



# Thoughts on Trade, Economics and Dredging

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# Fundamental Questions

- What planning/policy needs remain unanswered or should be answered on a routine basis?
- What data (tools) gaps exist?
- Does the technical expertise exist at the appropriate levels?
- Can existing partnerships or new arrangements improve data and analytical capacity?
- *Can we tell the story that Navigation is important?*
- *Can we make others confident in telling the same story?*

# Trade and Port Patterns

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## Trade Promotion

- National Export Initiative
- Free Trade Agreements
- “Weak Dollar”

## Connectivity

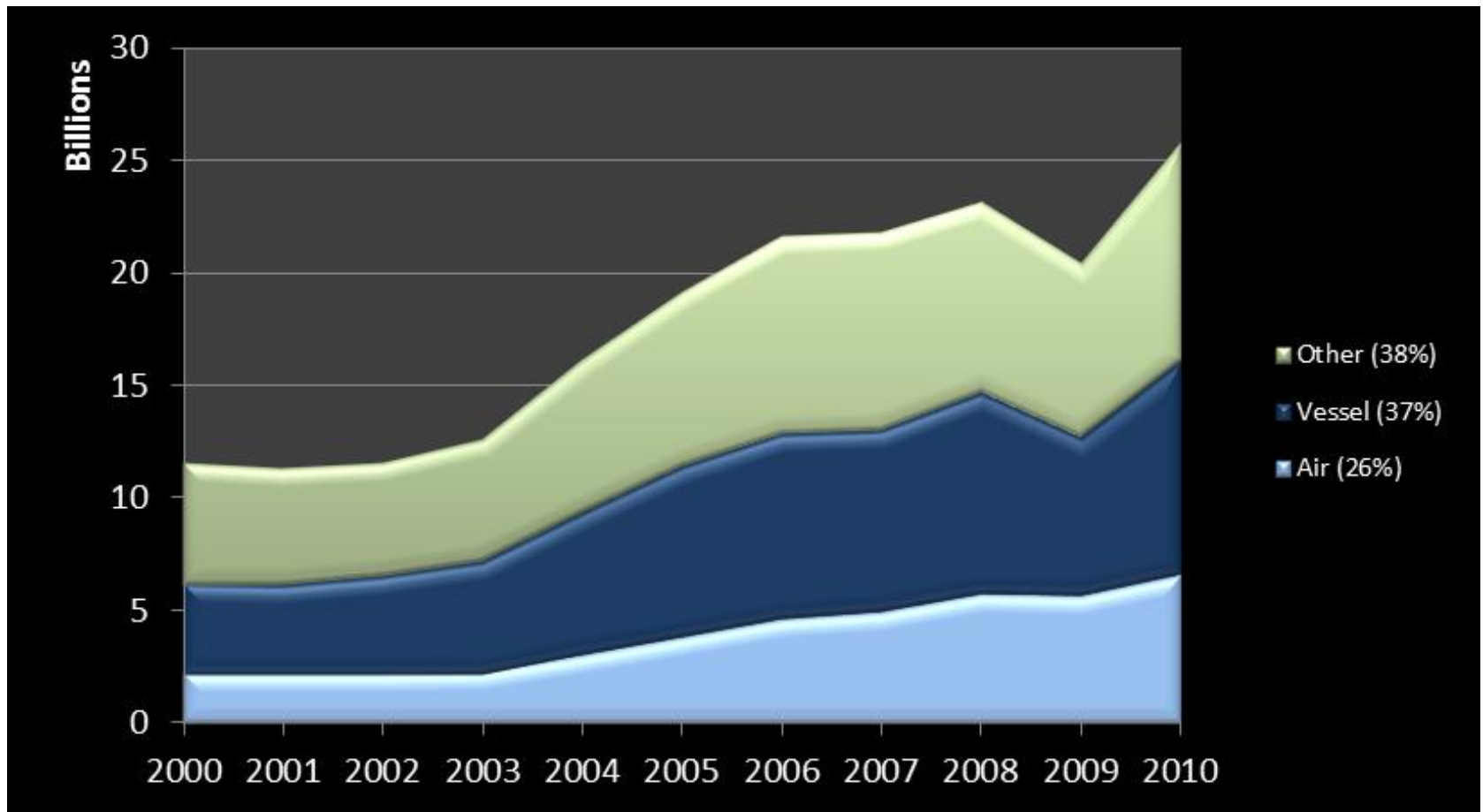
- Marine Highways
- Hinterland Connections (Dry ports)
- Port Centric Economic Development

# Traditional Port Marketing

- What markets does my port serve?
- What services are at my port?
- Should it be about Me? Or We?

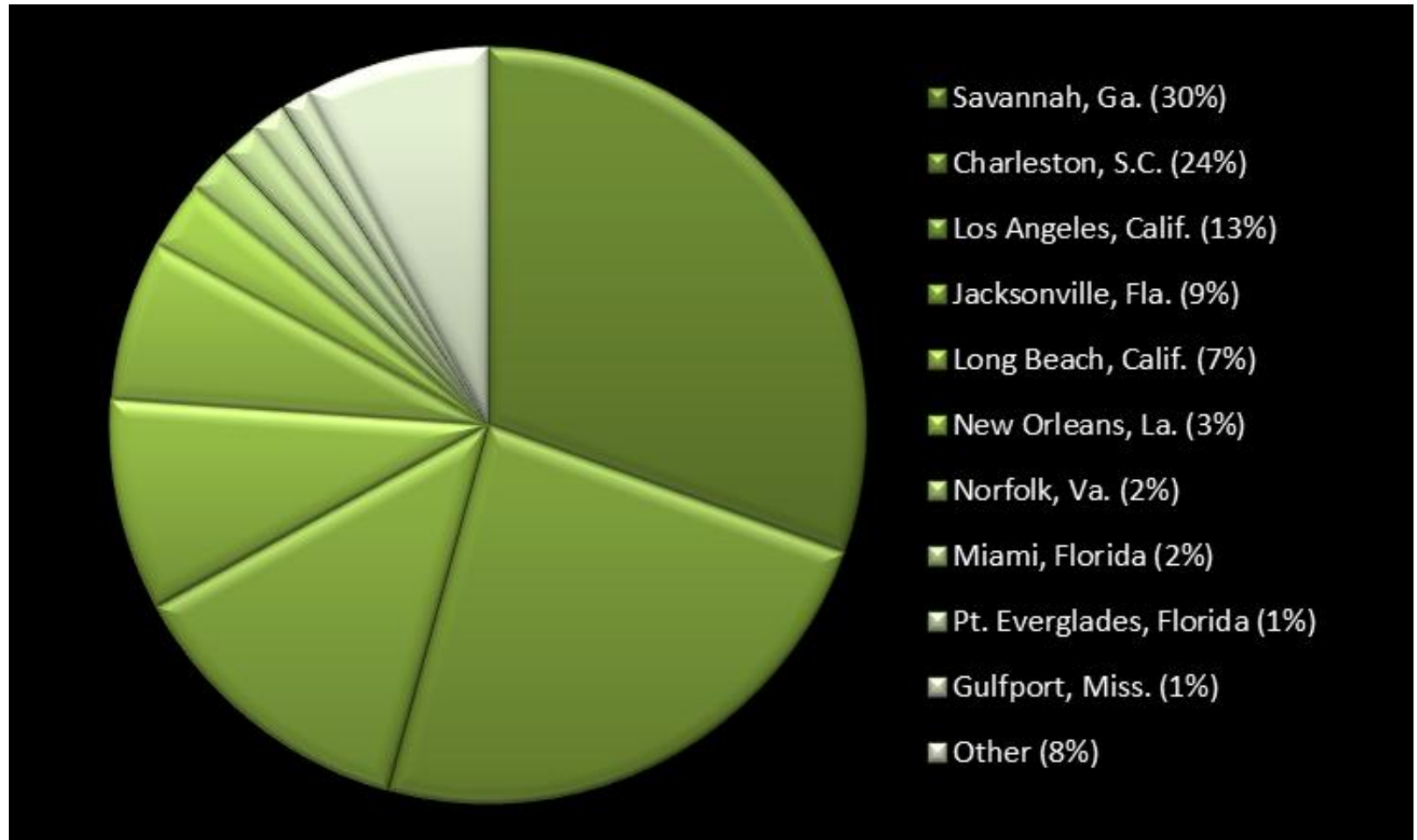


# Tennessee Shipments by Origin, Trade by Mode, By Value 2000-2010



# Tennessee Shipments of Origin, top Gateways, 2010

(Vessel Shipments- \$9.5 Billion)





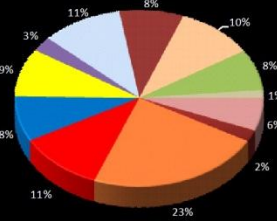
### State MSA Exports

2008 (Full Year) All Exports  
by 3-Digit Zip Code (\$ USD)



### Percentage of State Exports

- Alabama
- Arkansas
- Florida
- Georgia
- Kentucky
- Louisiana
- Mississippi
- North Carolina
- South Carolina
- Tennessee
- Virginia
- West Virginia



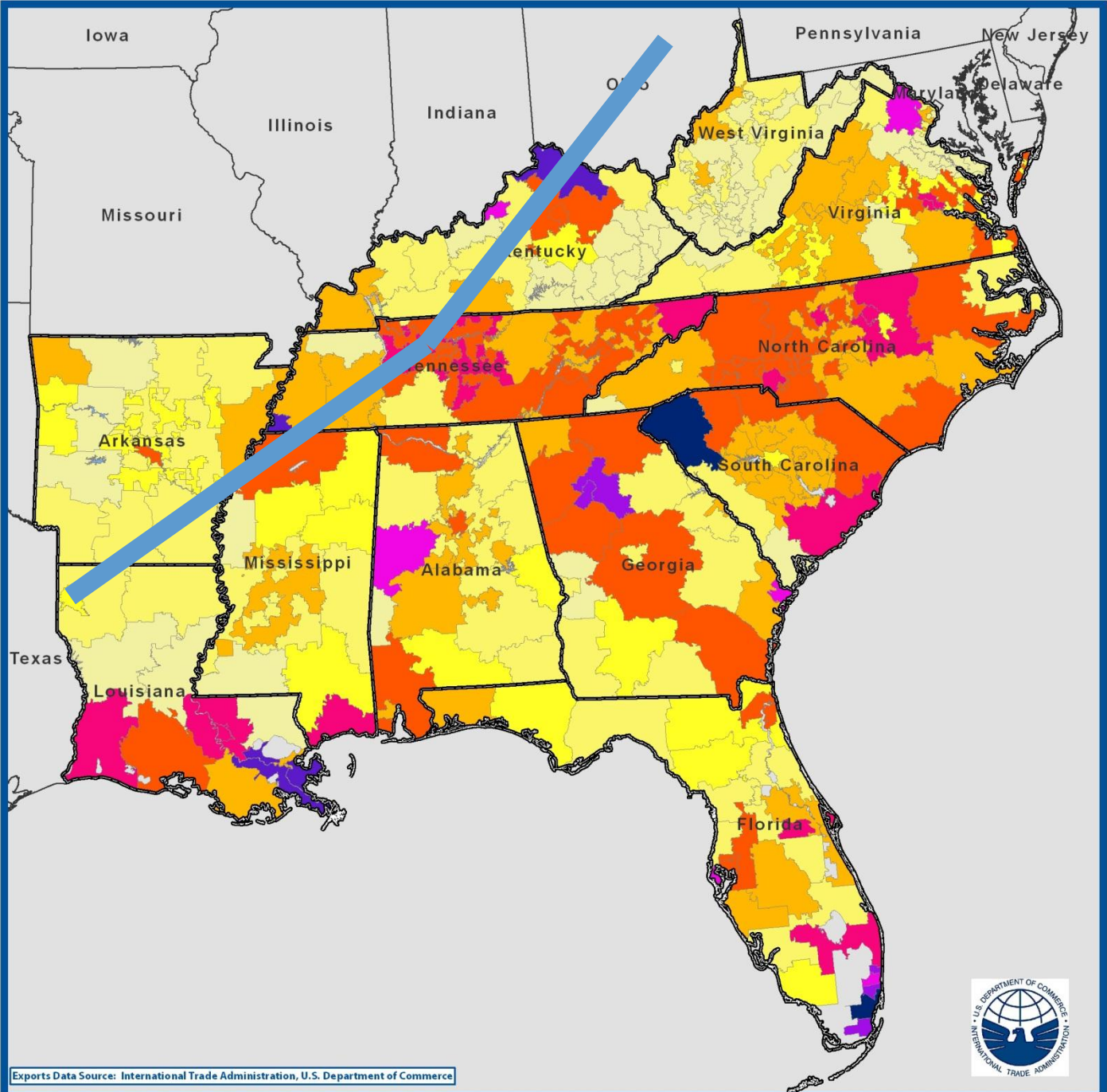
### Legend

2008 Exports (\$ USD)

- 1 - 100,000,000
- 100,000,001 - 300,000,000
- 300,000,001 - 500,000,000
- 500,000,001 - 1,000,000,000
- 1,000,000,001 - 2,000,000,000
- 2,000,000,001 - 3,000,000,000
- 3,000,000,001 - 5,000,000,000
- 5,000,000,001 - 7,000,000,000
- 7,000,000,001 - 10,000,000,000
- 10,000,000,001 - 22,433,793,729



0 25 50 100  
Miles



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



# Planning Limited by Traditional Public Sector Frameworks

- Shaped by demands to compare projects within a given budget (mode) or geography
- Differ by agency regarding what can be considered
- Forecasting and Scenario profiles
  - Desired certainty of answers often exceed analytical capacity
  - Network effects not included
  - No pre – post study analysis done on routine basis



# Closures, Inefficient Shipping Costs Money!

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- NETS (IWR-USACE) – Inland Studies
- 2010 Flooding of the River System?
- West Coast Lockout?
- Hurricanes?
- Great Lakes?

# Thank you

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