Owensboro Riverport
Connecting Commerce to the World

Joint Annual Freight Meeting

March 13, 2013
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

<table>
<thead>
<tr>
<th></th>
<th>Barge</th>
<th>Rail</th>
<th>Truck</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cost per ton / mile</td>
<td>$1.18</td>
<td>$3.07</td>
<td>$6.19</td>
</tr>
<tr>
<td>Capacity</td>
<td>1500 tons</td>
<td>100 tons</td>
<td>26 tons</td>
</tr>
<tr>
<td>Equivalent Units</td>
<td>1</td>
<td>15</td>
<td>58</td>
</tr>
<tr>
<td>One Gallon of Fuel</td>
<td>514 miles</td>
<td>202 miles</td>
<td>59 miles</td>
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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
I69

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.
Owensboro Riverport…
…is at the “Heart of America”!
1. Grain bins and Pod with 600,000 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) Warehouse - 64,250 sq ft - sprinkled - alarmed
5. Dome for bulk storage 10,000 st (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
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
ORAS

- 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
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www.OwensboroRiverport.com
Kentucky’s Premier Public Riverport

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