell
Mr. Michael Rankin
Mr. Bill Reeder
Ms. Pam Reinoehl
Mr. Roger D. Snell
Mr. Steven M. Stancliff
Mr. Paul T. Tatem
Mr. Larry B. Taylor
Ms. Dana J. Truxell
Ms. Kirsten B. Tynch, PE
Mr. Justin Verola
Mr. Tommy White
Mrs. Lynette E. Williams
Ms. Brenda Woods

GTL Transport Co.
Service Transfer, Inc.
Cargomatic
Southeast Streamline, Inc.
Liebherr USA
Carroll Trucking, Inc.
Virginia International Terminals
Shopify
CrossGlobe Transport, Ltd.
C & K Trucking, LLC
HRCPII, LLC
Port City Transportation
Gilco Properties, Inc.
Agents for Gilco Trucking Co., Inc.
HTR Logistics, LLC
Main Ocean
Alacran
RJR/Dallas Mavis
DroneUp
Givens Logistics, LC
Ocean Container Solutions LLC
Unique Industries, Inc.
Jen Transport, LLC
Matchback Systems, Inc.
Audax Transportation-Century Express
Integrated Global Logistics, Inc.
Allegheny Wood Products, Inc.
Lightning Transportation Co., Inc.
Excel Truck Group
Total Transportation Services, Inc.
Lightspeed Dispatching, LLC
Ventker Henderson Stancliff, PLLC
Cargoways Logistics, Inc.
CBT Integrated Logistics, LLC
PAPCO/World Kinect Energy
VHB
IBV, LLC
NFI/California Cartage Transportation Express, LLC
CV International, Inc. - Norfolk, VA (10102)
STG Logistics

COMMITTEES

❖ INTERNATIONAL TRADE SYMPOSIUM

Plans and organizes the International Trade Symposium.

Ms. Holly Pearce, <i>Chair</i>	C & D Trojan
Mr. Julian Amato	Kuehne + Nagel, Inc.
Ms. Abby Anderson	CMA-CGM (America), LLC
Mr. Jake W. Barrett	Metro Group Maritime
Ms. Marguerite Bates-Frier	Cargomatic
Ms. Kimberly Clark	Hooker Furnishings Corporation
Mr. Arthur Ellermann	HRCPII, LLC
Mr. Anthony Fullbrook	OEC Group
Mr. Stephen Glennon	OEC Group
Mr. Brandon Lee Jordan	Ocean Network Express (ONE)
Mr. Marc G. Marling	Vanmarc Shipping Limited Company
Mr. Jim Michalski	ZIM-American Integrated Shipping Services Co., LLC
Ms. Jordan A. Watkins	Virginia Economic Development Partnership

❖ MEMBERSHIP

Responsible for increasing and expanding membership opportunities, sending out promotional materials, supplying information and education about the port and our activities and other innovative marketing initiatives.

Mr. Aaron Anseeuw, <i>Co-Chair</i>	Perdue Agribusiness, LLC
Ms. Marissa Henderson, <i>Co-Chair</i>	Ventker Henderson Stancliff, PLLC
Mr. Benton R. Anderson	Colliers
Mrs. Ebony Anderson	SeaGate Terminals, LLC
Mr. David Bratton	Bay Power Solutions
Mr. Max Devnew	Compass Insurance Solutions
Mr. Ray Jalkio	Service Transfer, Inc.
Mr. Bill Lopez	Impact Intermodal LLC
Mr. Terrell J. Moses, Sr.	Tidewater Staffing, Inc.
COL (Ret.) Paul B. Olsen, P.E.	Old Dominion University
Mr. Alvin T. Payne	Atlantic Union Bank
Mr. Michael P. Quarg	Philadelphia Gear
Mr. Nate Reich	Fairlead Integrated
Mr. Keith Rice	Thomas Lumping Service
Mr. Glenn Thompson	W. M. Jordan Company
Ms. Dana J. Truxell	PAPCO/World Kinect Energy
Dr. Courtney Zydron	WorkersFirst, LLC

COMMITTEES

❖ OFFSHORE WIND

Responsible for providing a forum for active participants in the offshore wind energy industry to monitor issues and coordinate efforts that promote efficiency and safety in Virginia's offshore wind energy industry. Furthermore, the committee shall strive to create an operating environment that supports businesses in the construction, operation, and maintenance of offshore wind energy facilities, and to foster a business environment that encourages the expansion and attraction of the region's offshore wind energy supply chain.

Mr. Vance Hull, <i>Chair</i>	Colonna's Shipyard, Inc.
Ms. Mary Beth Adams	ITAC
Mr. George K. Anas	Berkshire Hathaway GT&S
Mr. Christopher Dorian Anderson	U.S. Marine Management, LLC
Mr. Jeff Andreini	Crowley
Mr. Felix M. Aviles Rios	Avoler Group, LLC
Mr. Todd C. Babcock	Fairlead Integrated
Mr. Ace G. Backer	HamiltonJet, Inc.
Mr. Jerry R. Barnes	Dominion Energy
Mr. Thomas S. Berkley	Pender & Coward, PC
Mr. Todd J. Berthelot	GIS Engineering
Mr. JP Binard	Precast Systems Engineering
Mr. Benjamin J. Brakel	Guice Offshore
Mr. Jason Brighton	Osbit
Mr. Beau Brousseau	Infra-Metals Co.
Mr. Dave W. Brown	Volvo Penta
Mr. John Burch	Bay Power Solutions
Mr. Innes Cameron	Clarkson Port Services Holdings, LLC
Mr. Chad N. Cherry	TowneBank/Towne Insurance
Mr. Brian Scott Chewning	Burns & McDonnell Engineering Co., Inc.
Mr. Robert M. Clemons	Edison Chouest Offshore
Mr. Kevin S. Cook	Cook Maritime Solutions
Mr. Steve Cook	Hampton Roads Workforce Council
Mr. Peter Cooke, IV	CP&O, LLC
★ Capt. Matthew K. Creelman	U.S. Coast Guard 5th District
Mr. Jack S. Devnew	Compass Insurance Solutions
Mr. Charlie A. Donadio	Atlantic Wind Transfers
Ms. Wanda S. Drees	Colonna's Shipyard, Inc.
Mr. R. Scott Eisel	IFPC Innovations
Mr. Mark Epley	McDonough Marine Service
Mr. David Farmer	Correll Services, Inc.
Ms. Samantha Fewtrell	Seajacks UK Limited
Mr. Sidney Florey	DEME Offshore US
Ms. Paige M. Fox	City of Virginia Beach, Economic Development
Mr. Jon Gage	Moffatt & Nichol
Mr. Andy Gladstein	ECPI University
Mr. Ben A. Goldwasser	Manora USA, LLC
Mr. Chris Gullickson	Virginia Port Authority
Mr. George H. Haley	Venture Dynamics Enterprises, Inc.
Mr. Peter Hansen	Capes Shipping Agencies
Mr. Joseph C. Hines	Timmons Group

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- Kimley-Horn
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- New College Institute
- Hampton Roads Alliance
- Maritime Institute
- U.S. Coast Guard Sector Virginia
- EA Engineering, Science and Technology, Inc., PBC
- VHB
- Fugro USA Marine, Inc.
- McAllister Towing of Virginia, Inc.
- W. M. Jordan Company
- Collins Machine Works
- HDR Engineering Co., Inc.
- W. M. Jordan Company
- Dead Calm Seas Marine Services
- DLS Marine
- Link Belt Mid-Atlantic

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❖ OFFSHORE WIND (CONT.)

Mr. Tim Weeks	Collins Engineers, Inc.
Mr. Jim Welch	Kokosing Industrial
Capt. J. Elliott Westall	McAllister Towing of Virginia, Inc.
Mr. Christopher G. Williams	Phoenix International Holdings, Inc.
Mr. Stephen D. Winn, II	MozaicID
Mr. John E. Winslow	Hudgins Contracting Corp.
Ms. LeAnn Young	Virginia Economic Development Partnership

❖ PORT SECURITY

Responsible for coordinating efforts between government and industry stakeholders to improve port security readiness, prepare and respond to security incidents and emergencies, and foster improved communications and relationships.

Mrs. Tracy Gregorio, <i>Co-Chair</i>	G2 Ops, Inc.
Mr. Raymond A. Newlon, <i>Co-Chair</i>	VMA Honorary Life Member
Mr. Christopher A. Abel, Esq.	Willcox & Savage, PC
Mr. Robert Bodvake	Disruptor Maritime, LLC
Dr. Joseph F. Bouchard	Vision & Action Strategic Consulting
Mr. William A. Burket, Jr.	Virginia Port Authority
Mrs. Connie Coffield	John S. Connor, Inc.
Mr. Mark Condon	Fujitsu North America, Inc.
Mr. Bill Crow	Virginia Ship Repair Association, Inc.
Mr. Thomas Godfrey, Jr.	Colonna's Shipyard, Inc.
Mr. George H. Haley	Venture Dynamics Enterprises, Inc.
★ Col. Brian Hallberg	U. S. Army Corps of Engineers
Mr. Brian Jeffreys	CMA CGM (America), LLC
Mr. David Jochum	Tridentis
Mr. Phillip Jordan	Convergint Technologies
Mr. Trey R. Kelleter	KelleterLaw PC
★ Mr. Mark J. Laria	Customs and Border Protection
Mr. James Archibald Leach, IV	Atlantic Launch, LLC
Mr. William Lindus	Allied Universal Security
Mr. Juan Maldonado	Unique Industries, Inc.
Mr. Bob Miltenberger	Nearshorenetworks
Mr. Raymond A. Newlon	VMA Honorary Life Member
Capt. Frank Rabena	Virginia Pilot Association
Mr. Thomas B. Rothrauff, Jr.	Trident Group America, Inc.
Ms. Cornelia Steinert	John S. James Co.
★ Capt. Jennifer A. Stockwell	U.S. Coast Guard Sector Virginia
Mr. Chris Thornburg	Inchcape Shipping Services
Mr. Andy Warren	Link Belt Mid-Atlantic
Mr. Ryan Wartick	National Oceanic and Atmospheric Administration
Mr. Stephen D. Winn, II	MozaicID
Ms. Brenda Woods	STG Logistics

COMMITTEES

❖ SHIP OPERATORS AND AGENTS

Responsible for addressing issues which facilitate Hampton Roads as the most cost-effective port and improving productivity at all terminals.

Mr. Brian Jeffreys, <i>Co-Chair</i>	CMA CGM (America), LLC
Mr. Bobby Scott, <i>Co-Chair</i>	Capes Shipping Agencies
Mr. Christopher Dorian Anderson	U.S. Marine Management, LLC
Mr. Patrick Cavan	Norton Lilly International
Mr. Billy Chester	COSCO SHIPPING Lines (North America), Inc.
Capt. Whiting Chisman	Virginia Pilot Association
Mr. Kevin Clapsaddle	Blue Water Shipping Company
Mr. Vladimir Cruz	Cita Shipping Agency
Mr. Sidney Florey	DEME Offshore US
Ms. Cindy Harris	Wallenius Wilhelmsen Ocean and Solutions
★ LTC Ashley E. Holm	U.S. Coast Guard Sector Virginia
Mr. David F. Host, Jr.	Riverside Shipping, LLC
Mr. Andersen Kao	Evergreen Shipping Agency (America) Corporation
★ Mr. Mark J. Laria	Customs and Border Protection
Ms. JoAnne Latham	Marfret USA, Inc. Marfret Lines
Mr. Matthew Lichtenwalter	Hapag-Lloyd (America), LLC
Mr. Cody McMahan	Host Agency, LLC
Mr. Mark Newcomb	ZIM-American Integrated Shipping Services Co., LLC
Mr. Raymond A. Newlon	VMA Honorary Life Member
Mr. Richard Nickerson	OOCL (USA), Inc.
Mr. Carl D. Parker, III	Hasler Group
Ms. Kelly Penton Chacon	Carnival Cruise Line
Mr. Keegan P. Plaskon	American Bureau of Shipping
Mr. Steve Pniewski	Artemus Transportation Solutions
★ Ms. Alicia Schuler	NOAA Fisheries Service
★ Capt. Jennifer A. Stockwell	U.S. Coast Guard Sector Virginia
Mr. Chris Thornburg	Inchcape Shipping Services
Mr. John Vingoe	Seajacks UK Limited
Mr. Rolf A. Williams	Anders Williams Ship Agency

COMMITTEES

❖ STRATEGIC PLANNING

Responsible for developing and monitoring the progress of the Strategic Plan and special action plans of VMA.

COL (Ret.) Paul B. Olsen, P.E., <i>Chair</i>	Old Dominion University
Mr. Aaron Anseeuw	Perdue Agribusiness, LLC
Ms. Kelly Brown	Newport News Shipbuilding
Mrs. Camille Crofton Cherry	Crofton Industries
Capt. Whiting Chisman	Virginia Pilot Association
Mr. Clyde T. Clark	Blue Ridge Bank
Mr. Mark T. Coberly	Woods Rogers Vandeventer Black, PLC
Mr. Michael W. Coleman	CV International, Inc.
Mr. Vance Hull	Colonna's Shipyard, Inc.
Mr. Terrell J. Moses, Sr.	Tidewater Staffing, Inc.
Mr. Dustin Rinehart	CMA CGM (America), LLC
Mr. William D. Russell, Jr.	Core Assurance Partners, Inc.
Ms. Kelsey Host Sarcone	T. Parker Host
Mr. Piotr Swietuchowski	VHB

❖ TERMINAL OPERATORS

Responsible for improving terminal operations and maximizing efficiency, excluding coal.

Mrs. Ebony Anderson, <i>Co-Chair</i>	SeaGate Terminals, LLC
Mr. Aaron Anseeuw, <i>Co-Chair</i>	Perdue Agribusiness, LLC
Mr. Brian Barber	AdvanSix
Mr. Don Blair	Kinder Morgan Bulk Terminals- Pier IX
★ Mr. Christopher Brindisi	Federal Bureau of Investigation
Mr. Wally Cash	Blueknight Energy Partners
Mr. Louis (Lee) E. Cranford	Virginia International Terminals
Mr. Christopher T. Garcia	Titan America
Mr. Bradley S. Gilliatt	Dominion Terminal Associates
Mr. Douglas F. Higginbotham	Tidewater Global, LLC
★ LTC Ashley E. Holm	U.S. Coast Guard Sector Virginia
Mr. Michael Hopkins	Fairwinds Landing, LLC
Mr. Daniel P. Jakob	DroneUp
Mr. Kevin McCormick	Fairlead Integrated
Mr. Rhandy R. McGlothlin	Enviva
Mr. Alessandro Minichiello	Imerys Norfolk, Inc.
Mr. Ryan Pierce	IMTT Virginia
Mr. Joseph P. Ruddy	Virginia Port Authority
Mr. Piotr Swietuchowski	VHB
Ms. Anna Taylor	Luck Stone Corporation
Mr. Cees Van De Mortel	T. Parker Host
Mr. Andy Warren	Link Belt Mid-Atlantic

COMMITTEES

❖ TOWING & BARGE OPERATORS

Plans Towing Vessel Safety Seminar with the USCG, coordinates movement of cargo via barges, recommendations for safe passage for waterborne traffic with regard to bridges and addressing navigation safety concerns regarding new waterfront development.

- | | |
|-------------------------------------|---|
| Capt. Mason Keeter, <i>Chair</i> | Vane Line Bunkering |
| Mr. Ross Robbins, <i>Vice Chair</i> | Robbins Maritime, Inc. |
| Mr. Jeff Andreini | Crowley |
| ★ Mr. Gary K. Balden | U. S. Army Corps of Engineers |
| Mr. Ryan Brady | Crofton Industries |
| Mr. Kenny Crofton | Crofton Industries |
| ★ Mr. Andrew Daniels | Naval Station Norfolk |
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| ★ Mr. Paul Ledoux | U.S. Coast Guard Sector Virginia |
| Mr. Joe Locke | Moran Norfolk |
| ★ Mr. Keith B. Lockwood | U. S. Army Corps of Engineers |
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| Mr. Kevin McCormick | Fairlead Integrated |
| Mr. Steven W. McGowan | Norfolk Tug Company |
| ★ CDR Patrick Grizzle | U.S. Coast Guard Sector Virginia |
| Capt. Roger Morgan, Jr. | Albemarle Tug Company |
| Mr. Jimmy D. Mullis, II | Intracoastal Marine LLC |
| Mr. Raymond A. Newlon | VMA Honorary Life Member |
| Mr. Raymond G. Robbins | Robbins Maritime, Inc. |
| Mr. Joseph P. Ruddy | Virginia Port Authority |
| Mr. John Schaffner | Lockwood Marine, Inc. |
| Ms. Nancy A. Schy | Intracoastal Marine, LLC |
| Mr. Steven M. Stancliff | Ventker Henderson Stancliff, PLLC |
| Mr. John Stauffer | Maritime Institute |
| ★ Capt. Jennifer A. Stockwell | U.S. Coast Guard Sector Virginia |
| Ms. Amanda L. Symonds | Chesapeake Marine Training Institute |
| Ms. Dana J. Truxell | PAPCO/World Kinect Energy |
| Mr. Ryan Wartick | National Oceanic and Atmospheric Administration |
| Capt. J. Elliott Westall | McAllister Towing of Virginia, Inc. |

COMMITTEES

❖ WAREHOUSING & DISTRIBUTION CENTERS

Responsible for coordinating the use of warehouse space for temporarily storing imports and exports..

Mr. Trevor Dunlap, <i>Chair</i>	Givens Logistics, LC
Mr. Devon C. Anders	InterChange Group, Inc.
Mr. Robert R. Beasley, III	Harvey Lindsay Commercial Real Estate
Mrs. Crystal Bryant	Mid-Atlantic Leasing Corporation
Mr. Kyle Davis	Shopify
Mr. Andrew Deveau	CrossGlobe Transport, Ltd.
Mr. Kevin Durrenberger	Continental Terminals, Inc.
Mrs. Lauren Foley	Virginia International Terminals
Mr. Roberto Fuentes	Red River Foods, Inc.
Mr. Charles Gildersleeve	H & M International Warehousing, Inc.
Mr. Gylfi Aron Gylfason	Eimskip Logistics
Ms. Lindsey M. Haught	HTR Logistics, LLC
Mr. Matt Hayden	W. M. Stone Logistics, LLC
Mr. Greg Heard	Main Ocean
Mr. Daniel Wayne LeGrande	Ocean Container Solutions, LLC
Mr. Darrick Lemaster	CMP Global, Inc.
Mr. Christopher G. Machut	Netarus, LLC
Mr. JP Matan	Matan Companies/Port 460 Logistics Center
Mr. Jacob S. Meck	Jen Transport LLC
Ms. Janie A. Mirmelstein	Port Norfolk Commodity Warehouse, Inc.
Ms. Rachel Morrison	STG Logistics
Mr. Scott O'Donnell	Riverside Logistics
Mr. Cameron D. Peel	Camrett Logistics
Mr. David B. Poole	U.S. Port Services, Inc.
Mr. Carlos M. Quinones	RPM Warehouse, LLC
Mr. Nate Reich	Fairlead Integrated
Mr. Keith Rice	Thomas Lumping Service
Mr. James H. Salmons	Salmons, Inc.
Mr. Jim Sledd	ContainerPort Group, Inc.
Mr. Paul T. Tatem	Cargoways Logistics, Inc.
Mrs. Erica R. Viola	W. M. Jordan Company
Mr. Michael White	AGCold
Mr. Lang Williams, SIOR	Colliers
Mr. Dale G. Young	World Distribution Services

MEMBERSHIP CATEGORIES

VMA MEMBERS ARE LISTED WITHIN THE FOLLOWING BUSINESS TYPES:

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Agriculture	Information Technology
Banks/Investments and Mortgage Loans	Insurance Services and/or Insurance Counselors
Bridge Company	Labor Organizations
Cargo Inspection	Launch Services
Cement	Law Firm
Cement/Sand/Gravel/Fertilizer	LNG Providers
Chemical	Logistics Consulting
Coal Inspection; Analysis; Sampling	Manufacturers and Distributors
Coal Terminal	Marine and Industrial Suppliers/Ship Chandlers
Cold Storage/Refrigeration	Marine Equipment Sales/Rental
Commercial Real Estate and Property Management	Marine Fuels and Lubricants
Commercial Tire Sales	Marine Repair and Service
Commodities	Marine Security Services
Consultant Engineering	Marine Surveyors and Appraisers
Consultants	Media
Container/Chassis Repair and Sales	Motor Carriers/Intermodal
Contractors and Construction Supplies/Equipment	Navigational Charts and Equipment
Courier Services	Non Vessel Operating Common Carrier/NVOCC
Crane Repair and Refurbishment	Non-Profit Organization
Crane Service, Heavy Lift	Oil Bunker Agents
Customs Examination Site	Oil Terminal, Refinery
Defense Contractors	Packaging and Logistic Services
Diesel Engine and Generator Repair	Passenger Vessel
Distributor of Prefabricated Buildings	Pilotage
Diving Services	Port and Industrial Development Organizations
Dredging (Harbor, Etc.)	Printing Services
Drone Services	Public Relations and Marketing
Education and Training	Railroads
Electronic Sales/Service	Renewable Energy
Employee Benefits Consultants	River Restoration
Employment Services	Sales/Retail
Energy Research Firm	Sandblasting and Coating
Engineers/Environmental Scientists and Planners	Shipbuilding, Ship Repair and Maintenance, Drydocks
Engineers/Naval Architects/Surveyors	Small Boat Chartering
Environmental Engineers/Scientists and Planners	Steamship Owners, Agents, Operators
Environmental Services: Pollution Control/Tank and Steam Cleaning/Exterminators	Stevedores
Exporters and Importers	Taxi/Limo Service
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