

Maryland Freight Summit

The Port of Baltimore's Competition and Future Needs

Presented by

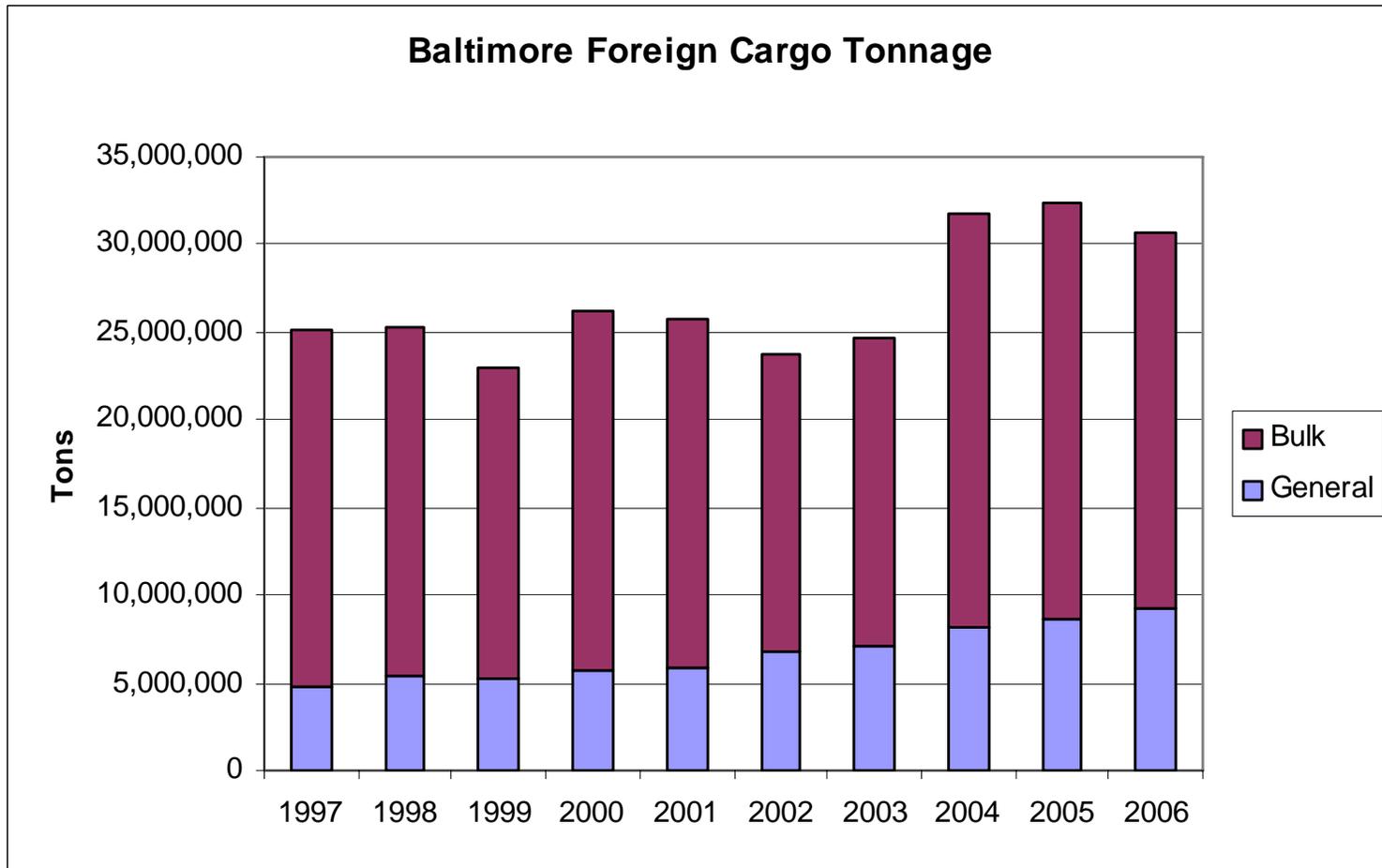
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The Port of Baltimore's international trade in bulk cargo has been stable, while general cargo has shown strong growth.





The Port of Baltimore is a leader in international trade for the nation. In 2006, the Port ranked...

- First
 - Truck imports & exports
 - Gypsum, iron ore imports
- Second
 - Automobile exports
 - Sugar, aluminum and woodpulp imports
- Third
 - Wood, paper and paperboard imports
- Fourth
 - Coal exports
- Sixth
 - Salt and molasses imports
- 12th Foreign cargo value
- 14th Foreign tonnage
- 16th for total containers



The Port of Baltimore generates considerable economic impact to the region.

- 42,300 Jobs in Maryland are associated with cargo and vessel activity at the Port.
 - 19,300 Direct jobs
 - 23,000 Induced and Indirect jobs

- \$2.4 billion in personal wage and salary income.
- \$1.9 billion in Business Revenues.
- \$278 million in State and local taxes per year.
- \$507 million in U.S. Customs receipts.

- An additional 86,100 Jobs are related to, but not fully dependent upon Port activity.



Competing Ports have aggressive plans for long-term expansion and marine terminal development.

- New York
 - MOTB – 652 acres total
 - 124-acre Port Ivory site adjacent to Howland Hook
- Philadelphia – Naval Base (330 acres total), Fairless Hills/Kinder Morgan
- Virginia – Craney Island
 - Phase 1 in 2017 at earliest
- Charleston
 - Charleston Naval Base
 - Jasper County
- Brunswick – Colonel's Island, 1700 acres
- Jacksonville – Dames Point, 546 acres undeveloped



Transportation infrastructure improvements, specifically double-stack rail to serve Baltimore's competitors, have been made or are underway.

- Express Rail – CSX and Norfolk Southern
 - Serves New York and New Jersey ports
 - Reduces dray from ship to train
- Ben Franklin Corridor – Norfolk Southern
 - Serves Philadelphia ports
- Heartland Corridor – Norfolk Southern
 - Serves Virginia ports
 - Reduces inland travel distance and time
- Intermodal terminals for Port of Savannah



The Heartland Corridor is the first time that the private freight rail industry has worked together with US DOT to develop and finance a rail improvement project. (according to FHWA)

- Total project, including clearance for double-stack, new and expanded terminals in Ohio, West Virginia, and Virginia, and relocation of rail lines - \$309M
- Clearance Project - \$151M
 - Federal Highway Administration - \$95M
 - Norfolk Southern Railroad - \$45M
 - Commonwealth of Virginia - \$10M
 - State of Ohio - \$1M

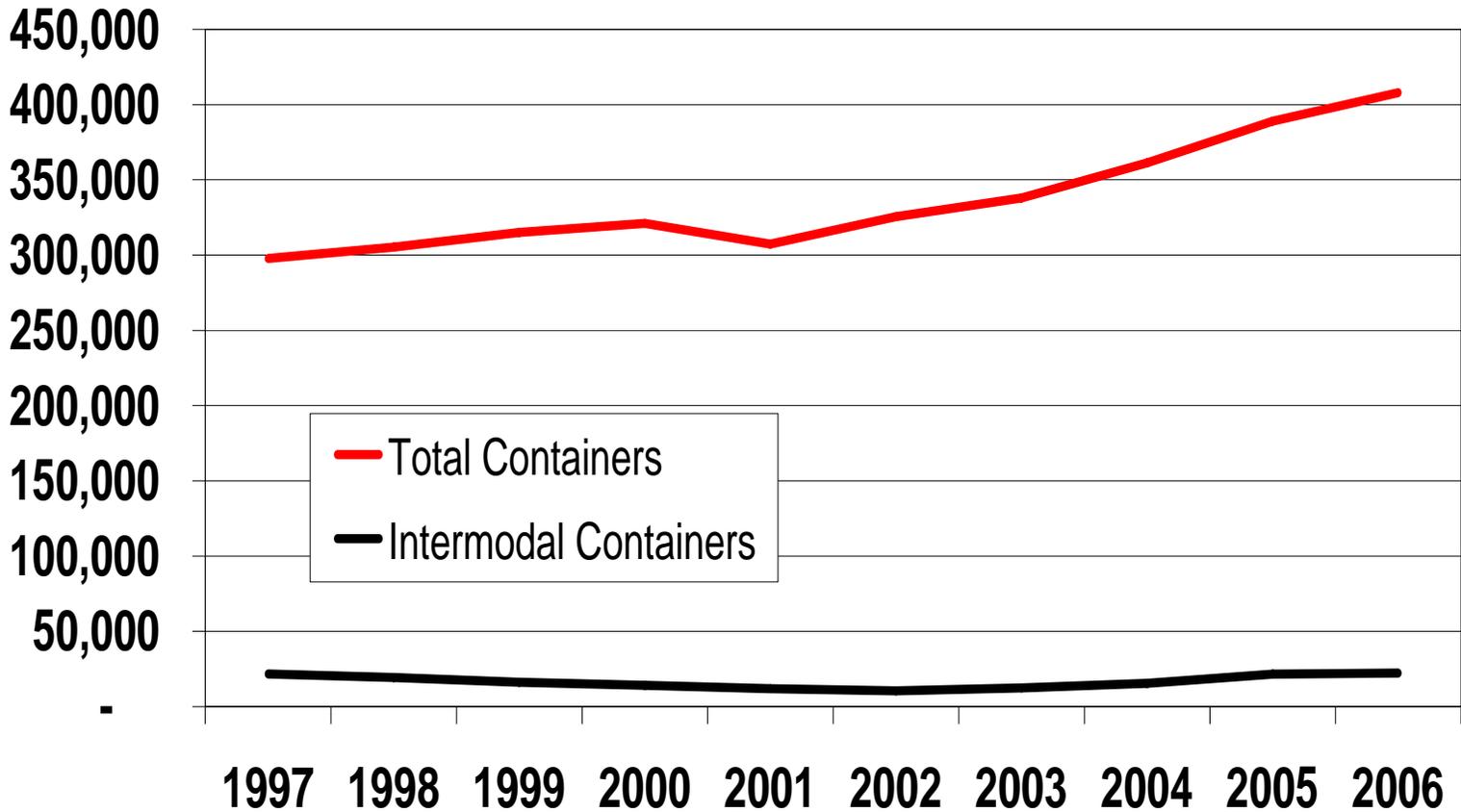


The MPA has long-term plans for terminal development and continued cargo growth.

- Existing terminals, especially Seagirt and Dundalk, can obtain higher densities and cargo velocities to provide greater capacity for cargo.
- Several sites are planned for future expansion and terminal developments:
 - Cox Creek – 230 to 330 acres, available about 2020
 - Masonville – 100 to 130 acres, available about 2035
 - Sparrows Pt. – 220 to 420 acres, available about 2040

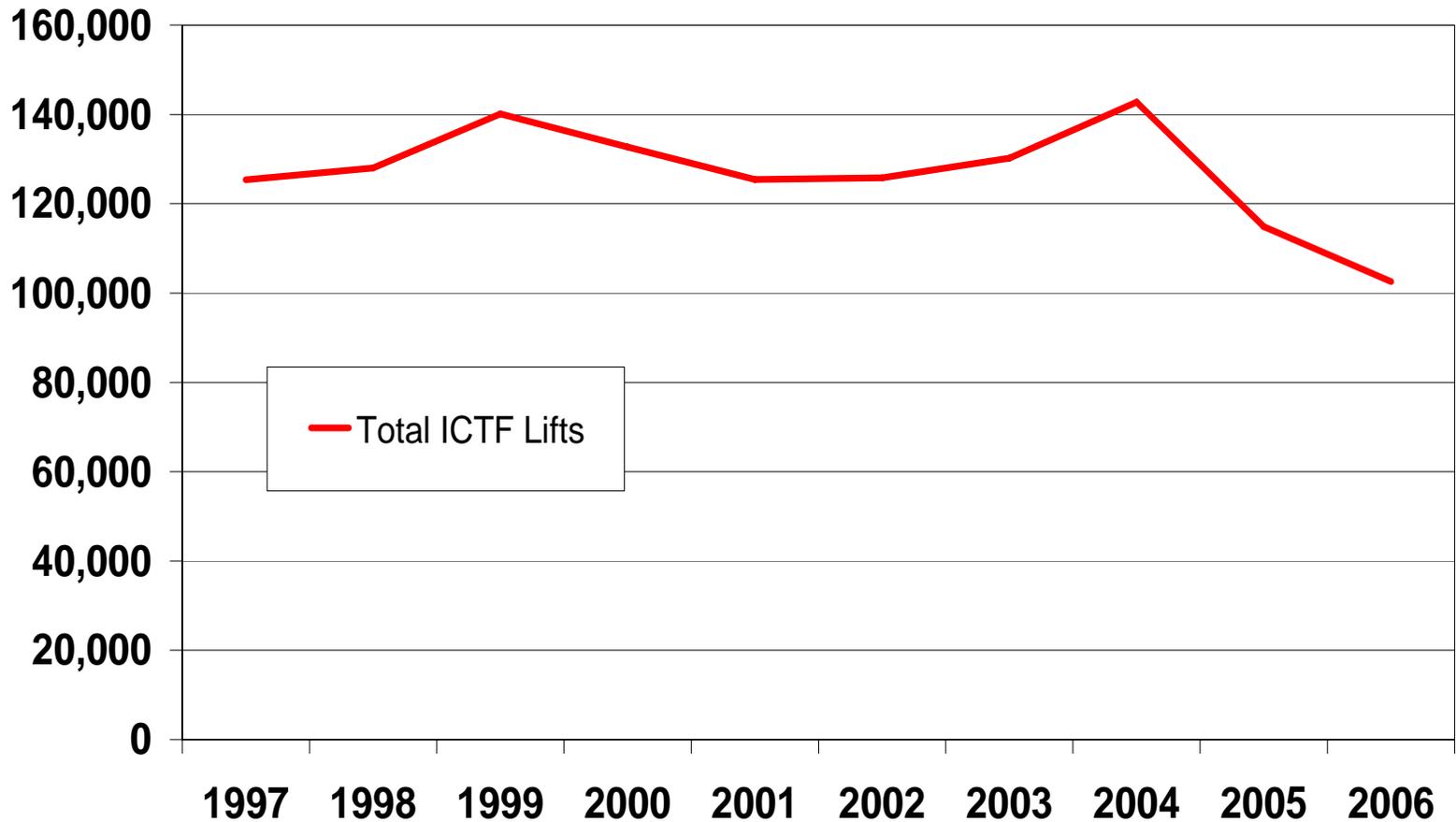


Intermodal rail traffic is a small portion of Port of Baltimore Containers.





ICTF traffic has dropped mainly due to the shift away from domestic trailers to domestic double-stack containers which cannot be accommodated in Baltimore.





The historical investments in the Port of Baltimore's Marine Highway has been considerable (State and Federal).

- \$227 million - Construction of the 50' Channel in 1990. (Baltimore is one of only two U.S. East Coast ports to have a 50' channel.)
- \$447 million - Federal investment since 1996 in channel maintenance and improvement projects.
- \$126 million - Maryland's investment since 1996 for access channel maintenance and improvements and dredged material placement sites.



Summary of Port of Baltimore's perspective on freight in Maryland.

- Competitive ports and states are actively engaging in the enhancement of inland freight infrastructure.
- Port of Baltimore is healthy and has the capacity to expand and create additional economic activity for Maryland.
- The benefits of improving the rail bottlenecks in Maryland go far beyond the Port.