

MINUTES

SPECIAL MEETING of the Virginia Port Authority Board of Commissioners

Meeting Location:

Virginia Inland Port (VIP)

7685 Winchester Road

Front Royal, Virginia

April 26, 2017

The Board of Commissioners ("Board") of the Virginia Port Authority ("VPA") held a public session meeting on April 26, 2017, in the conference room located at Virginia Inland Port, 7685 Winchester Road, Front Royal. VPA Board Chairman John G. Milliken called the meeting to order at 11:50 a.m. The following were then in attendance:

Commissioners:

John G. Milliken, Chairman

Gary T. McCollum

Val S. McWhorter

Stephen Moret

Faith B. Power

Kim Scheeler

Deborah C. Waters

F. Blair Wimbush

Commissioners Absent:

J. William Cofer

Alan A. Diamonstein

John N. Pullen, Vice Chairman

VPA Staff:

John F. Reinhart, CEO and Executive Director

James Bibbs, Chief Human Resources Officer

Cathie Vick, Chief Public Affairs Officer

James W. Noel, III, General Counsel

Joe Harris, Senior Director, Media Relations

Michael Brewer, Chief of Port Police

Erika Snow, Human Resources Manager

Debra J. McNulty, Secretary to the Board

Jodie Asbell, Senior Executive Administrative Assistant & Deputy Secretary to Board

Virginia International Terminals, LLC (VIT) Staff:

Thomas D. Capozzi, Chief Sales Officer

Shawn Tibbetts, Chief Operations Officer

Peter Trocchiano, VP, Multi-Use Terminal Operations

Patrick Jefferson, General Manager, Multi-Use Terminals

Stan Crockett, Manager, Virginia Inland Port

Guests:

W. Brice Fiske, Office of the Attorney General

Mr. Crockett conducted the safety briefing at this time.

Chairman Milliken thanked the Board for attending today's State of the Port Presentation that was held at the Warren County Government Center and for being at the Virginia Inland Port. Mr. Reinhart also thanked the Board and said their support means a lot to port colleagues. He reported that the State of the Port presentations went well and he thanked everyone for helping to spread the Port of Virginia's message throughout the Commonwealth.

Mr. Reinhart explained how the Senior Leadership Team will continue to reach out to other communities with our message. He reported that volumes are tracking well and he encouraged everyone to attend the ceremony and harbor tour celebrating the arrival of the COSCO Development on May 8th.

Mr. Reinhart announced that a press conference would be held at Virginia International Gateway (VIG) on May 8th at 1:00 p.m. and then invited guests will board *The Spirit of Norfolk* at 3:30 p.m. for a two-hour harbor tour to view the COSCO Development during operations. Mr. Reinhart advised that, along with the Port, CenterPoint Industries and the Virginia Maritime Association are co-hosting the harbor tour onboard *The Spirit of Norfolk*.

Mr. Moret thanked Mr. Reinhart and POV colleagues for their efforts on the State of the Port presentations and he said the port was "one of the greatest economic assets in the Commonwealth of Virginia".

Chairman Milliken then led a discussion among the commissioners regarding the need to spread the message throughout Northern Virginia about the Port's economic impact. Ms. Aument announced that Chairman Milliken and John Reinhart would be attending the Northern Virginia Chamber Board meeting in May.

Mr. Capozzi reported that the sales team is targeting specific opportunities for growth including warehousing and distribution centers and advanced manufacturing industries that can be served by the Front Royal area in relation to the Virginia Inland Port. Mr. Capozzi mentioned that there is ample domestic trucking in the Shenandoah region. He mentioned that there are other regions beyond Virginia state borders that have great potential.

Ms. Vick reported that the Marketing/Communications (MARCOM) team is working with the Shenandoah Valley Partnership to look for advance manufacturing opportunities for the region.

Ms. Power mentioned that Russ Held gave a good presentation to the Board at the March meeting. She talked about the need for economic development resources from POV and Virginia Economic Development Partnership (VEDP) to expand the communication throughout the Front Royal/Winchester region and to provide data to elected officials and economic development planning people in order to find out what industries need. Ms. Power also mentioned her work with the various industries in the area.

Mr. Reinhart mentioned that the regional council for GO Virginia may be able to help with collaboration. Mr. Capozzi mentioned the economic development successes in Suffolk.

Chairman Milliken suggested getting the local board of supervisors to include this information on their agendas. Ms. Power mentioned that Shenandoah University could also assist by conducting a forum or education session on economic development.

Mr. Moret mentioned that he would provide data that VEDP compiled on the economic impact of industries in the Commonwealth.

Mr. Reinhart announced that he would provide Board members with a thumb-drive containing the State of the Port presentations.

Ms. Aument complimented the quality of the presentations and POV's communications and messaging. She said it was a pleasure to spend time with POV colleagues during the tour of Richmond Marine Terminal and at the Virginia Inland Port. Ms. Aument suggested having some POV colleagues attend board meetings on occasion in order for the Board to know what they do.

Ms. Waters also complimented Mr. Reinhart on the three State of the Port events that she attended and she thanked the entire POV team who worked to prepare for the events.

At the request of Mr. McCollum, Mr. Reinhart talked about efforts that are being done to get the Port's message out throughout the nine regional councils of GO Virginia. Mr. Reinhart is on the Hampton Roads council.

Mr. Reinhart mentioned the work of Carla Welsh and Jay Stecher on the video interviews that were imbedded in the State of the Port presentations. He also mentioned POV's "Spark" initiative that brings together POV colleagues and industries to share information.

Mr. Scheeler talked about the need to educate people on the complexities of the Port industry. A discussion also ensued about economic development opportunities in Western Virginia. Mr. Wimbush said it was important to figure out how we are communicating west and south of Roanoke. He said there are people out there who deserve economic opportunities and that the community college system may help in spreading that message by possibly live-streaming our message.

Mr. Reinhart reported that MARCOM distributed videos produced by The Port of Virginia to every legislator throughout the Commonwealth. Ms. Vick advised that Capt. Cofer will be featured in the Port's next video to talk about harbor deepening that will contain footage from the May 8th COSCO Development event.

Mr. Reinhart announced that POV is hosting a dinner with site selectors who are in Hampton Roads today. He mentioned that Mr. Ruddy was not at the Board meeting today in order to accompany them. Mr. Reinhart also noted that Mr. Moret and Mr. Rick Weddle of the Hampton Roads Economic Development Alliance will be meeting with site selectors in the morning with the arrival of the Governor tomorrow afternoon at VIG.

There being no further business and no public comments, the meeting adjourned at 12:35 p.m.

Respectfully submitted,


Debra J. McNulty
Secretary to the Board