

March 13, 2013

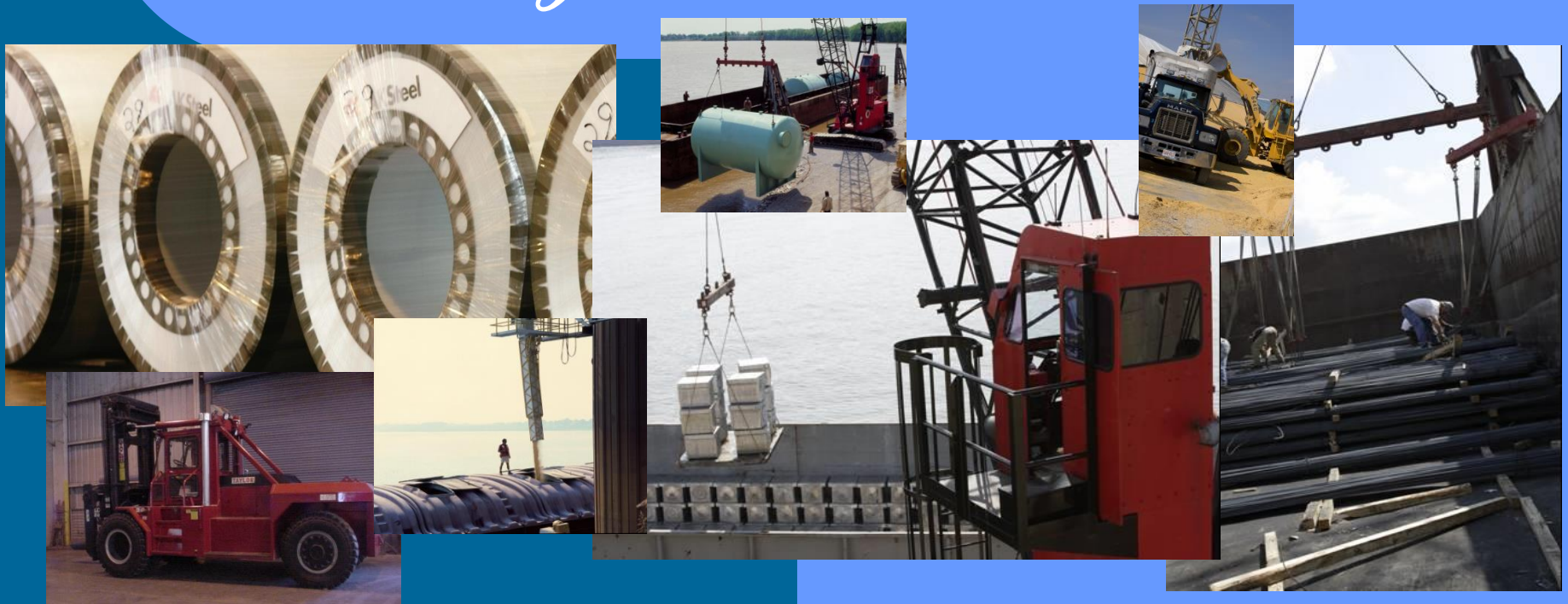
MID-AMERICA



FREIGHT COALITION

Owensboro Riverport

Connecting Commerce to The World



1

Joint Annual Freight Meeting

Public Ports



Multimodal Freight Providers



Think Multimodal

- **What is Multimodal?**
 - **A trip with:**
 - **More than one mode of transportation**
- **Multimodal freight facilities can:**
 - **Help address future transportation challenges**
 - **Help ensure the health of existing businesses**
 - **Facilitate future economic growth**

Freight Movements by Water

- Shippers select inland water transport based on:
 - Shipment distance (>450 Miles)
 - Shipment Size (>1,500 Tons)
 - Shipment Direction
 - Shipment Cost
- Additional selection criteria:
 - Commodity Type (Non-Perishable)
 - Low Time-Sensitivity
 - High Weight/Large Volume to Ratio Value

Costs and Capacities

Transport Mode & Energy Impacts

	Barge	Rail	Truck
Cost per ton / mile	\$1.18	\$3.07	\$6.19
Capacity	1500 tons	100 tons	26 tons
Equivalent Units	1	15	58
One Gallon of Fuel	514 miles	202 miles	59 miles

Compare...

Cargo Capacity



Equivalent Units



Equivalent Lengths



Ohio River Transportation

- ORA plays a major role in economic development
- Waterway shipments provide:
 - Reliable, safe and low cost transport
 - An important location incentive
 - An alternative to highways and rail transport
 - Supports green initiative

Logistics Assets

River Ohio Owensboro Riverport

Rail CSX



Roads I64 / I65 Connector



Air Owensboro Daviess County Airport
(8,000 FT Runway)

Economic Impact of Public Ports

- **Economic Impacts Include:**
 - **Direct jobs and expenditures**
 - **Indirect impacts of businesses**
 - **The most significant impacts are from businesses that use the ports**

Mission Statement



Our Mission is to establish the Owensboro Riverport as the premier **public** inland port in the Ohio River Valley by providing a dynamic, efficient, customer-oriented, and market- focused multimodal facility that contributes to commerce and economic growth for Owensboro and the region.

Location.
Location.
Location.

Owensboro
Riverport...

...is at the

“Heart of America”!



Harbor Road Terminal



- 1** Grain bins and Pod with 690,000 bushels capacity and conveyor to river
- 2** Dome for bulk storage (4,000 tons) with conveyor
- 3** General purpose warehouse - 32,000 sq ft
- 4** London Metal Exchange (LME)
Warehouses - 64,250 sq ft - sprinkled - alarmed
- 5** Dome for bulk storage 10,000 nt (climate controlled and conveyor to river)

- 6** Graveled storage yard
- 7** Bulk and liquid storage - Crop Production Services
- 8** General purpose warehouse - 10,000 sq ft
- 9** Warehouses (3)
42,500 sq ft
25,000 sq ft - sprinkled - alarmed
25,000 sq ft - sprinkled - alarmed
- 10** State of the art warehouse - 300,000 sq ft sprinkled - alarmed
Covered rail spur for 17 railcars
Administrative offices located at this site

- 11** Graveled storage yard
- 12** CSX main line [CSX]
- 13** Proposed Slack Water Harbor with roll-on and roll-off capacity
- 14** Liquid Tank Farm includes three tanks with 6 million gallon capacity and site excavation has been completed for additional tanks
Tank Farm is served by river and rail

- 15** Fertilizer bulk storage - 40,000 ton capacity, served by river and rail
Public/private partnership - Miles
- 16** Rail loop located on 105 acres
Served by CSX railroad to accommodate 90 railcar unit trains
Certified 286,000 lbs
- 17** Facility with truck and rail pits and load out capacity to the river



**Served by all
Major Barge Lines
National & Local Truck
Lines
CSX Railroad**



ORA

- U.S. Customs Port of Entry
- Foreign Trade Zone (184 Acres)
- Premier Multimodal Facility
Ohio River Valley
- Home Land Security
- Banking Industry Relationships



Owensboro Riverport Market Segments

- AgriBusiness
- Break Bulk
- Bulk-Industrial
- Metals
- Special Projects
- Warehouse Distribution

Fertilizer Bulk

Inbound: Barge or Rail

Outbound: Truck



Fertilizer Liquid

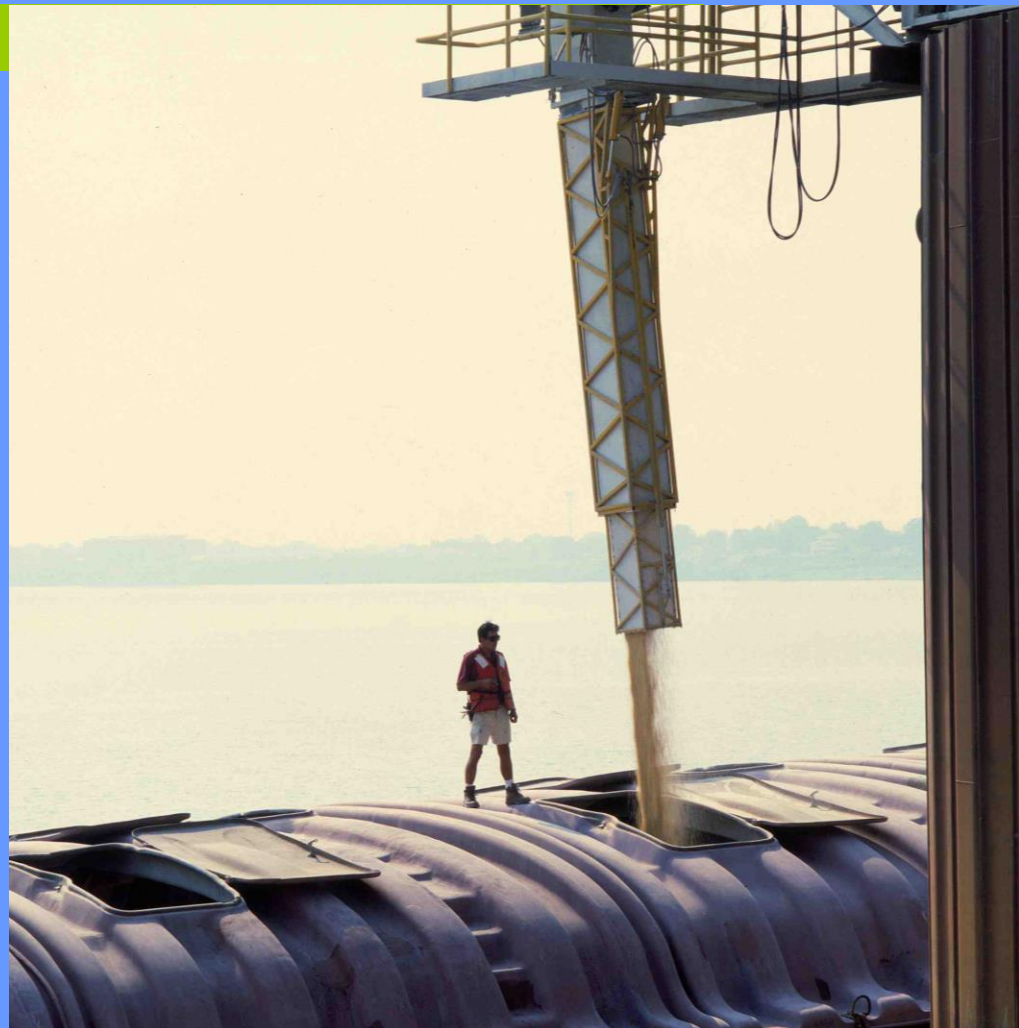
Inbound: Barge or Rail

Outbound: Truck



Grain

Inbound: Truck
Outbound: Barge



Break Bulk

Inbound: Barge or Truck

Outbound: Truck



Bulk Industrial Products Hazardous Material

Inbound: Barge or Rail

Outbound: Truck

Homeland Security

(TWIC Card)
Required



Aluminum

Inbound: Barge, Rail or Truck

Outbound: Barge, Rail or Truck

- **LME – NASAAC Licensed Warehouse**
- **Global Market**
- **International Notoriety**



Steel

Inbound: Truck or Rail

Outbound: Barge or Rail



Zinc

Inbound: Barge or Truck

Outbound: Truck



Project Cargo

Inbound: Barge, Rail or Truck

Outbound: Barge, Rail or Truck



Paper Products

Distribution Center

Inbound: Rail or Truck Outbound: Rail or Truck



Warehousing



Owensboro Riverport Previous Fiscal Year

- **Handled about 900,000 Tons**
- **Over 33,000 Round-Turn Trucks**
- **Over 1,000 Railcars**
- **Over 200 Barges**

What do ports need from States & MPOs?

- **Good Roads, Rail Spurs, and Docks**
- **Included in Planning Process**
- **Funding for Infrastructure Development**
- **Recognition that Department of Transportation is more than highways**

What do ports need from States & MPOs?

- **Promote Virtues of Water Transportation**
 - **Better Air Quality**
 - **Safer Haz-Mat Transportation**
 - **Reduced Congestion – Highways**
 - **Fuel Conservation**
 - **Improved Highway Safety**
 - **Lower Highway Maintenance Cost**
 - **Efficiency of Resources**
 - **Availability of Inland Waterways for unlimited growth**
 - **Limited Landside Infrastructure for growth**
 - **Research and Intelligence regarding Panama Canal Expansion and Container-on-Barge potential**

How does ORA prioritize projects?

- **Safety**
- **Return on Investment**
- **Relevance to Priority Market Segment**
- **Customer & Community Needs**
- **Maintenance Cost of Existing Facilities**

Funding for Capital Projects

- Work with USACE for partnership grants
- Limited funding from new Kentucky Legislation
- Private/Public Partnerships with ROI
- Self funding from operations is primary source
- Borrowing from commercial banks

Long Range Plan from 2012 Masterplan (5-7 Years)

- Rail Loop redevelopment
- New Dock
- Upgrade existing River Wall Dock
- Relocate scales and scale house
- Redesign traffic flow to reduce congestion & improve safety
- New hard surface roads
- Build up additional 60 acres above 100 year flood plain
- Enhance port security with state-of-the-art technology

Audience for Long Range Plan

- Board of Directors
- City of Owensboro
- Kentucky Department of Transportation
- Potential Investment Partners
- Management and Employees
- Media / General Public

How Can Ports Compete for Freight Projects

- Educate
- Participate
- Demonstrate Need
- Show Return on Investment
- Provide Unbiased Information for Good Decisions

Visit our web site at
www.OwensboroRiverport.com



Kentucky's Premier Public Riverport



EXPERIENCE • PERFORMANCE • EXCELLENCE