



# The Value of Gateways

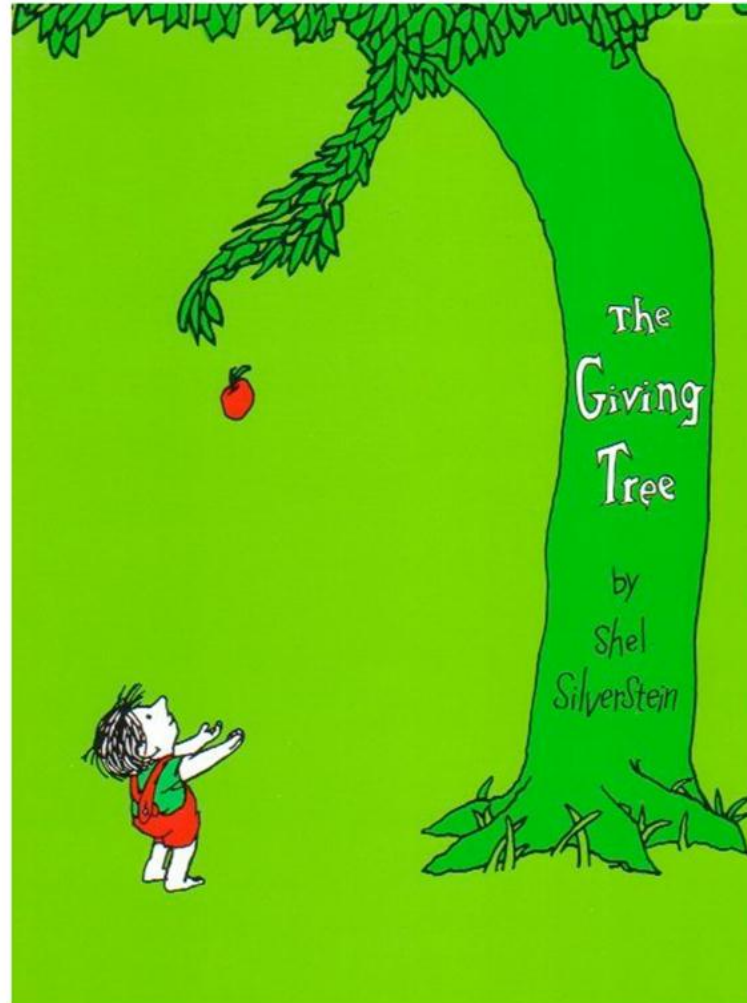
**Bruce Lambert**

**Executive Director**

**Institute for Trade and Transportation Studies**

# What are We Often Saying

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# How Does One Look at Freight Activity?

- Inventory Functions
- Engineering
- Operational Reliability
- Economical and Financial
- Safety and Security
- Markets
- Jobs

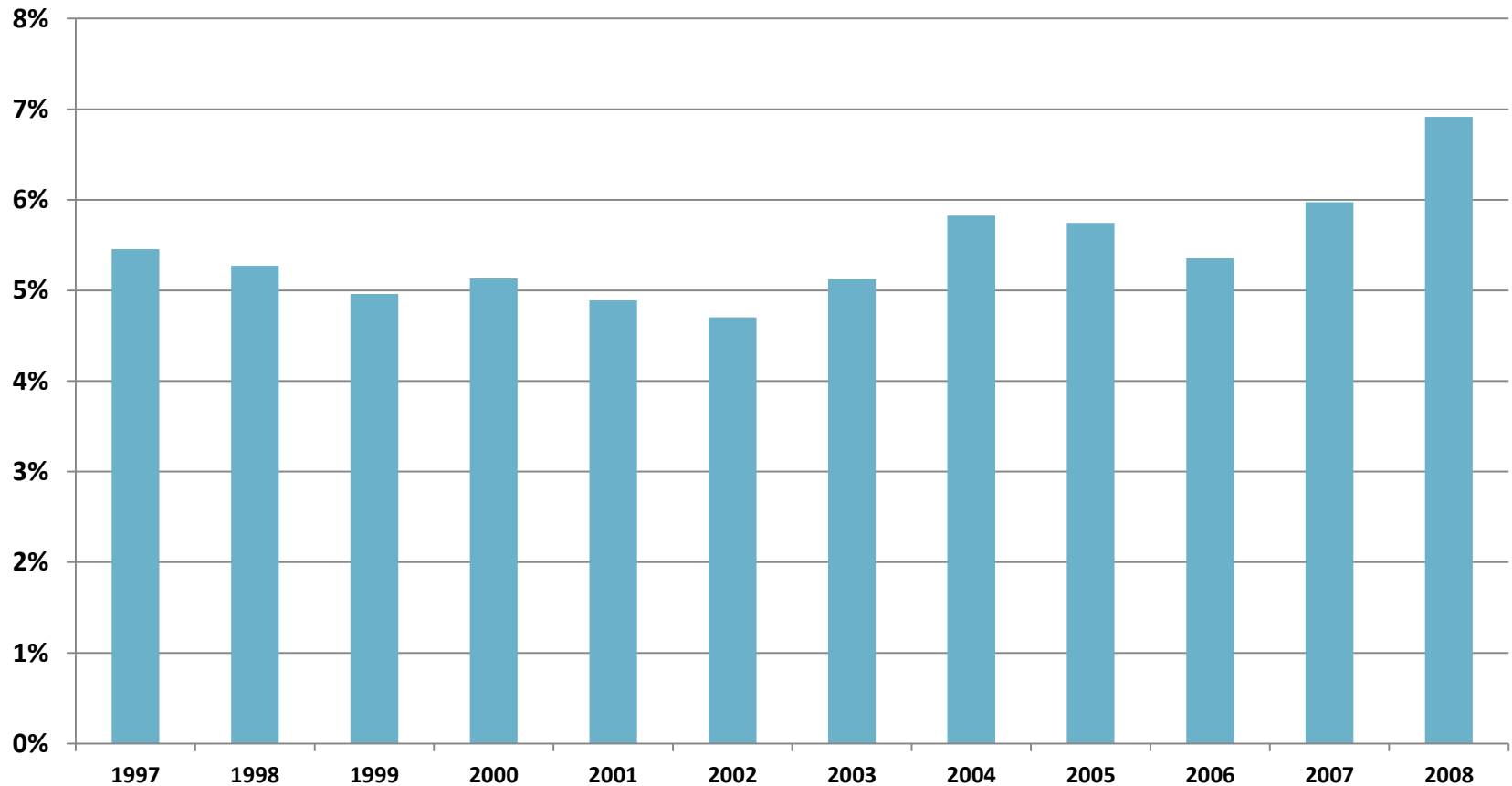


# Globalization means what...

- Corporate Headquarters
- Imports
- Foreign Direct Investment
- Exports

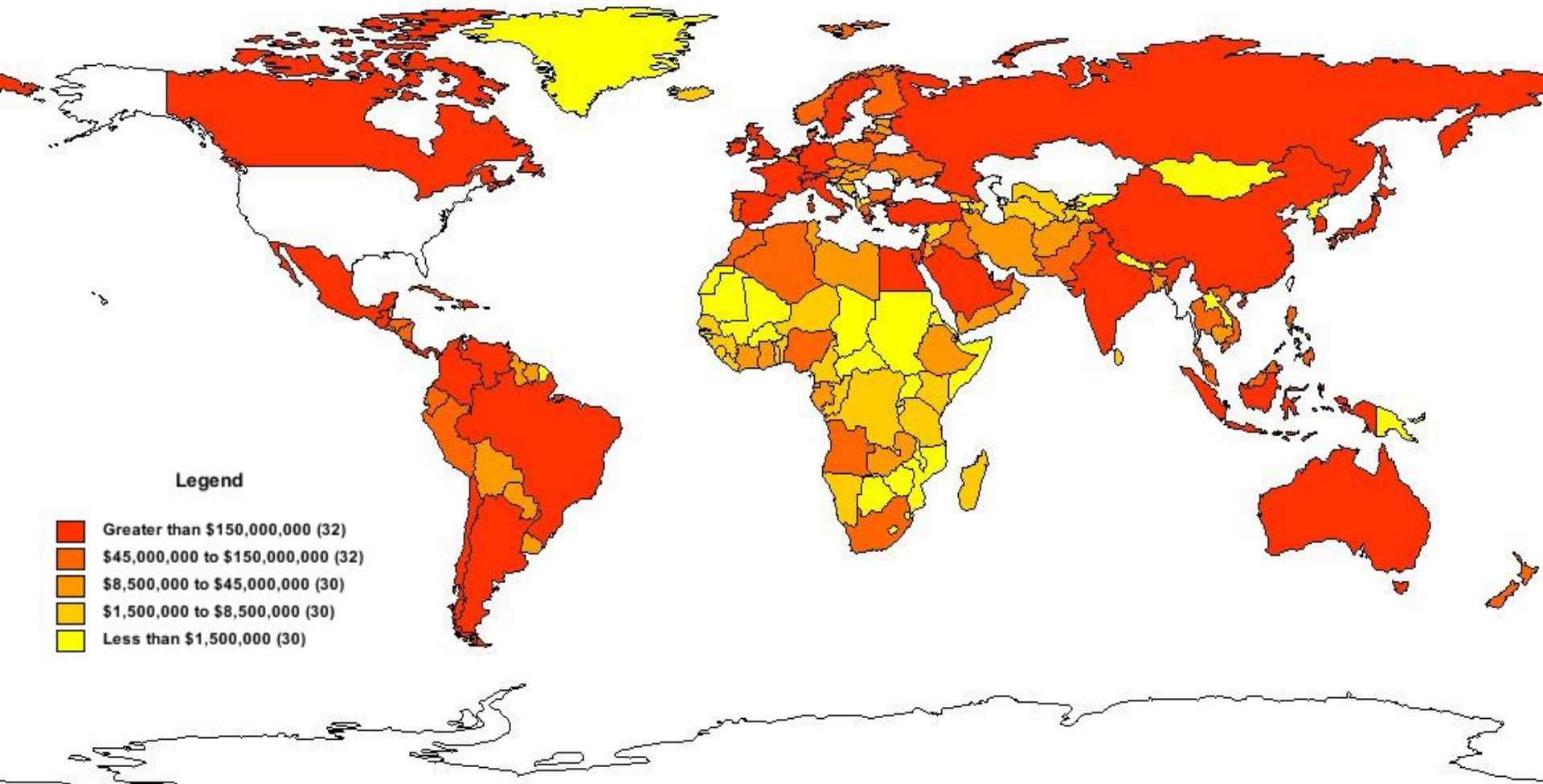


# Georgia Exports as Share of State GDP 1997 -2008

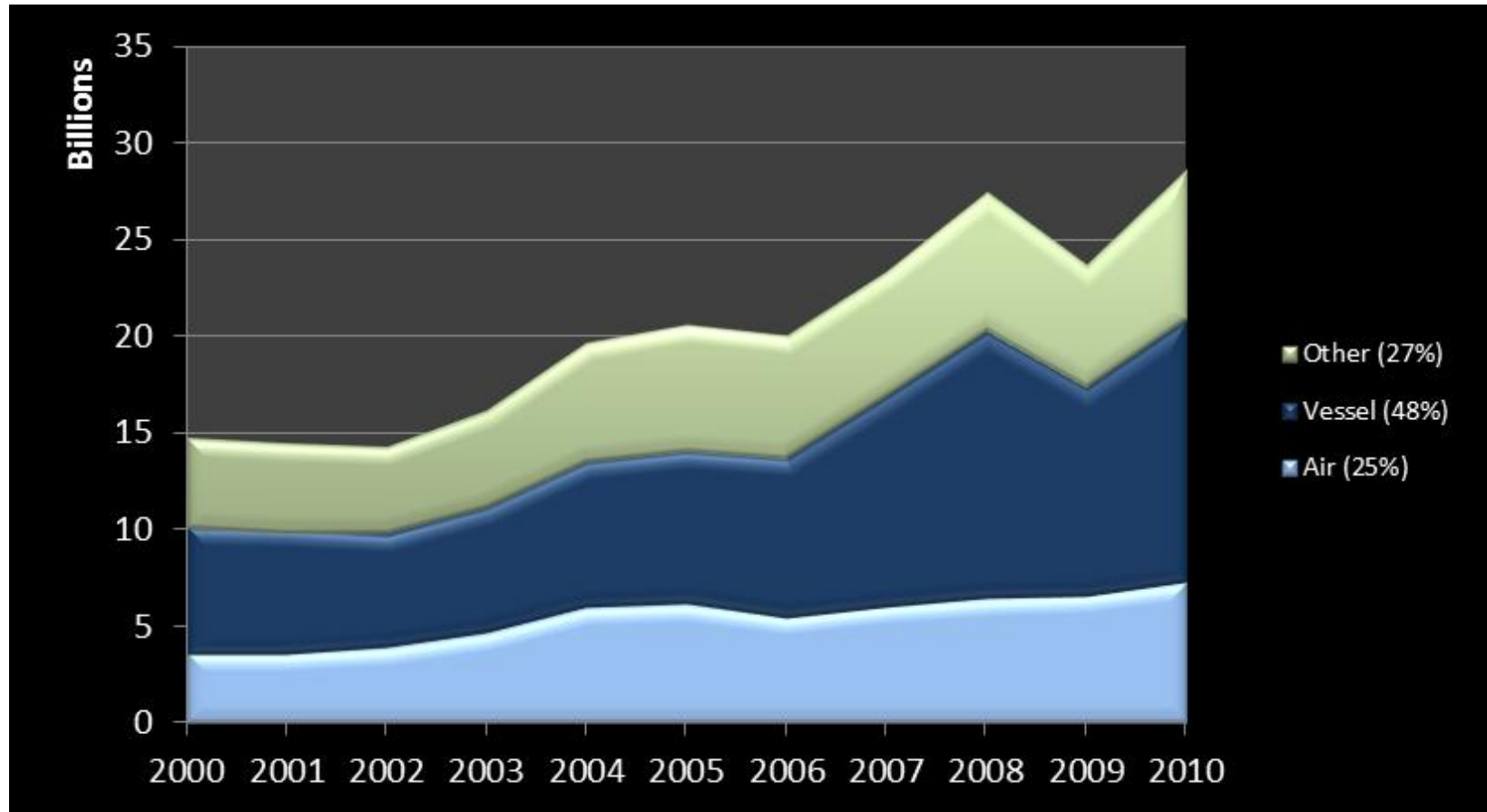


Source: Bureau of Economic Analysis, U.S. Dept. of Commerce & WISERTrade State Exports

# Georgia State Exporter Destinations, 2008 (Wisertrade)

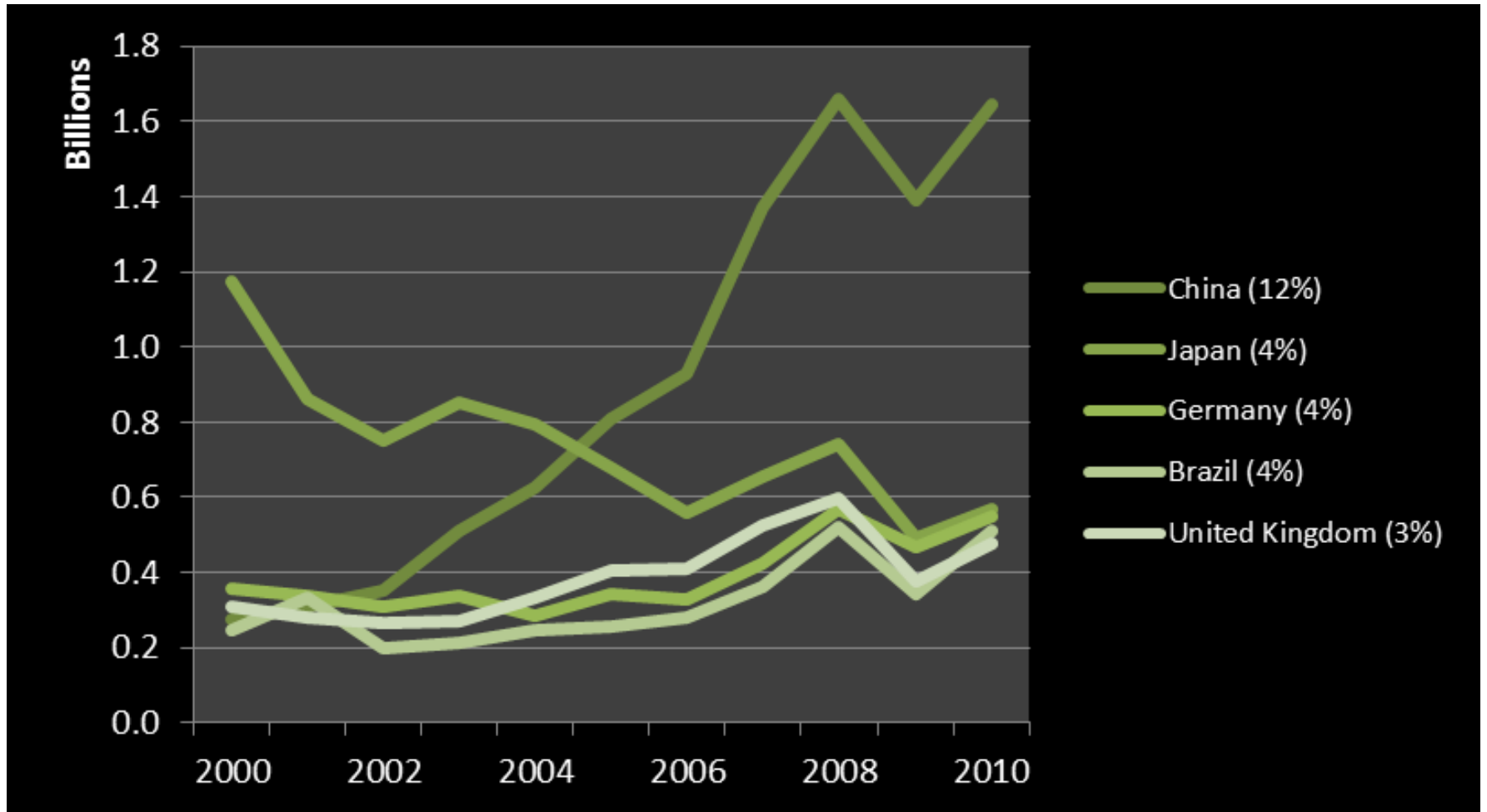


# Georgia Shipments by Origin, Trade by Mode, 2000-2010

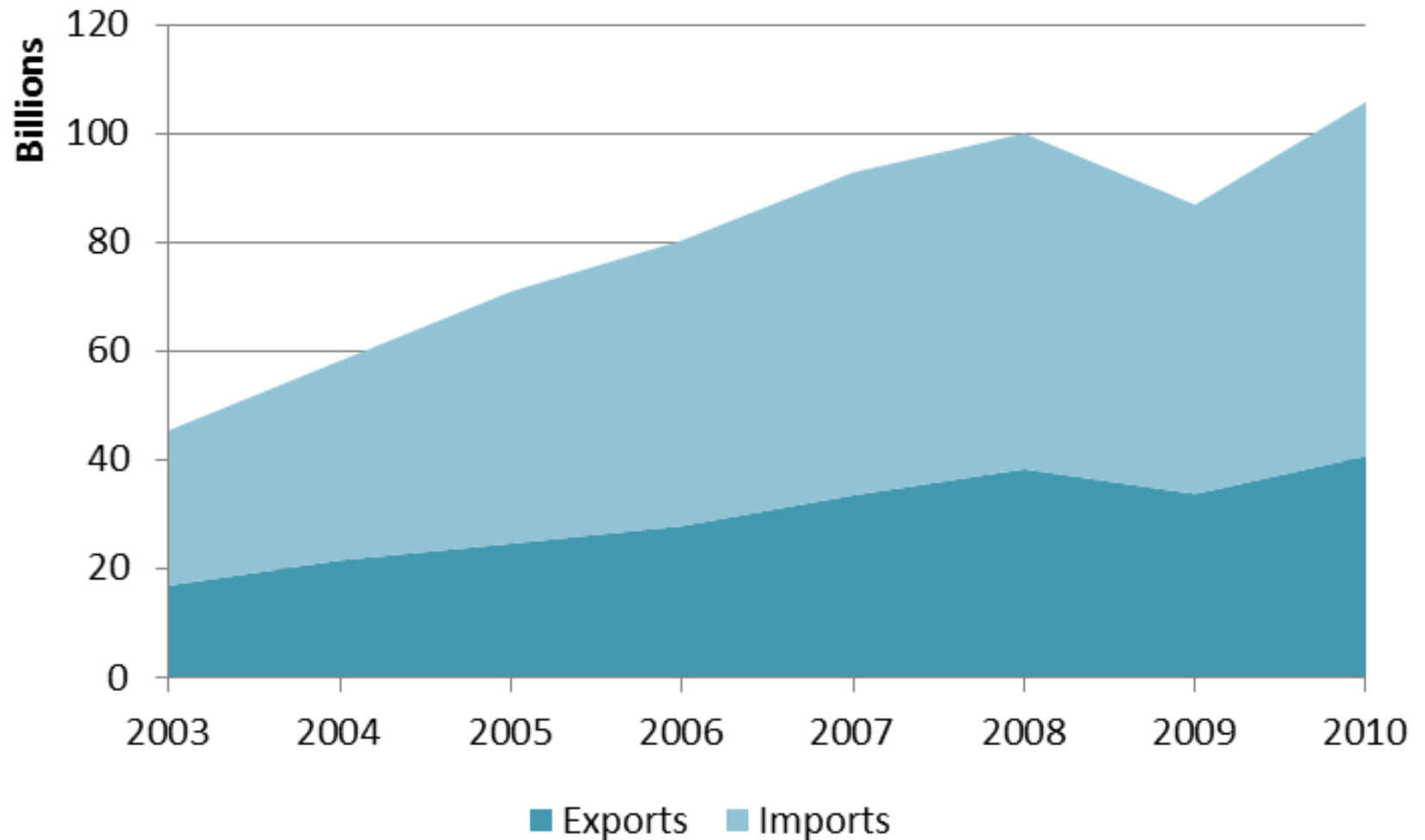


# Georgia Shipments of Origin, Top Five Destinations, 2000-2010

(Vessel Shipments - \$13.7 Billion)



# Total Trade through Georgia Gateways, 2003-2010 (dollars)

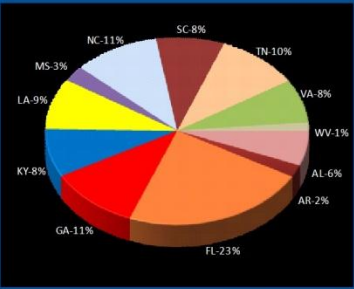


# Draft

**Exports by 3-Digit Zip Code  
2008 (Full Year)**



**Percentage of State MSA Exports compared to Entire 12 State Region**



**Legend**

**2008 Exports (\$ USD)**

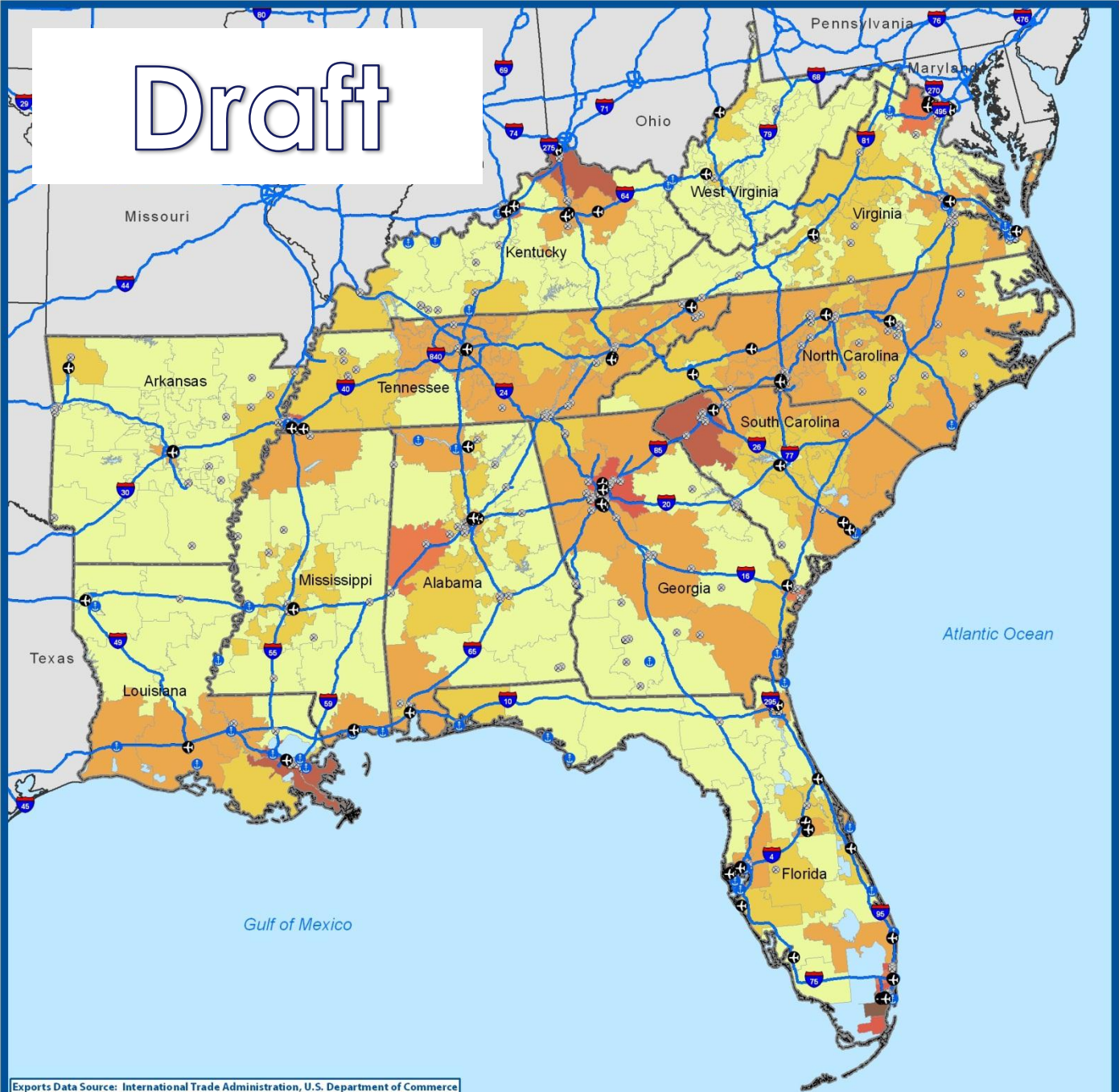
- 0 - 500 million
- 500 million - 1 billion
- 1 billion - 3 billion
- 3 billion - 5 billion
- 5 billion - 8 billion
- 8 billion - 12 billion
- 12 billion - 18 billion
- 18 billion - 23 billion

**Intermodal Facilities**

- Air
- Port
- Rail

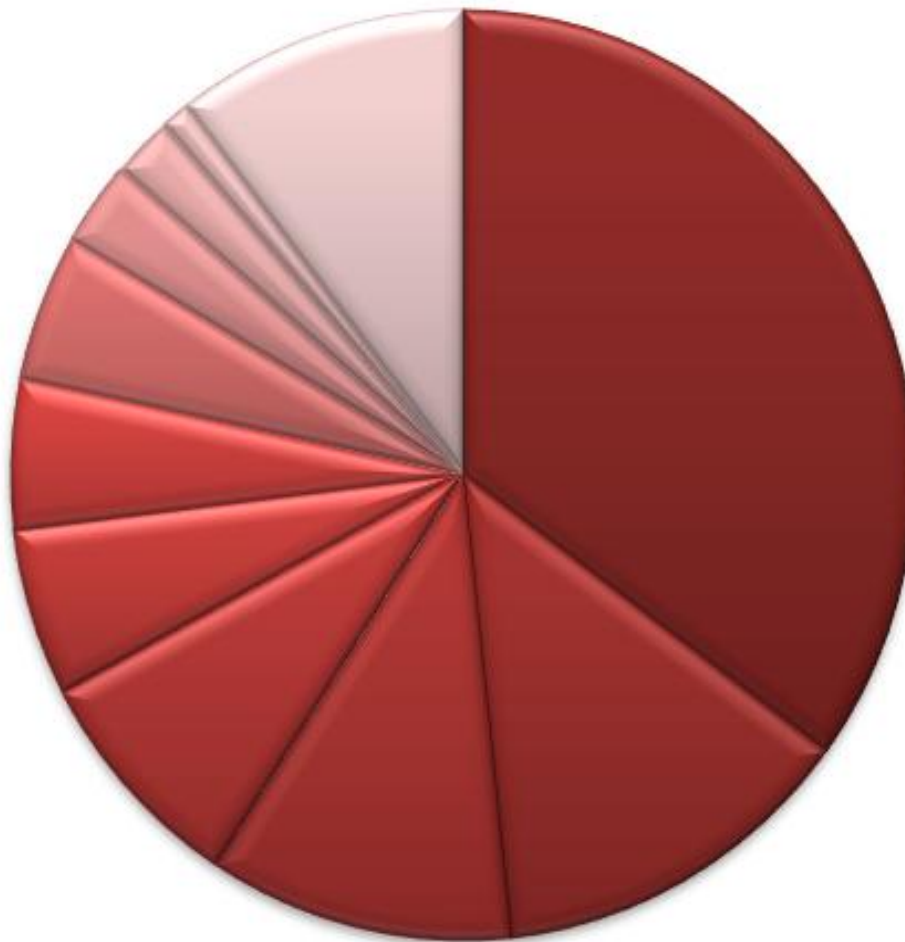


0 25 50 100 Miles



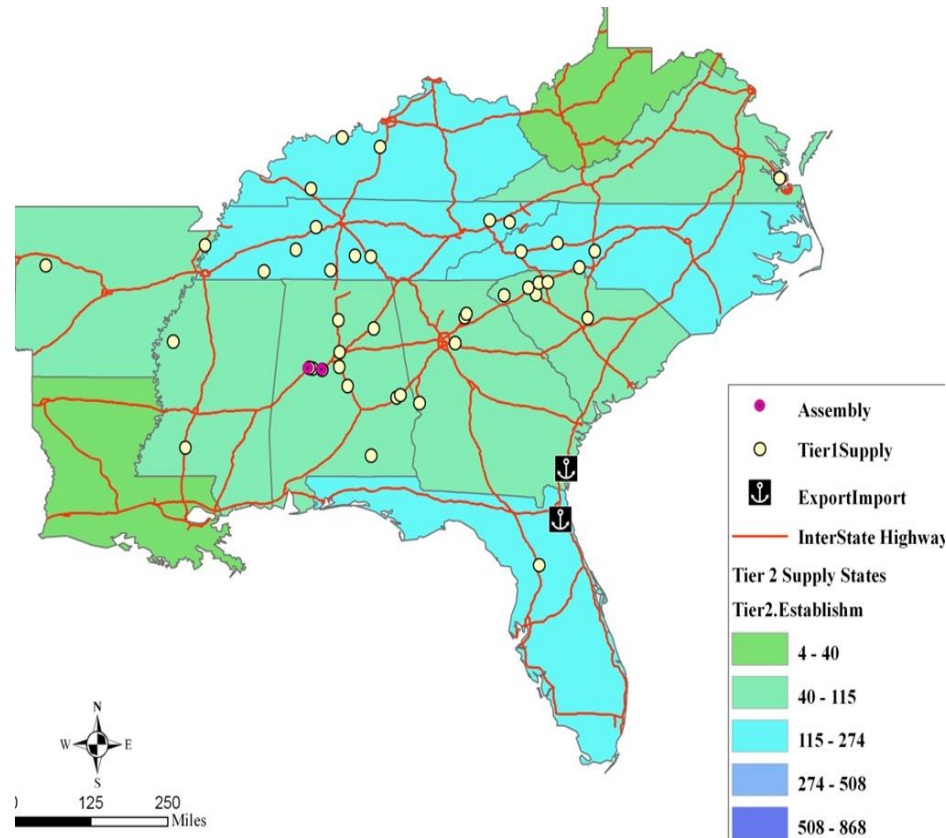
Exports Data Source: International Trade Administration, U.S. Department of Commerce

# Georgia Gateways- Exports by Origin, 2010 (Vessel Shipments- \$27 Billion)

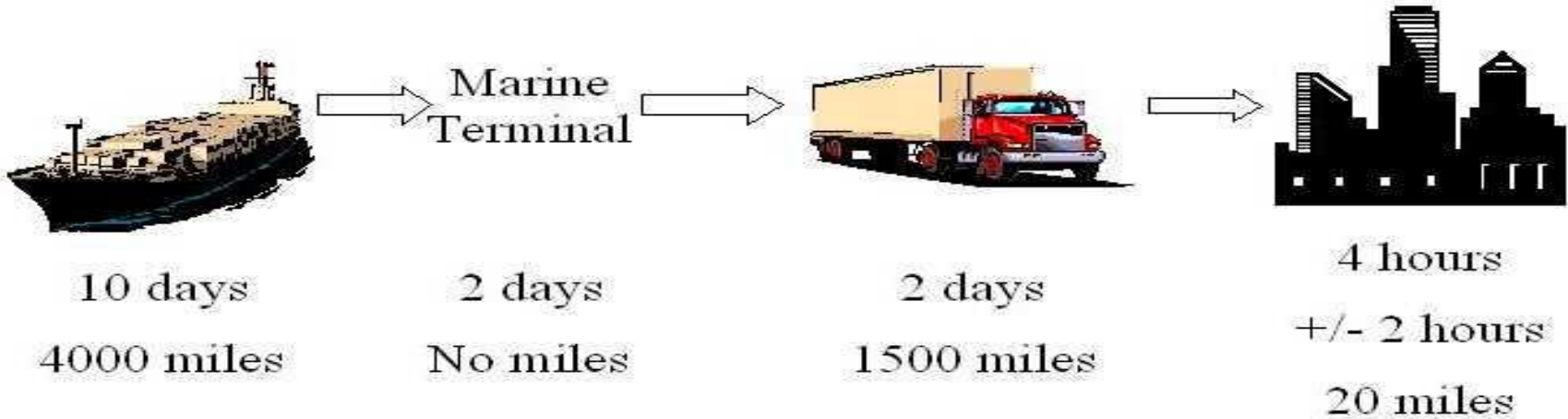


- Georgia (35%)
- Alabama (13%)
- Tennessee (11%)
- South Carolina (8%)
- Florida (6%)
- North Carolina (5%)
- Illinois (5%)
- Kentucky (3%)
- Mississippi (2%)
- Arkansas (1%)
- Other (10%)

# “The Message”



# Where is the National Priority?



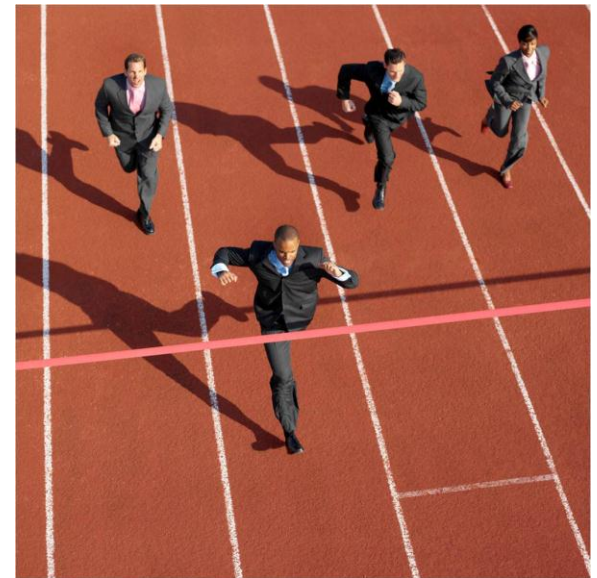
# Corridors will be more important in the future

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- Panama Canal Expansion
- Dryport/port centric projects
- Transparency and Security
- Logistics and economic development
  
- Concerns:
  - Will we choke on congestion first?
  - Equipment Interoperability

# Benefits of debate

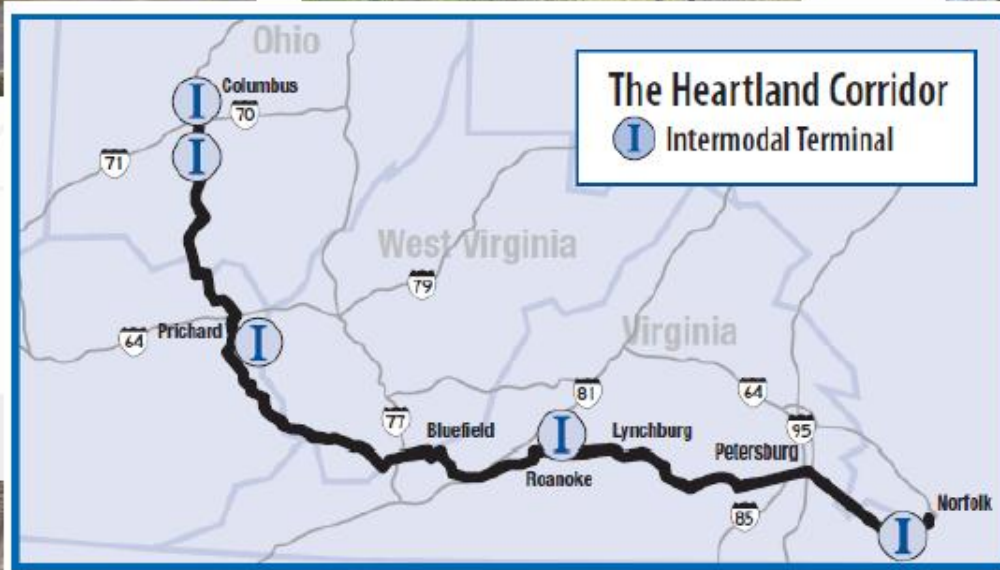
- Ports and hinterlands
- Exports to trade markets
- Regional transportation needs
  
- But who is listening?
  - Shippers
  - Public
  - Decision Makers





**Where do we go from here...**

# Heartland Intermodal Corridor Scan, Sept 2010



# Some Considerations

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## What do “WE” want

- Relinking Transportation to industrial development
- Perception of value of capital stock
- Economic development = jobs

## What must “WE” balance

- Everyone more engaged in parts of the debate
- System’s use not fully understood
- “Others Have It” syndrome
- Scale and Densities
- Aging Infrastructure vs. Capacity
- Manage Expectations

# Thank you

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