



PraxiChain
Practical Minds. Profitable Moves.

PORT FORWARD

Growth doesn't wait.



A rapid analysis that surfaces your port's highest-value opportunities and delivers an actionable execution roadmap.

Analysis & Strategic Roadmap



Five areas of opportunity. Expert analysis.

IS THIS FOR YOUR PORT?

The Port Forward Rapid Analysis is purpose-built for Coastal and inland waterway ports navigating two or more of these challenges simultaneously:

- Market dynamics such as geopolitical factors, tariffs, and mergers are reshaping your competitive access
- The next federal grant cycle is coming — pre-positioning now maximizes eligibility
- Cargo growth opportunity exists, but added expertise is needed to gather/synthesize meaningful data
- Economic development mandate requires third-party analysis
- In-house expertise to evaluate the issue is limited
- Board or commission requires an independent expert view
- A job creation or economic development mandate requires outside expertise

THE FIVE AREAS



Cargo Growth

Commodity trend analysis across bulk, break-bulk, containerized, and project cargo — with 3-year historical freight flow review.



Competitive Access

Network realignment impact modeling, traffic diversion exposure, and STB engagement framework across rail, truck, terminal, and vessel calling operations.



Infrastructure Funding

Grant eligibility mapping across CRISI, PIDP, and IIJA — categorized by waterside, landside, intermodal, and admin/safety.



Economic Development

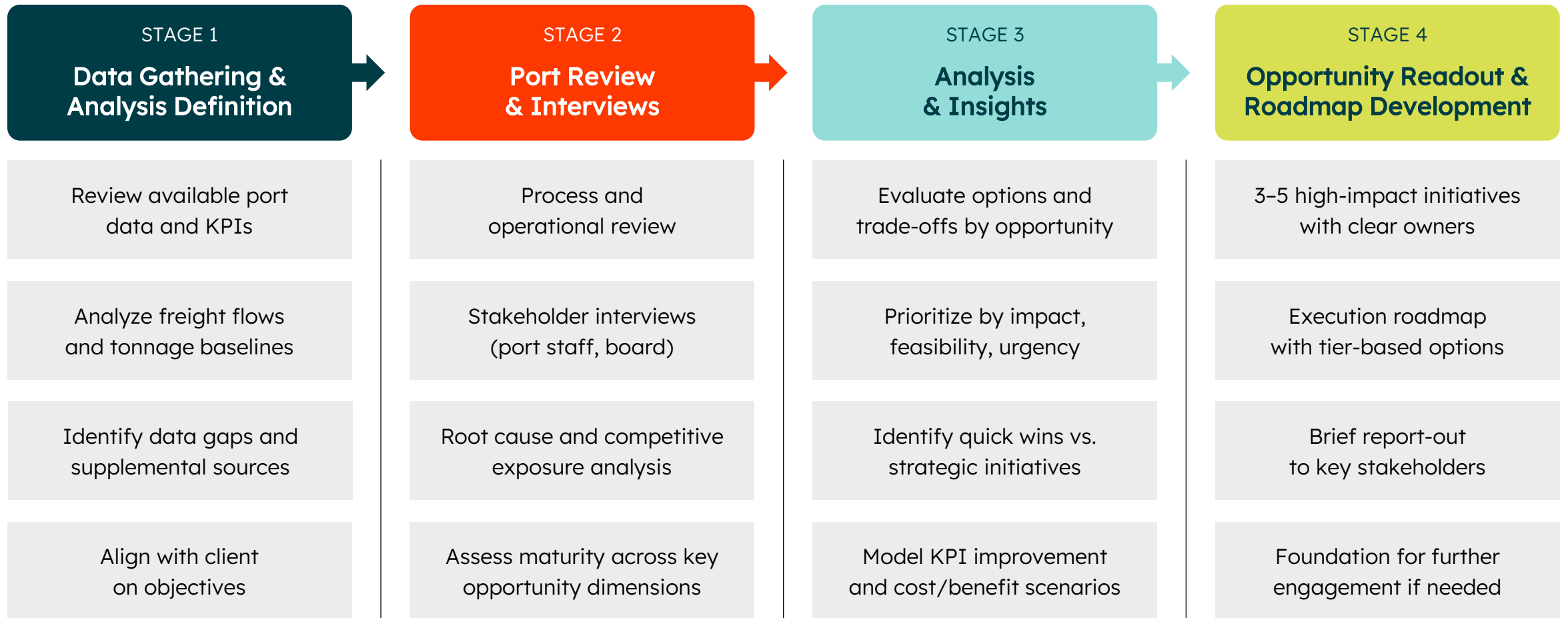
Direct investment, end-use industry identification within a defined radius (miles), market gap analysis, and public-private partnership framing.



Job Creation

Direct investment, target industry verification, employment trend review, training incentive identification, and employer retention strategy.

Four phases. One clear roadmap.



What Sets Us Apart: Port & Rail Depth + Strategic Planning

Your opportunity. Your scope. Your investment.

Each engagement combines one opportunity area with one intensity level – select the combination that fits your needs.

Opportunity Area	Analysis & Benchmarking 2 weeks @ ~\$15,000*	Strategic Assessment 3 weeks @ ~\$20,000*	Comprehensive Execution Roadmap 4 weeks @ ~\$25,000*
 Cargo Growth	Review tonnage data; examine 3-year freight flow trends	Commodity trend analysis across bulk, break-bulk, containerized & project cargo	Develop growth factors from macro industry forecasts; full multi-commodity analysis
 Competitive Access	Identify traffic diversion exposure; outline network realignment awareness questions	Develop post-merger scenarios; assess rail, truck & vessel calling impacts	Full STB engagement framework; preliminary strategy for merger review process
 Economic Development	Research publicly available data; identify probable uses for imported commodities	Map end-use industries within a defined radius (miles); identify potential market gaps	Full catchment analysis; distribution, warehousing & manufacturing targets; PPP framing
 Infrastructure Funding	Identify applicable grants; categorize by waterside, landside & intermodal	Research verifiable sources; map CRISI, PIDP & IIJA eligibility establish timelines	Full grant package development; submission-ready applications with benefit documentation
 Job Creation	Review employment trends; summarize industry announcements from press releases	Verify target industries; identify available training incentives & retention strategies	Full economic impact analysis

Recent Project Examples

Selected work from PraxiChain’s Ports Collective

Competitive Access – Gulf/Southeast Port

CHALLENGE

Reshoring resin exporters faced a capacity crunch, but the port lacked capital to flex supply and warehousing quickly.

STRATEGIC ASSESSMENT

Interviewed export BCOs on modal trade-offs and reviewed inland rail/truck costs to shape a phased export plan.

OUTCOME

Plan secured a three-year volume commitment, financing a new 200,000-sq-ft warehouse and new cargo volume.

Infrastructure Funding – Mid-Atlantic Port

CHALLENGE

A port, Class I railroad, and short line needed a path to repurpose existing assets for a new Ro-Ro terminal but lacked a market-backed case to justify investment or attract funding partners.

STRATEGIC ASSESSMENT

Identified prospective terminal users and defined the rail and port improvements needed, building a nearly \$1 billion capital program directly tied to market demand.

OUTCOME

Delivered a phased, fundable development strategy — including a grant and funding roadmap that positioned the port to attract new users and public-private capital.

Economic Development – Midwest Inland Port

CHALLENGE

Needed to identify barge-to-rail conversion opportunities in the steel coil market to unlock freight savings.

STRATEGIC ASSESSMENT

Conducted a phased steel coil market study, modeling comparative economics across routing options and identifying per-car savings of up to \$3,200 on certain lanes.

OUTCOME

Delivered a refined annual tonnage opportunity range across conservative, base, and stretch scenarios with actionable shipper targeting.

Cargo Growth – Mid-Atlantic Port

CHALLENGE

Organic grain volume had drifted to a private terminal 200 miles away; the customer pointed to price as the cause.

STRATEGIC ASSESSMENT

A tonnage, rate-spread, and import-demand review isolated inland transit cost, not port pricing, as the real driver.

OUTCOME

Findings reset transit rates and funded handling upgrades, saving the customer \$8+/ton and securing a 5-year contract.

Expertise built for ports. Actionable strategies in weeks.

WHY PRAXICHAIN

Former port and rail executives, merger advisory experts, and infrastructure funding specialists.

30+ years of collective experience across Class I railroads, port authorities, and federal agencies.

We don't deliver reports that sit on shelves. We deliver decisions that move freight.

~2-4 Weeks

Time to Insight

Port-specific scoping means no wasted time. A prioritized roadmap while the opportunity is still actionable.

Opportunity-Based Tiers

Flexible Engagement

Analysis & Benchmarking, Strategic Assessment, or Comprehensive Execution Roadmap – each scoped to what you need to accomplish.

Port + Rail SMEs

Team Composition

Former port and rail executives, merger advisory experts, and infrastructure funding specialists.

Actionable Output

Proven Framework

Every engagement ends with a concrete readout: initiatives, priorities, and a roadmap your board can act on.

Low-Risk Entry Point

Start Small, Scale Fast

Start with one opportunity area to validate our fit and expertise — then scale the engagement from there.

The window on your port's opportunity is open. Let's move together.

Our Team



Patricia Haver

Project Manager

Highlights

- CCO, North Carolina Railroad
- CEO, Pyxis Associates
- VP Strategy & Industrial Development, Port of New Orleans & Public Belt RR
- Sr. Port Development Manager, Norfolk Southern

Trish Haver is a C-suite executive with 25+ years of experience leading operations across rail, port, and multimodal organizations. Her record spans P&L leadership, capital program execution, federal funding strategy, and partnerships with Fortune 500 companies, public entities, and private companies. A proven strategist, she has overseen more than \$2B in infrastructure projects and has managed executive-level relationships with Class I railroads & state/federal agencies.

Supply Chain Design

Logistics Procurement

Market Analysis

Assessment & Optimization

Due Diligence

Derrick Smith

Project Manager

Highlights

- Principal, Grand Central Ventures
- Vice President, Strategic Business Development – CSX
- Vice President, Emerging Markets – CSX
- Vice President, Corporate Finance – CSX

Derrick W. Smith is a strategic leader with 30+ years of experience in private equity advisory, industrial development, and Class I rail commercial strategy. He blends deep rail, financial, and board-level expertise to help clients evaluate growth opportunities, rail-served sites, and investment decisions. Derrick has led major capital programs, advanced industrial development across North America, and driven domestic and international revenue growth.

Supply Chain Design

Market Analysis

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Due Diligence

Our Team

Bill Foust

Project Manager

Highlights

- Director Equipment Utilization - BNSF
- Director International Marketing - BNSF
- Director Industrial Product Sales - BNSF
- Managed 30K railcars - \$3B in annual revenue

Bill Foust is an accomplished transportation and logistics professional with over 30 years of experience in the railroad industry. His core strengths include equipment management, operations leadership, international marketing, and industrial product sales. Throughout his career, Bill has consistently delivered scalable solutions that exceed client and company expectations, managed multi-million dollar portfolios, and led successful teams in achieving operational excellence.

Supply Chain Design

Logistics Procurement

Market Analysis

Assessment & Optimization

Due Diligence

James Johansson

Consultant

Highlights

- 30+ Years in Rail, Port & Intermodal Operations
- Regional Director, Hub & Facility Operations - BNSF Railway
- Director, Continuous Improvement - BNSF Railway
- Regional Market Director - Direct ChassisLink Inc.

James Johansson is a transportation and operations leader with more than 30 years of experience across Class I railroads, intermodal terminals, and port-adjacent logistics networks. He has held senior operating leadership roles with direct accountability for terminal throughput, rail service alignment, equipment flow, and service reliability across some of North America's most complex port- and rail-connected facilities.

Port & Intermodal Operations

Supply Chain Design

Due Diligence

Assessment & Optimization

Skip Kalb

Project Manager

Highlights

- 41-Year BNSF Railway Executive
- Pioneer in Intermodal Hub Development
- Led Billion-Dollar Rail Facility Projects
- NA/OP Research Foundation Past Chair

Skip Kalb is North America's preeminent rail-oriented industrial development strategist with over four decades of executive experience in rail transportation and logistics. His core strengths include developing billion-dollar multimodal transportation complexes, pioneering intermodal hub co-location strategies, leading strategic rail-centric site selection initiatives, and transforming raw land into world-class rail-served industrial facilities.

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PORT FORWARD

Growth doesn't wait.

Request a discovery call.



Contact us for a 30-minute free, no obligation discovery call with our team.



Begin identifying your highest-leverage growth opportunities today.

Contact PraxiChain



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