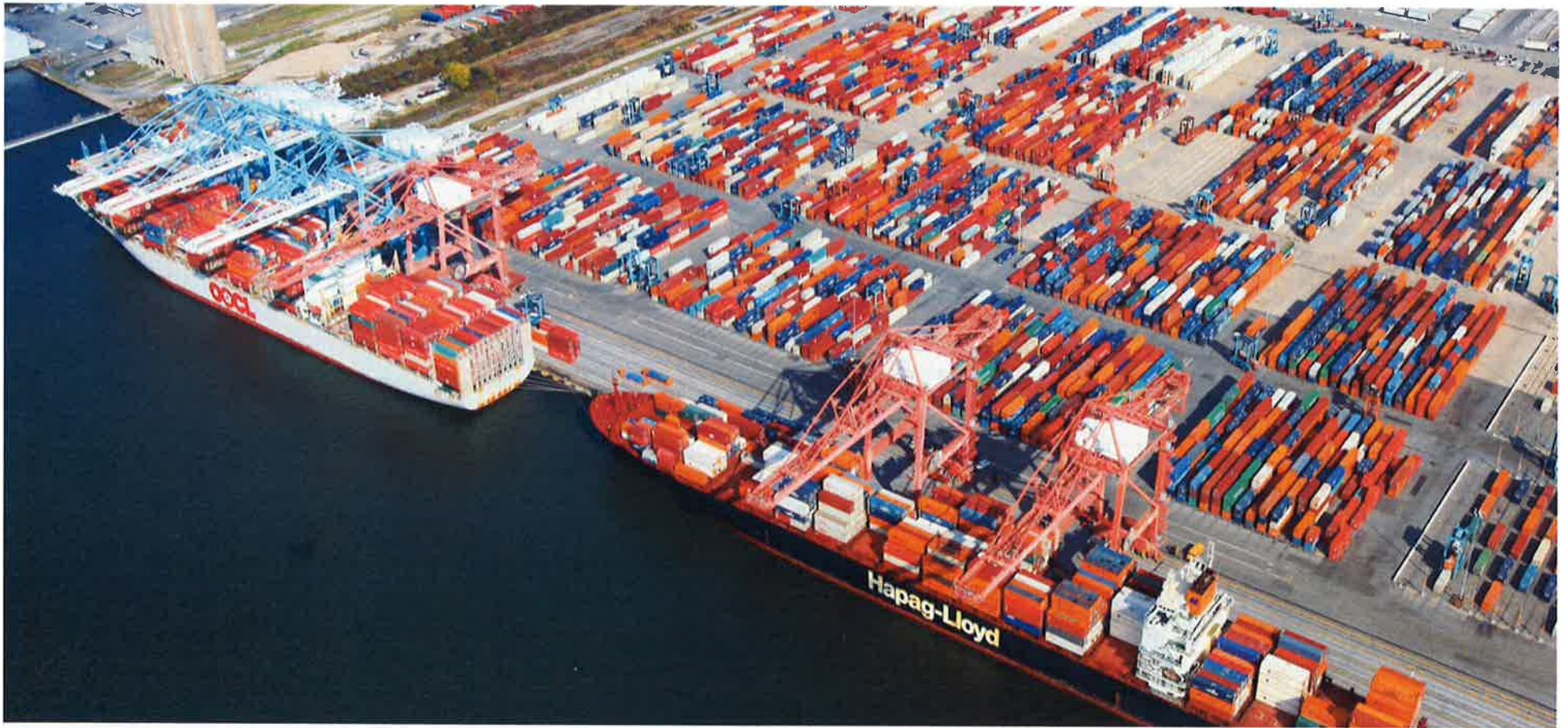


Virginia Port Authority Board of Commissioners, Session 378, March 28, 2017

Finance Report

Rodney W. Oliver
Chief Financial Officer

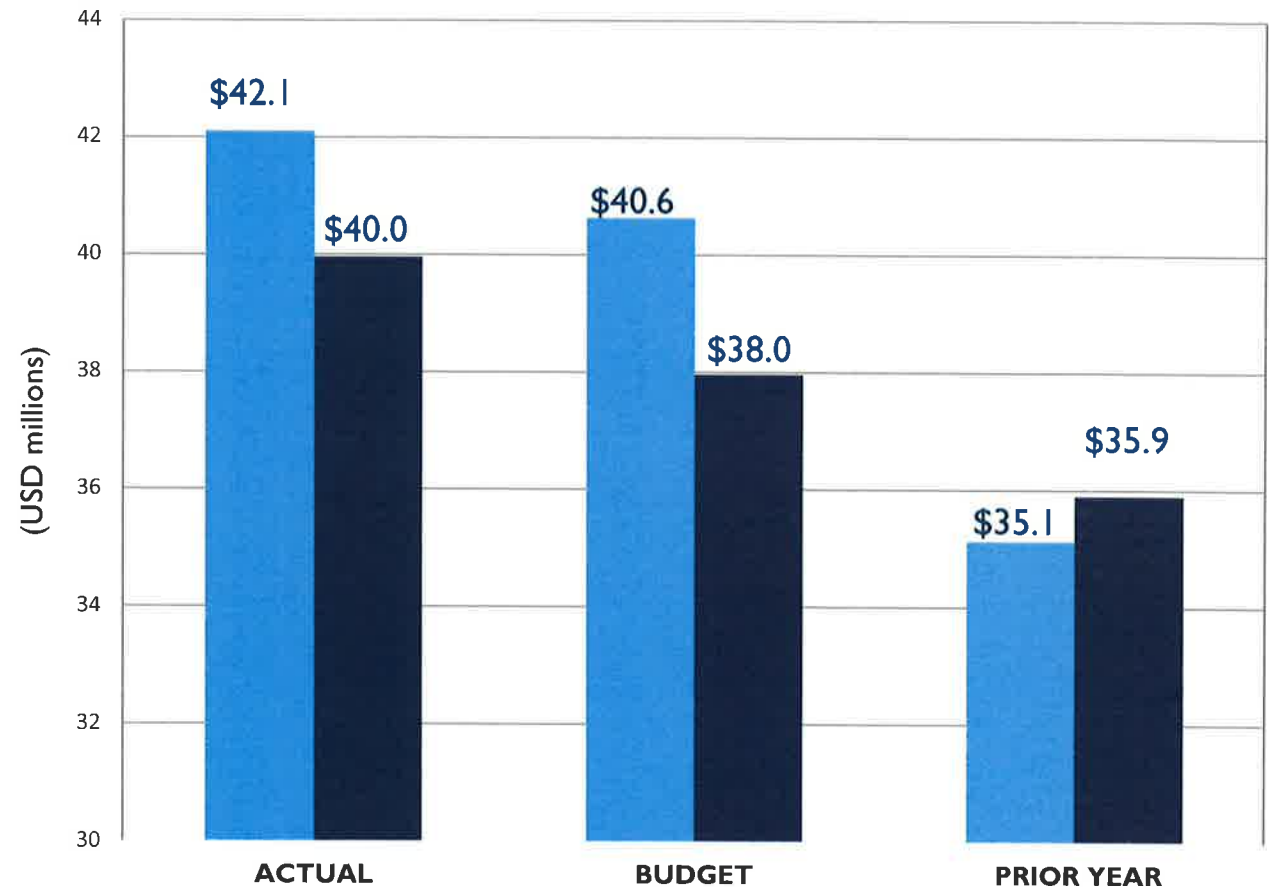


OPERATING REVENUES AND EXPENSES:

For the Month Ended January 31, 2017

**Revenues
favorable to
Budget and
Prior Year;
Expenses
unfavorable to
Budget and
Prior Year**

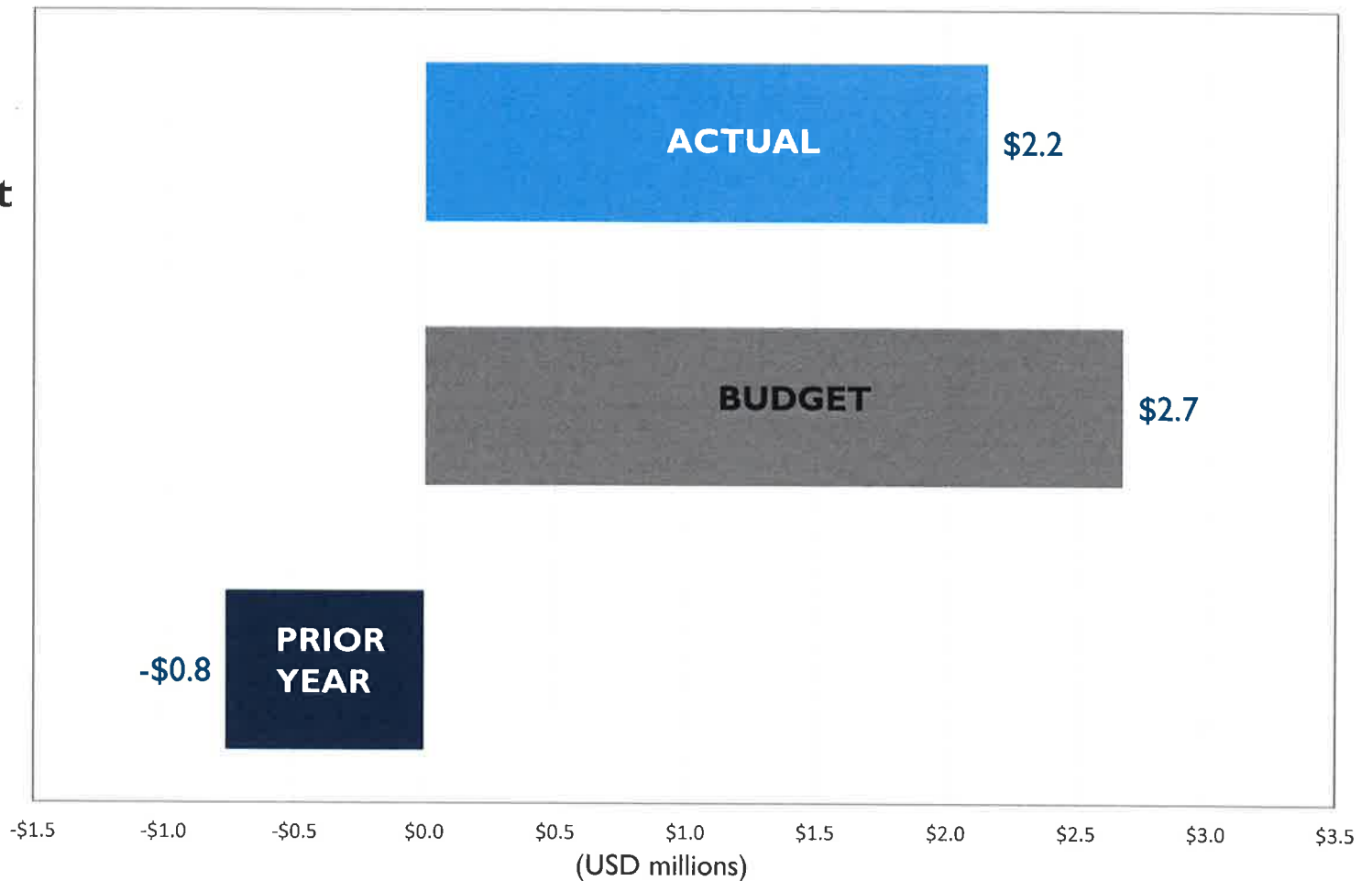
■ Operating Revenues
■ Operating Expenses



OPERATING INCOME (LOSS):

For the Month Ended January 31, 2017

Favorable
variance to
Prior Year but
Unfavorable
variance to
Budget

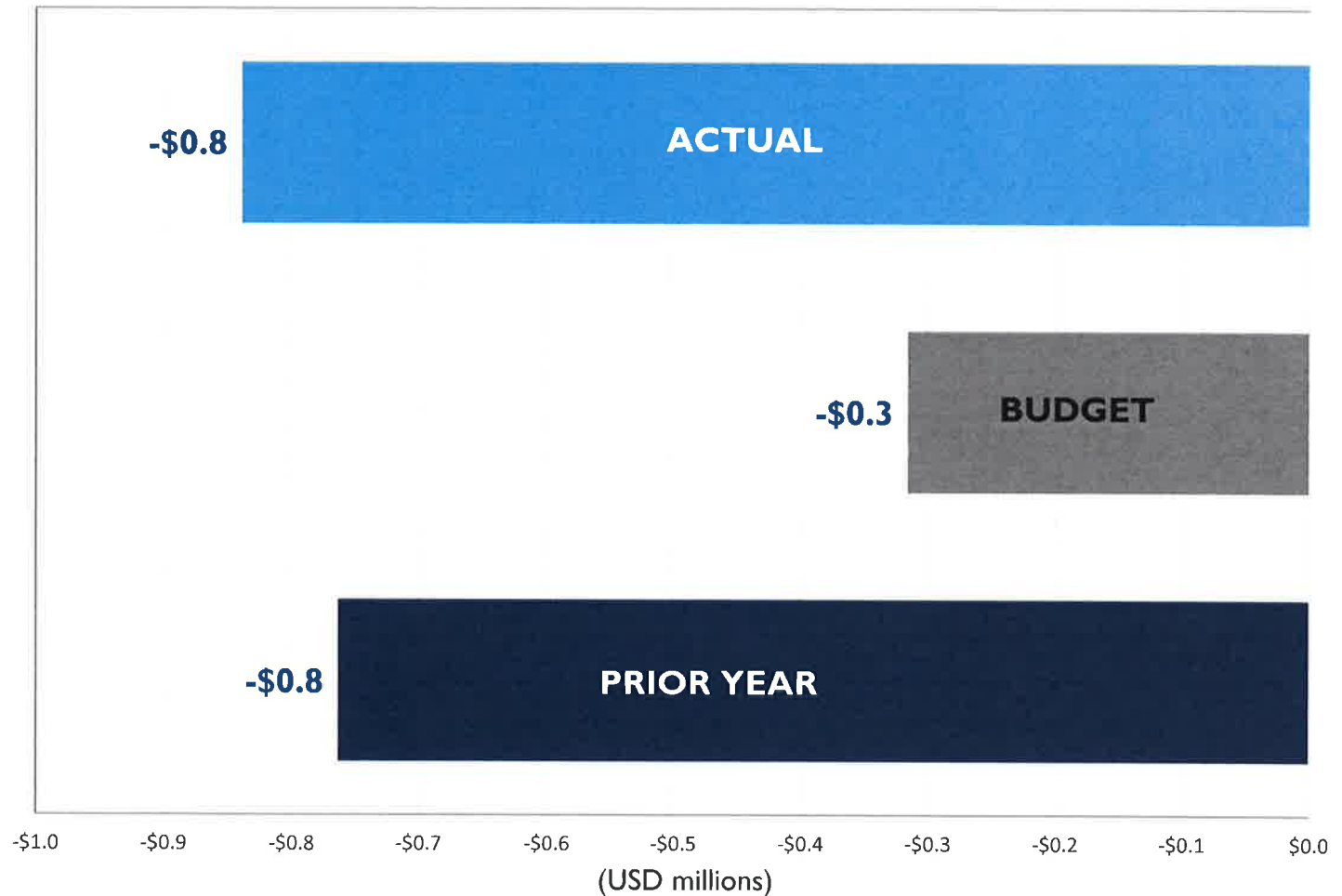


HISTORICAL OPERATING INCOME (LOSS):

For the Month Ended January 31, 2017

**Unfavorable
variances to
Budget and
Prior Year**

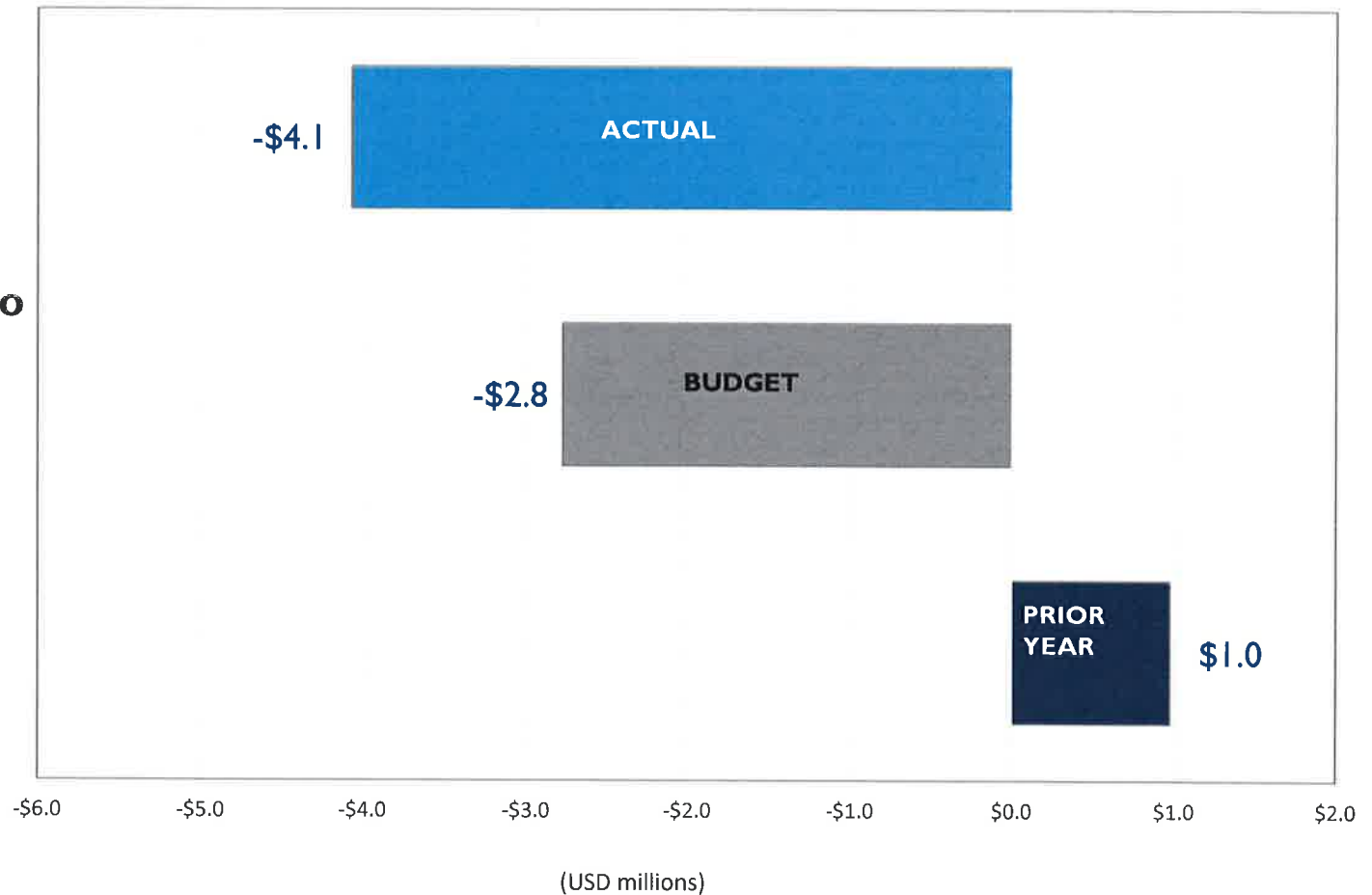
NOTE: For purposes of comparability the effects of accounting for the amended lease and debt defeasance have been excluded from Actual



CHANGE IN NET POSITION:

For the Month Ended January 31, 2017

Unfavorable to
Budget and
Prior Year

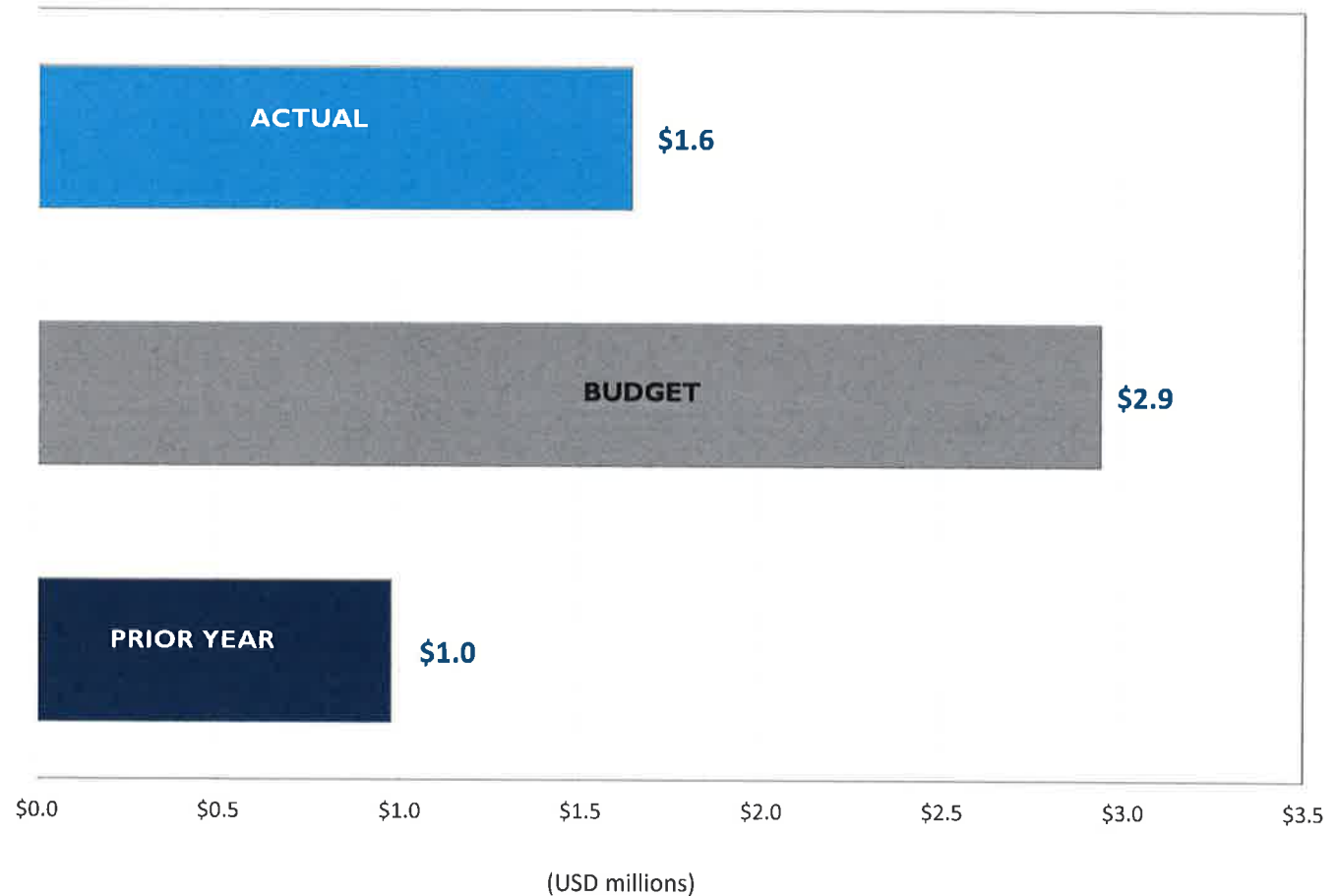


HISTORICAL CHANGE IN NET POSITION:

For the Month Ended January 31, 2017

Unfavorable to
Budget but
Favorable to
Prior Year

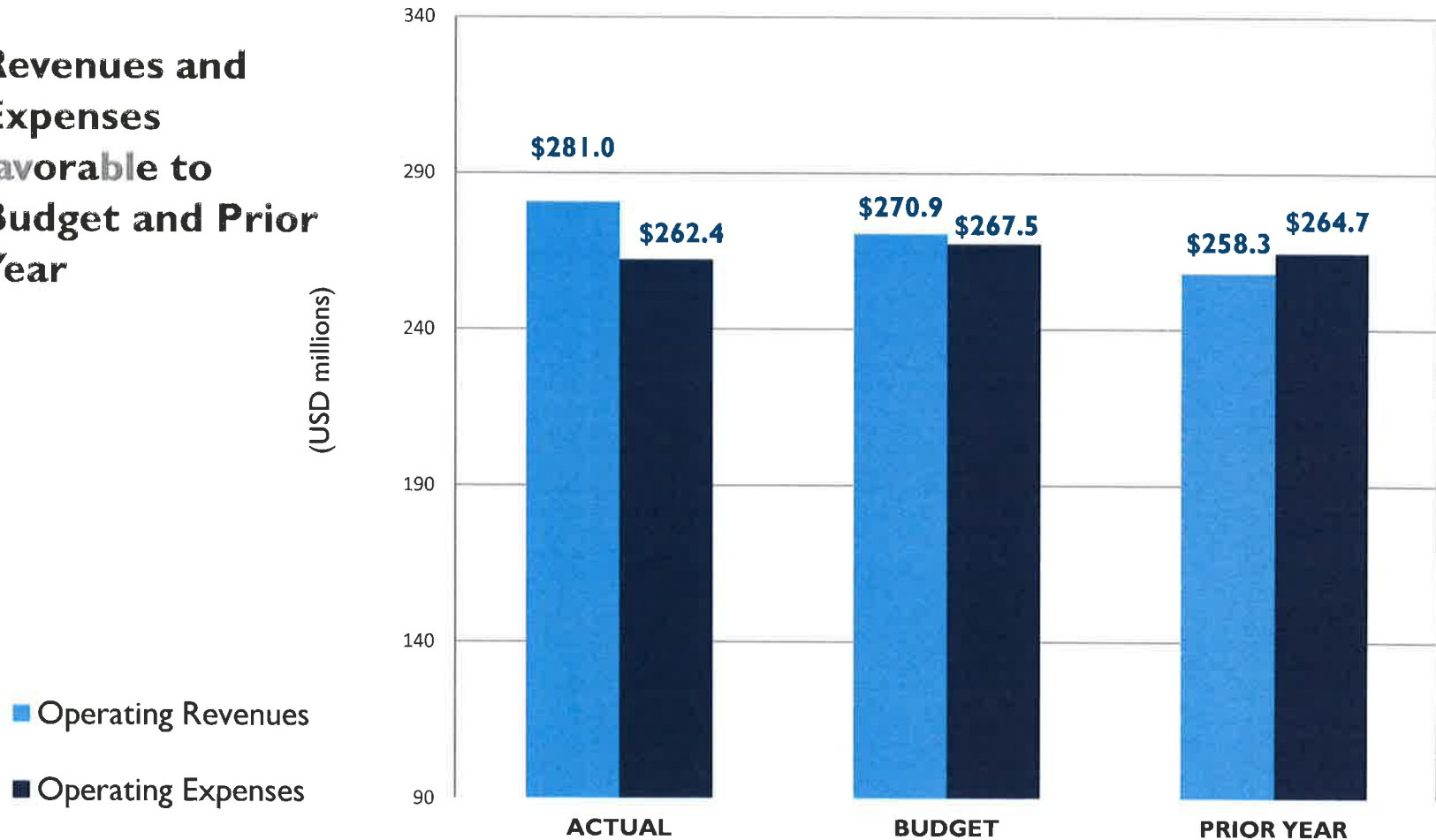
NOTE: For
purposes of
comparability
the effects of
accounting for
the amended
lease and debt
defeasance have
been excluded
from Actual



OPERATING REVENUES AND EXPENSES:

For the Seven Months Ended January 31, 2017

Revenues and
Expenses
favorable to
Budget and Prior
Year



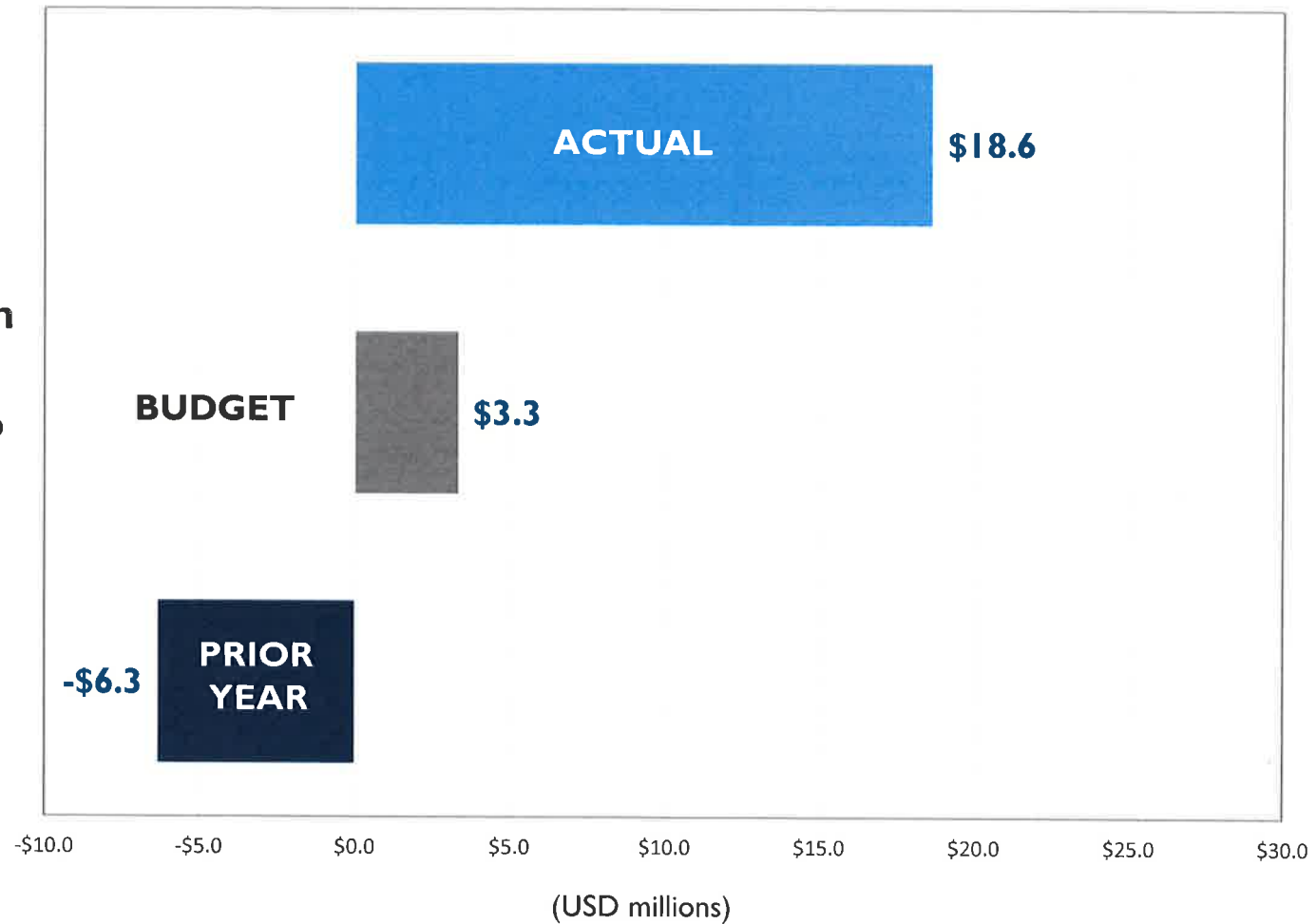
THE PORT OF
VIRGINIA

Stewards of Tomorrow

OPERATING INCOME(LOSS):

For the Seven Months Ended January 31, 2017

Positive
Operating
Income with
favorable
variances to
Budget and
Prior Year

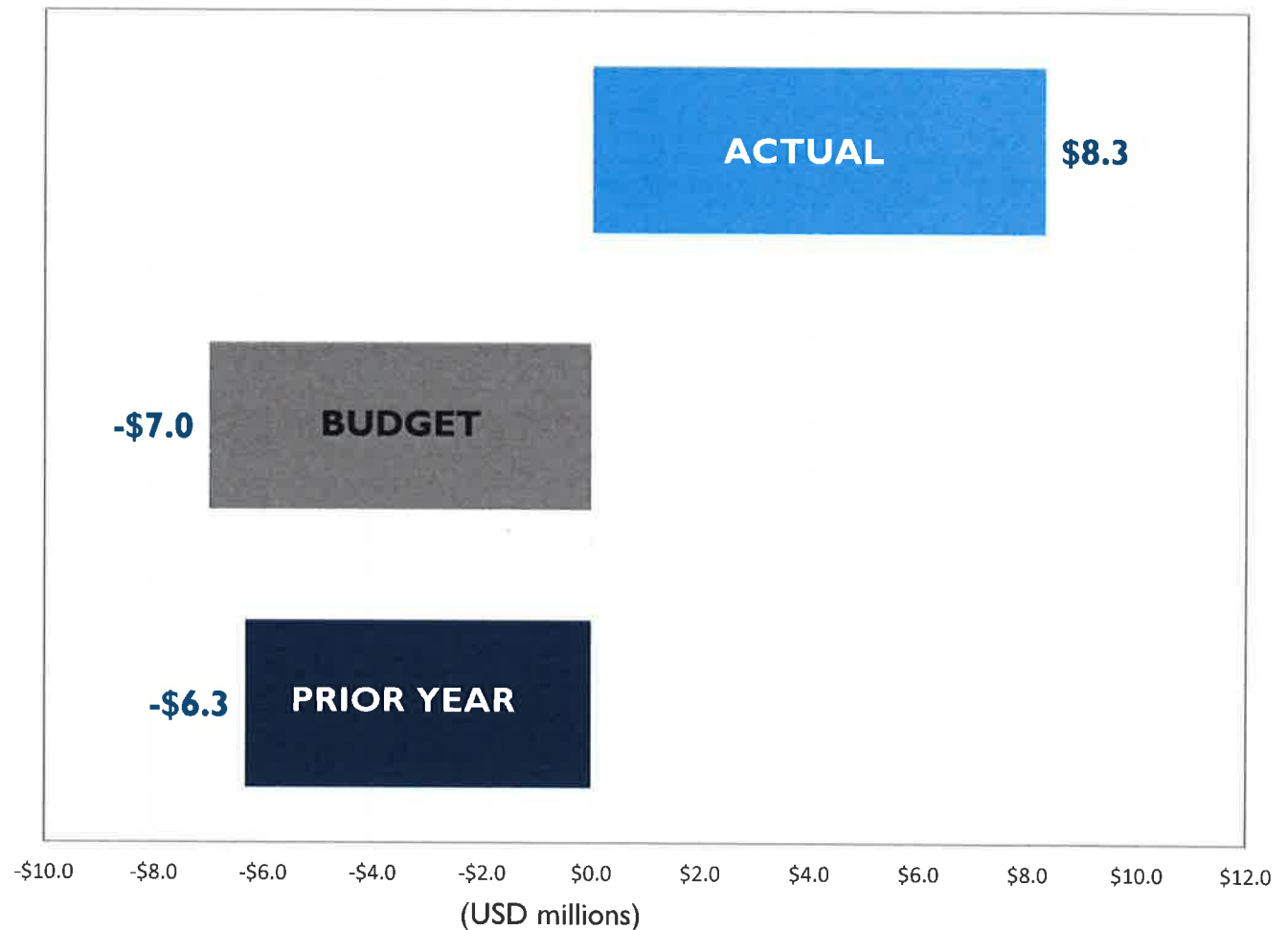


HISTORICAL OPERATING INCOME(LOSS):

For the Seven Months Ended January 31, 2017

**Positive
Operating
Income with
favorable
variances to
Budget and
Prior Year**

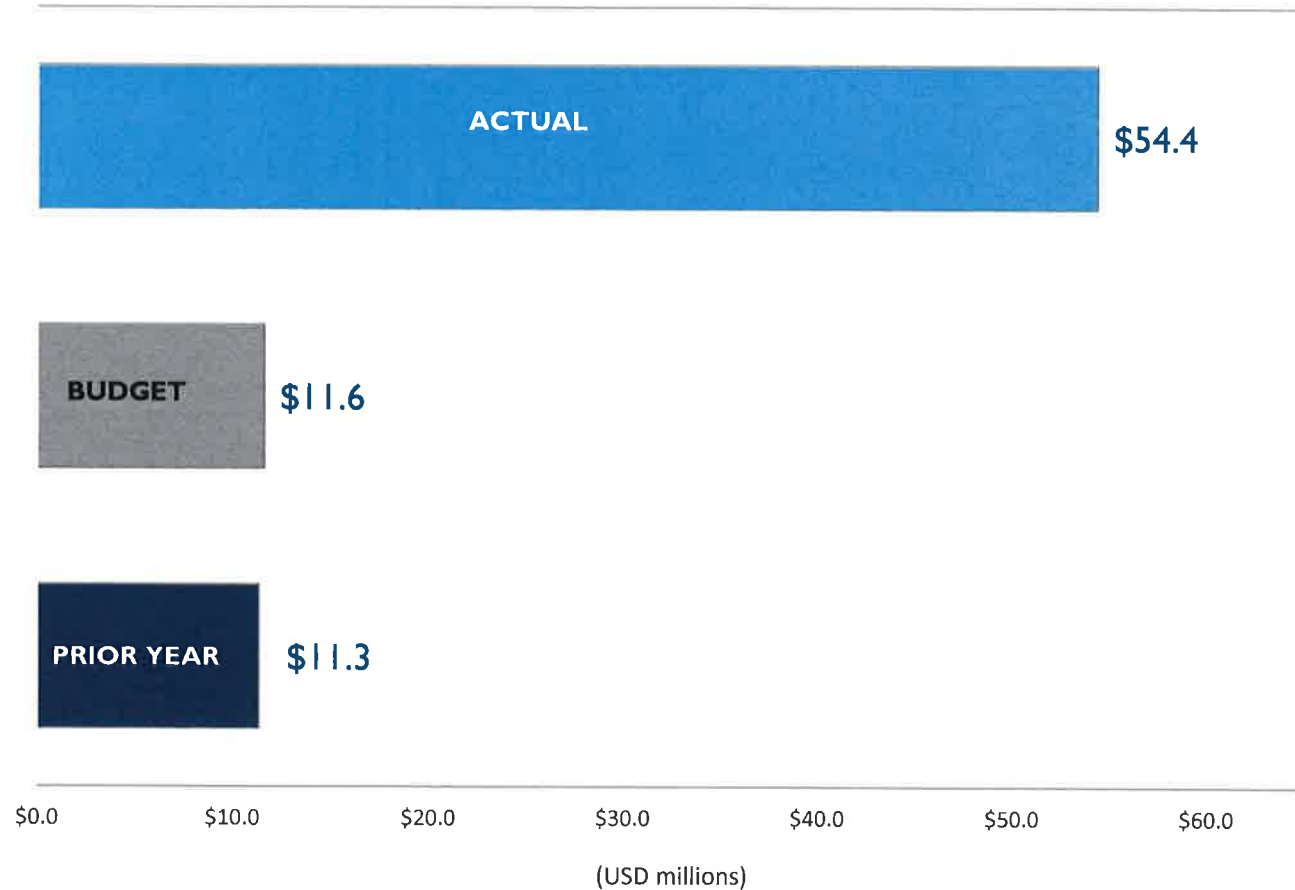
NOTE: For purposes of comparability the effects of accounting for the amended lease and debt defeasance have been excluded from Actual



CHANGE IN NET POSITION:

For the Seven Months Ended January, 31 2017

**Favorable
variances to
Budget and
Prior Year**

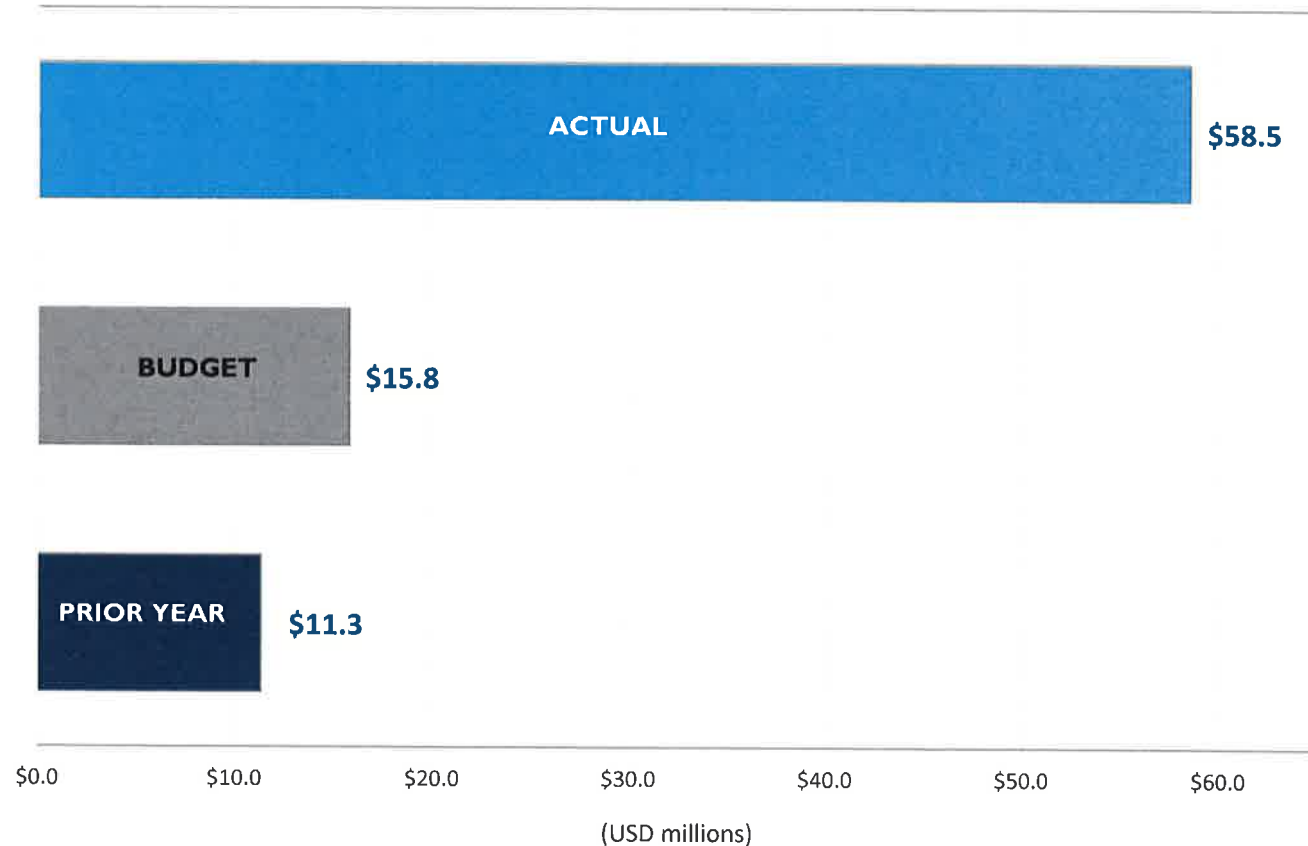


HISTORICAL CHANGE IN NET POSITION:

For the Seven Months Ended January, 31 2017

Favorable
variances to
Budget and
Prior Year

NOTE: For purposes
of comparability the
effects of accounting
for the amended
lease and debt
defeasance have
been excluded from
Actual



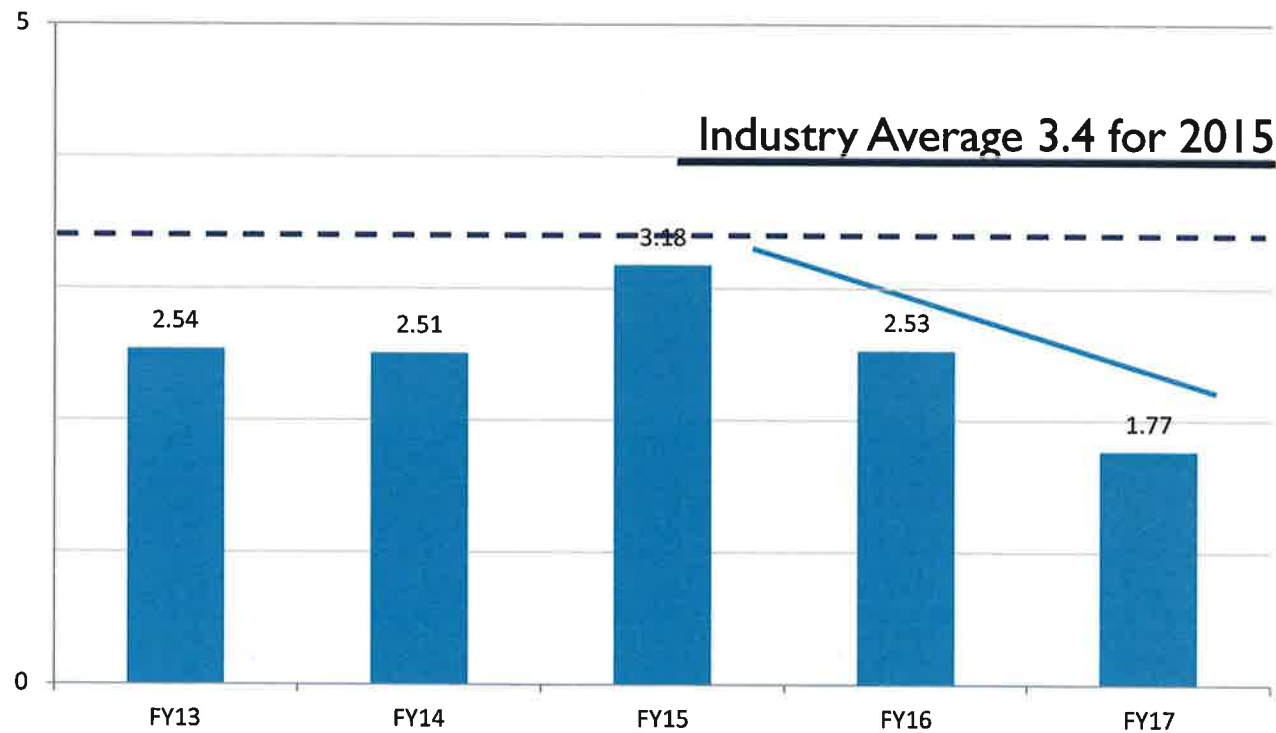
Virginia Port Authority Board of Commissioners, Session 378, March 28, 2017 Operations Report

Shawn Tibbetts
Chief Operations Officer

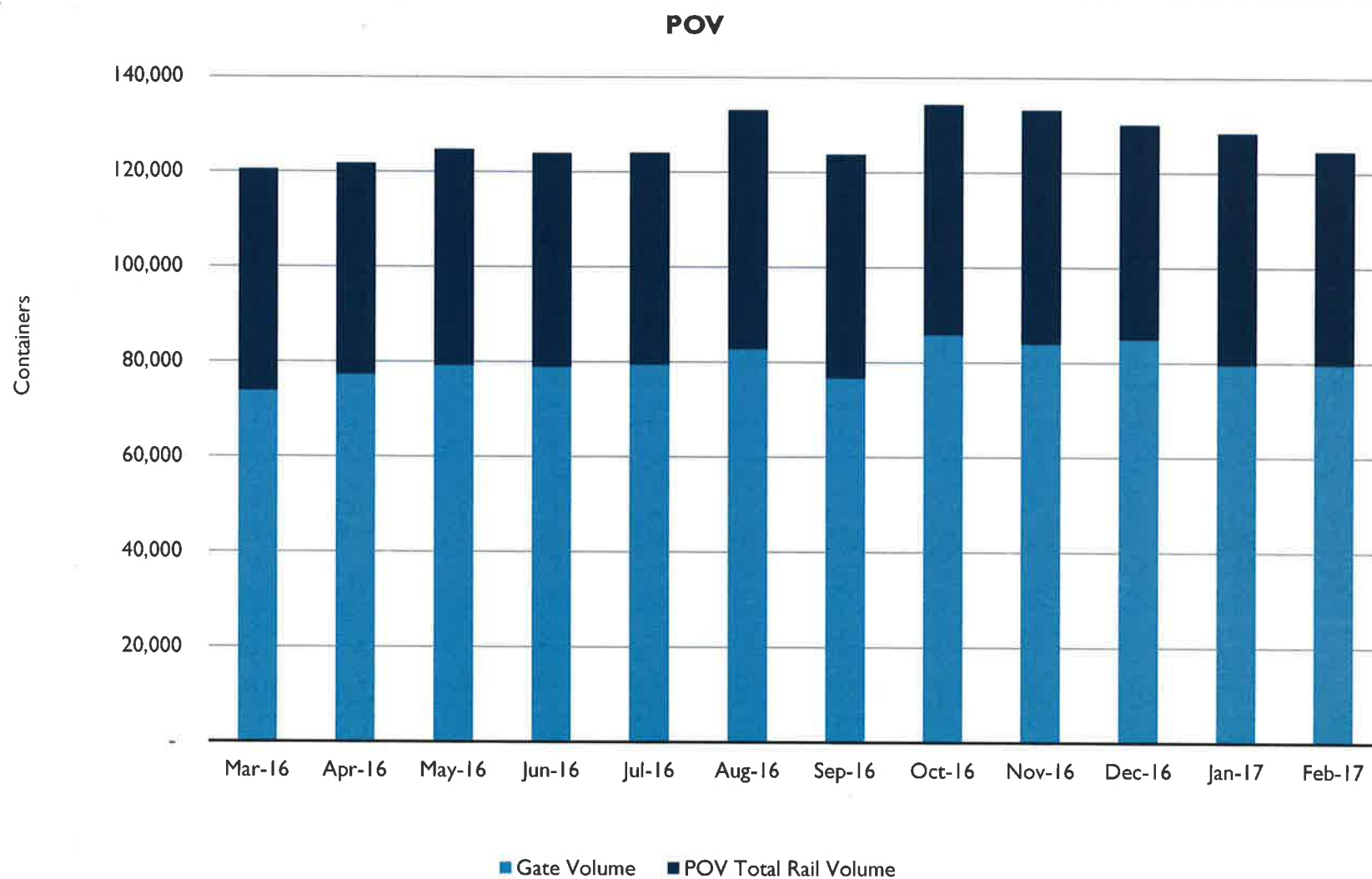


SAFETY REPORT

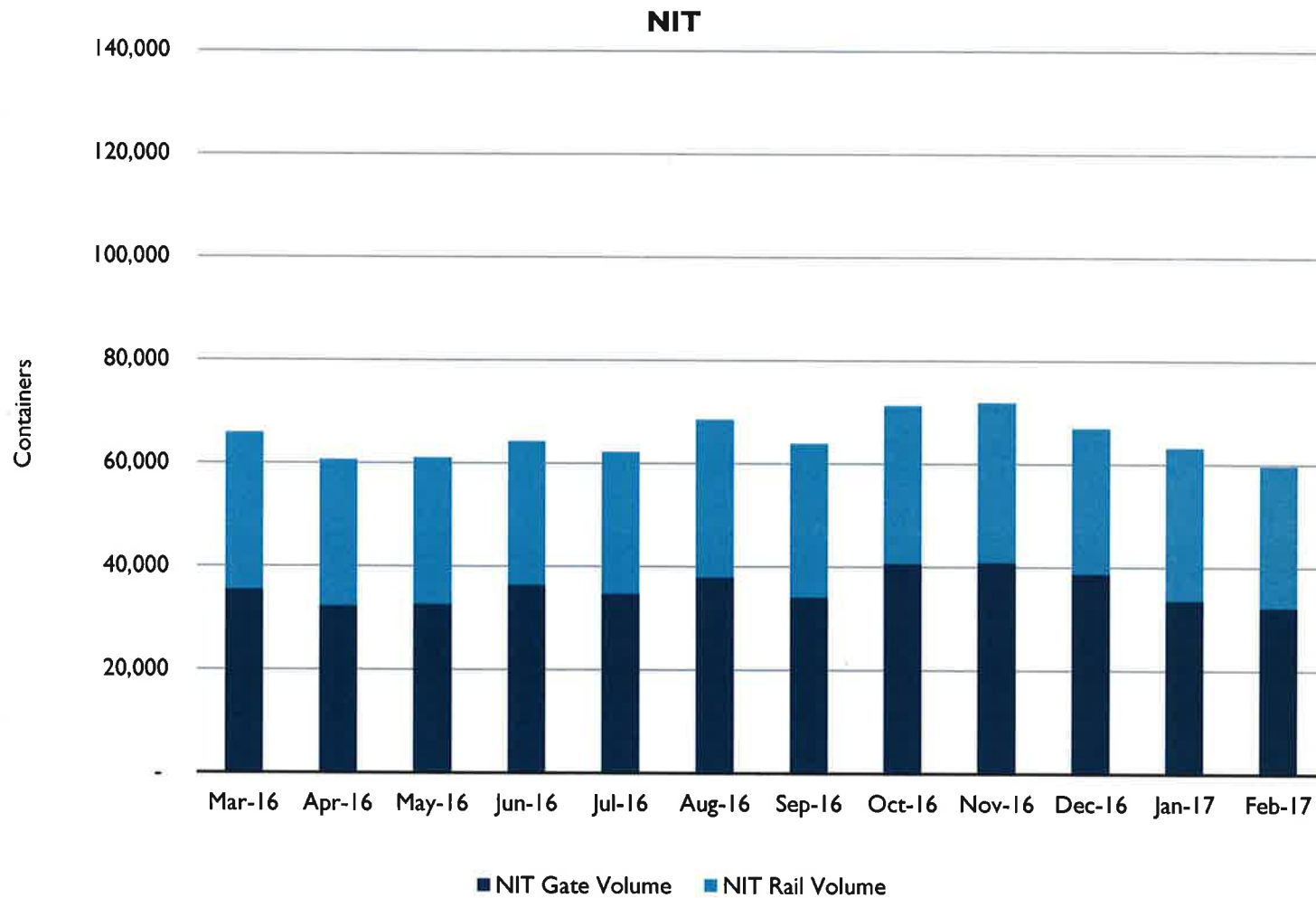
FYTD 2017 LWD rate of 1.77 days is a 30.04% improvement since FY16, and a 44.34% improvement since FY15.



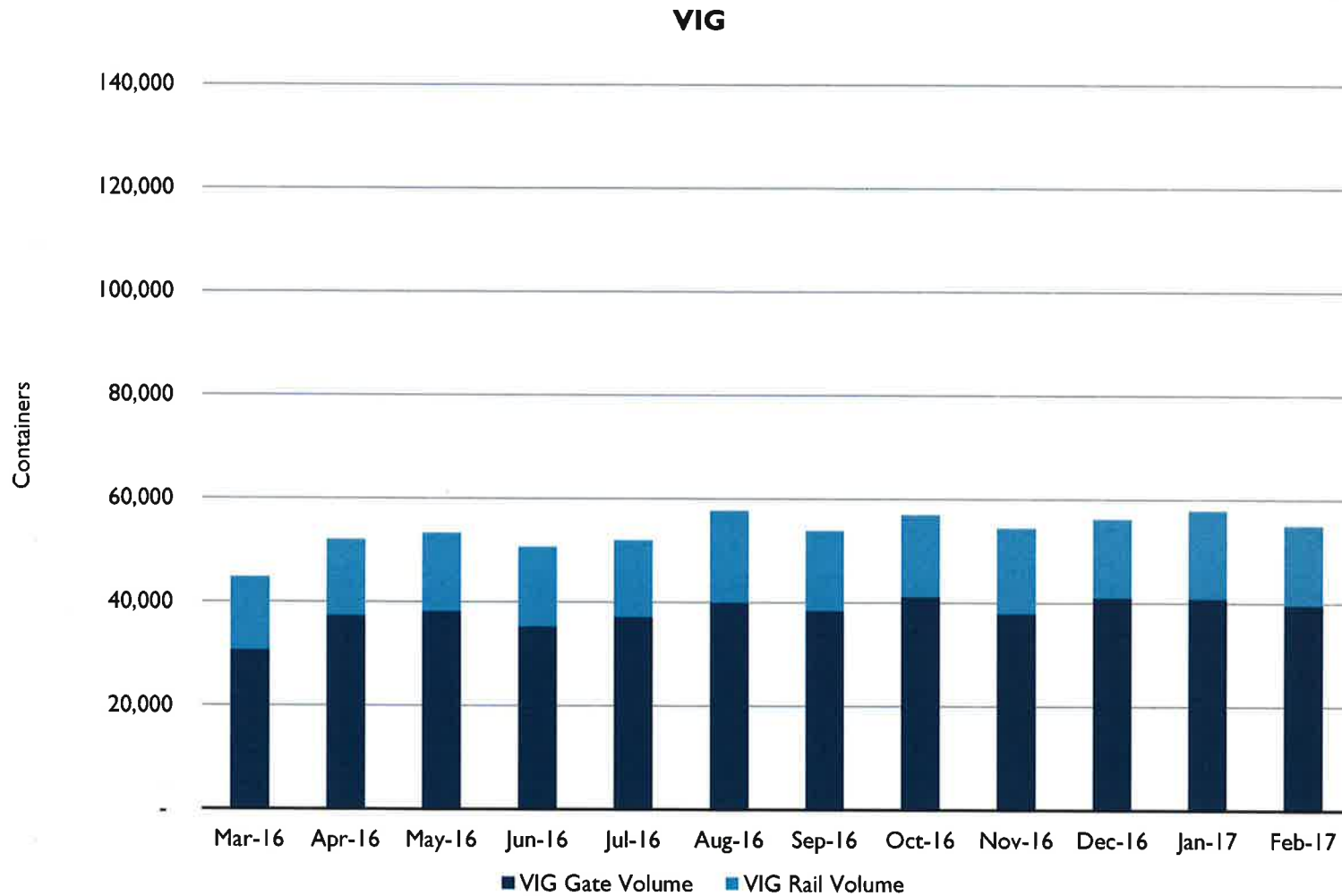
POV Rail vs. Gate/Barge Volume



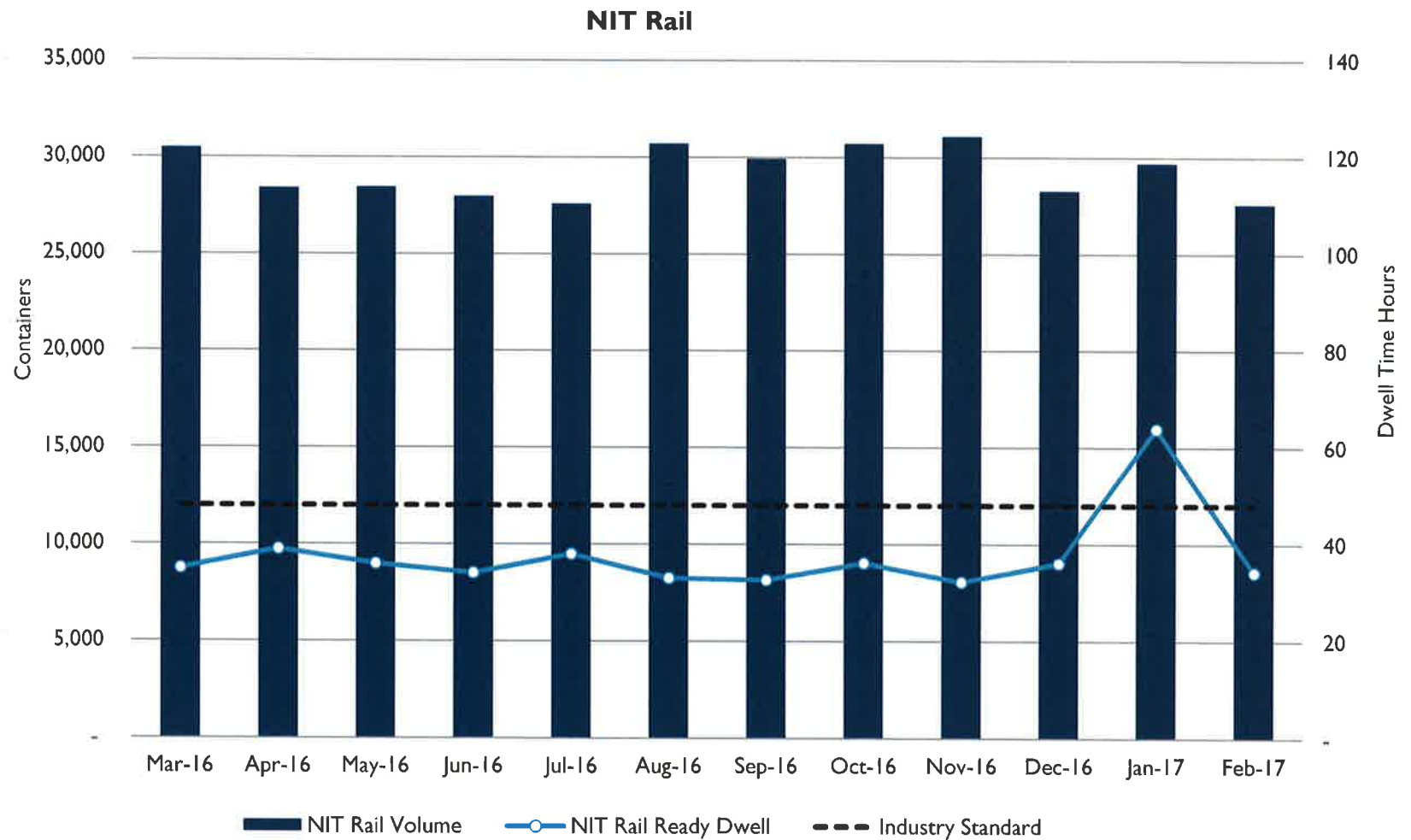
NIT Rail vs. Gate/Barge Volume



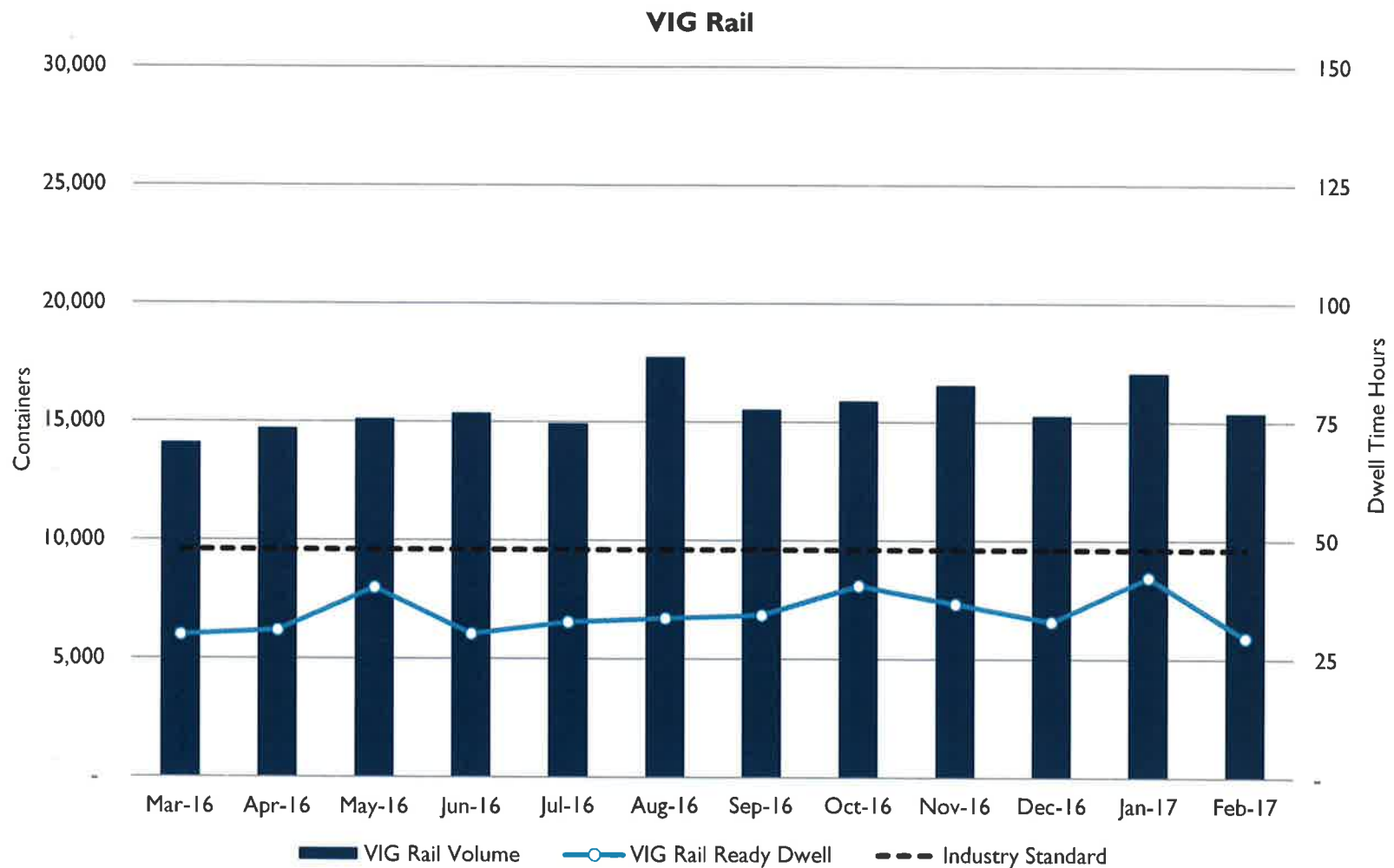
VIG Rail vs. Gate/Barge Volume



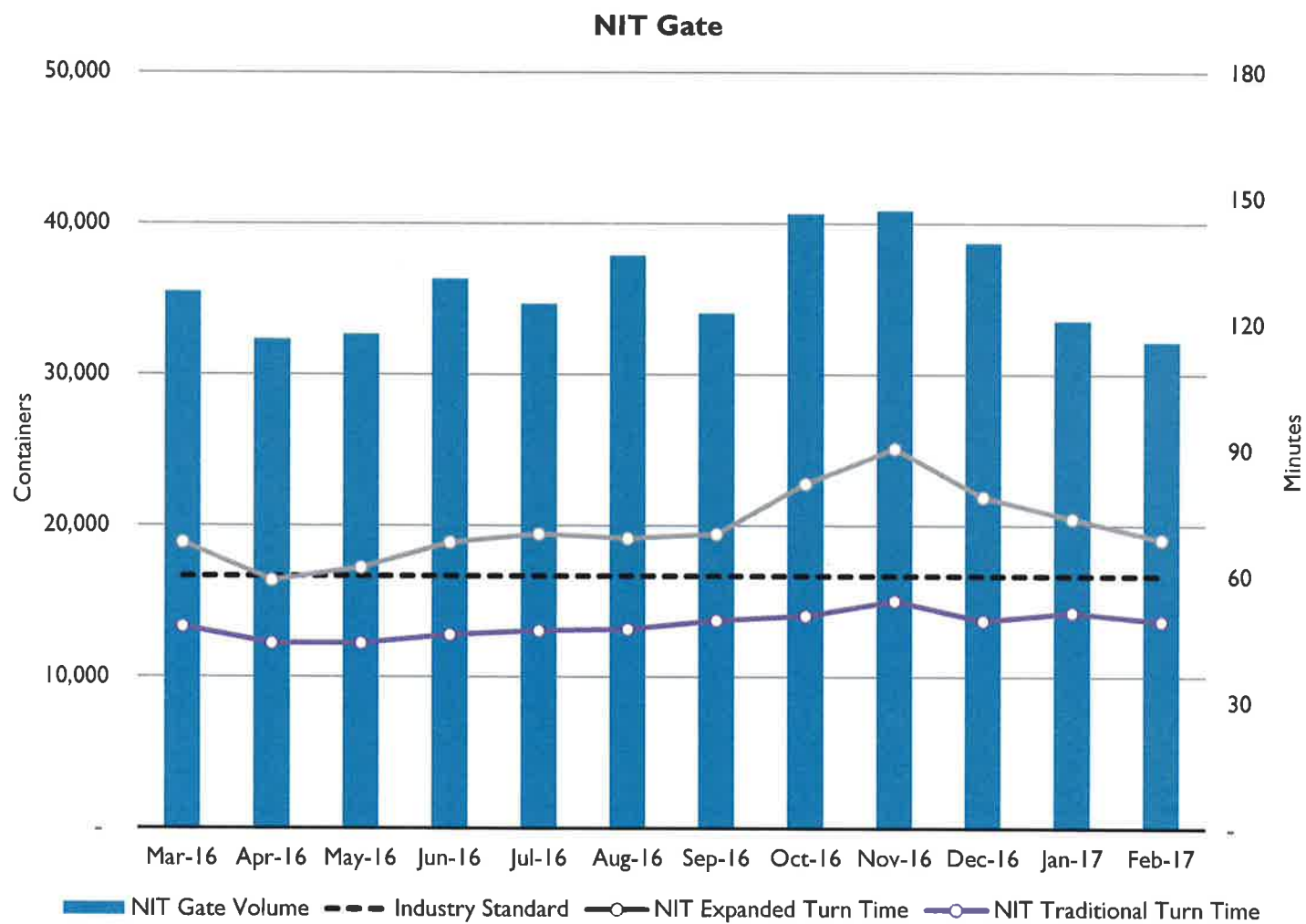
NIT Rail Volume



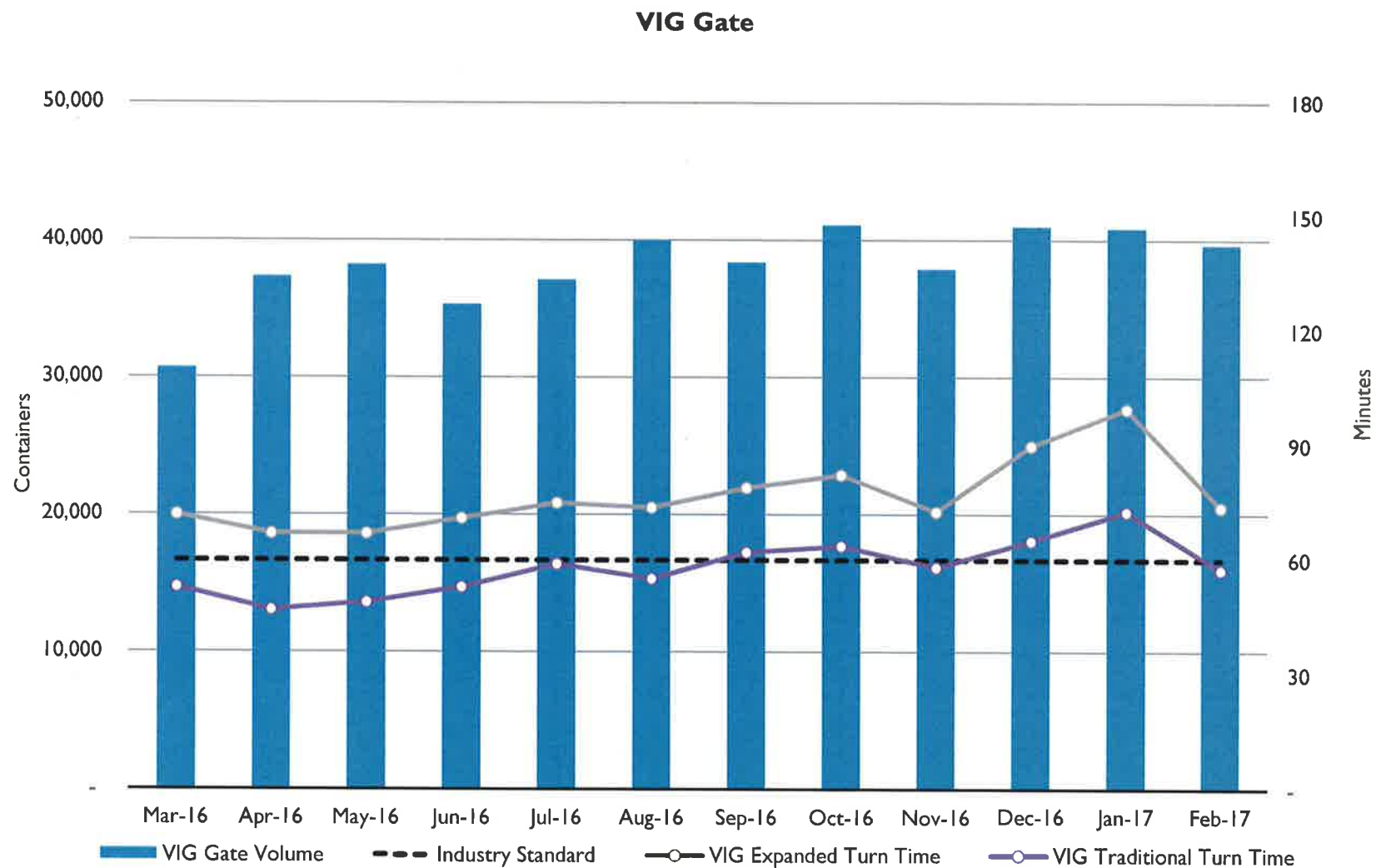
VIG Rail Volume



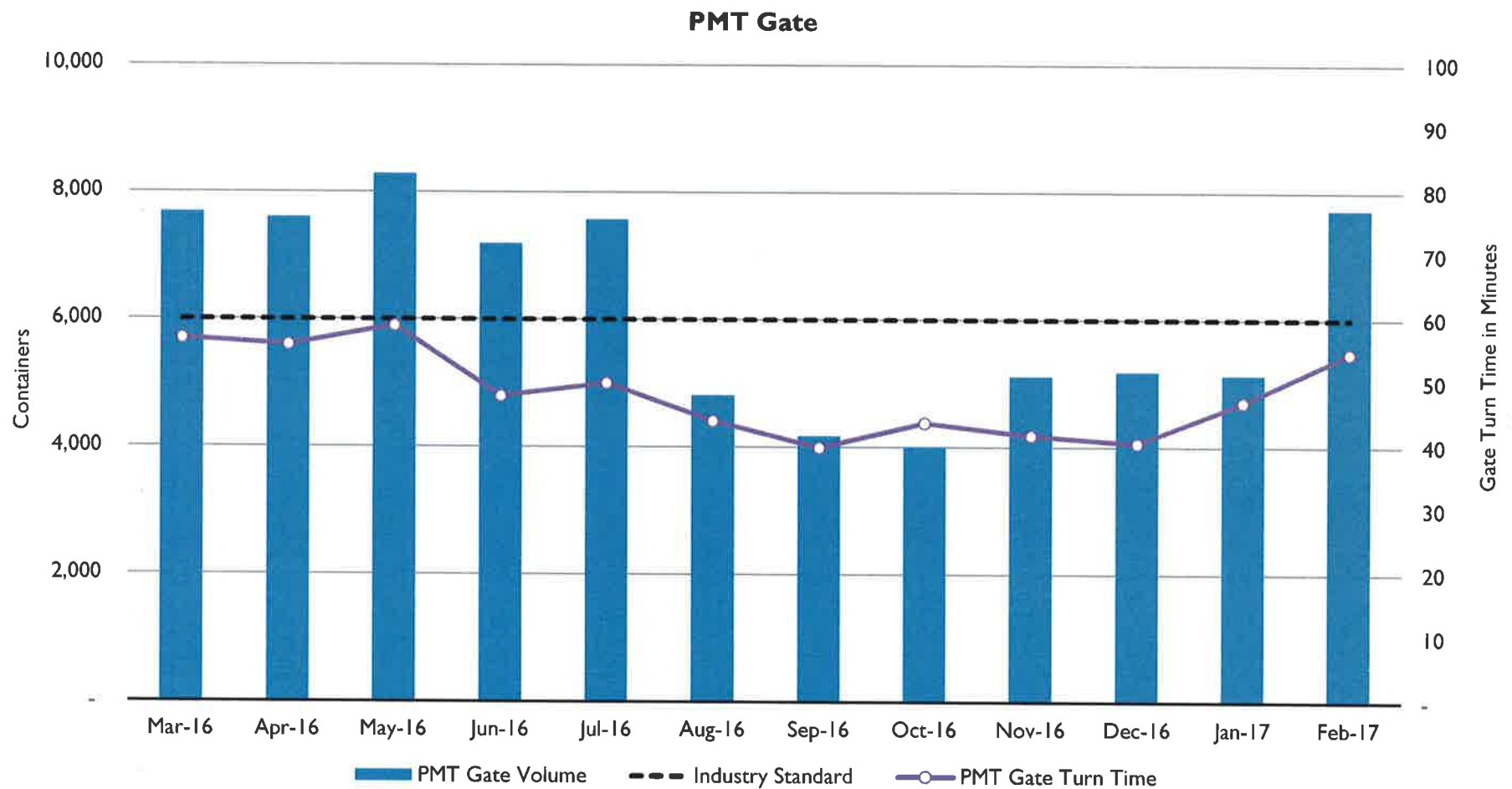
NIT Gate Turn Times



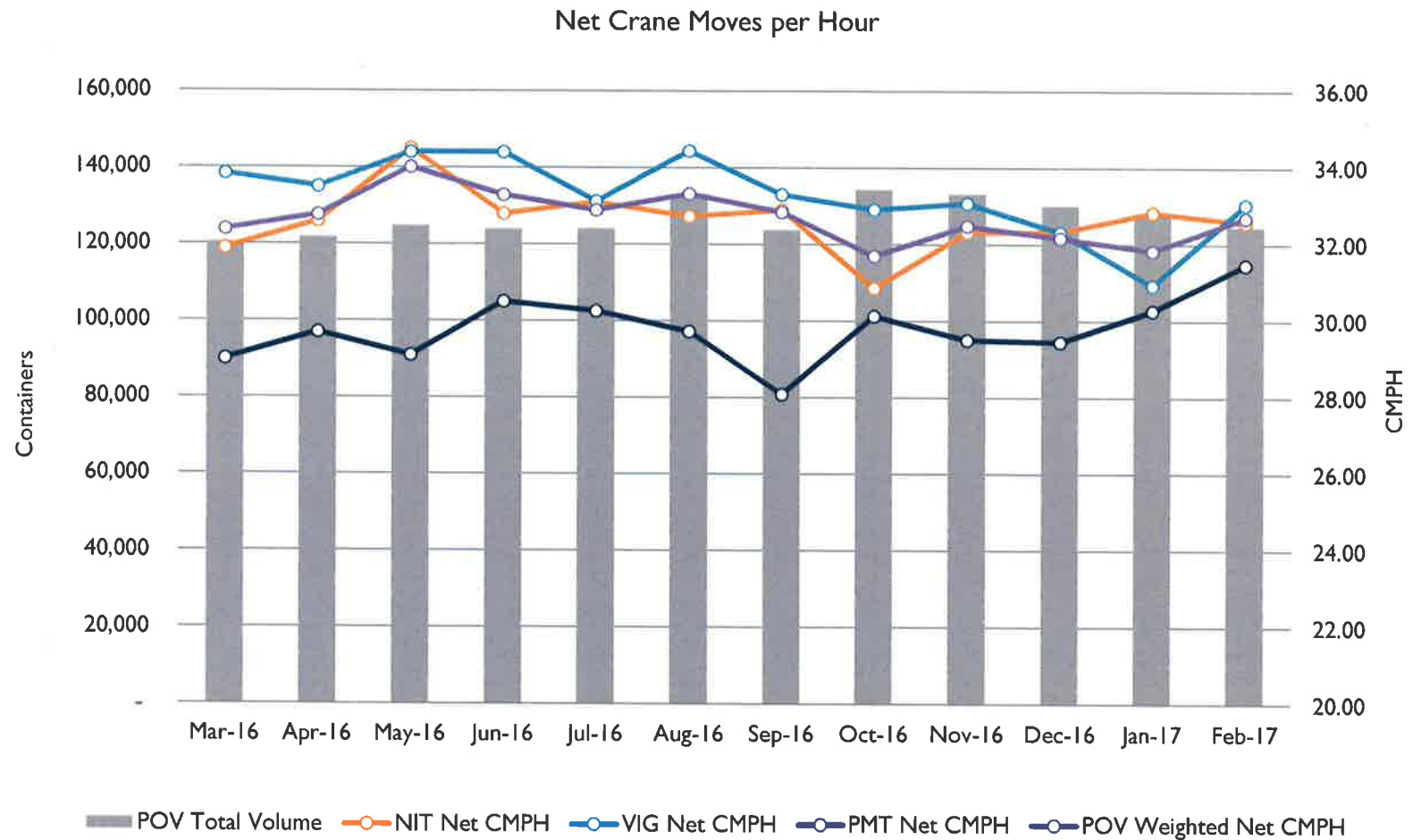
VIG Gate Turn Times



PMT Gate Turn Times



Net Crane Moves per Hour



Virginia Port Authority Board of Commissioners, Session 378, March 28, 2017

Sales Report

Tom Capozzi
Chief Sales Officer



POV STATISTICS

Fiscal Year-to-Date: Jul - Feb FY 2017				
	FY 2016	FY 2017	Change	% Change
Total TEUs	1,709,125	1,826,516	117,392	6.9%
Export Loaded TEUs	634,457	688,972	54,515	8.6%
Export Empty TEUs	301,216	282,838	(18,379)	-6.1%
Import Loaded TEUs	735,379	819,492	84,113	11.4%
Import Empty TEUs	38,073	35,216	(2,857)	-7.5%
Total Containers	969,712	1,031,696	61,984	6.4%
General Cargo Tonnage	12,931,398	14,412,981	1,481,583	11.5%
Container Tonnage	12,757,867	14,288,354	1,530,487	12.0%
Breakbulk Tonnage	173,531	124,627	(48,904)	-28.2%
Total Rail Containers	329,270	379,317	50,047	15.2%
VIP Containers	26,888	23,199	(3,689)	-13.7%
Total Barge Containers	29,490	30,830	1,340	4.5%
RMT Containers	10,381	15,098	4,717	45.4%
Total Truck Containers	610,952	621,549	10,597	1.7%
Ship Calls	1,350	1,208	(142)	-10.5%
Vehicle Units	26,677	21,874	(4,803)	-18.0%

EUROPE CARRIER VISITS



TPM CONFERENCE



COMING THIS MAY...



Virginia Port Authority Board of Commissioners, Session 378, March 28, 2017

Joseph P. Ruddy
Chief Innovation Officer





AGENDA

- 2017 Sustainability Report
- PMT/SKW Land Lease Completion
- Projects Update
 - North Gate
 - South NIT
 - VIG
 - Business Intelligence

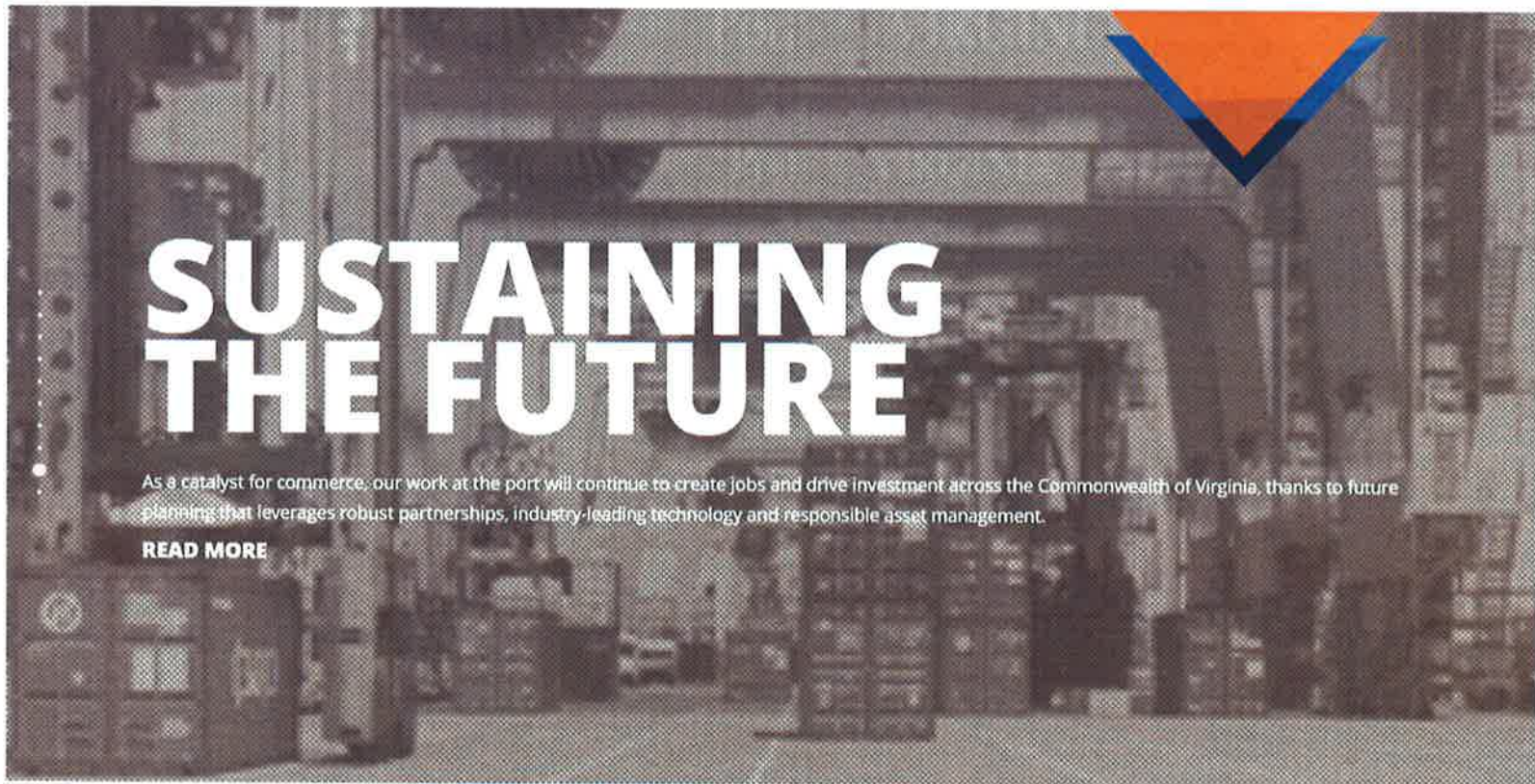
SUSTAINABILITY REPORT

FINANCIAL SUSTAINABILITY

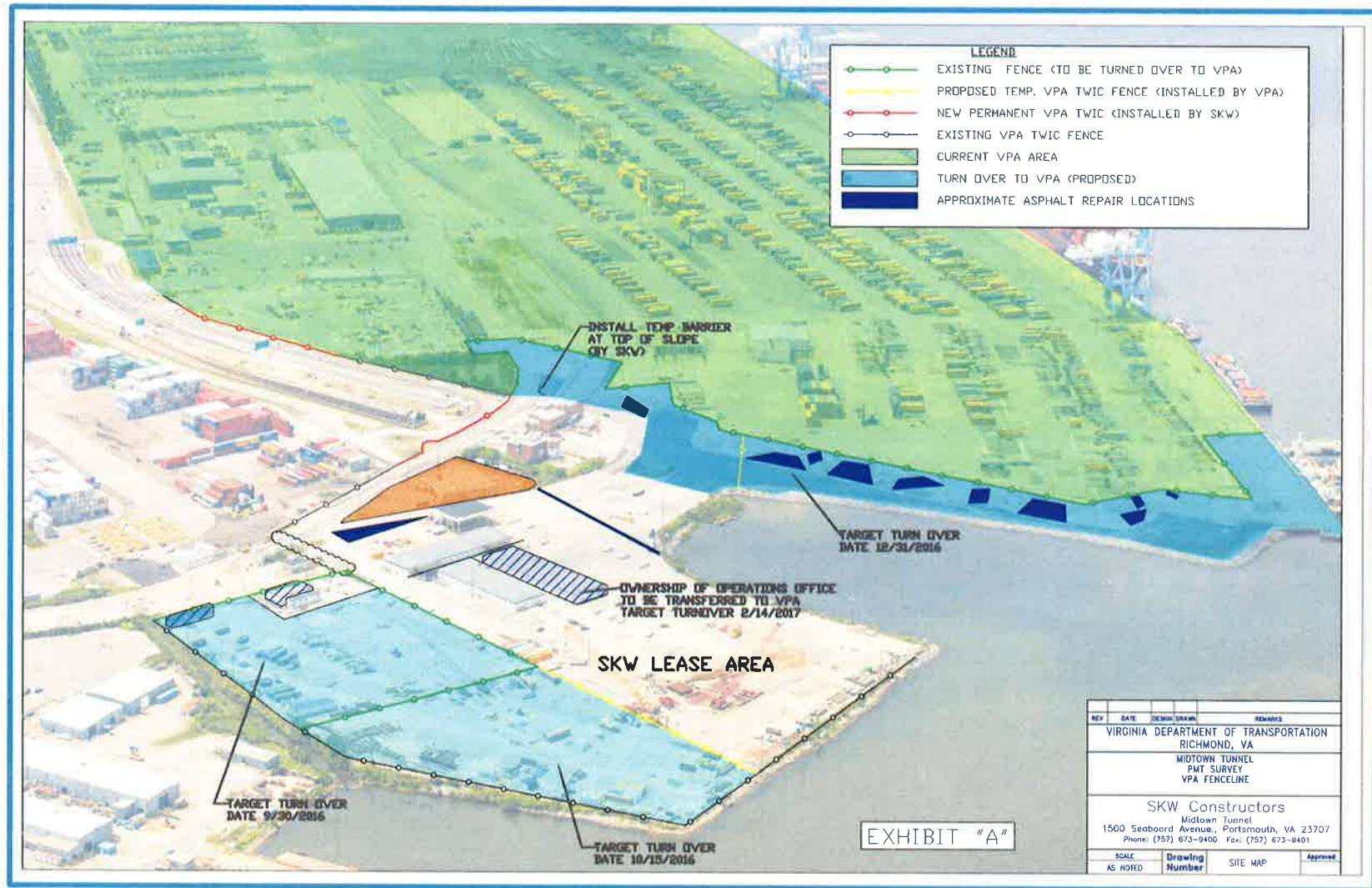
Automobiles, building materials, coffee beans and most of the things people use every day will need to continue moving as long as they are in demand - and our port's job is to ensure the supply can meet the demand. To accommodate that demand, we must first plan for a sustainable future with healthy responsible growth.

Stewards of Our Money and Yours
Responsible Expansion

SUSTAINABILITY REPORT



SKW / PMT

















PROJECTS SCHEDULE

Project	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 rollout of PDS to yard straddle carriers has been completed. We are reviewing the user design for the hatch checker application required to support the vessel operation. The poor quality of the wireless network makes this very challenging.
NIT Optimization Start of Construction	8/30/2017	100% engineering by 4/30/17, bids by 6/01/17, and award by 7/01/17.
VIG N4 Conversion Migration to N4 3.x	1/15/18 6/15/17	Steady progress at NIT. We are behind schedule but should be able to make up ground. The formal Navis Orientation & Analysis meeting (scope review) for the VIG project was completed. The data conversion process has started. All indications confirm the SEVERE risk of the VIG N4 Conversion project.
Construction Start at VIG	2/15/17 3/15/17	On-site activity is gradually ramping up on the stack yard and rail yard portions of the project. The wharf extension may be further delayed from the planned 3/15 date. Schedules are due from the contractors by 3/3/17
IT Business Continuity Project Plan Developed	8/10/16	The critical path item involves relocating the DR facility at VIG which will be demolished on 2/15/17. This date has been slipped to accommodate detailed planning related to the receipt of the FEMA grant.
Bayonne Bridge Raised	4Q17/1Q18	Second obstacle to larger ships on USEC removed. The new elevated roadway is open to vehicle traffic. Demolition of the lower roadway will commence in the near future. This means the 1Q18 date for ship traffic looks likely.



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



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NIT NORTH GATE AERIAL

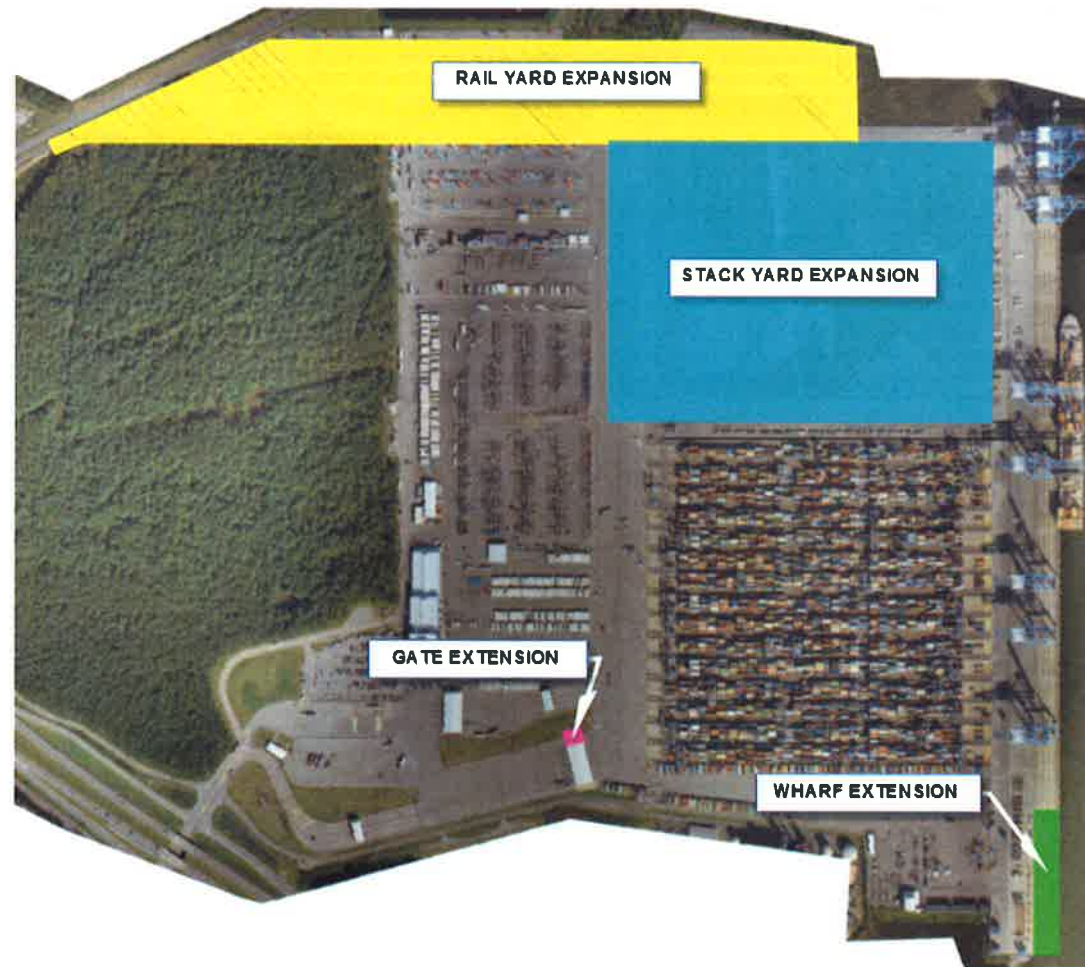
12/15/2016



03/08/2017



VIG PHASE II UPDATE CIVIL WORKS



VIG PHASE II UPDATE CIVIL WORKS

- Stack Yard
 - Weekly Status meetings are being conducted
 - Surveying completed
 - Construction barrier installation complete
 - Started soil testing
 - Erosion and Sediment control measures have begun
 - Clearing and Grubbing activities have started
- Wharf Bid
 - Weekly Status meetings are being conducted
 - Surveying has begun
 - Construction trailer delivered week of 3/13
 - April 1 start



VIG PHASE II UPDATE CIVIL WORKS

- Rail Yard Bid
 - Weekly Status meetings are being conducted
 - Surveying completed
 - Began installation of construction barriers
 - Erosion and Sediment control measures have begun
 - Clearing and Grubbing activities have commenced
 - Temporary rail crossing for construction completed



Virginia Port Authority Board of Commissioners, Session 378, March 28, 2017
Human Resources Report

Jim Bibbs
Chief Human Resources Officer

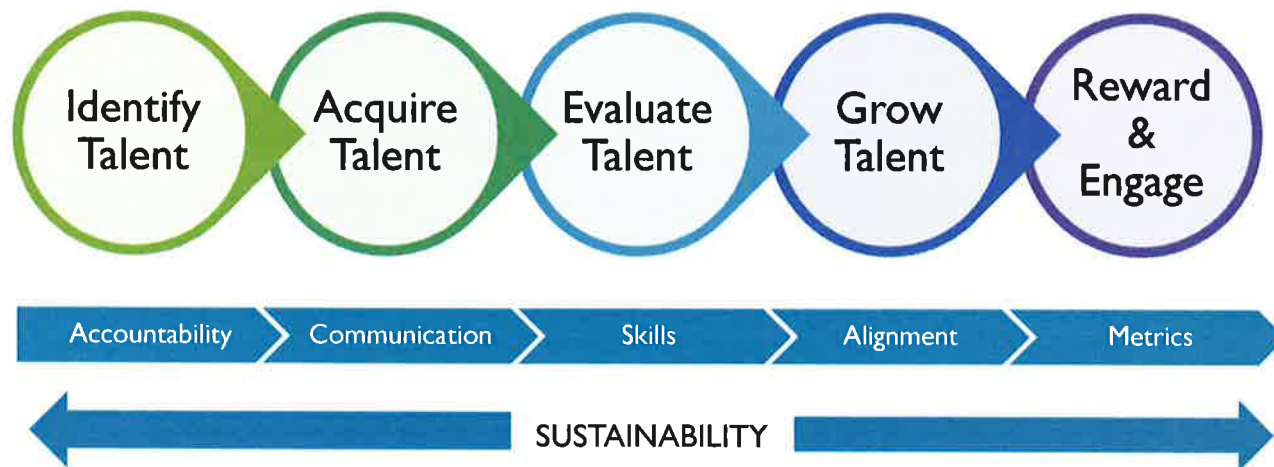


HR HIGHLIGHTS



- Talent Management Model
- 2017 Employee Engagement Survey
- Toastmasters Chapter
- Recruitment/Training Metrics

TALENT MANAGEMENT MODEL



EMPLOYEE ENGAGEMENT SURVEY

- Questions have been finalized and sent to TNS Employee Insights.
- Coordinating with MarComm to review communication strategy.
- Survey expected to be distributed in April 2017.

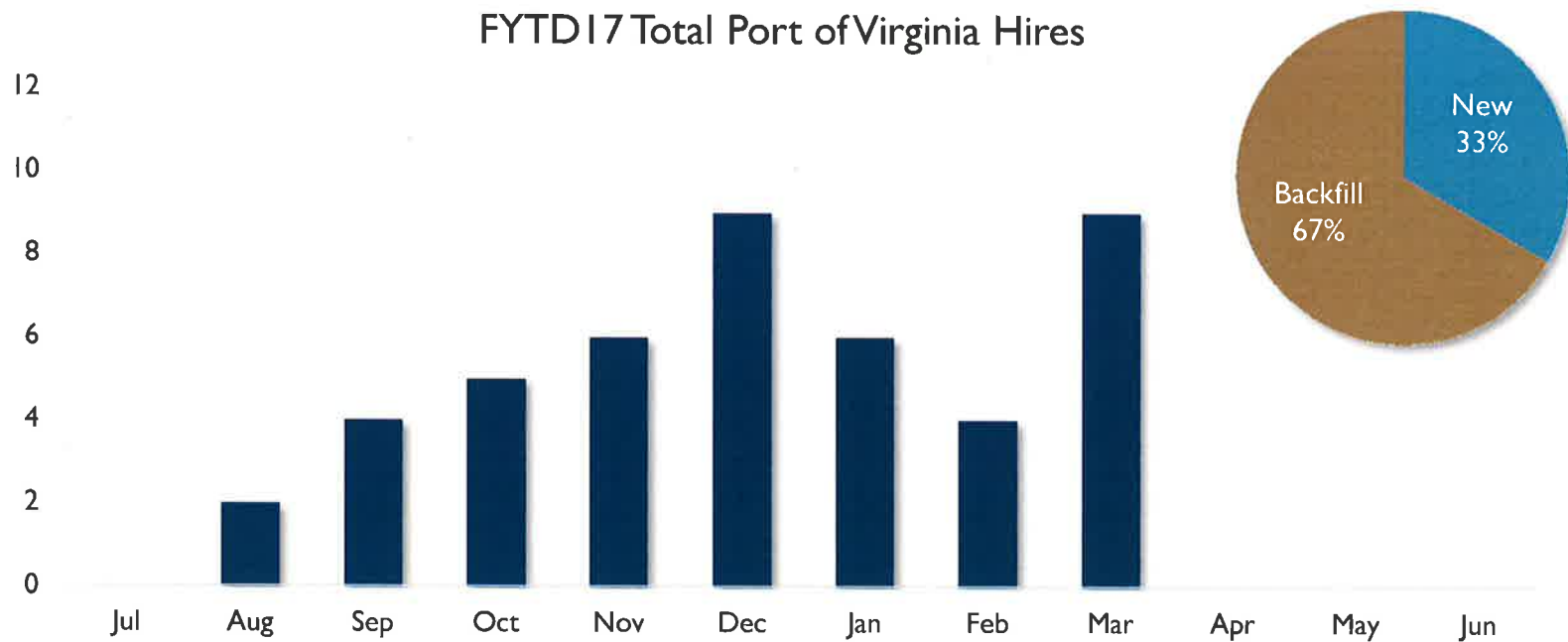


TOASTMASTERS CHAPTER

- Launched POV Chapter in February 2017
- Currently have 25 colleagues as members.
- Meetings are held every 2nd (FSC) and 4th (POC) Monday of every month.

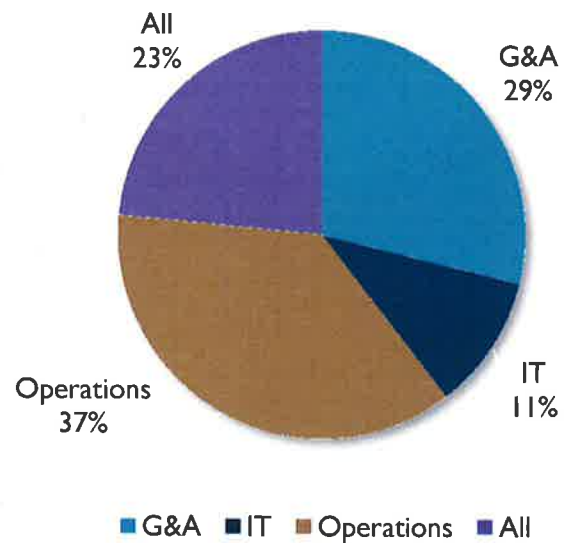


RECRUITMENT METRICS

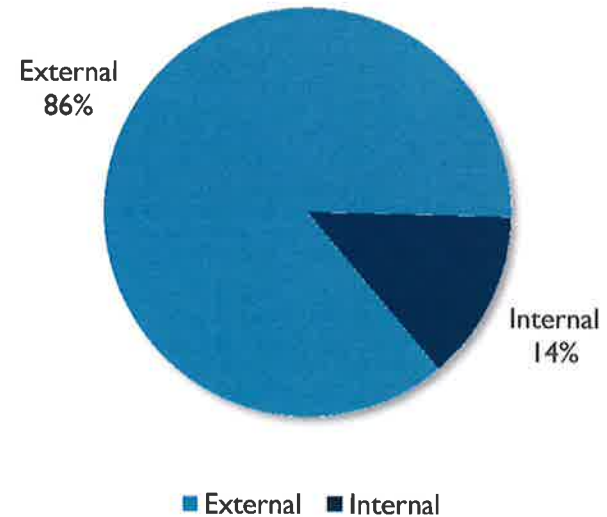


TRAINING METRICS

FYTD17 Port of Virginia Training Type

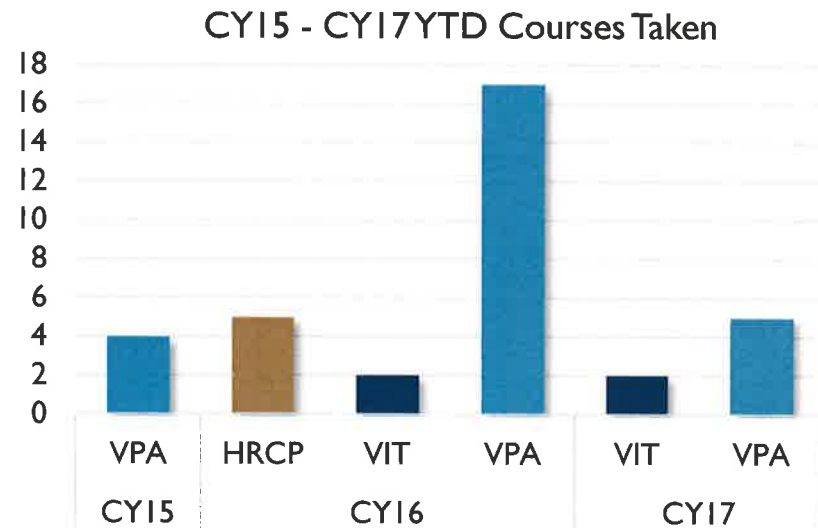
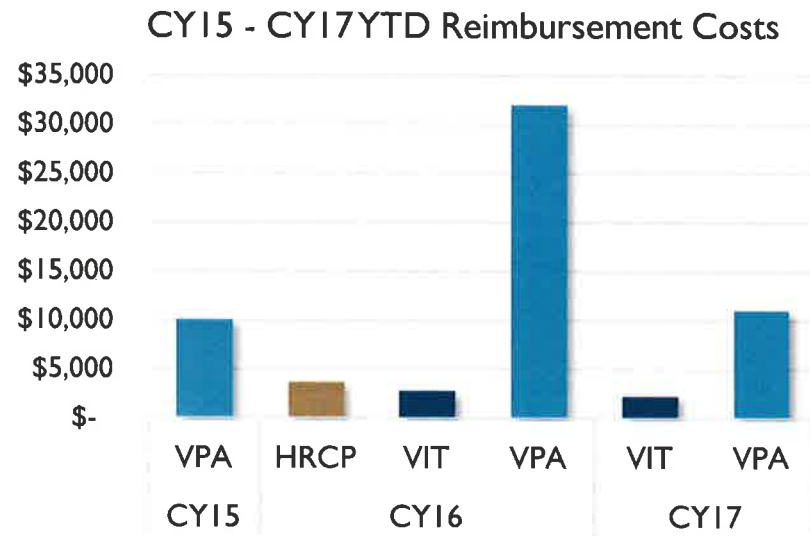


FYTD17 Port of Virginia Training Source



TRAINING METRICS

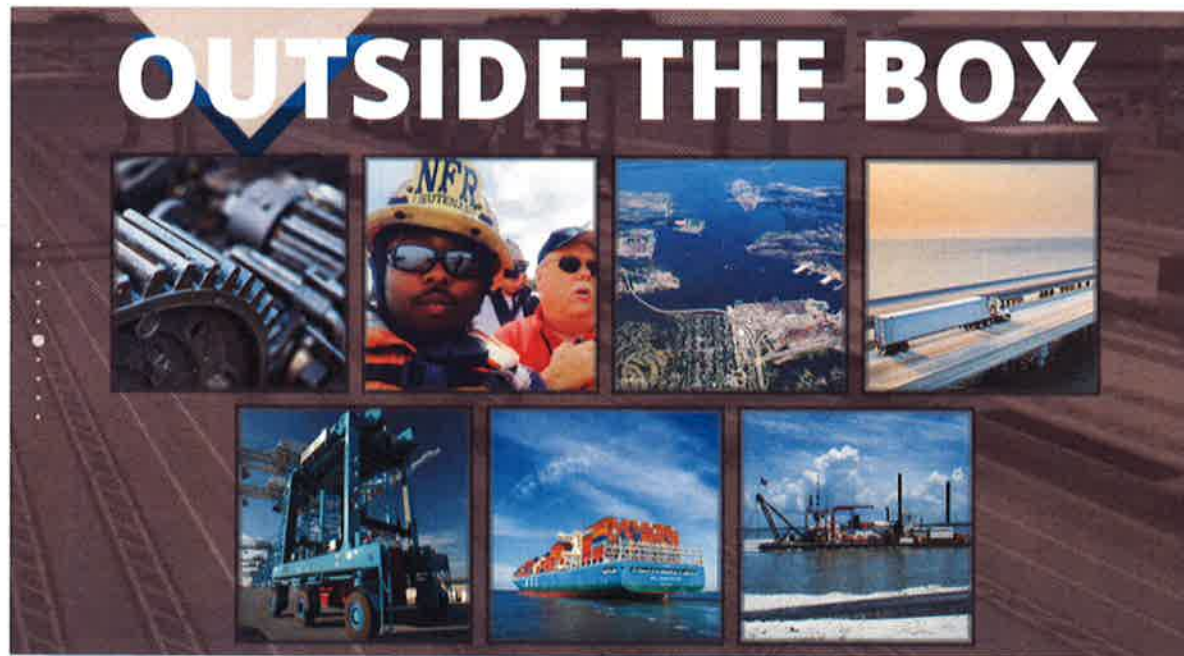
COLLEGE REIMBURSEMENT DATA



Virginia Port Authority Board of Commissioners, Session 378, March 28, 2017

Public Affairs Update

Cathie J. Vick
Chief Public Affairs Officer



FEDERAL ACTIVITIES

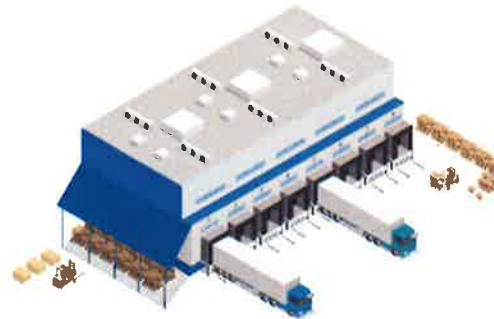


2017 GENERAL ASSEMBLY



FYTD 2017 ECONOMIC DEVELOPMENT TOTALS

25 ANNOUNCEMENTS



**MORE THAN 1,444,000 SQ. FT.
OF SPACE**



**CREATED
2053 JOBS**

**INVESTED MORE
THAN \$513 MILLION**

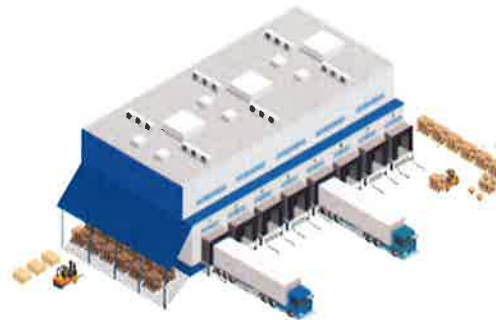


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Stewards of Tomorrow

CYTD 2017 ECONOMIC DEVELOPMENT TOTALS

9 ANNOUNCEMENTS



**MORE THAN 163,000 SQ. FT.
OF SPACE**



**CREATED
608 JOBS**

**INVESTED MORE
THAN \$79 MILLION**



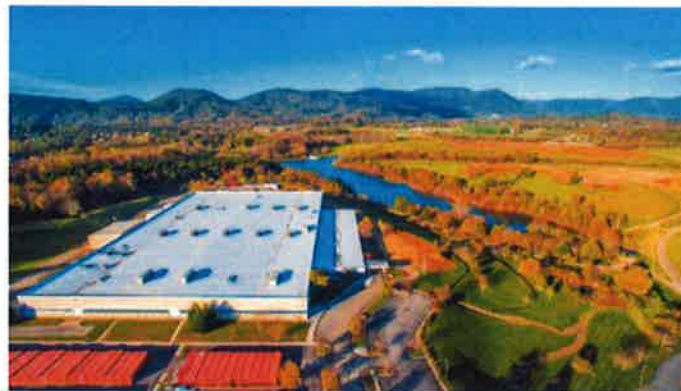
RECENT PROJECT DEVELOPMENTS



Panattoni



Esmer Tile



Ballast Point Brewing

EARNED MEDIA



Over \$186,131 worth of coverage earned since December 2016.



Stewards of Tomorrow

OWNED MEDIA



The Port of Virginia CEO and Executive Director Josh Flannery provides an update on our record year and the investments in infrastructure we are making to maintain that momentum. [View Full Video Report Here](#)

LEGISLATIVE UPDATE

4.2% INCREASE
2.65 MILLION TEUS
THIRD RECORD YEAR IN A ROW

SARAH MCCOY
Executive Director of the Port of Virginia
[sarah.mccoy@portofvirginia.com](#)

ANDREW SINCLAIR
Executive Director of the Port of Virginia
[andrew.sinclair@portofvirginia.com](#)

AID TO LOCAL PORTS

For over thirty years, The Port of Virginia has been supporting projects in Virginia's waterfront communities. Localities throughout the Commonwealth can apply for funding through the Port of Virginia's Aid to Local Ports Program. The annual budget for the program is \$1 million, which is allocated among the recipients. Funds are for used for projects that promote commerce along Virginia's waterways.

Recent examples include:

- City of Newport News for the reconstruction of their Seaboard Inland Park
- Town of Wachapreague for the dredging of Town Marina
- Town of Cape Charles for the rehabilitation of the town water and jetty

PAID MEDIA

**7.8% INCREASE
IN TOTAL TEU
IMPORTS**



THE LARGEST IMPROVEMENT OF ANY EAST COAST PORT.

We imported 1,075,183 TEUs in 2016 – a 7.6% increase from the previous year. And we're not stopping there. Our \$670 million investment in capacity-building projects is now underway at Norfolk International Terminal and Virginia International Gateway will provide us the ability to process one million additional container units annually – a 40 percent increase overall – by 2020.

A CATALYST FOR COMMERCE



PORTOFVIRGINIA.COM

MOMENTUM

3 YEARS. 2 TERMINALS. 1 MILLION ADDITIONAL CONTAINERS.

[illegible]

A CATALYST FOR COMMERCE



#1 TOTAL RAIL VOLUME OF ANY EAST COAST PORT



14% RAIL INCREASE IS THE HIGHEST ON THE EAST COAST

And we're not stopping there. Our \$370 million investment in capacity-building projects is now underway at Norfolk International, Terminal 2 and Virginia International. Capacity will provide us the ability to process one million additional container units annually – a 40 percent increase over what we had by 2000.

A CATALYST FOR COMMERCE



**THE PORT OF
VIRGINIA**

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MIRT & EMERGENCY OPERATIONS



Storm preparedness

MIRT & EMERGENCY OPERATIONS



Training

- Assisted US Navy by conducting commercial vessel familiarization to 150 S/W operators
- 11th Annual SAR Forum
February 27-March 3, 2017
 - 32 agencies
 - 147 attendees
 - 30 Vessels

STEWARDS OF TOMORROW

INNOVATION

HELPFULNESS

ACCESSIBILITY

MINDFULNESS

FORTITUDE

SUSTAINABILITY

