

# Intermodal Park Development

Isle of Wight County

Presented to VEDP

April 30, 2008





# Isle of Wight Economic Development

- Isle of Wight Embraces Distribution & Logistics
- The County is Aggressively Pursuing & Developing Opportunities
- The County Owns Over 1,000 Acres for Development





# Building Success

- The County Developed Phases I & II of Shirley T. Holland Intermodal Park – 440 Acres
- Phase III is 606 Acres Acquired in 2007
- We're 35 Miles From the Port With Major Road & Rail Infrastructure





# Our Vision

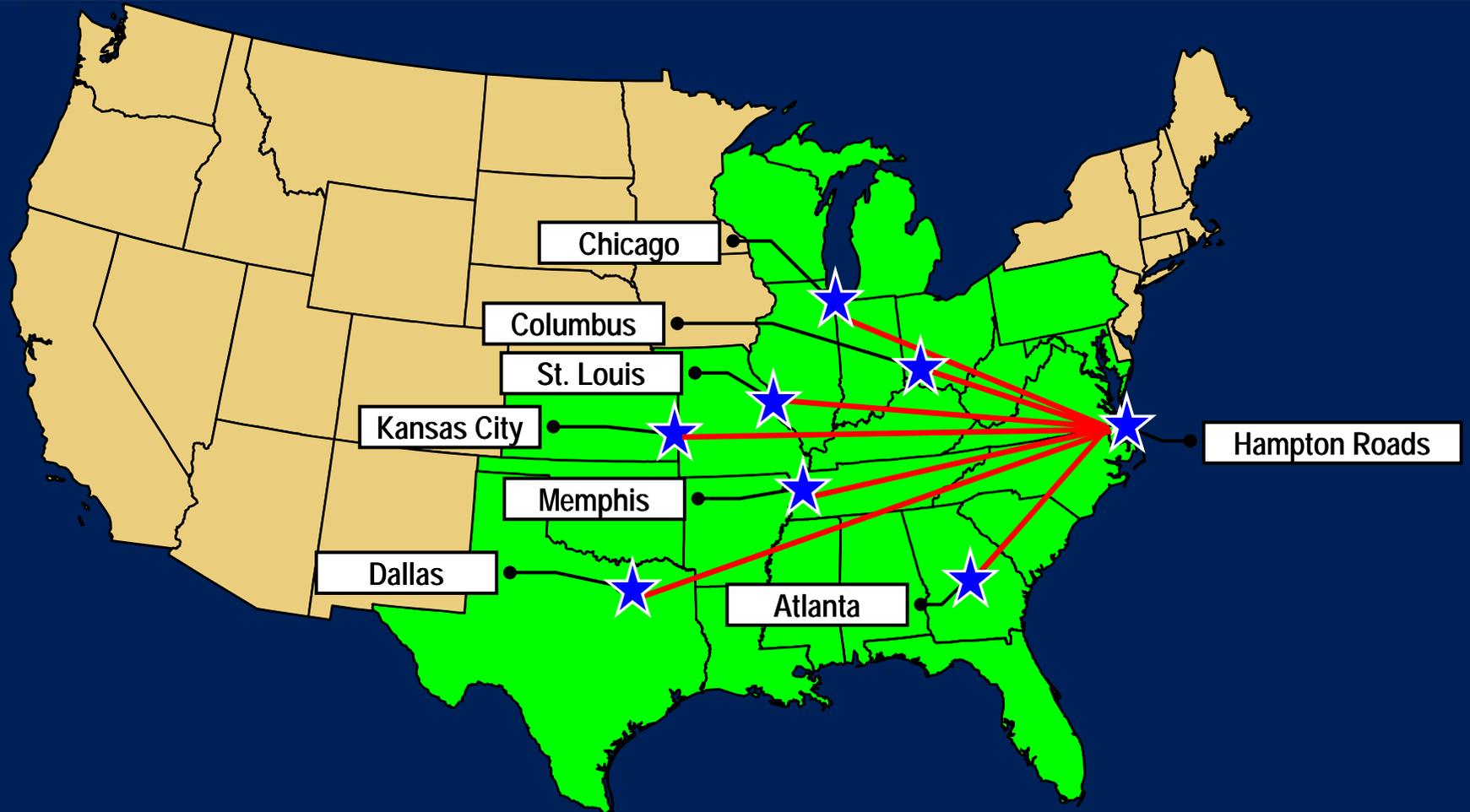
- Current Opportunities Present Themselves
  - Consumption Grows with GDP
  - Businesses Choose This Region
  - Businesses Can be Influenced to This Region
- These Opportunities Must be Fostered





# Our Vision – A Bigger Opportunity

Creating Supply Chains & Freight Corridors



Connecting the Nodes is in the Early Stages – The U.S. Needs to Reach the World





# Intermodal Park Development

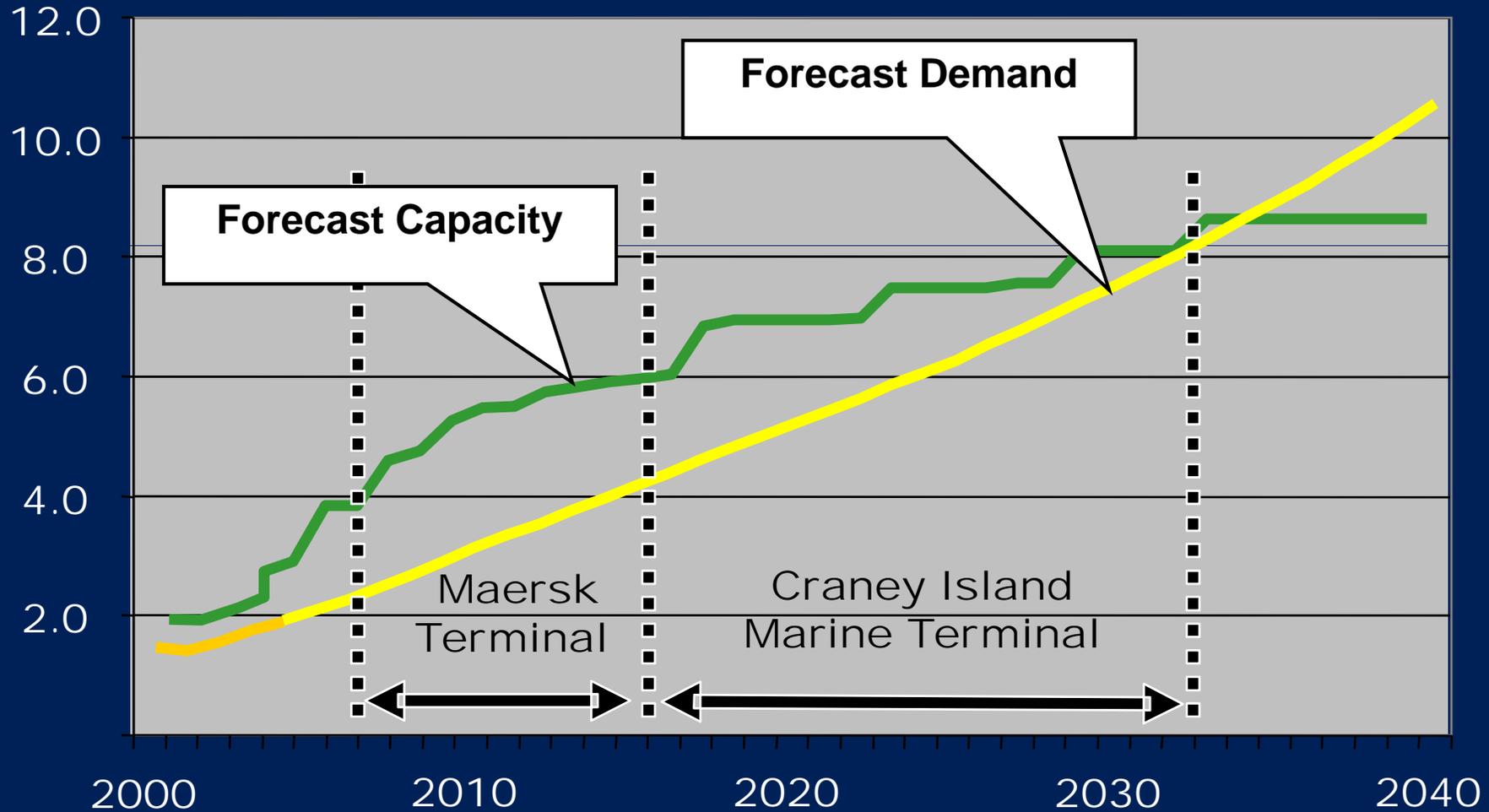
- Comprehensive Land Use Plan
- Infrastructure Development
- Reaching Out to the Market
- Working With Stakeholders



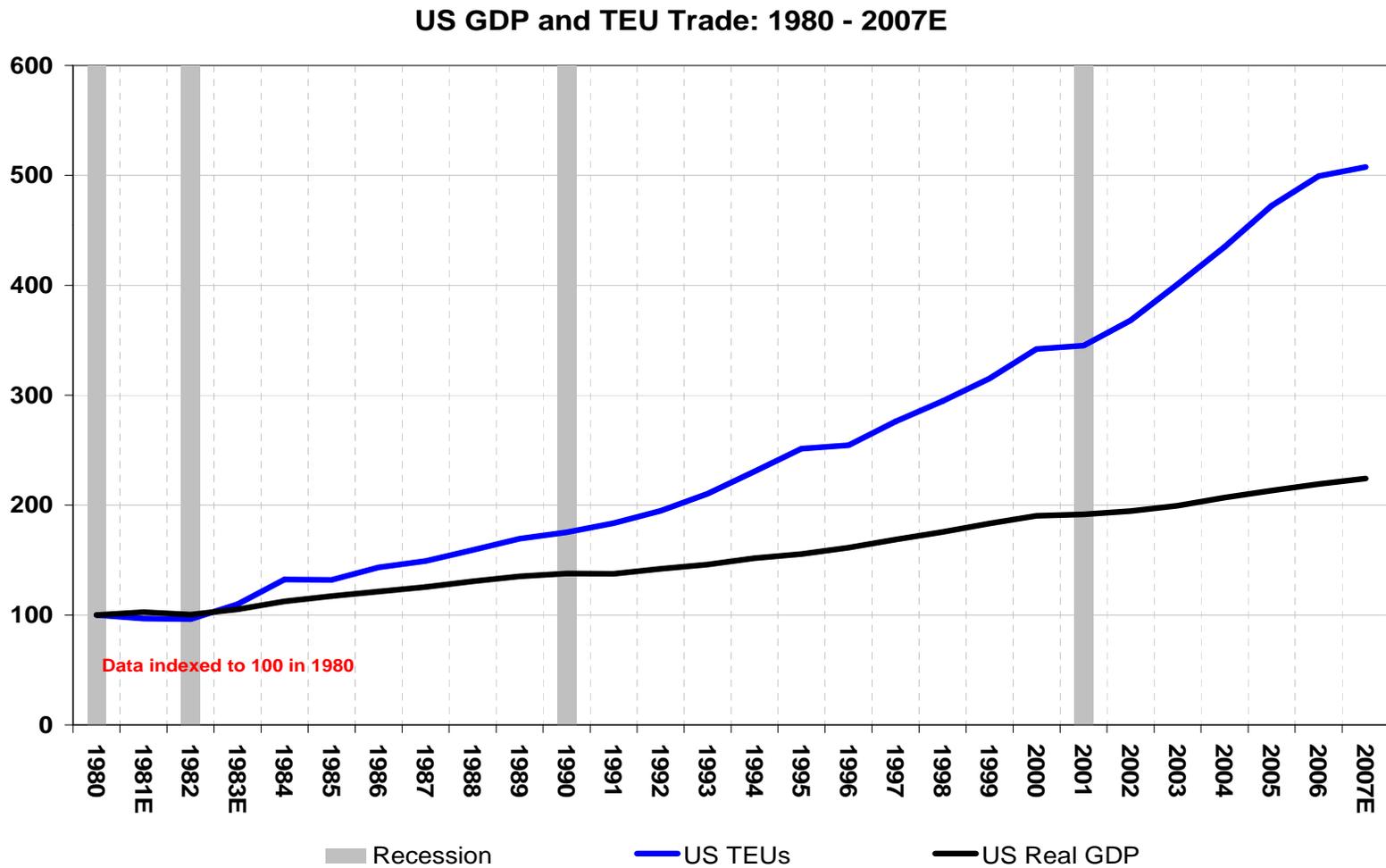


# The Port of Virginia – A Key Driver

Million TEU



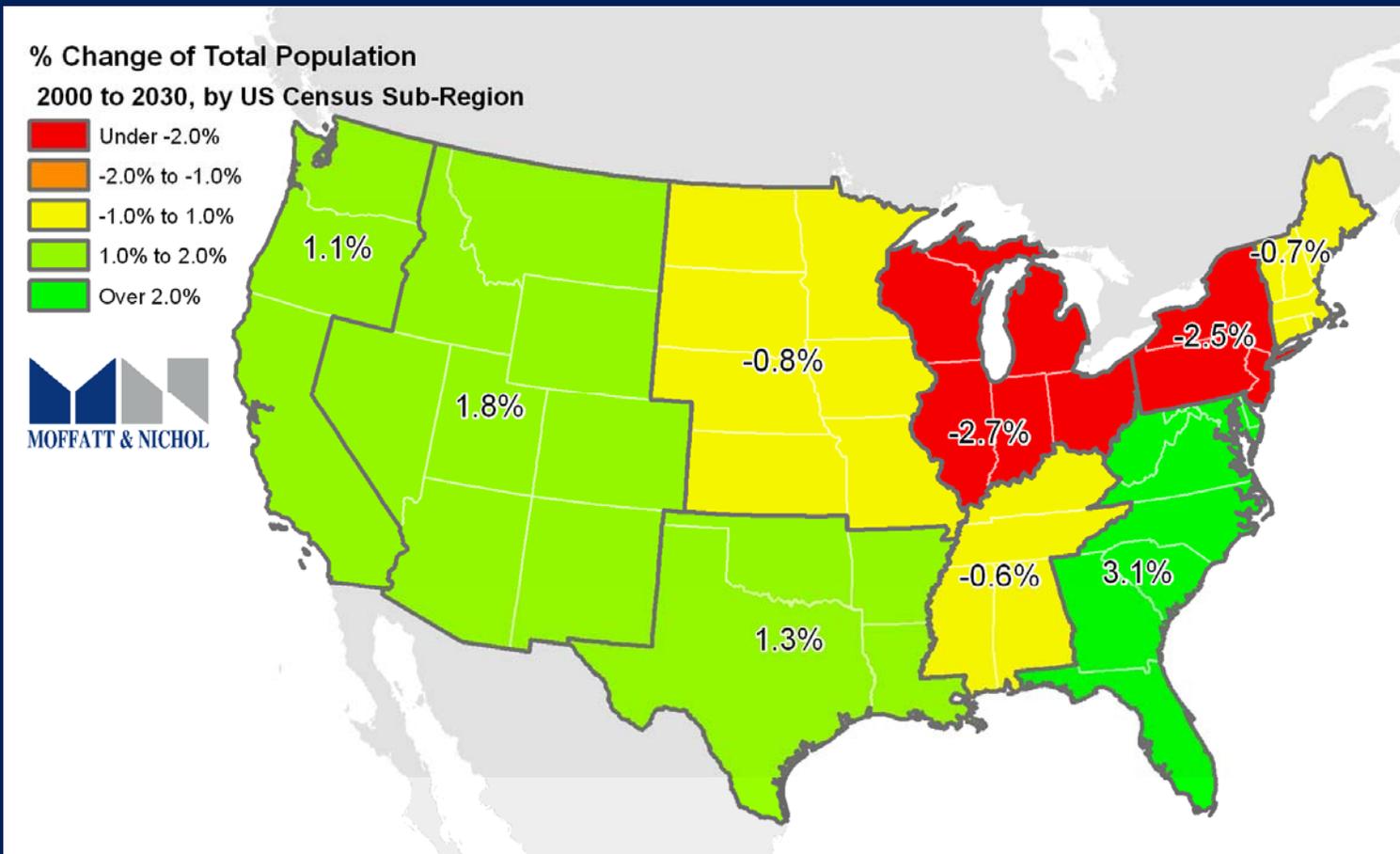
# Cargo Handling Demands Exceed GDP





# The Southeast Increases Demand

- United States / North American GDP is uneven





# Competitive Opportunities



35% of US International Trade has a Discretionary Port Choice





# The Opportunity

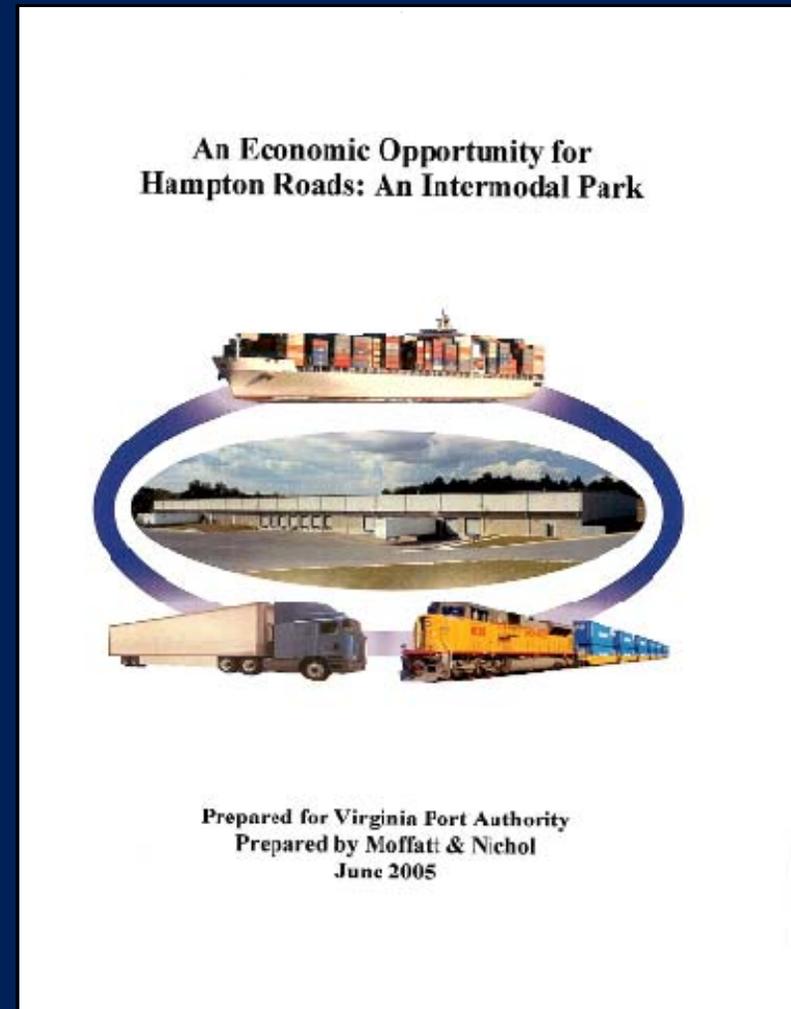
- \$100 Billion in East Coast Containerized Cargo is Discretionary and its Growing
- All Of It Needs To Be Handled and Managed
- Handle It In Hampton Roads





# Background – Craney Island EIS

- June 2005 - *An Economic Opportunity for Hampton Roads: An Intermodal Park*, study prepared for VPA
  - Economic benefits of locating intermodal services in Hampton Roads
- Isle of Wight County identified the distribution and logistics market as an opportunity that should be investigated





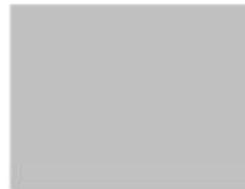
# Background

- Isle of Wight County seeking to develop an intermodal park on three parcels, totaling 2,748 acres
  - Shirley T. Holland
  - Norfolk Southern
  - International Paper

## Isle of Wight Intermodal Park Concept



May 2007



Prepared for  
Isle of Wight County

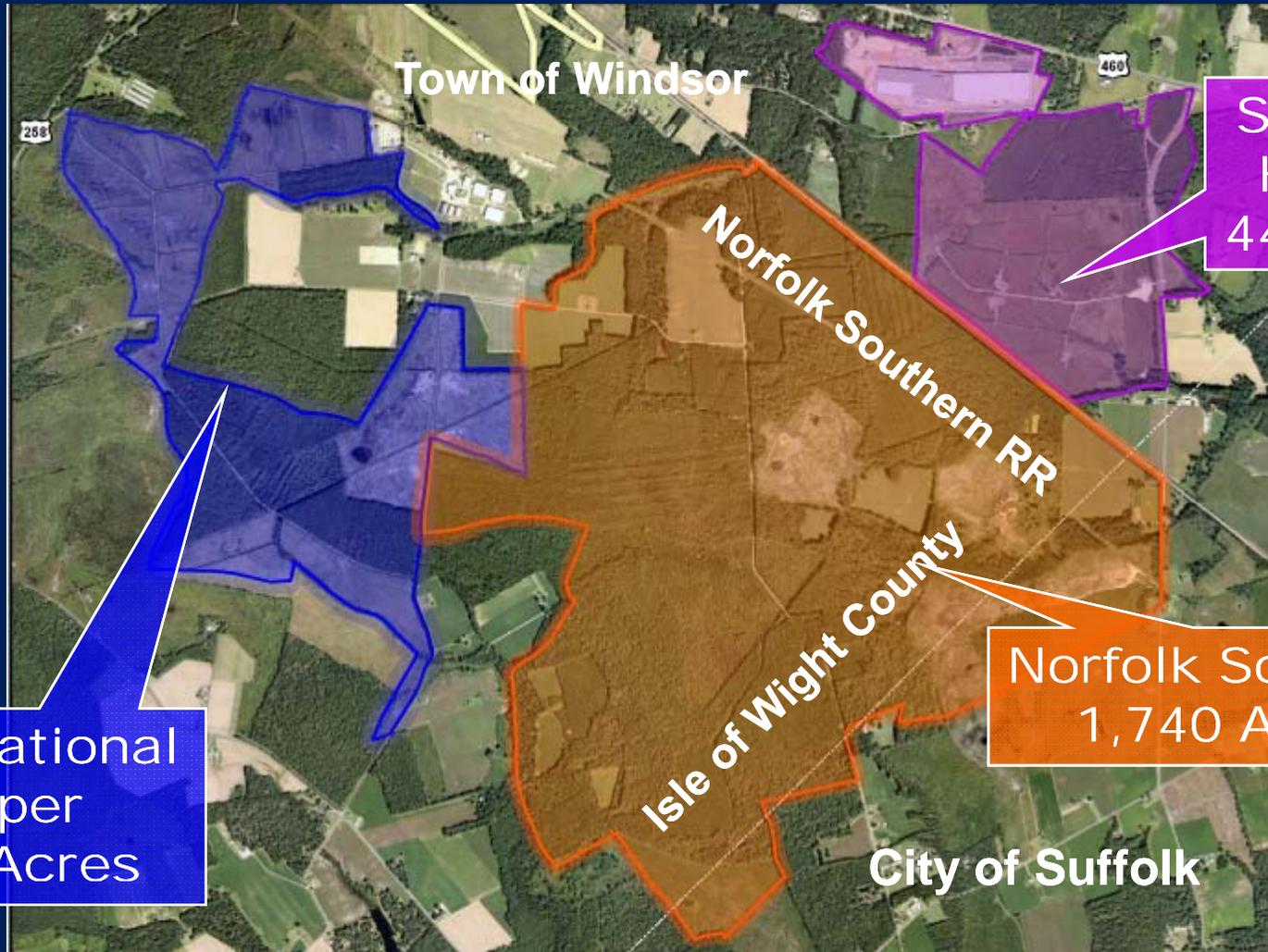


Final Draft





# 2,748 Acres Identified



International Paper  
606 Acres

Shirley T. Holland  
440 Acres

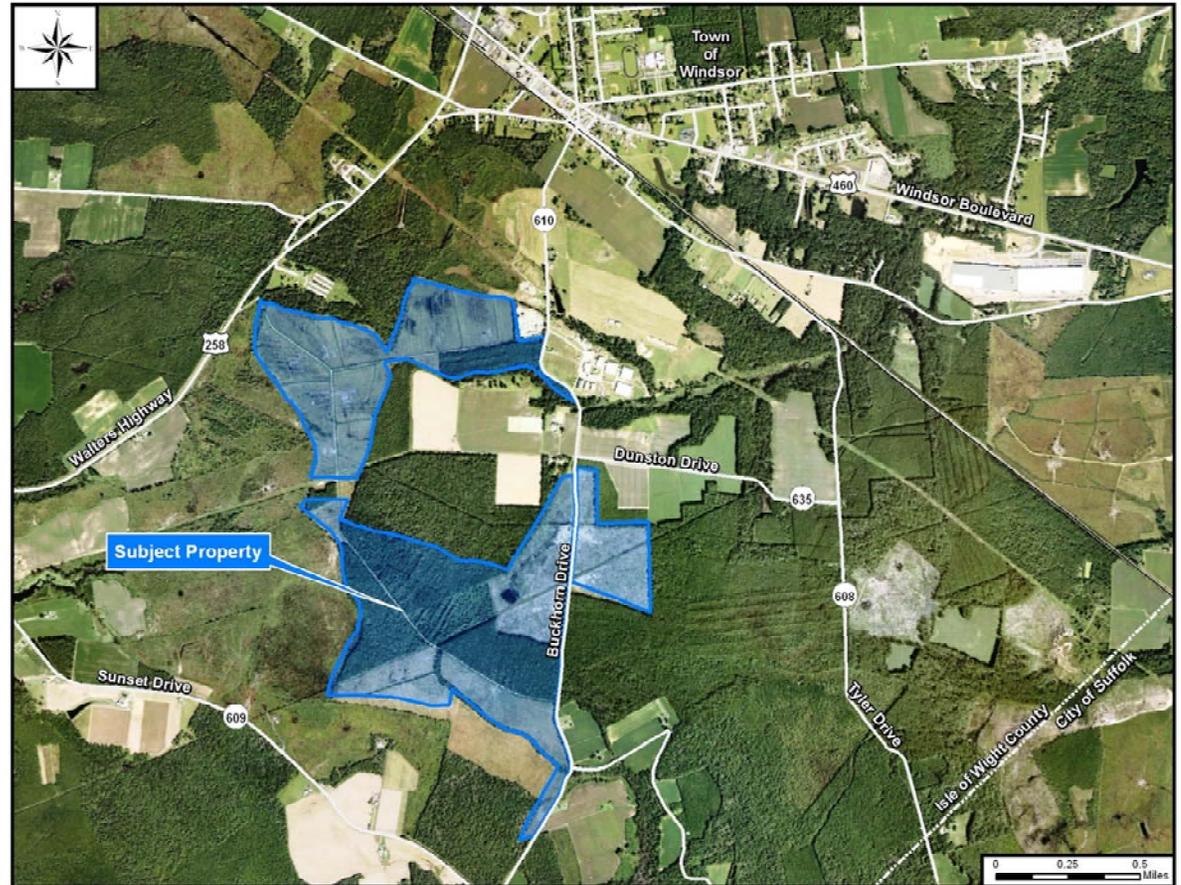
Norfolk Southern  
1,740 Acres





# Land Use

- 606 Acres
- At US Route 460
- At US Route 258
- Near Norfolk Southern
- Near CSX
- 35 Miles to the Port





# Land Use Planning

- Expand ID Zone
- Public Outreach
- Rezone Property





# Development Analysis

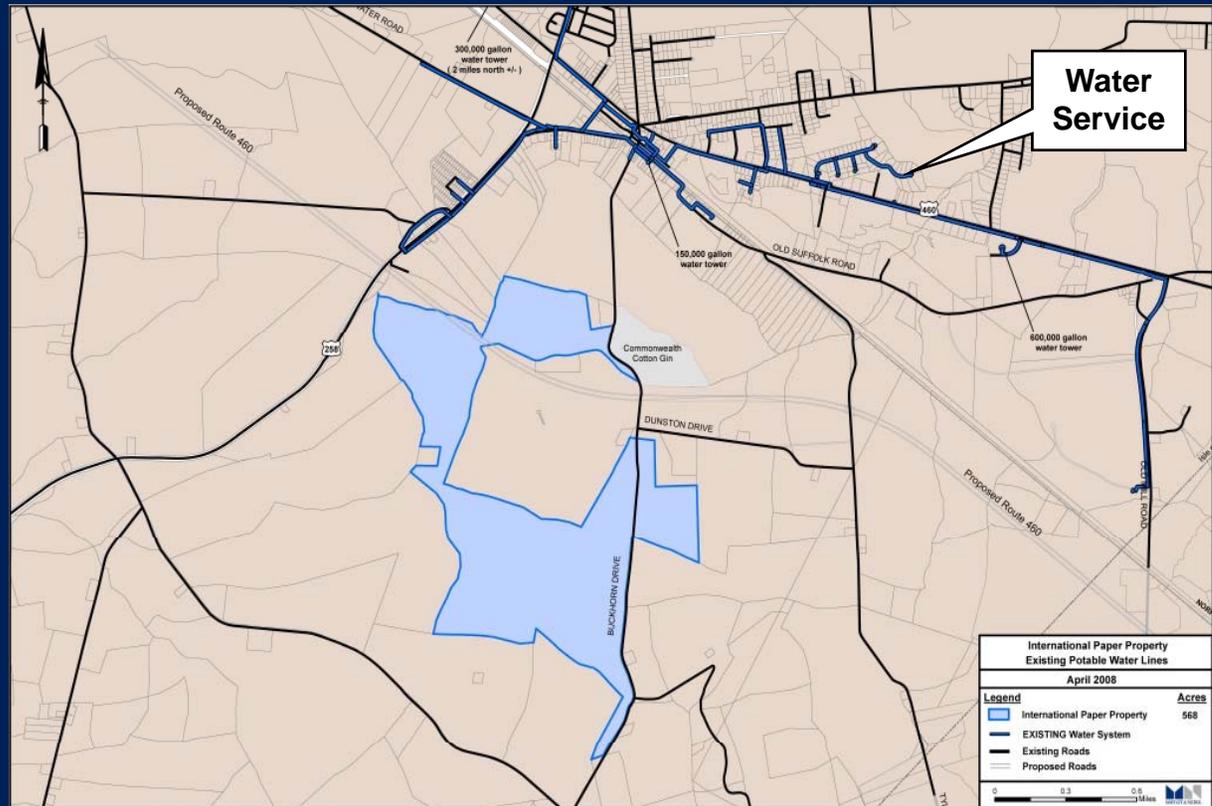
- Property attributes
  - Utilities
  - Easements
  - Wetlands
  - Traffic & Transportation
- Development Requirements
- Site Plan Concepts
- Investment Estimates
- Business case for Rail Services
- Next Steps and Contingency Actions





# Infrastructure

- Existing Capacity
- Existing Locations
- Future Demand
- Sourcing
- Alternatives





# Property Attributes

Roads & Transportation

Utilities:

Electricity

Wastewater

Water

Communications

Natural Gas

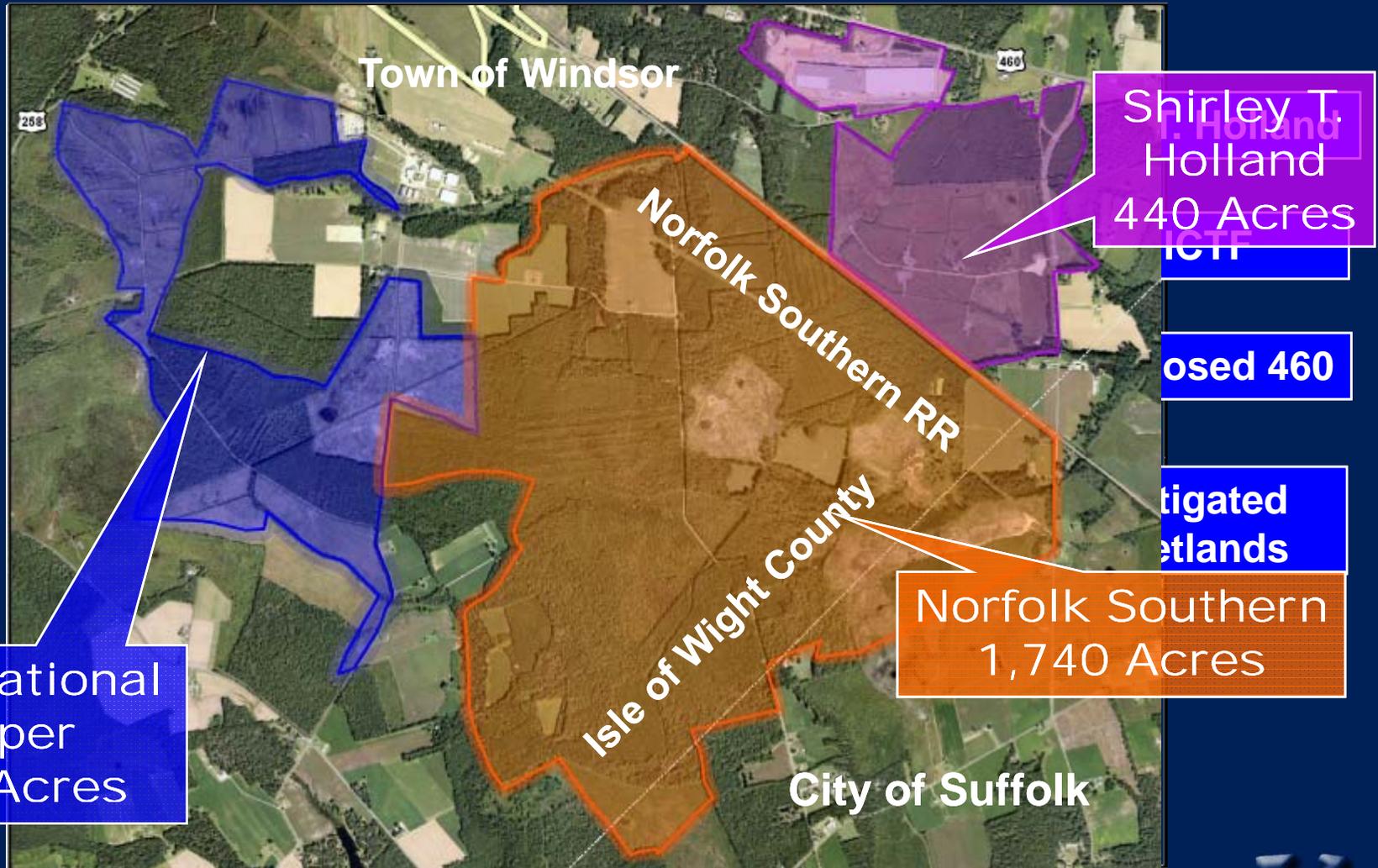
Wetlands

No Showstoppers





# 2,748 Acre Concept – 1,046 in Progress





# Complimentary Features

- US Route 460 Improvements will provide Interstate Quality
- The Norfolk Southern mainline feeding the Heartland Corridor is nearby
- CSX Rail Line and Route 58 nearby





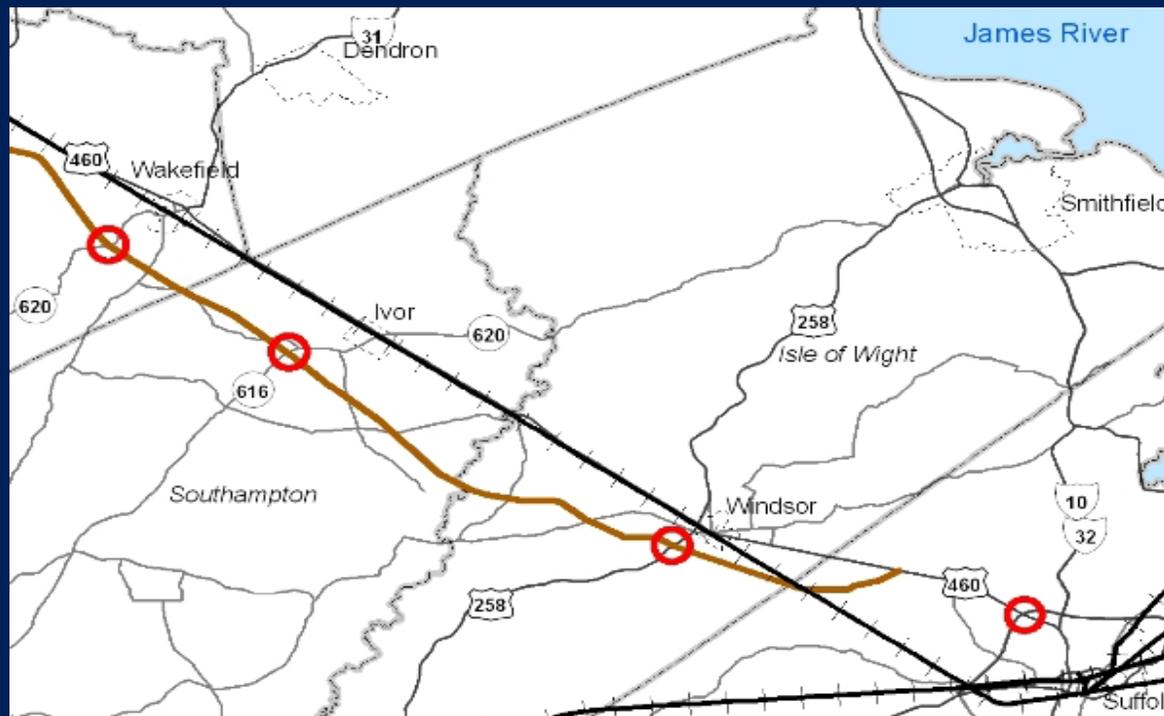
# Route 460 Widening & US 58 Corridor Development





# External Stakeholders 460 Example

- Engage PPTA
- Preserve Key Interchange Points
- Preserve Rail Access





# External Stakeholders - Public

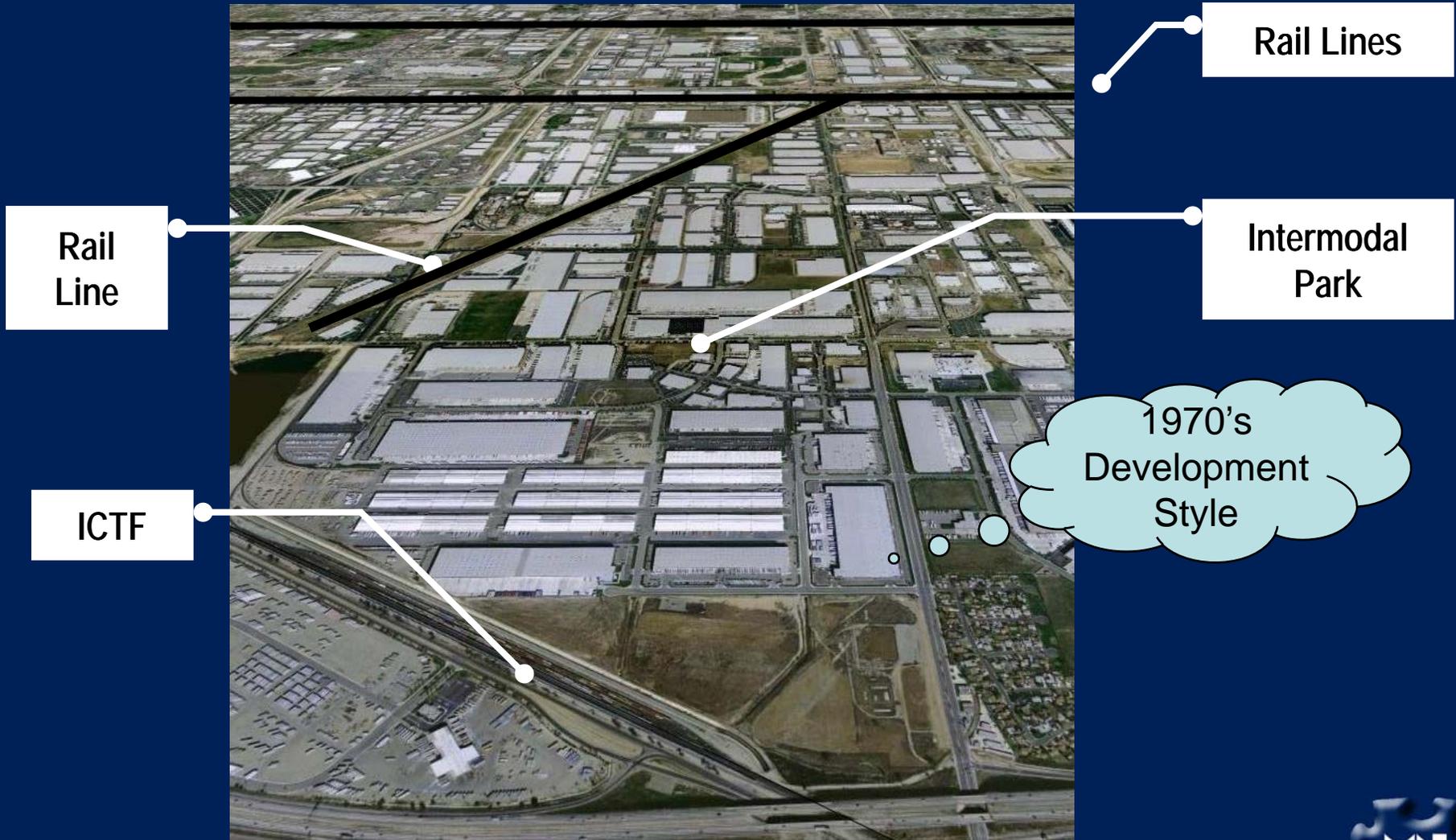
- It Brings Jobs
- Long development Cycle
- Lot's of Planning for Correct Buffers
- There Will be Traffic
  - This is Traffic That Occurs Anyway





# Inland Empire

## Up to 90 Miles From Ports of LA/LB





# Alliance Texas – 35 Miles to Dallas

Alliance ★ Texas

Today's  
Master  
Planning  
Style





# The Market

- Conventional Marketing
  - Out the Properties Out There
- Proactive Marketing
  - Reach Out to the Sectors With Business Cases





# Next Steps

- Move Forward on All Fronts
- Stay Integrated
- Don't Let the Stakeholders Sleep

