



Virginia offers unparalleled transportation opportunities to get you anywhere in the world with ease. Centrally located on the U.S. East Coast, our integrated transportation system of highways, railroads, airports and seaports ensures that you can reach every one of your markets and get shipments from suppliers more efficiently.

### DISTRIBUTION ON A GLOBAL SCALE:



- Centrally located on the U.S. East Coast, Virginia is within 750 miles (1,200 kilometers) of more than 151,696,000 people and 301,000 manufacturing firms.
- Virginia's 6% corporate income tax rate has remained unchanged since 1972.
- Virginia is a right-to-work state.
- Virginia's unemployment insurance cost is the lowest in the nation.
- Almost 60% of the nation's total personal income are within 750 miles of Central Virginia.

“You can have a location, a site and utilities, but if you don't have a quality workforce with a strong work ethic that's going to show up for you day in and day out, then you don't have the key ingredient to support a facility of this nature.”

John Hay, Real Estate Manager, Wal-Mart Stores, Inc.  
 a Maersk Logistics Company.  
 Michael Bach, President of Hudd Distribution—

“Our commitment to service our clients depends not only on our ability to execute, but also that of our partners like the Commonwealth of Virginia and the City of Chesapeake. Our ability to grow and develop in this area would not be possible without the operational excellence we have experienced since we established ourselves in the area in 1998.”

“We are excited to award Virginia as the site of our newest plant. The Wytchville area is a wonderful community and an important transportation hub to the Mid-Atlantic and Ohio Valley. We weighed many economic, community and resource factors in our final decision, and we are happy to call the Commonwealth home to our eighth manufacturing and distribution facility.”

“Virginia is ideal for companies that export because of the access to The Port of Virginia. From our new King William County facility we will be able to load containers and ship directly to The Port, saving both time and money.”

“We were particularly attracted to Virginia's pro-business climate and excellent infrastructure, as well as the site's central location and proximity to major interstate highways.”

“Suffolk and the Commonwealth of Virginia offered Target an excellent opportunity to continue growing our import and distribution business.”

“The Frederick County site was selected based on its overall cost, proximity to stores and opportunity through the Virginia International Terminals and the Virginia Inland Port.”

Lee Bandlow, Vice President of Distribution Services, The Home Depot

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## VIRGINIA Is For Business

### VIRGINIA ECONOMIC DEVELOPMENT PARTNERSHIP

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Frito-Lay—  
Lynchburg, Virginia



James River Logistics Center—  
Richmond, Virginia



ACE Hardware  
Retail Support Center—  
Prince George County, Virginia

City, State	(miles / km)
Atlanta, GA	532
Birmingham, AL	679
Boston, MA	542
Charleston, SC	426
Charlotte, NC	293
Chicago, IL	796
Cincinnati, OH	510
Cleveland, OH	468
Columbia, SC	373
Columbia, MD	621
Detroit, MI	999
Indianapolis, IN	628
Jacksonville, FL	600
Louisville, KY	561
Memphis, TN	819
Montgomery, AL	692
Montreal, Quebec	707
Nashville, TN	472
New York, NY	330
Ottawa, Ontario	690
Pittsburgh, PA	343
Portland, ME	641
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Washington, D.C.	106
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### DISTANCE OF MAJOR CITIES FROM RICHMOND, VIRGINIA



# Virginia is perfectly situated to turn distribution centers into profit centers.



## Virginia's Distribution Facilities



### Distribution Facility Locations

Today's major retailers and leading distributors are taking increasing advantage of Virginia's proximity to Eastern U.S. and Midwest markets. Target, Wal-Mart, Dollar Tree, QVC Network, and Cost Plus have all set up supply chain centers throughout Virginia. Some 13 million square feet of new warehousing space has been added at more than 30 new distribution centers around the state. As a result, mass marketers now account for 40 percent of containerized imports at The Port of Virginia. And more growth is on the horizon as other leaders in the global market seek to capitalize on Virginia's ideal location and distribution network.

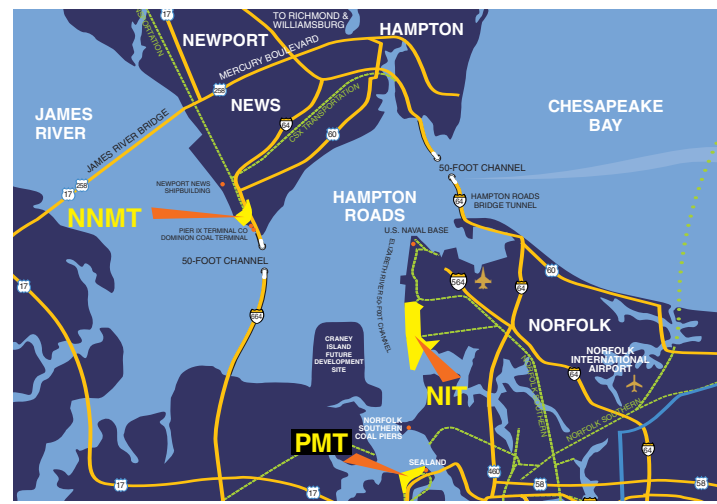
## VIRGINIA'S Distribution Industry



a better destination for distribution

# In business, location is everything.

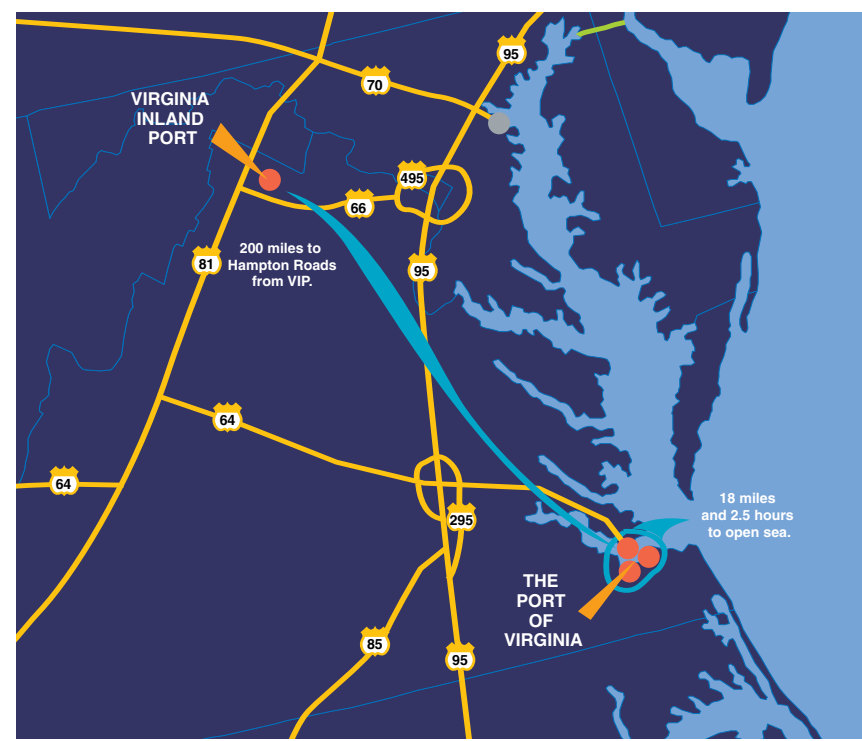
## THE PORT OF VIRGINIA



The Port of Virginia includes facilities in the Hampton Roads cities of Newport News, Portsmouth and Norfolk. This ice-free port has the deepest commercially developed shipping channels of any East Coast port. The Port is capable of handling large volumes of nearly every type of cargo. Served by over 75 steamship lines, The Port has one of the most frequent sailing schedules on the U.S. East Coast. More than 95% of the world's leading shipping lines call on The Port of Virginia. With more than 5,100 sailings annually, Virginia is linked with more than 250 ports in 100 foreign countries.



## VIRGINIA INLAND PORT



Located in Front Royal within a Foreign Trade Zone, Virginia's Inland Port effectively brings the benefits of The Port of Virginia 220 miles closer to U.S. markets. Five-day-a-week rail service between the VIP and the marine terminals in Hampton Roads allows direct access to the trade routes of the many international shipping lines that call on The Port.

## HIGHWAYS

Virginia's transportation system is a vital element in the state's economy, providing the safe and efficient movement of people and products throughout the Commonwealth. Virginia features more than 70,000 miles (112,000 kilometers) of interstate, primary and secondary roads. The state is served by six major interstate routes: I-95, I-85, I-81, I-64, I-77 and I-66. Virginia has the third largest state-maintained highway system in the country.



## RAIL SERVICE



Two of the nation's largest railroads – CSX Corporation and Norfolk Southern Corporation – have extensive rail infrastructure throughout the state. With more than 3,400 miles (5,400 kilometers) of track, Virginia has one of the strongest rail networks in the nation. Direct and rapid rail service from Virginia to every point in the nation is available through Norfolk Southern and CSX.



## FOREIGN TRADE ZONES

A Foreign Trade Zone is a site within the U.S., in or near a U.S. Customs port of entry, where foreign and domestic merchandise may enter without a formal Customs entry or payment of Customs duties or government excise taxes. In general, FTZs offer a number of ways for users to enjoy custom duty savings as well as flexible methods of handling merchandise. Virginia contains several FTZs. At The Port of Virginia, Foreign Trade Zone 20 is one of the largest FTZs in the country. Existing warehouse space is available within the zone and undeveloped property is available for public and private use. The Commonwealth can also designate additional FTZ subzones as demand and shipping increase.

## RIVER PORT

The Port of Richmond enjoys direct access to the Atlantic Ocean. Two deepwater berths accommodate both ships and barges. The Port provides over 300,000 square feet of covered warehouse space, 44 acres of storage and a fumigation facility on site.

## AIRPORTS

As the third largest transatlantic gateway on the U.S. East Coast, Washington Dulles International Airport in Northern Virginia offers daily nonstop service to more than 72 U.S. cities and 28 foreign destinations. Fourteen commercial airports serve Virginia with scheduled commercial service to over 600 direct destinations around the world.



## Transportation And Foreign Trade Zones

- Interstates
- Primary Highways
- Commercial Airport
- Foreign Trade Zone
- Port of Entry
- Inland Port
- Railroads

### MAJOR TRUCKING FACILITIES

- Airborne Express
- Burlington
- Con-way Central Express
- DHL
- Estes Express Lines
- Federal Express
- HUB
- DISTRIBUTION CENTER
- Overnite Transportation
- RPS
- Roadway Express
- UPS
- Yellow Freight

