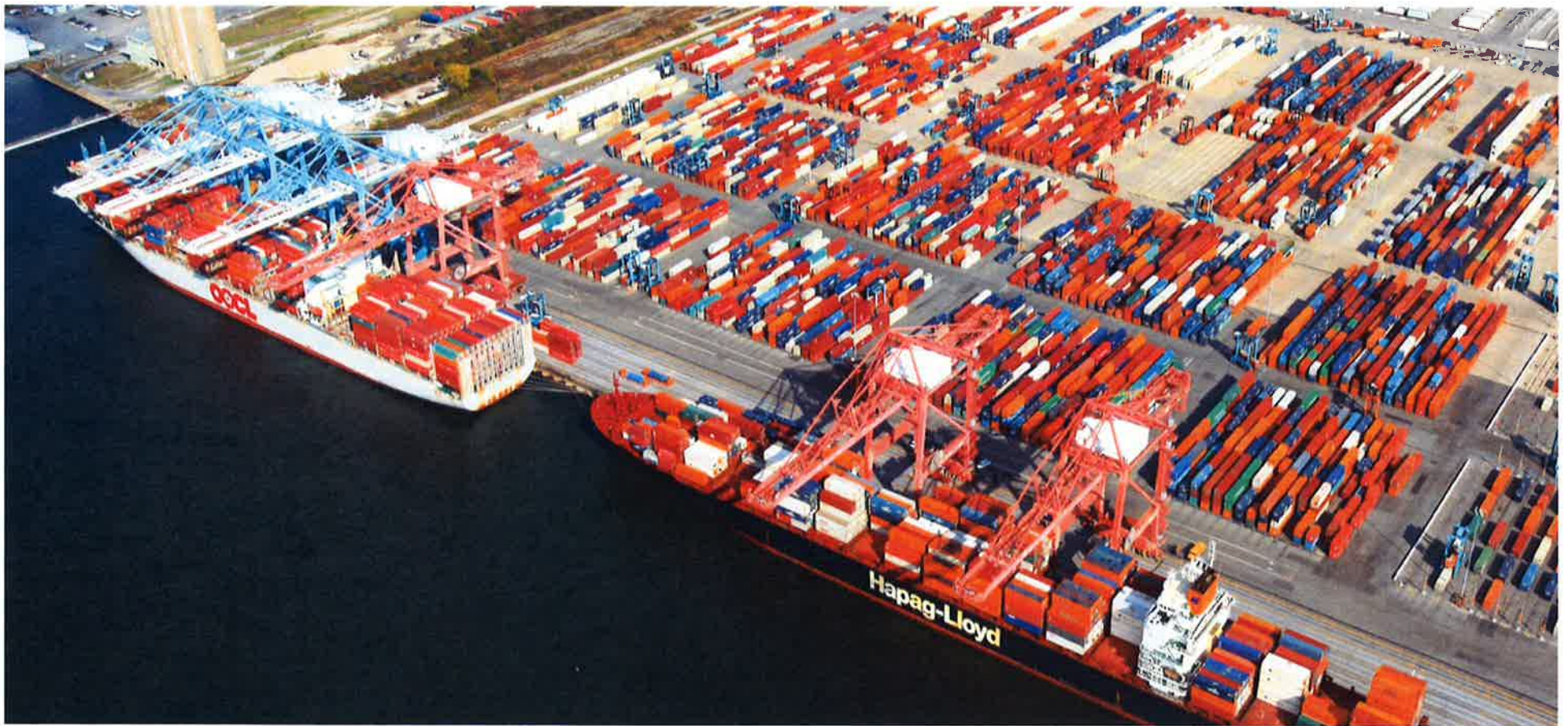


September 2016 Financial Report

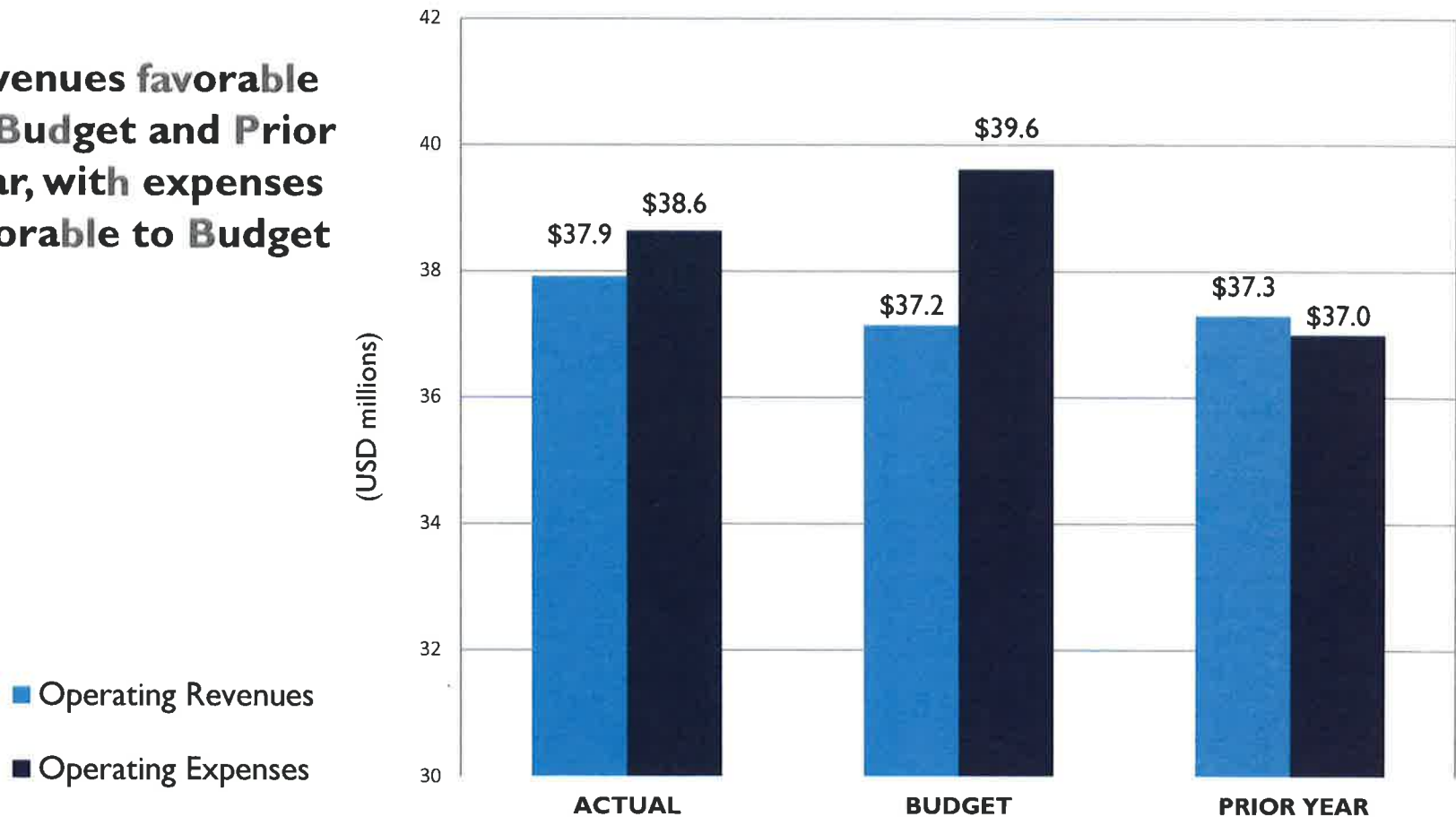
Rodney W. Oliver
Chief Financial Officer



OPERATING REVENUES AND EXPENSES:

For the Month Ended September 30, 2016

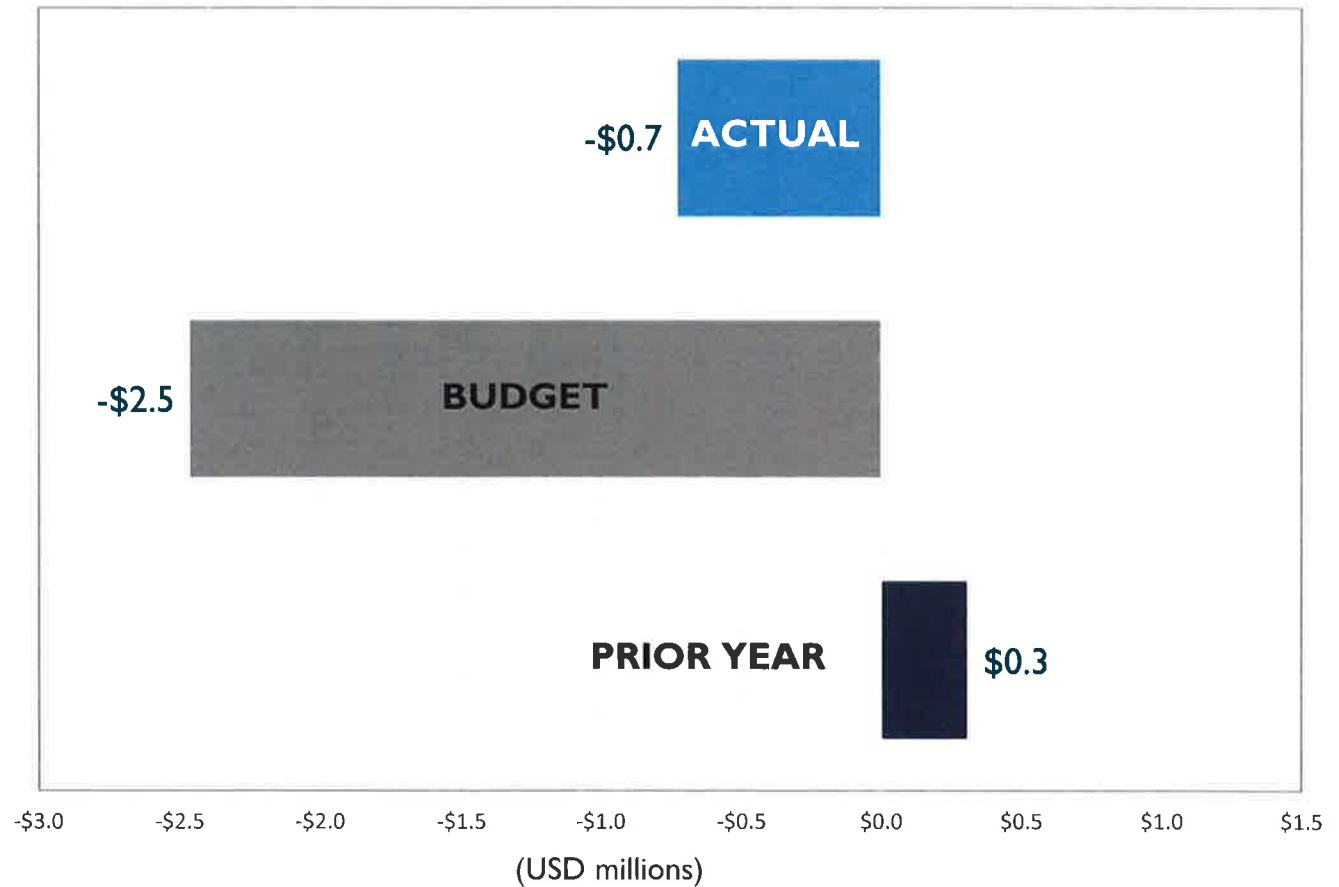
Revenues favorable
to Budget and Prior
Year, with expenses
favorable to Budget



OPERATING INCOME (LOSS):

For the Month Ended September 30, 2016

Favorable
variances to
Budget but
unfavorable to
Prior Year



CHANGE IN NET POSITION:

For the Month Ended September 30, 2016

**Favorable in
Net Position
to Budget and
Prior Year**

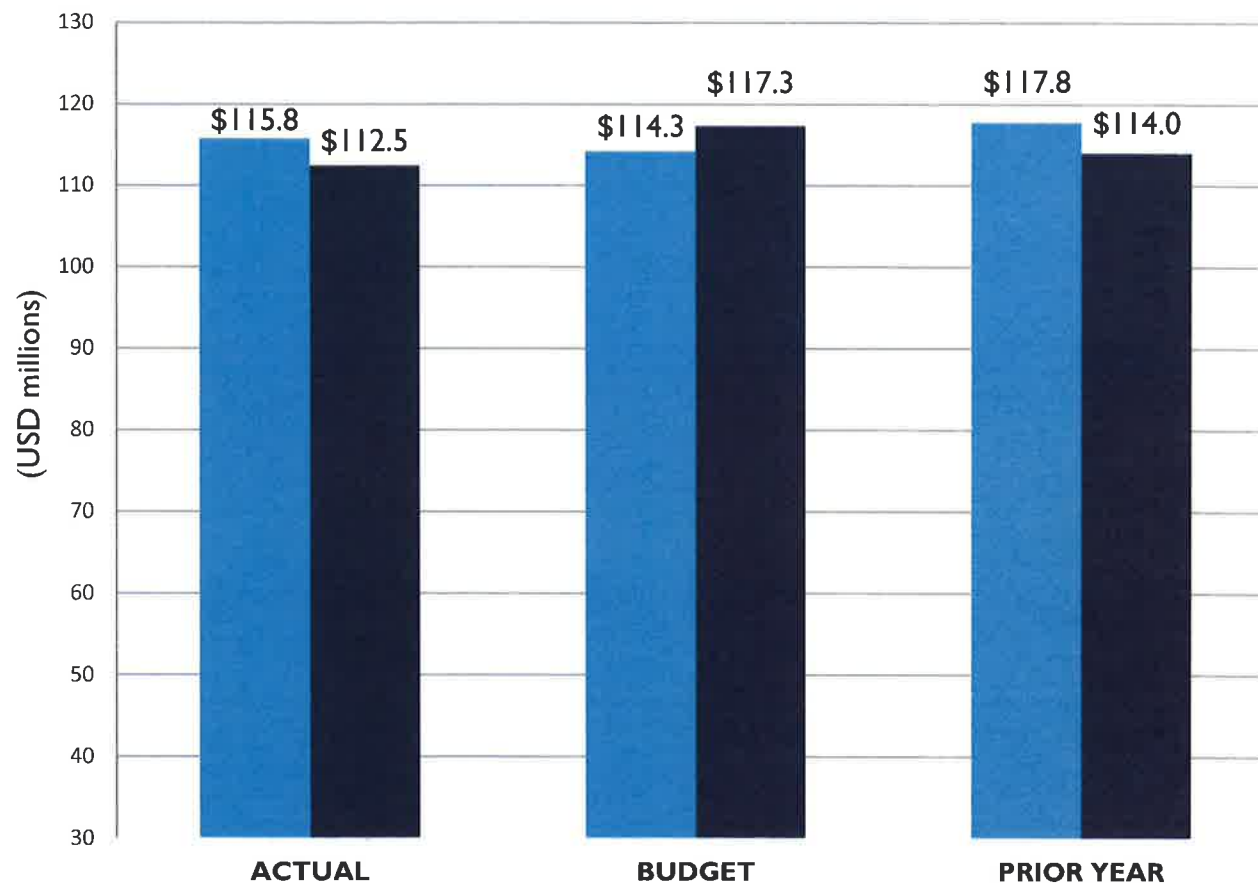


OPERATING REVENUES AND EXPENSES:

For the Three Months Ended September 30, 2016

Revenues are favorable to Budget but unfavorable to Prior Year, while Expenses are favorable to Budget and Prior Year

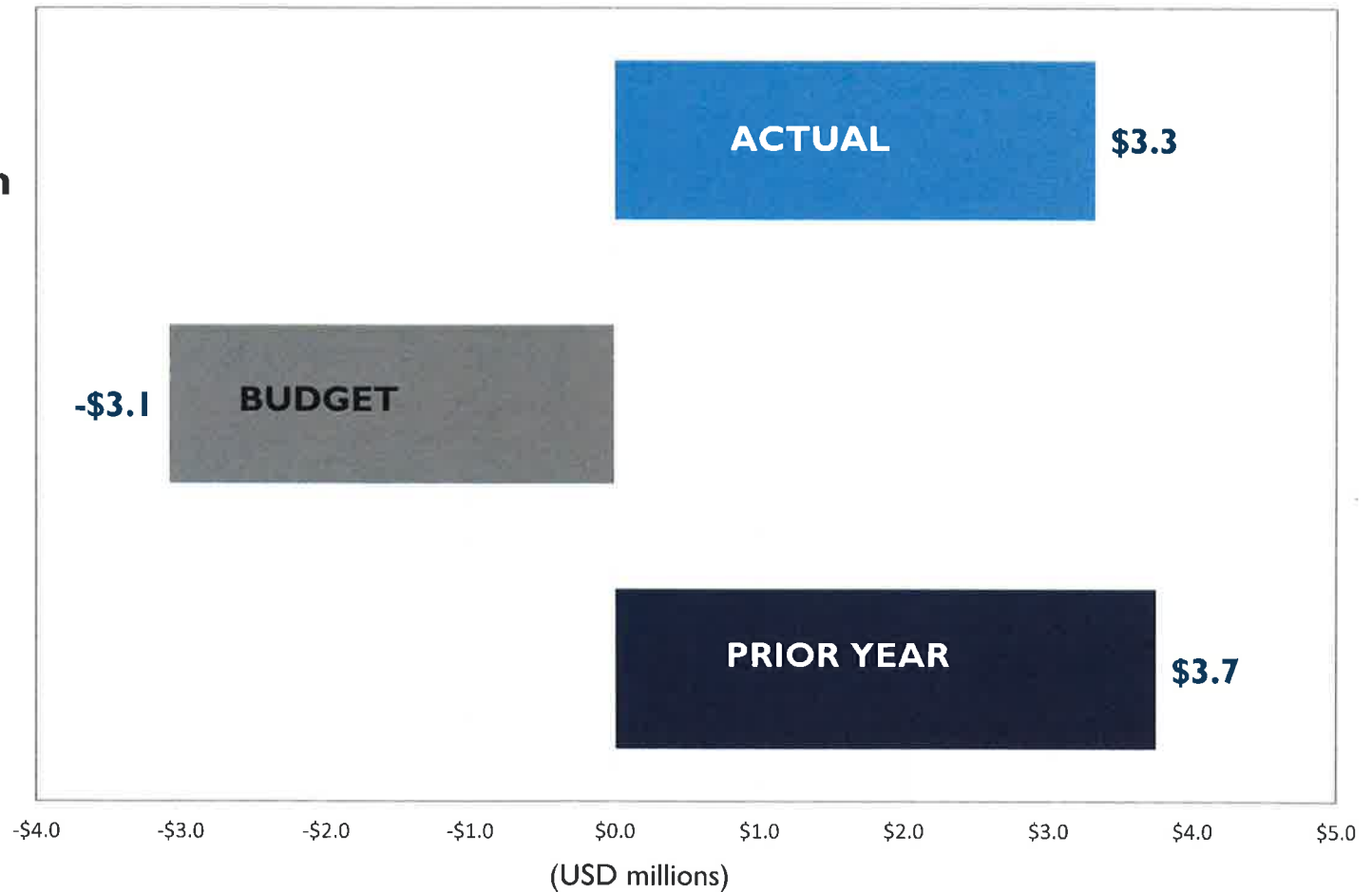
■ Operating Revenues
■ Operating Expenses



OPERATING INCOME(LOSS):

For the Three Months Ended September 30, 2016

Positive
Operating
Income with
favorable
variance to
Budget



CHANGE IN NET POSITION:

For the Three Months Ended September 30, 2016

**Change in Net
Position
favorable
compared to
Budget and
Prior Year**

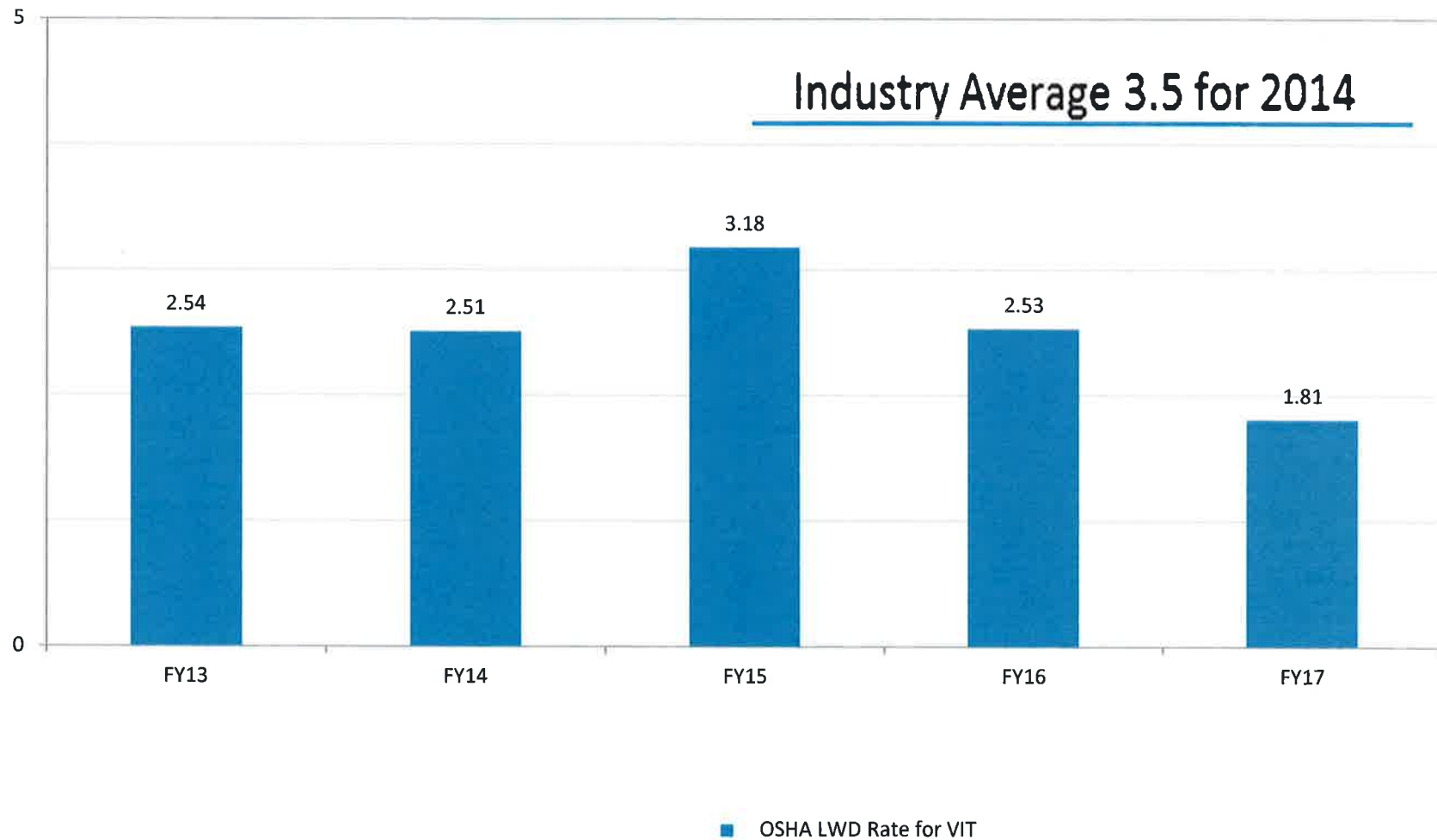


Virginia Port Authority Board of Commissioners, Session 376, November 15, 2016
Operations Report

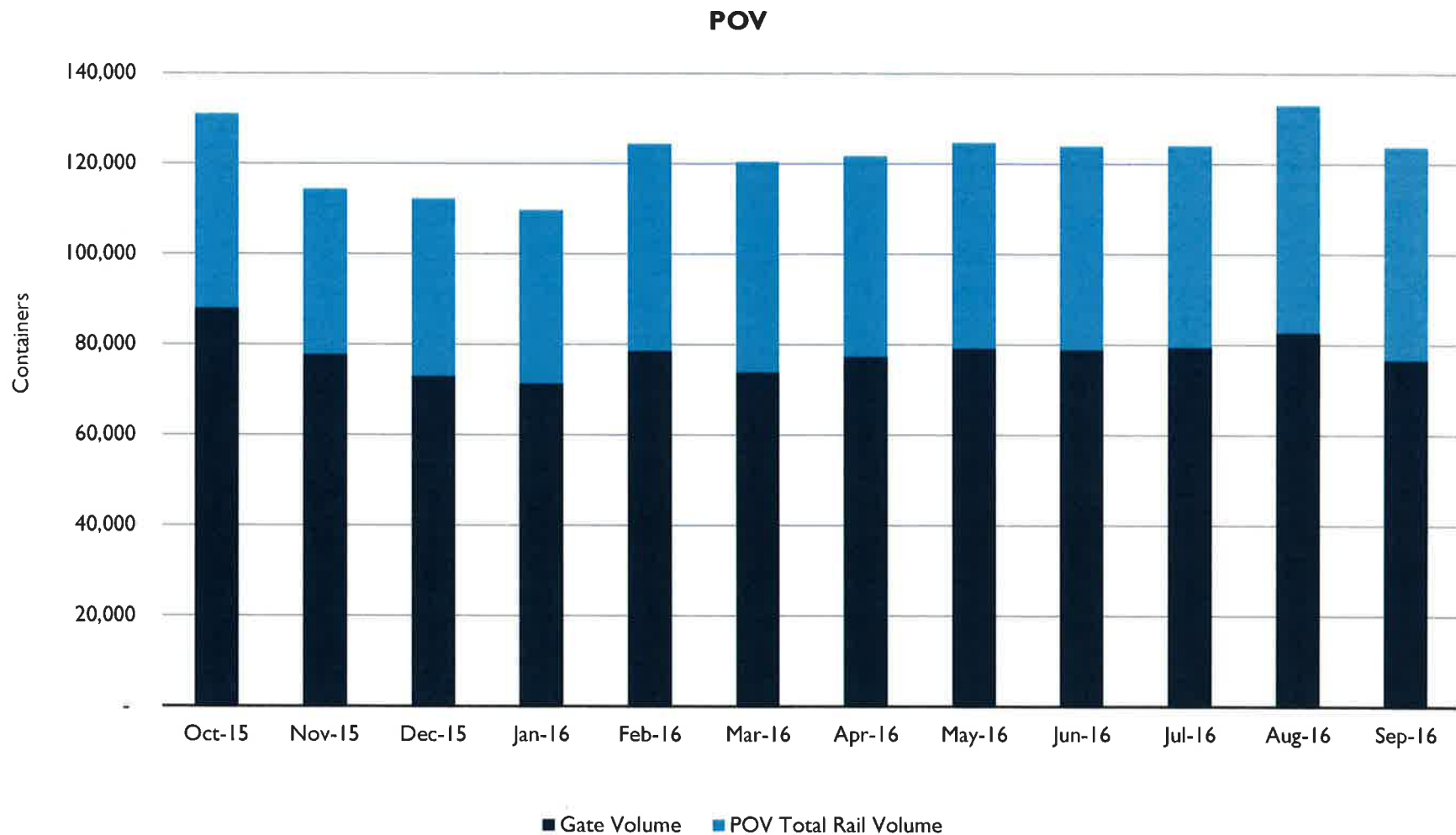
Shawn Tibbetts
Chief Operations Officer



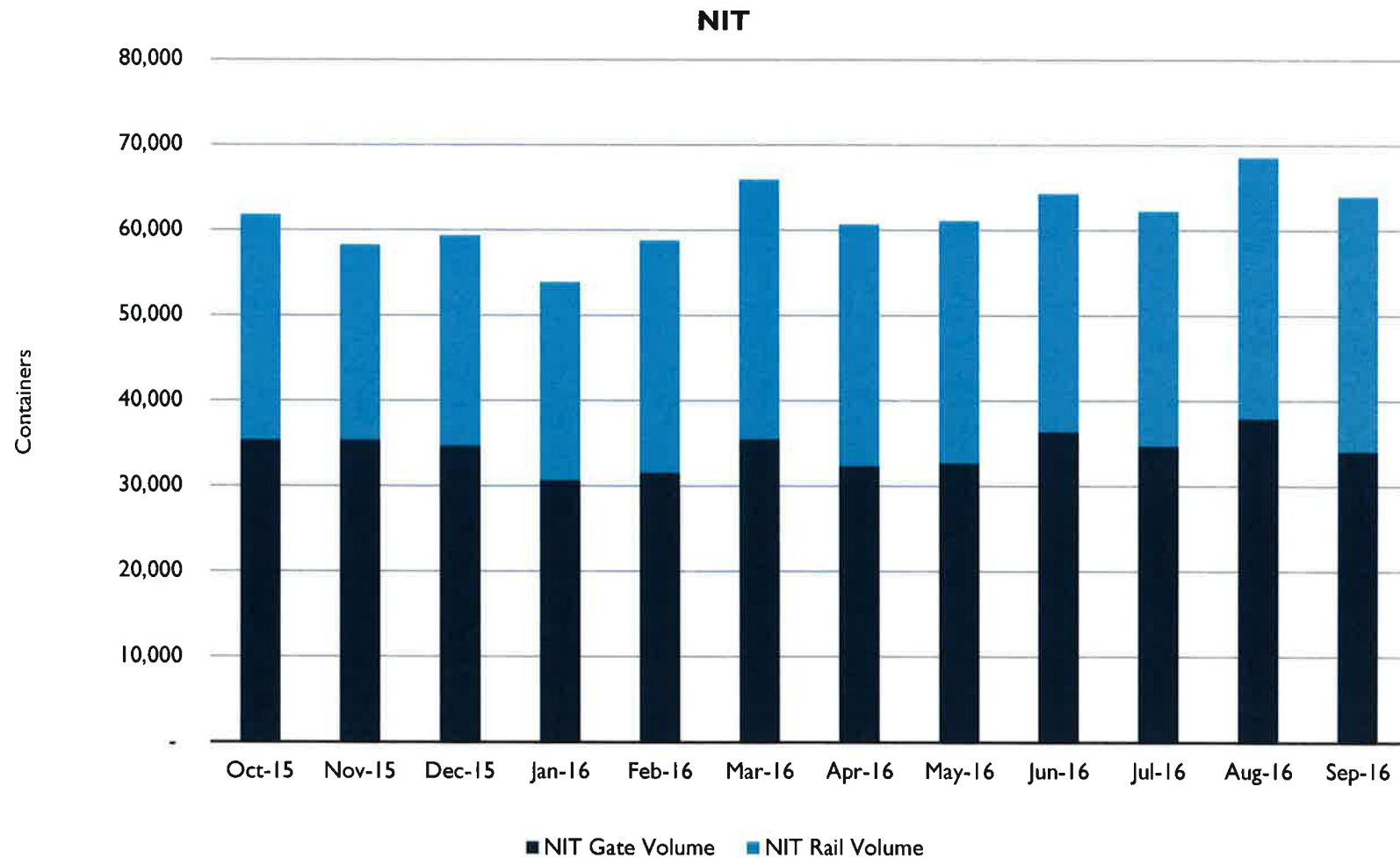
Safety Report



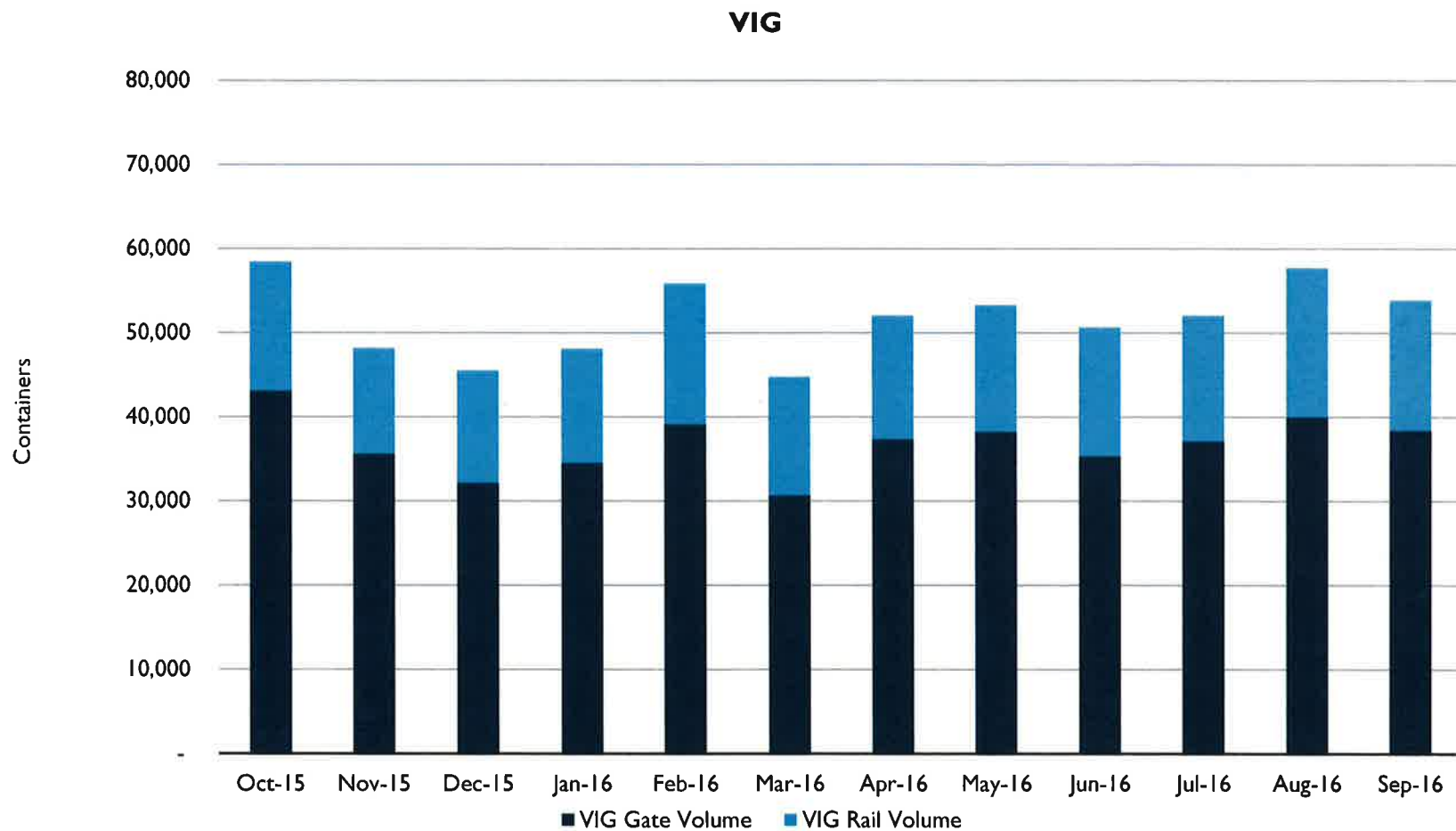
POV Rail vs. Gate/Barge Volume



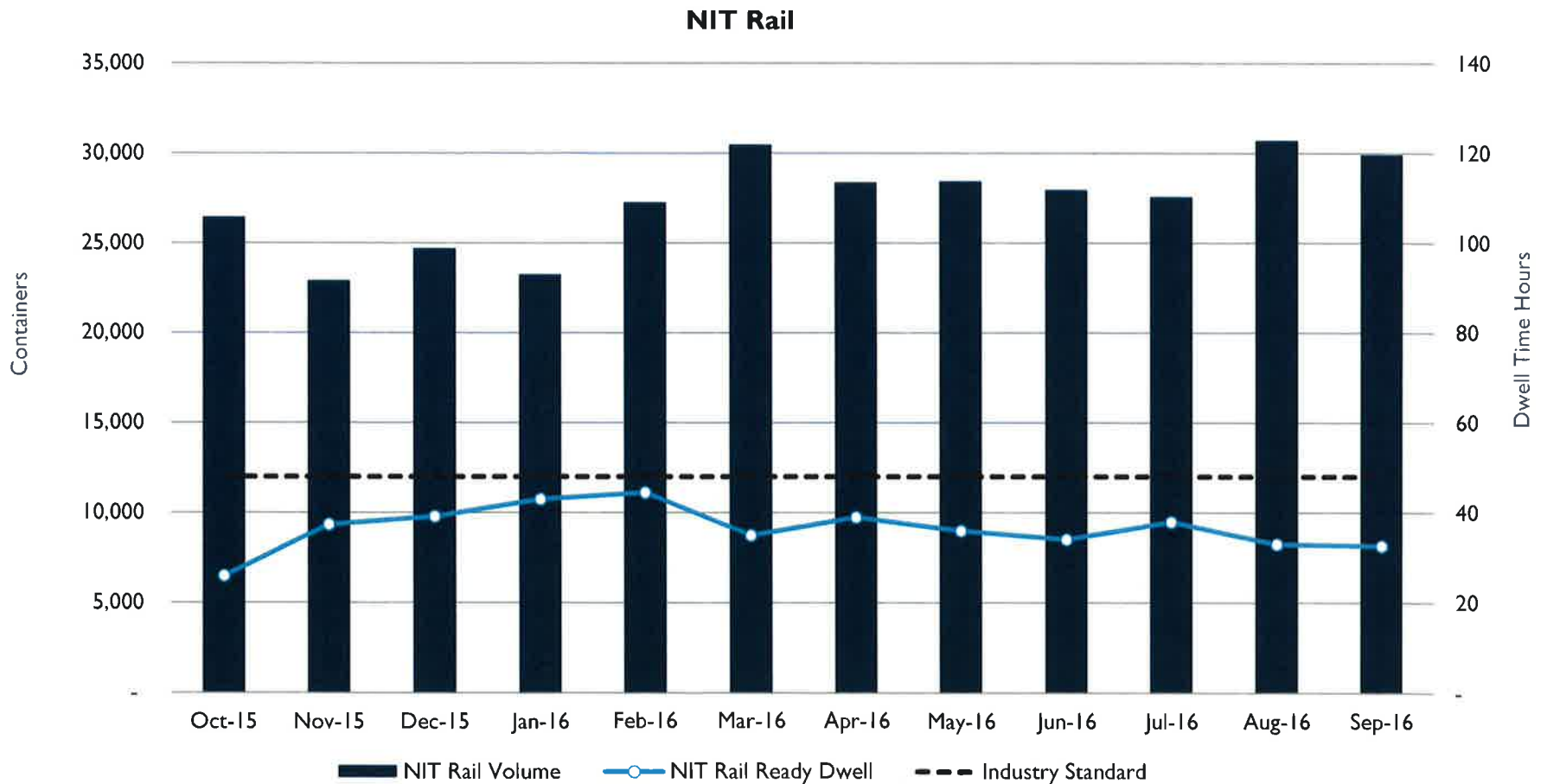
NIT Rail vs. Gate/Barge Volume



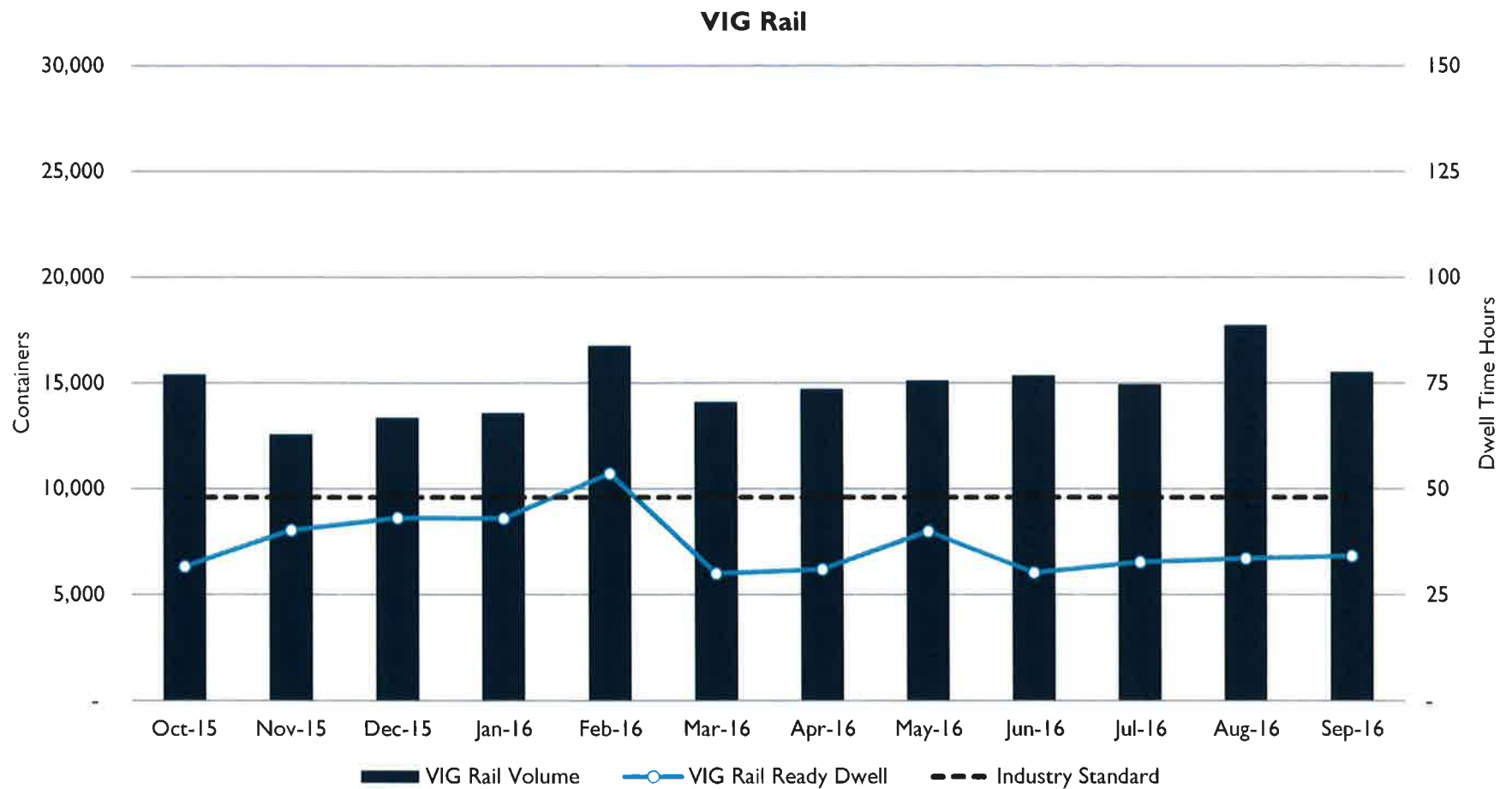
VIG Rail vs. Gate/Barge Volume



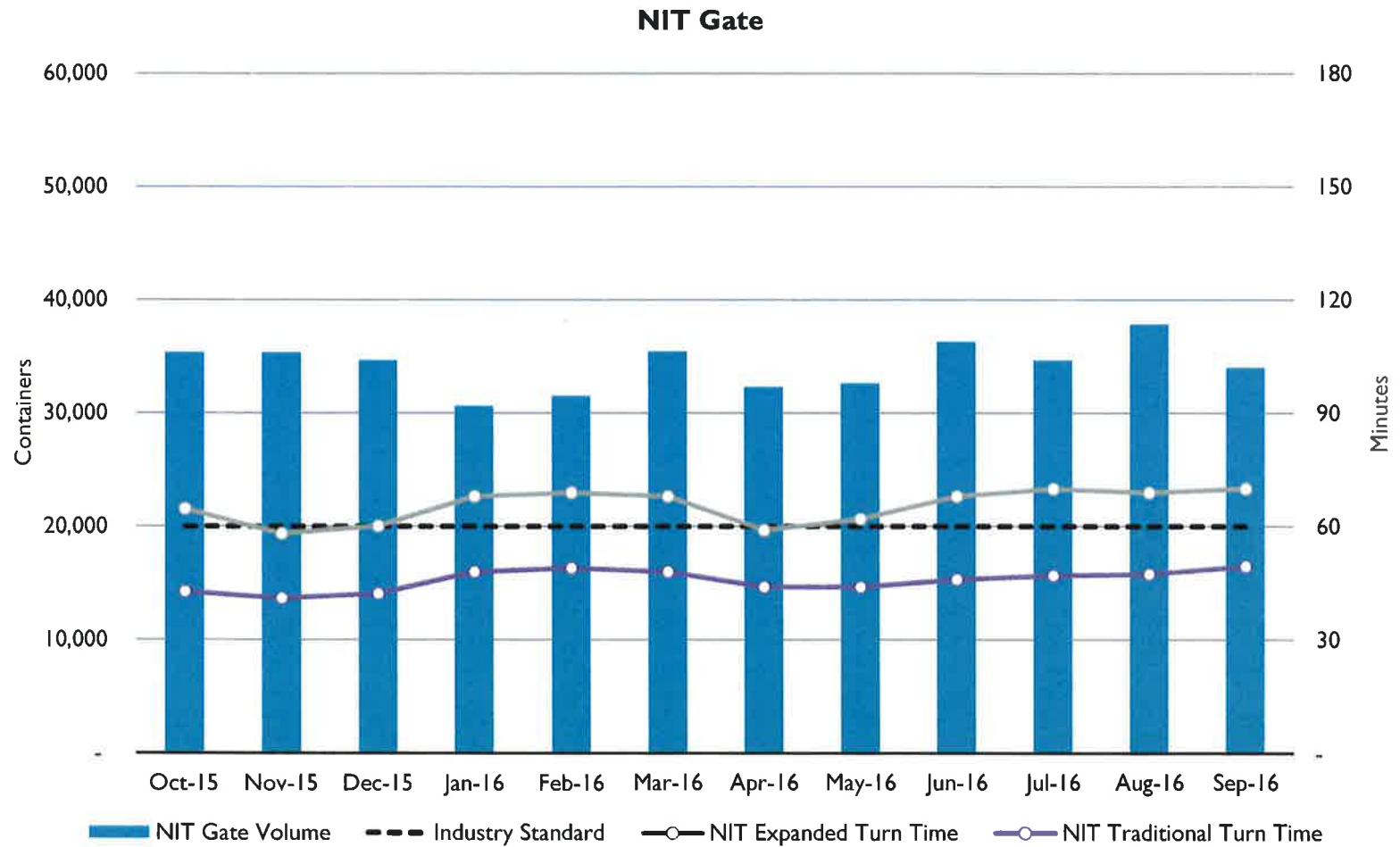
NIT Rail Volume



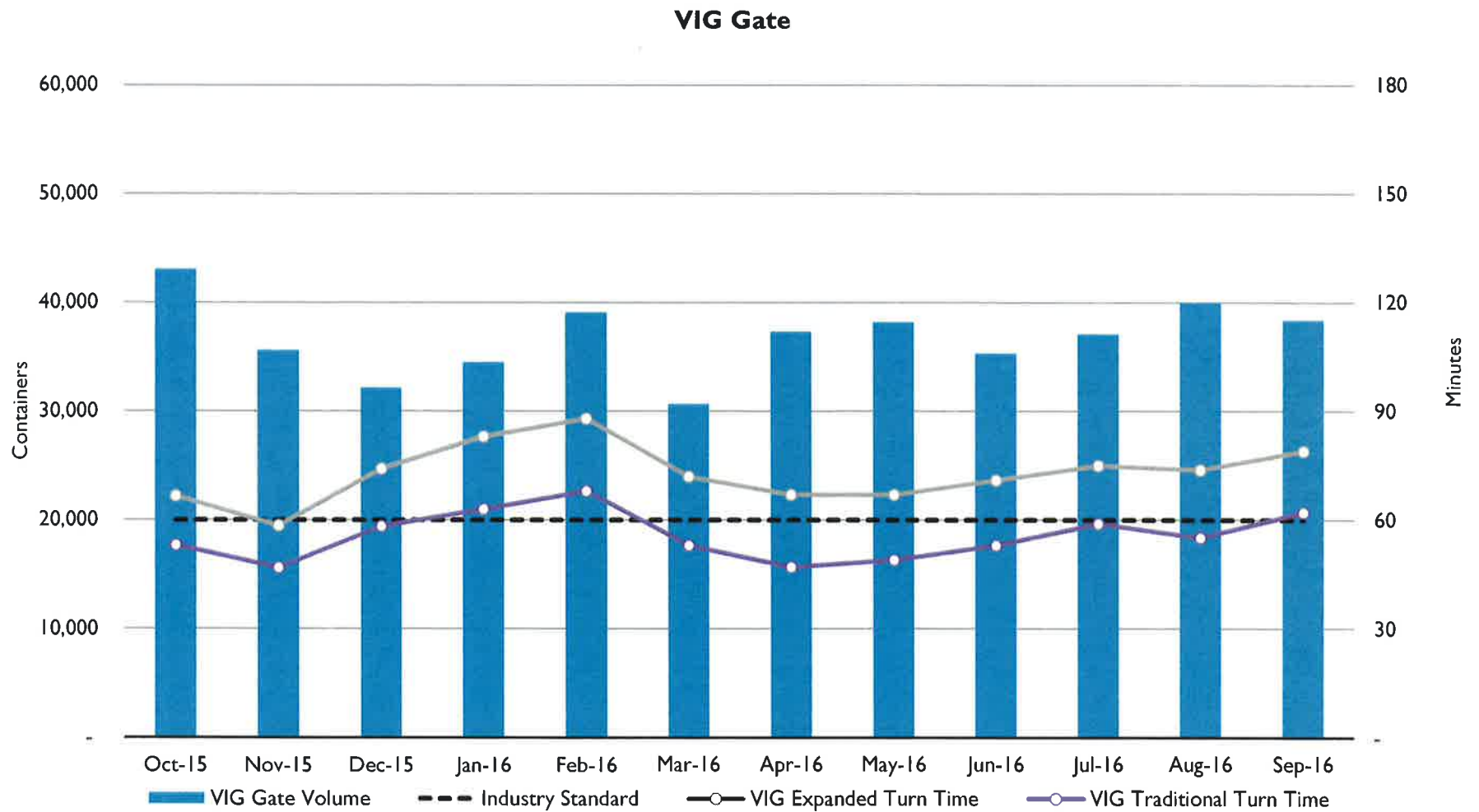
VIG Rail Volume



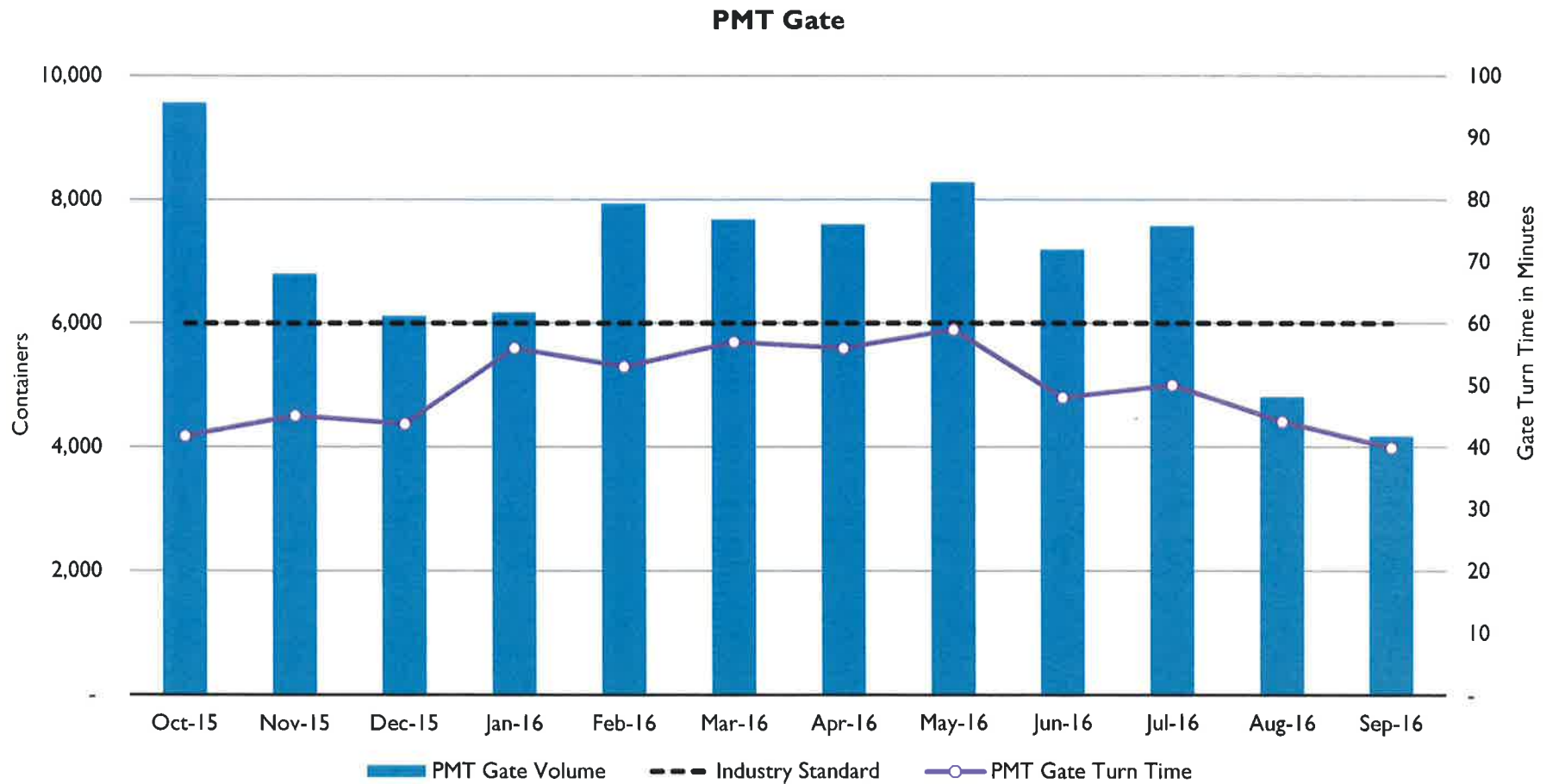
NIT Gate Turn Times



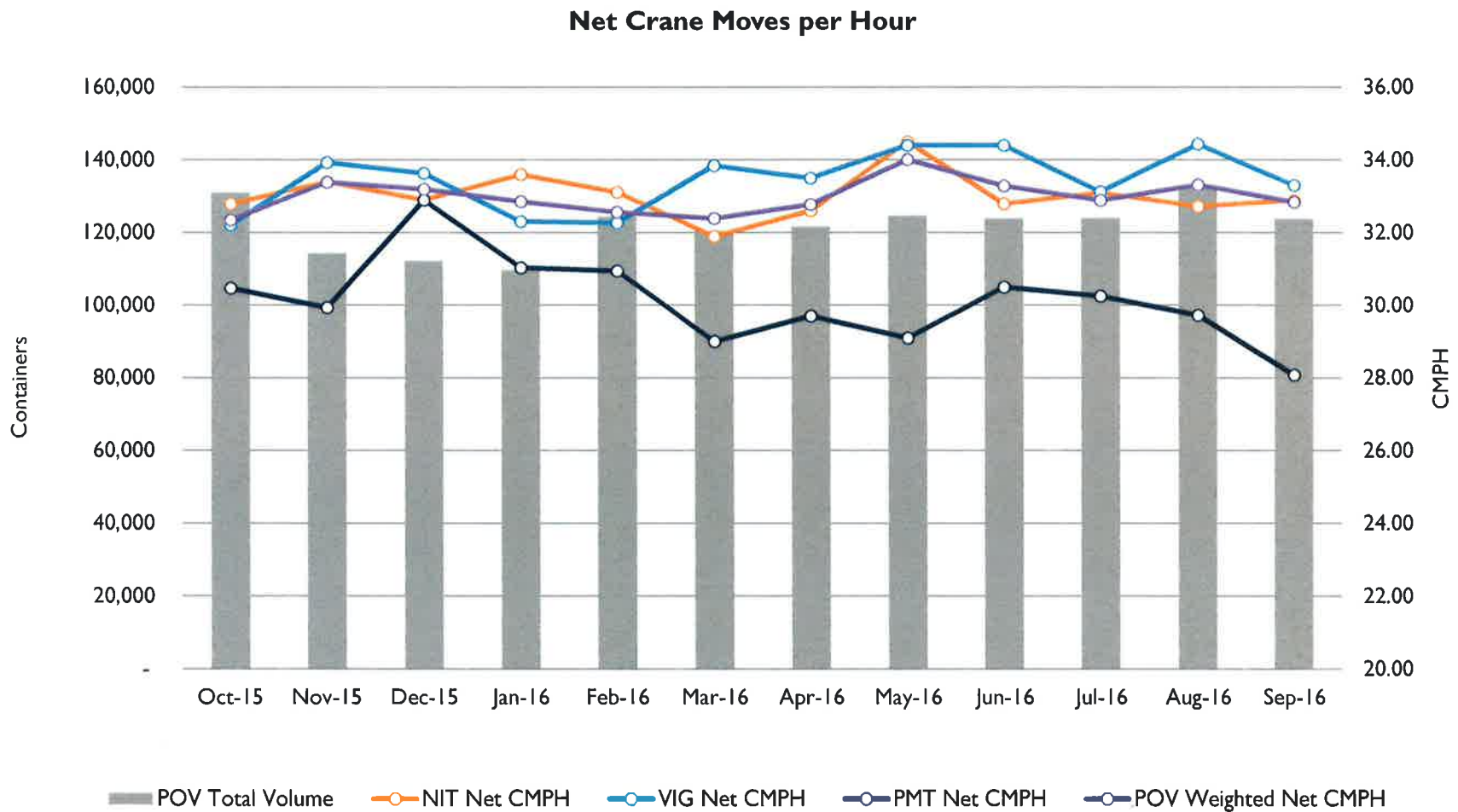
VIG Gate Turn Times



PMT Gate Turn Times



Net Crane Moves per Hour



Virginia Port Authority Board of Commissioners, Session 376, November 15, 2016

Sales Report

Thomas Capozzi

Chief Sales Officer



Stewards of Tomorrow

Port of Virginia Volumes FYTD 2017

Fiscal Year-to-Date: Jul - Sep FY 2017

	FY 2016	FY 2017	Change	% Change
Total TEUs	661,578	673,278	11,700	1.8%
Export TEUs	362,637	356,124	(6,513)	-1.8%
Import TEUs	298,941	317,154	18,213	6.1%
Total Containers	377,730	380,938	3,208	0.8%
General Cargo Tonnage	4,831,531	5,163,496	331,965	6.9%
Container Tonnage	4,762,646	5,118,515	355,869	7.5%
Breakbulk Tonnage	68,885	44,981	(23,904)	-34.7%
Total Rail Containers	126,013	142,244	16,231	12.9%
VIP Containers	11,180	9,717	(1,463)	-13.1%
Total Barge Containers	13,070	10,649	(2,421)	-18.5%
RMT Containers	3,387	4,839	1,452	42.9%
Total Truck Containers	238,647	228,045	(10,602)	-4.4%
Ship Calls	507	463	(44)	-8.7%
Vehicle Units	9,920	7,510	(2,410)	-24.3%



Stewards of Tomorrow

Port of Virginia Volumes CYTD 2017

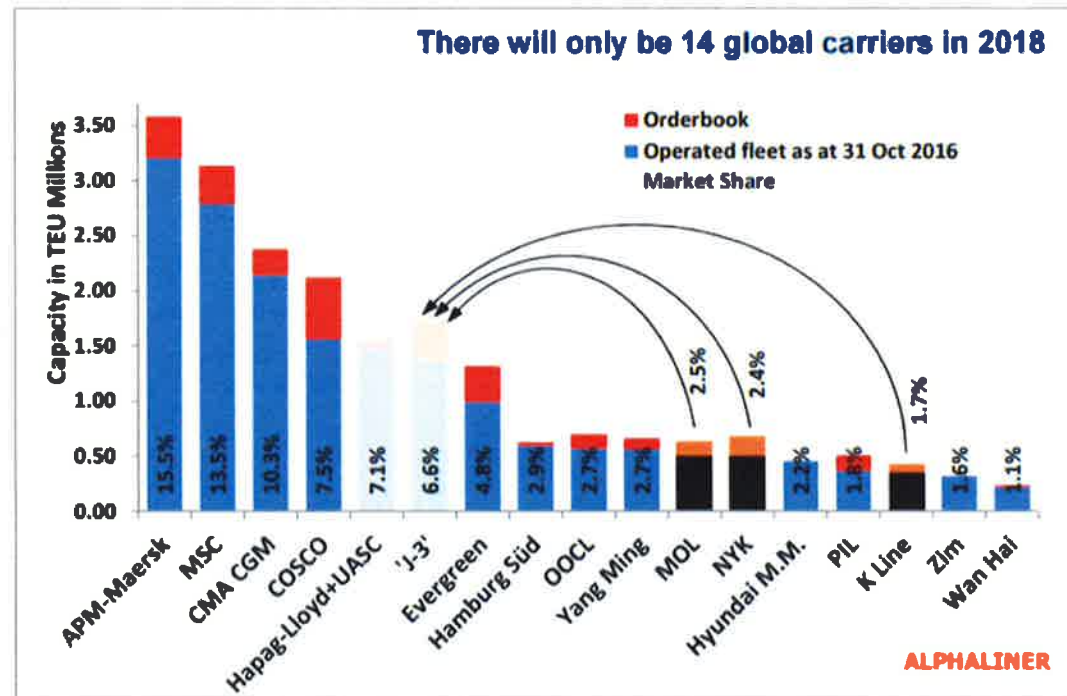
Calendar Year-to-Date: Jan - Sep 2016

	CY 2015	CY 2016	Change	% Change
Total TEUs	1,915,293	1,951,359	36,066	1.9%
Export TEUs	1,039,407	1,050,773	11,366	1.1%
Import TEUs	875,886	900,586	24,700	2.8%
Total Containers	1,096,991	1,106,155	9,164	0.8%
General Cargo Tonnage	15,116,966	15,245,258	128,292	0.8%
Container Tonnage	14,894,321	15,092,208	197,887	1.3%
Breakbulk Tonnage	222,645	153,050	(69,595)	-31.3%
Total Rail Containers	365,098	408,343	43,245	11.8%
VIP Containers	28,196	29,978	1,782	6.3%
Total Barge Containers	37,100	28,396	(8,704)	-23.5%
RMT Containers	10,177	13,216	3,039	29.9%
Total Truck Containers	694,793	669,416	(25,377)	-3.7%
Ship Calls	1,480	1,462	(18)	-1.2%
Vehicle Units	37,819	22,070	(15,749)	-41.6%

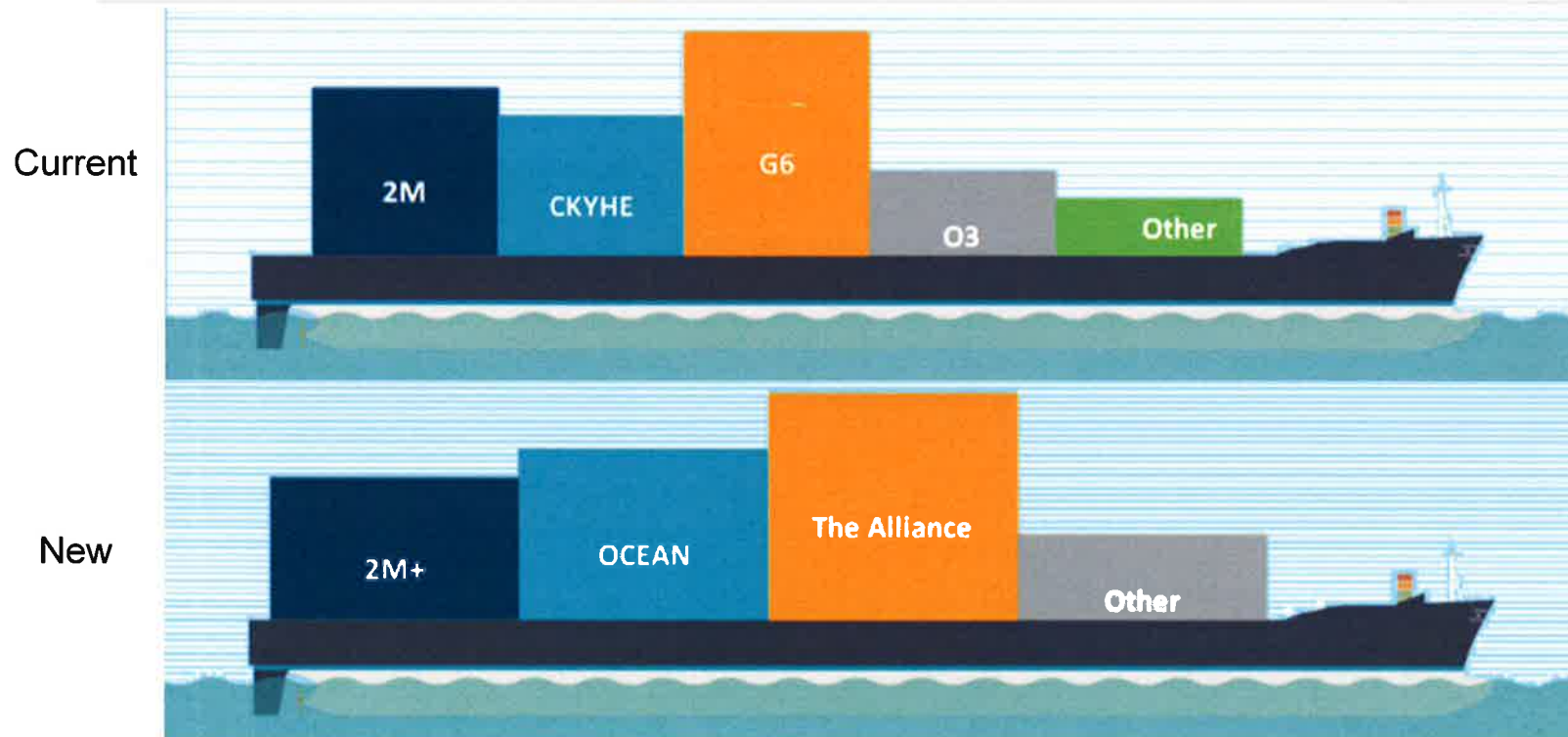


Stewards of Tomorrow

SHIPLINE CONSOLIDATIONS



Alliance Reorganizations



POV Service Update: TP-11/Americas



First VIG service call: 10/13/16

Asia Trade Mission



THE PORT OF
VIRGINIA

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Coffee Day



Virginia Port Authority Board of Commissioners, Session 376, November 15, 2016

Human Resources Report

Jim Bibbs

Chief Human Resources Officer



HR HIGHLIGHTS



- Carved out re-insurance option to third-party vendor, saving approximately \$260,000/year.
- Open enrollment for 2017 benefits will run from November 1st – 25th.
- Completed all pay adjustments and conversions required for FLSA “Final Rule” guidelines regarding EAP exempt employees.

DEPENDENT AUDIT

- Based on feedback from Willis, HR will be conducting a dependent benefits audit in 2017.
- Employees will be required to provide documentation proving dependent eligibility.
- Employees will be able to make any necessary changes to dependent status during open enrollment.



TRAINING HIGHLIGHTS



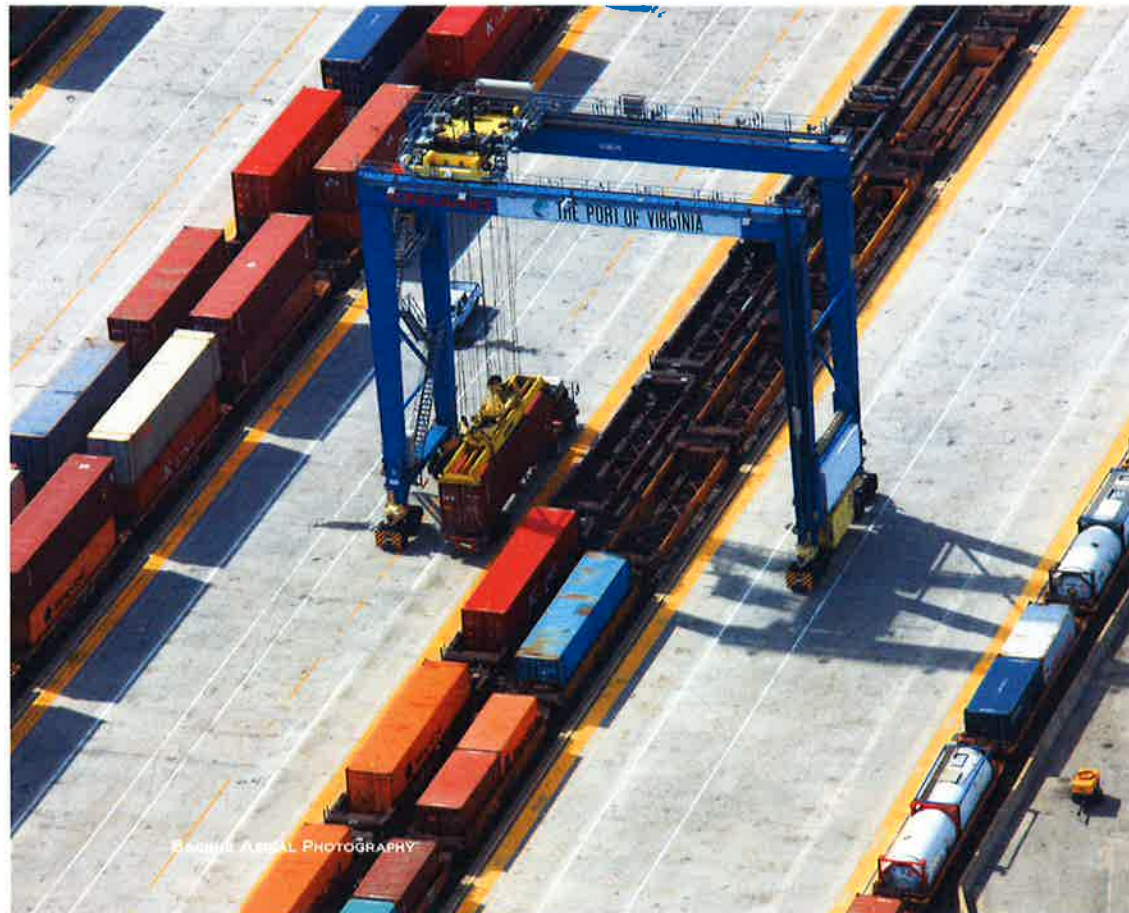
- Proceeding with transition from DuPont LMS to the Commonwealth of Virginia Learning Center. Transition process will take place over the course of 2017 and result in an approximate savings of \$50,000/yr.
- Continuing to maintain ISO 14001 certification through training and audit compliance.

VIRGINIA INLAND PORT WORKFORCE SEMINAR



Virginia Port Authority Board of Commissioners, Session 376 November 14, 2016

Joseph P. Ruddy
Chief Innovation Officer





AGENDA

- Hanjin Update
- Projects Update
 - North Gate
 - South NIT
 - VIG
 - Business Intelligence

HANJIN

- Pre-paying for service:
 - Handling and royalty for containers on partner vessels
 - All costs associated with Hanjin Vessel
- POV is collecting Hanjin payments to ILA Container Royalty fund and assuring labor is fully paid for their work
- Hanjin empties are being accepted at PPCY
 - Leased containers to be released to container owners on payment
 - Some leased empties already paid, released, and exported under a different shipline

PROJECTS SCHEDULE

Milestone	Date	Status
NIT North Gate Open	6/30/17	This is the date the new gate will be available to truck traffic. Punch list items and demobilization of the construction teams will be on-going.
NIT PDS Project Vessel Support	TBD	The issues with the network have hampered continued progress. Next steps involved the continued rollout to the yard operation and first attempts to support vessel operations.
NIT Optimization Start Of Construction	7/1/17	Revised from 4/15/17. The revised date is early enough to not impact the overall project schedule.
VIG N4 Conversion NIT Migration to N4 3.x	1/15/18 6/15/17	This milestone was changed from last month to reflect the Navis N4 tasks required to get BOTH terminals ready for their automation upgrades. They are being done in tandem and will be reported as such. This month Navis has had MAJOR problems doing the basics to get this effort started.
VIG Restated Lease Commencement	11/17/16	The lease was signed on September 21, with a commencement date of 11/17. Most VIG2 related dates rely on the commencement date.
IT Business Continuity Project Plan Developed	12/15/16	The VIG DR site must be moved prior to the start of rail construction (January 23, 2017). Good progress on the VIG DR issue – but not much done on the port as a whole.
Business Intelligence Project Kickoff	9/25/16	COMPLETED. The BI project milestone will be redone in November to reflect a new milestone related to progress on the revised plan. The revised plan will be presented at the November SC meeting for approval.
Bayonne Bridge Raised	1Q18	Second obstacle to larger ships on USEC removed.

PROJECTS OVERVIEW

PROJECT	BUDGET	SCHEDULE
VIG Phase II	●	●
VIG N4 Conversion	●	●
NIT North Gate	●	●
NIT PDS	●	●
NIT Optimization	●	●
Business Intelligence	●	●
IT Business Continuity	●	●

NIT NORTH GATE/OPTIMIZATION



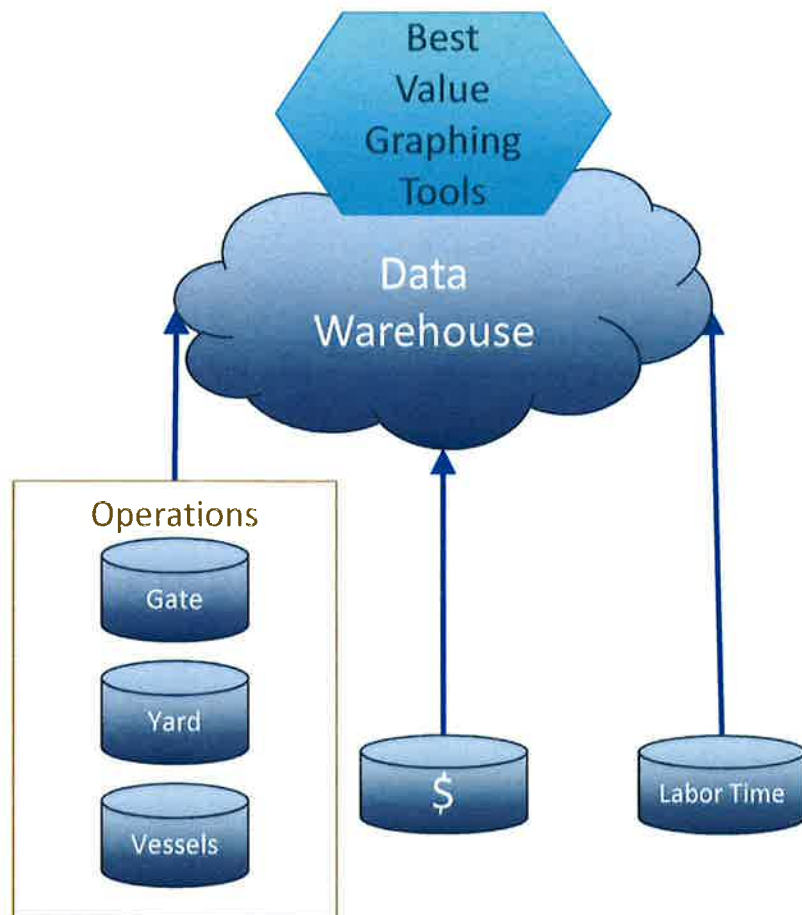
NIT NORTH GATE AERIAL – 10/14/2016



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BUSINESS INTELLIGENCE



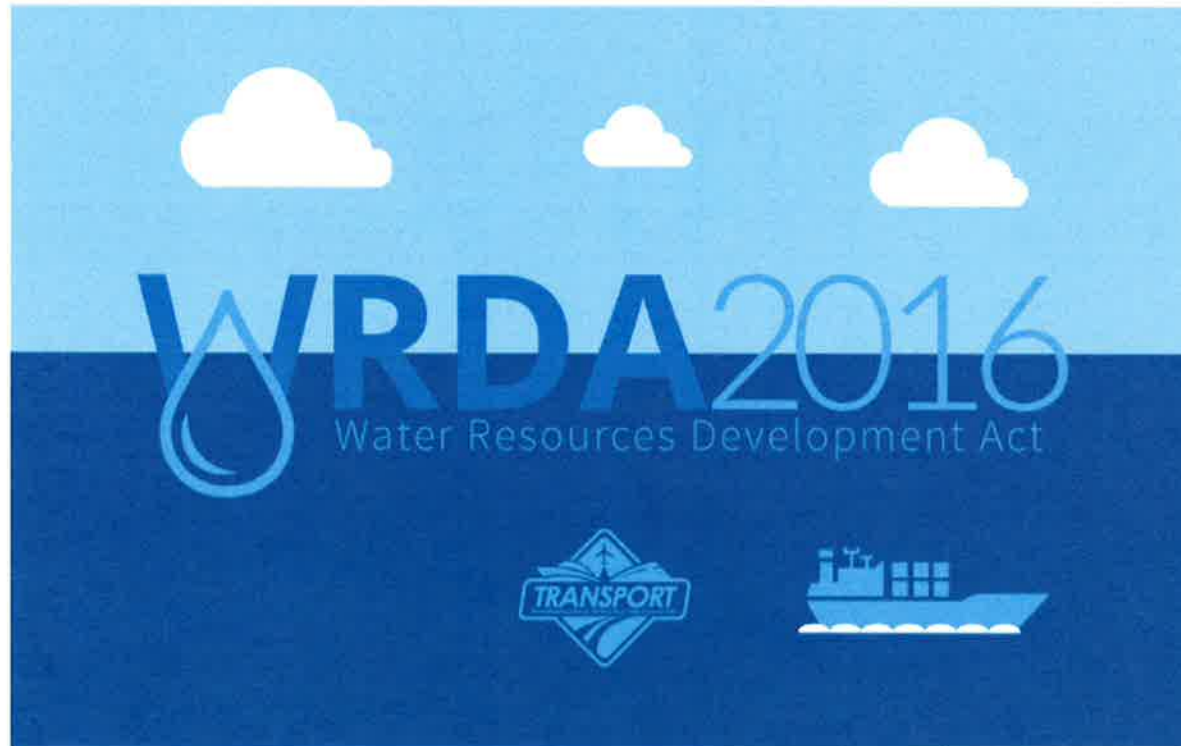
- Initially centered around Navis (Terminal Operating System Vendor) new BI Platform
- Integrating non-Operational Business Data into the model
- Order of Tasks:
 1. Labor Data
 2. Financial Data
 3. Management Dashboards
- In tight coordination with Project Team and IT

Virginia Port Authority Board of Commissioners, Session 376, November 15, 2016

Public Affairs Update
Cathie Vick
Chief Public Affairs Officer



FEDERAL ACTIVITIES – WRDA



FEDERAL ACTIVITIES – CIEE



NATIONAL WATERWAYS CONFERENCE



PROJECT TEAM COMMUNICATIONS



STEWARDS OF THE STATE'S INVESTMENT

NORFOLK INTERNATIONAL TERMINALS PROJECT UPDATE

Thank you for including \$350 million dollars in the state's 2016 budget for an historic investment in the sustainability of the port and the economy of our Commonwealth. The investment will be spent at Norfolk International Terminals (NIT), enabling the port to increase its capacity by 46% and handle cargo more swiftly, safely and sustainably than ever before. The impact of this investment will be felt across the entire Commonwealth. It is estimated that improvements at NIT have the potential to create 120,000 additional jobs across the Commonwealth, more than \$460 million in state and local taxes and \$16 billion in additional spending. The Port of Virginia will provide you consistent updates as the project progresses.



Artist's Rendering of Norfolk International Terminal South Yard

PROJECT PROGRESS:

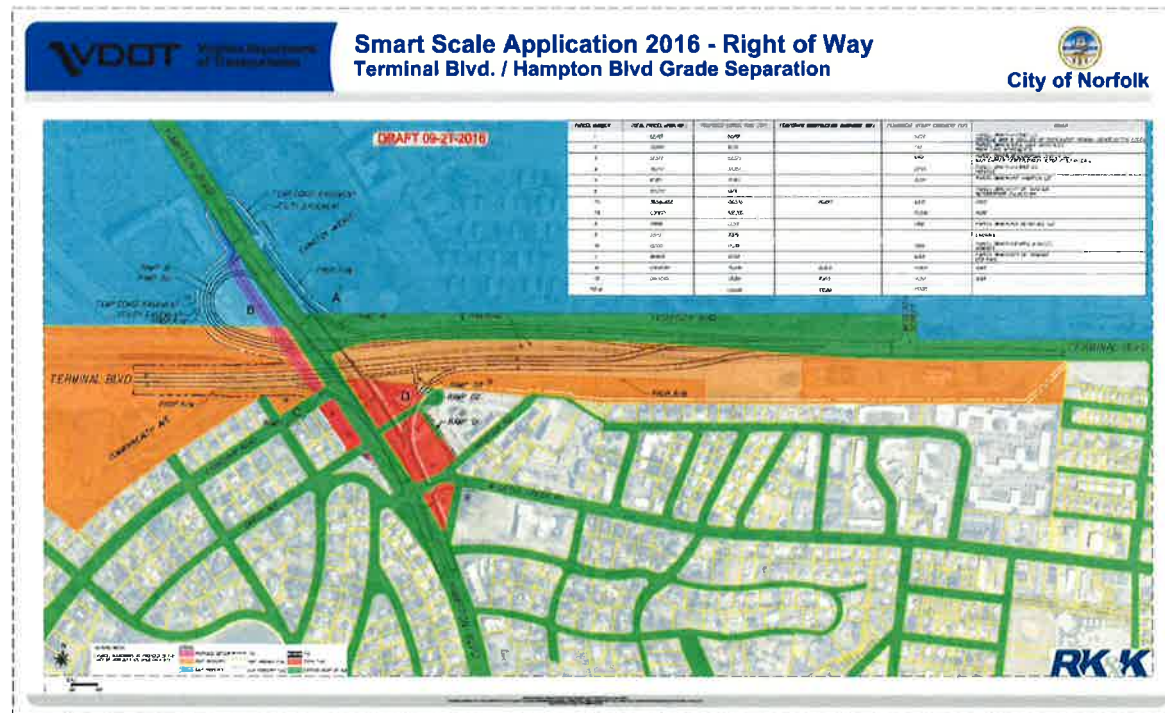


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GOVERNOR'S TRANSPORTATION CONFERENCE



LOCAL GOVERNMENT – SMART SCALE



PANATTONI GROUNDBREAKING



SINCE OUR AUGUST MEETING

- Announcements: 9
- Square Footage: Over 715,000
- Investment: Over \$263 Million
- Jobs Created: 1107

CYTD 2016 ECONOMIC DEVELOPMENT TOTALS

- Announcements: 35
- Square Footage: Over 3,285,000
- Investment: Over \$772 Million
- Jobs Created: 3,545

GENERAL ASSEMBLY



Port Opportunity Fund and Economic Development Grant



Stewards of Tomorrow

MARKETING AND COMMUNICATIONS

EXTERNAL COMMUNICATIONS



The Virginian-Pilot
PilotOnline.com

79°
7:12

NEWS OPINION BUSINESS SPORTS LIFE OBITUARIES CLASSIFIEDS

BUSINESS

Port of Virginia reports its best September yet for container volume

By Robert McCabe
The Virginian-Pilot
9:41 PM EDT

Container volume at the Port of Virginia last month edged up 2 percent from its record-breaking gain in the same month a year ago.

That means it's done it again, marking its best September to date.

The port's terminals moved 219,857 containers, as measured in standard 20 foot units, or TEUs, up from 215,520 units last year.

Last month was the port's eighth in a row with TEU volumes of more than 210,000 units.

*The peak season cargo flow is steady — import TEUs were up 7 percent — and we are maintaining our

FOLLOW US

TODAY'S FORECAST

Pilot weather forecast, Oct. 1



Port of Virginia gives Shenandoah Valley students look into potential future

Mechanical, technical and engineering classes said to be invaluable to field

Published 10/19/2016 6:50 PM | Updated 10/19/2016 6:50 PM

STUDENTS LEARN ABOUT PORT CAREERS
HIDDELTOWN, VA.

Students, faculty and staff of Shenandoah University gathered at the Port of Virginia for a day of learning about port careers.



Making up for lost time

The Port of Virginia is moving quickly to make large strategic investments in marine and inland terminals after years of relative neglect.

By Eric Klaus

Shenandoah University's Shenandoah Valley students are looking into the potential future of the Port of Virginia. Mechanical, technical and engineering classes are said to be invaluable to the field.

Published 10/19/2016 6:50 PM | Updated 10/19/2016 6:50 PM

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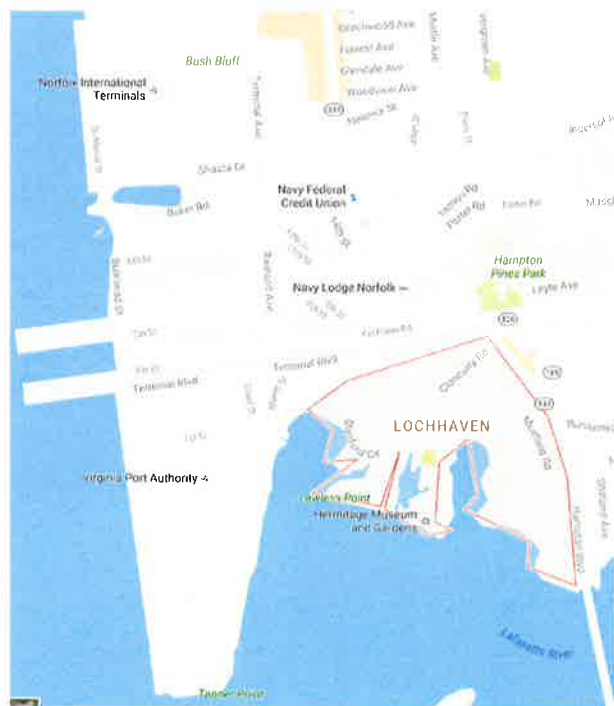
Continuing to tell our story through earned and paid media.



Stewards of Tomorrow

MARKETING AND COMMUNICATIONS

INTERNAL AND PARTNER COMMUNICATIONS



The Port of Virginia shared their album

As we end Truck Appreciation Week here at the port, we'd like to give one last THANK YOU to all the hard-working men and women who operate our trucks and deliver goods, jobs, revenue and business to our Commonwealth.

We salute our DRIVING FORCE for the port - our truckers. Safe travels to you all! #ThankATrucker #TruckersAppreciationWeek2016 #Fortitude See More



The Port of Virginia shared 26 photos from September 16th - Trucking Appreciation Week 2016. Join Carolyn's page and 2 others.

Every day, The Port of Virginia would like to take this opportunity to thank its truckers, the driving force behind our terminals. Our ports are a testament to the hard work of our truckers.

23,854 people reached

View Results

NIT/VIG Project Communications

Regularly communicating with Civic/Business Organizations and Government Officials.

National Truck Driver Appreciation Week: Sept 11 – Sept 17

Thanked 1,000 drivers across all terminals with gift bags

On Facebook:

- 204,388 people reached
 - 92,302 video views
 - 92,118 post engagements
 - 45 new Port of Virginia Facebook page “likes”



Stewards of Tomorrow

MIRT & EMERGENCY OPERATIONS



Response

- Supported Regional Coordination during Severe Weather
 - T/S Hermine
 - Hurricane Matthew
- Assisted City of Norfolk by dewatering Brambleton Ave. Underpass

MIRT & EMERGENCY OPERATIONS



Rear Admiral Richard E. Bennis
Award for Maritime Excellence

Maritime Security

Virginia Port Authority
Port Authority of the Year

STEWARDS OF TOMORROW

INNOVATION

HELPFULNESS

ACCESSIBILITY

MINDFULNESS

FORTITUDE

SUSTAINABILITY

