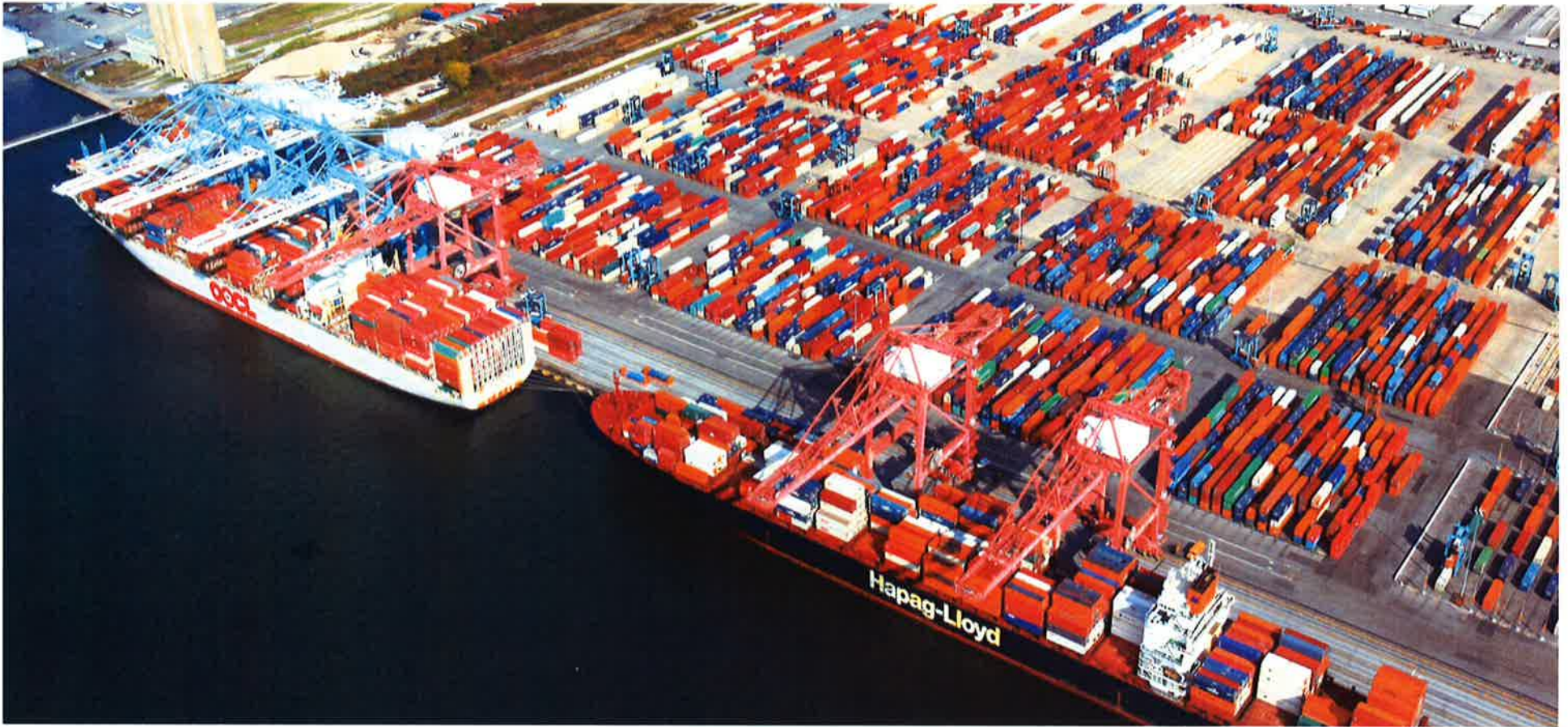


May 2017 Financial Report

Rodney W. Oliver
Chief Financial Officer



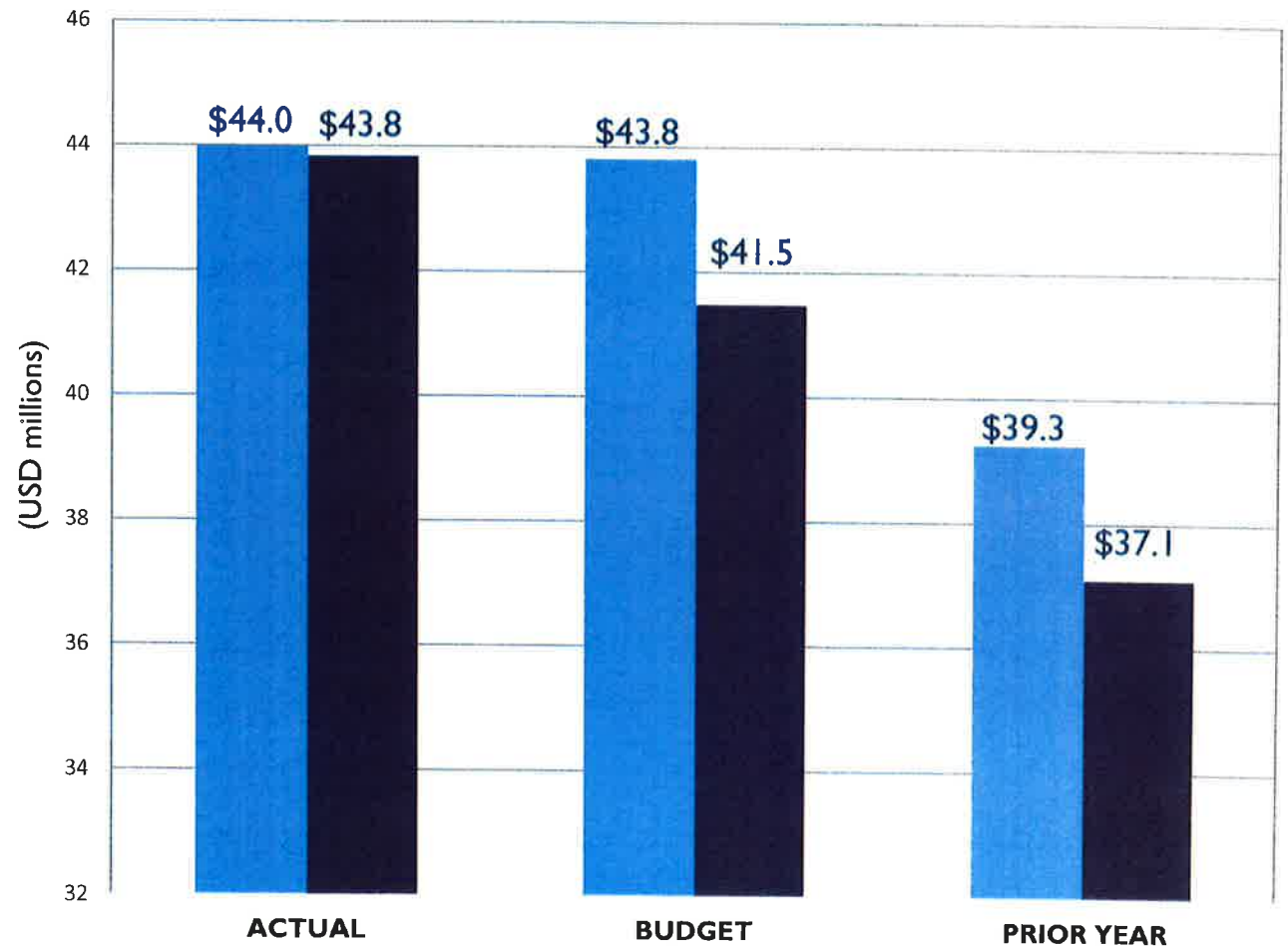
OPERATING REVENUES AND EXPENSES:

For the Month Ended May 31, 2017

Revenues favorable to Budget and Prior Year; Expenses unfavorable 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

- Operating Revenues
- Operating Expenses



OPERATING INCOME (LOSS):

For the Month Ended May 31, 2017

**Unfavorable
variances to
Budget and
Prior Year**



\$0.2 Actual

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



BUDGET

\$2.3



PRIOR YEAR

\$2.1

\$0.0

\$0.5

\$1.0

\$1.5

\$2.0

\$2.5

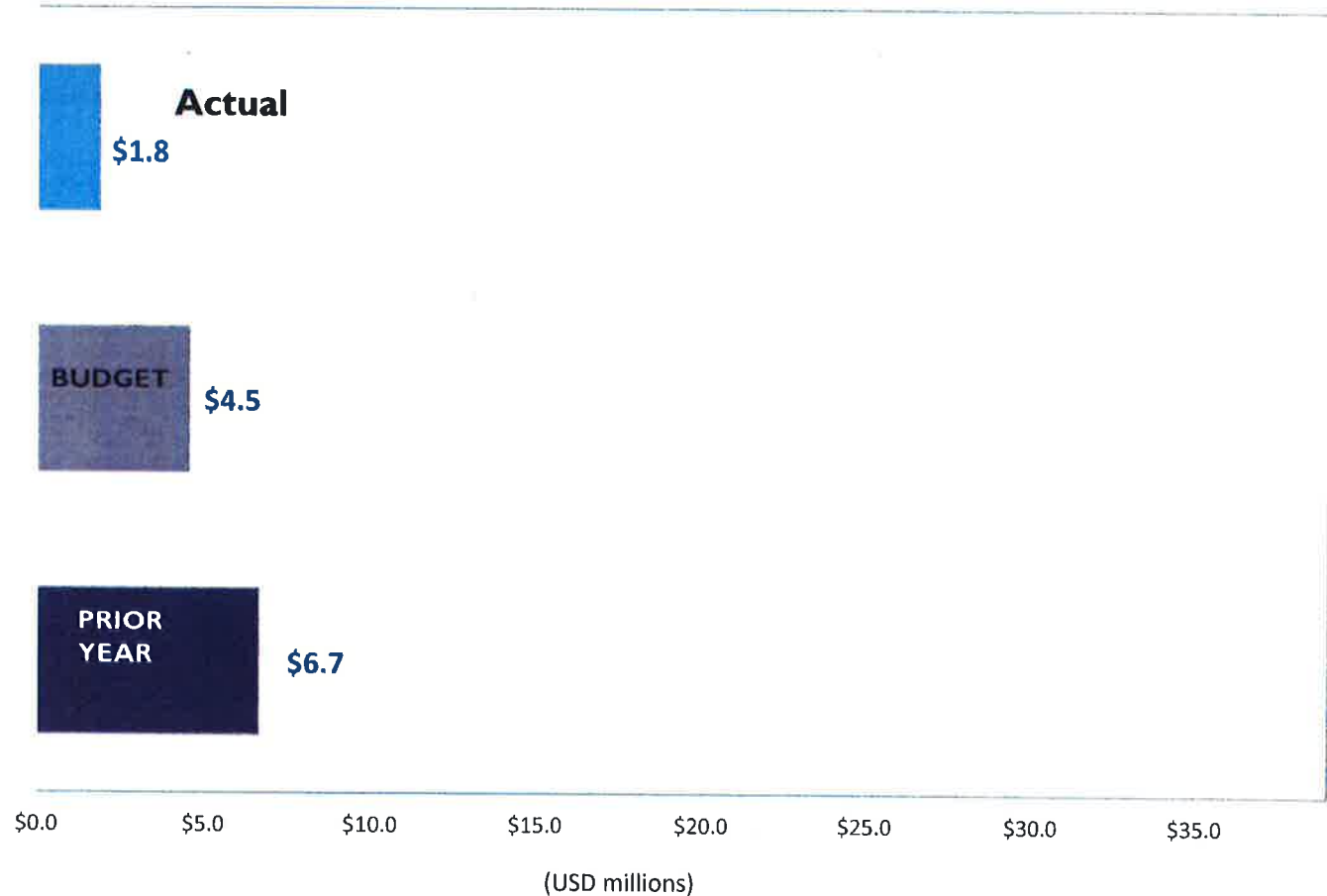
(USD millions)

CHANGE IN NET POSITION:

For the Month Ended May 31, 2017

Unfavorable 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



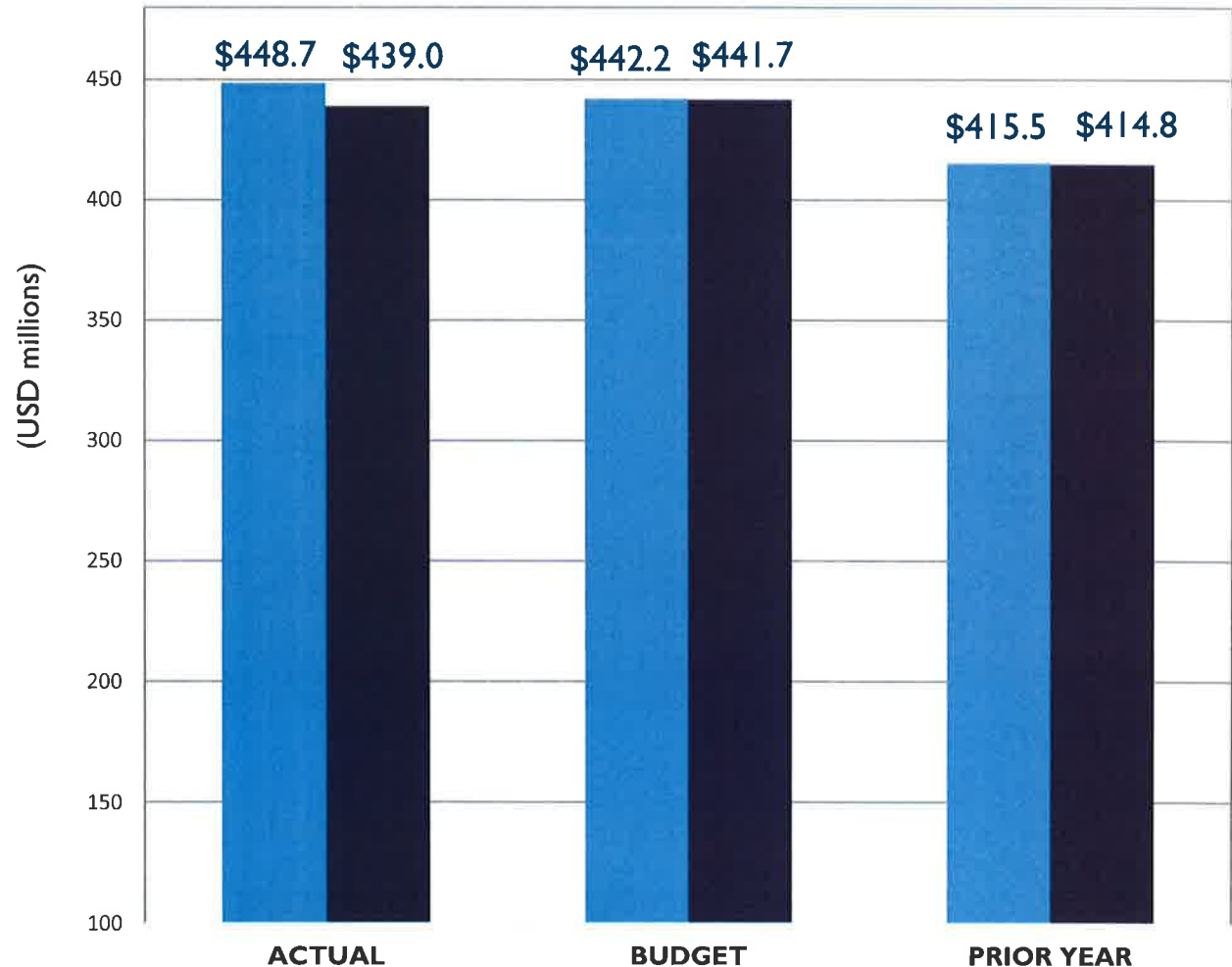
OPERATING REVENUES AND EXPENSES:

For the Eleven Months Ended May 31, 2017

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

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

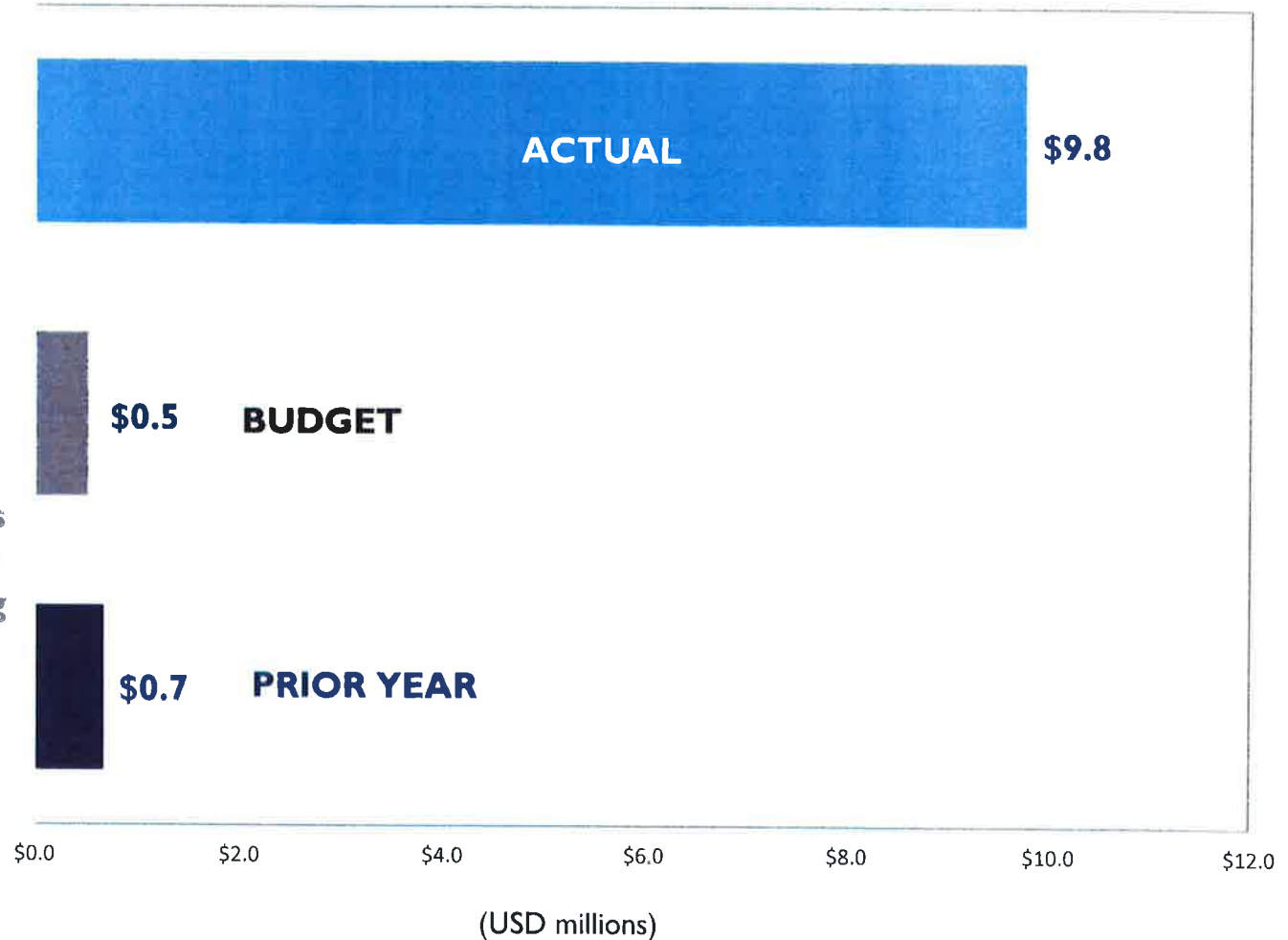
- Operating Revenues
- Operating Expenses



OPERATING INCOME(LOSS):

For the Eleven Months Ended May 31, 2017

Positive
Operating
Income with
favorable
variances to
Budget and
Prior Year



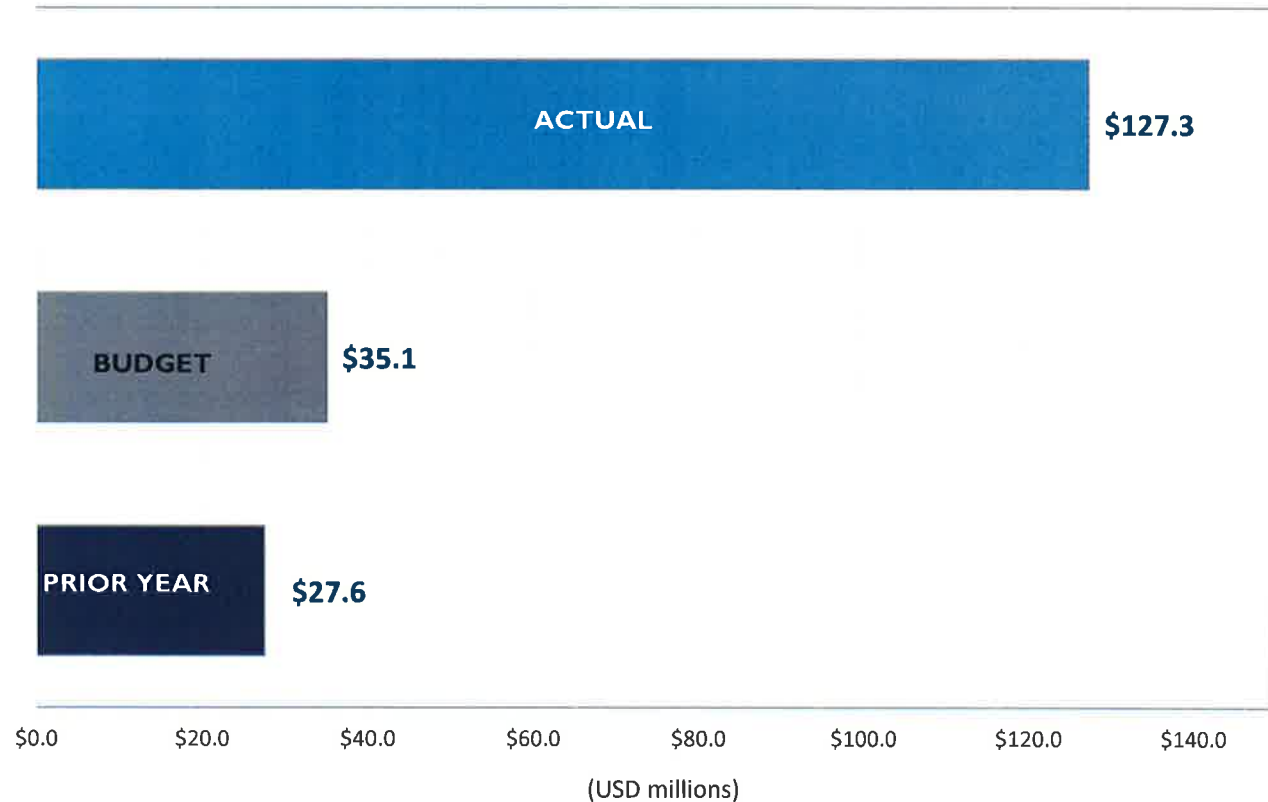
NOTE: For purposes of comparability the effects of accounting for the amended lease and debt defeasance have been excluded from Actual

CHANGE IN NET POSITION:

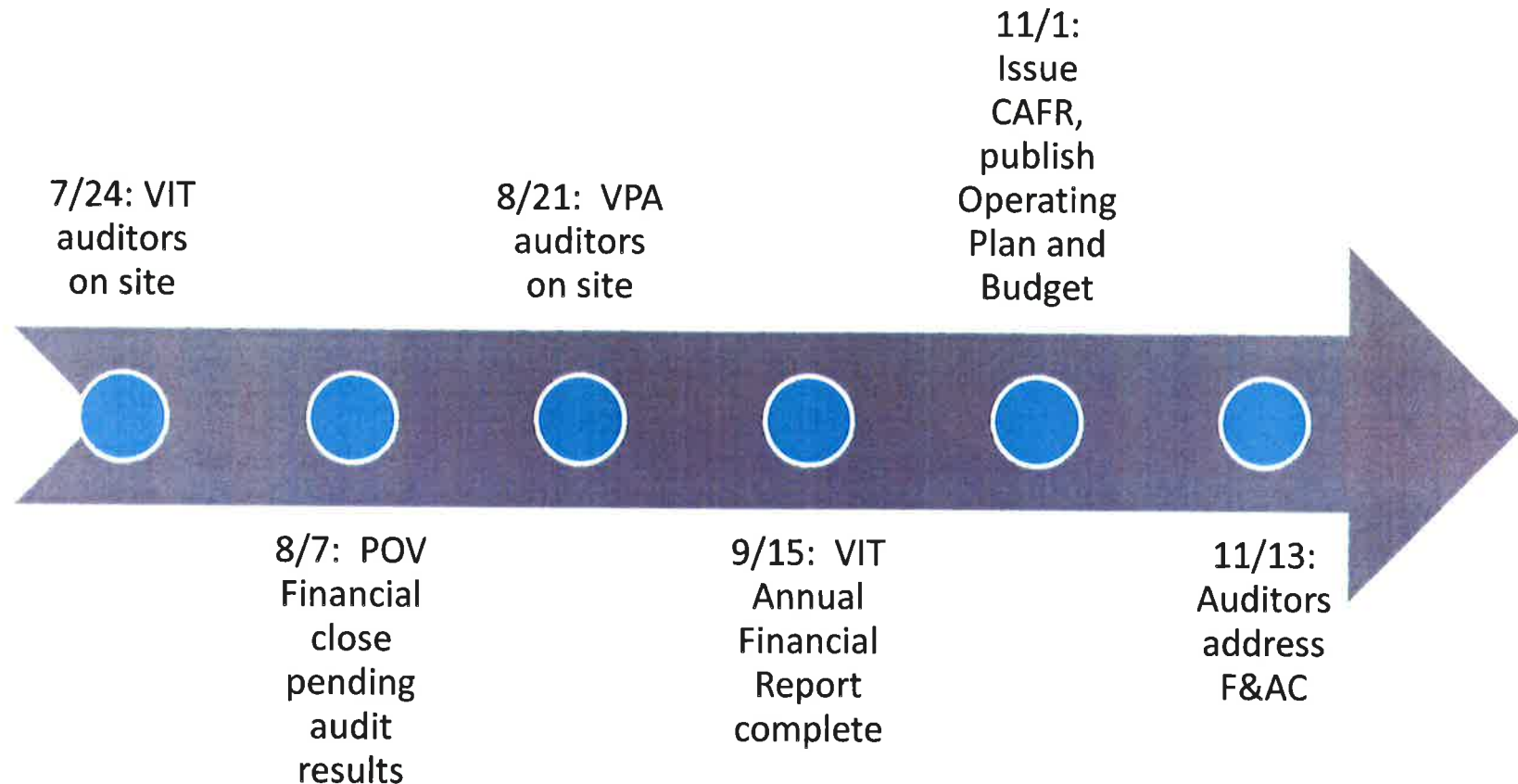
For the Eleven Months Ended May 31, 2017

**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



FY17 Year End Audit and CAFR Timeline

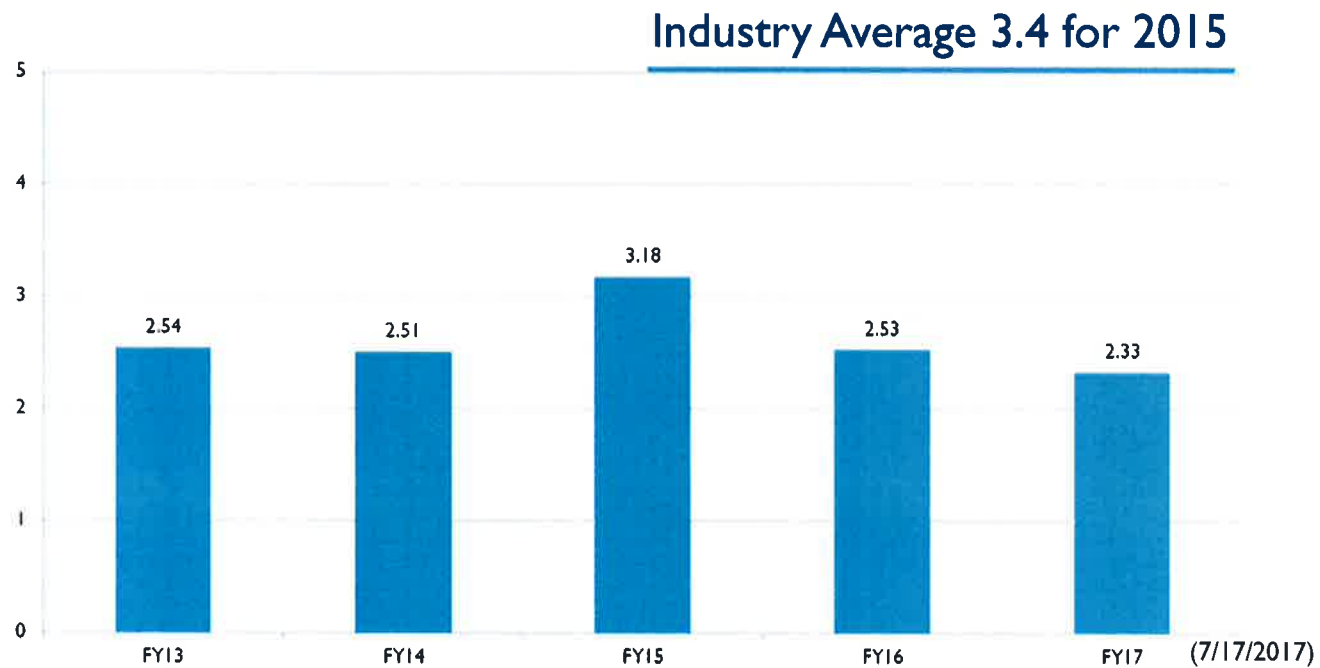


Virginia Port Authority Board of Commissioners, Session 381, July 25, 2017
Operations Report

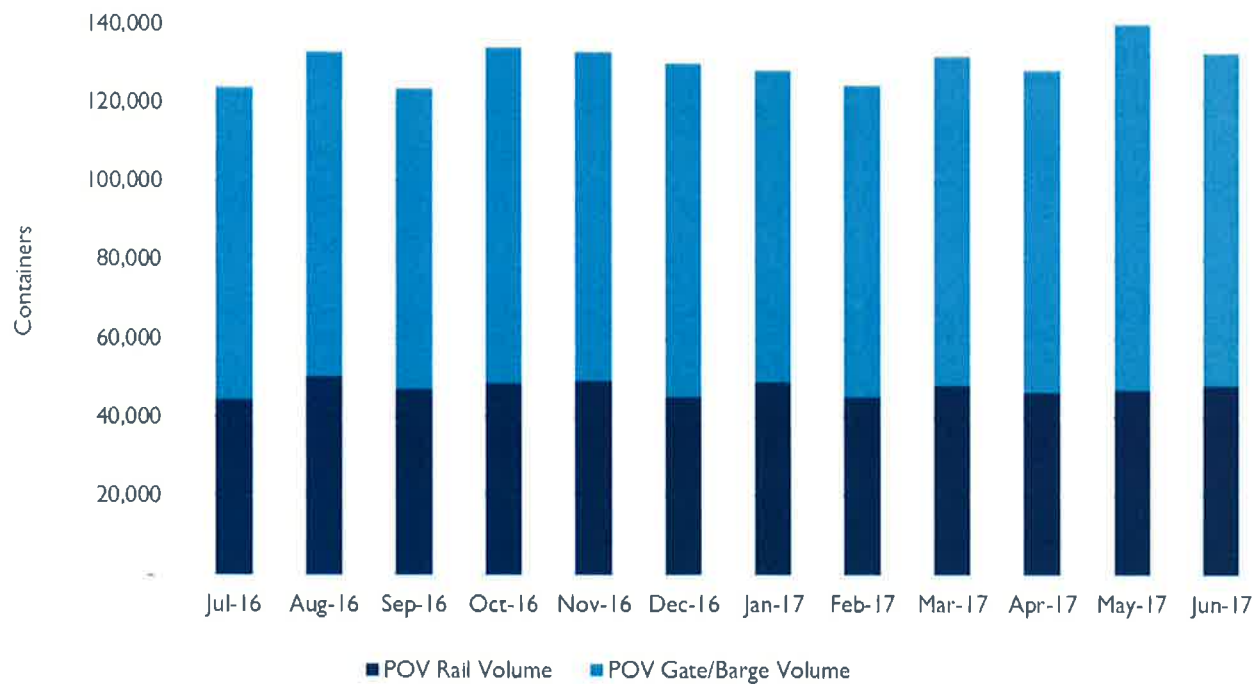
Shawn Tibbetts
Chief Operations Officer



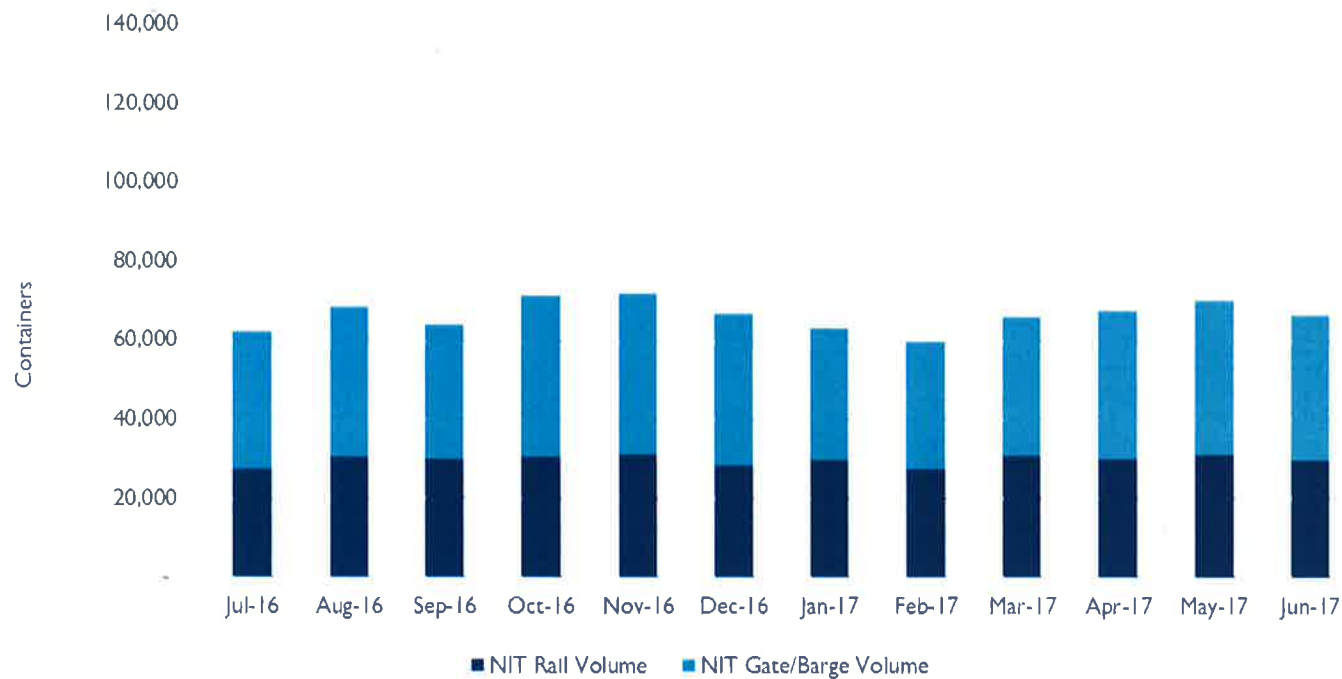
POV OSHA LOST WORK DAY RATE



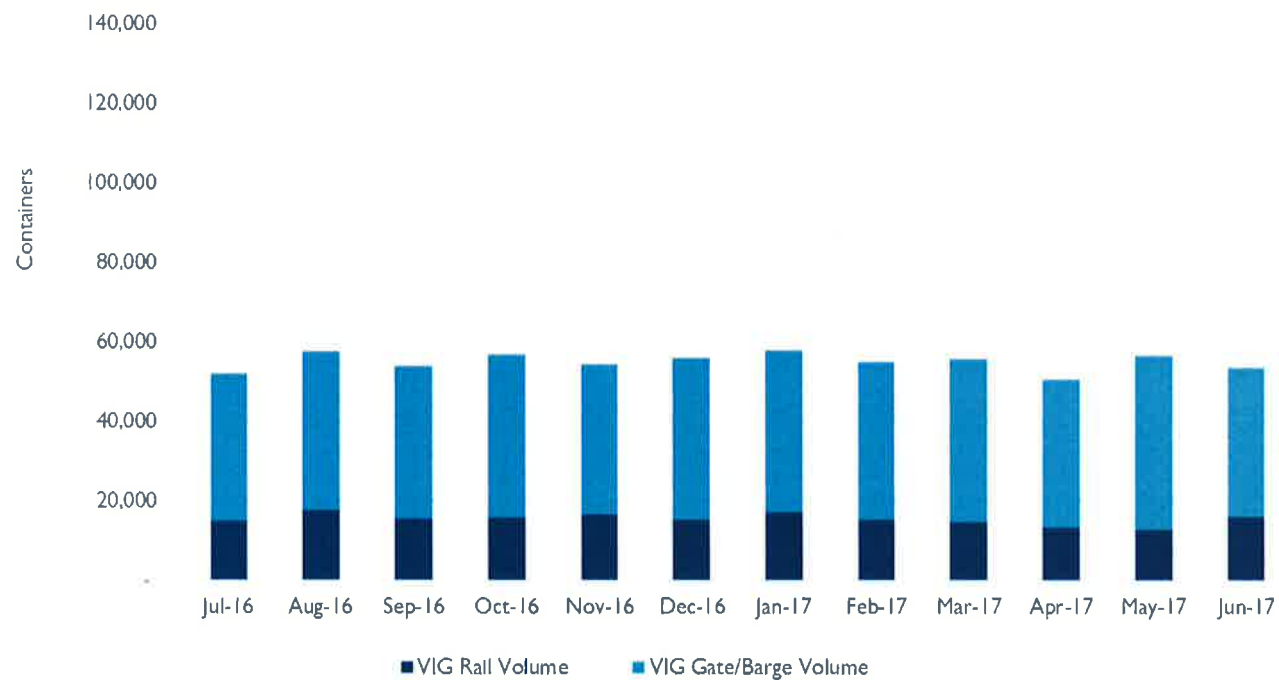
POV RAIL VS GATE/BARGE VOLUME



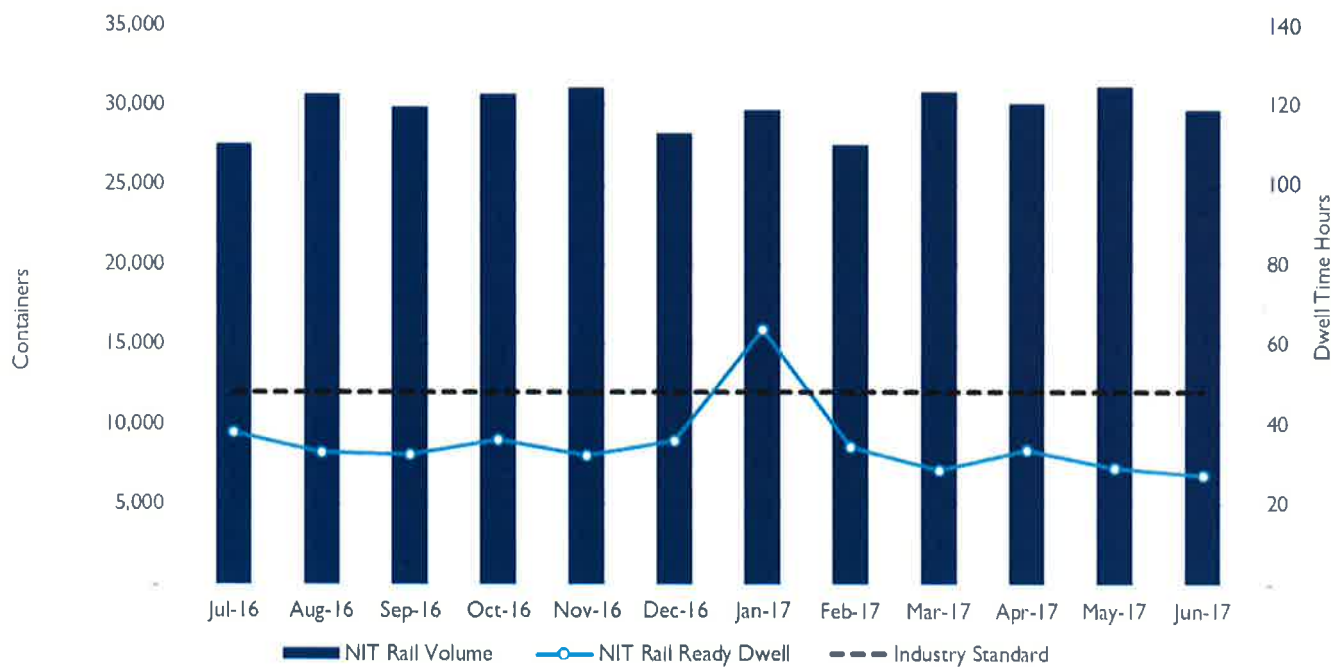
NIT RAIL VS GATE/BARGE VOLUME



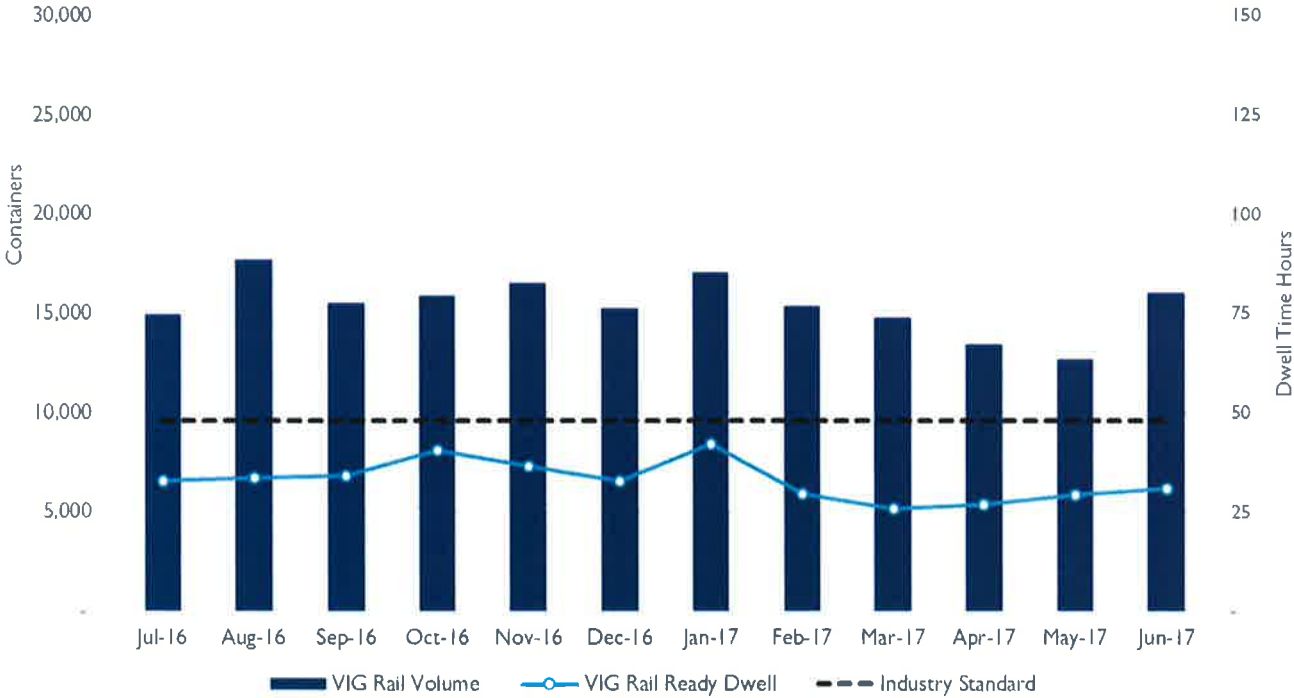
VIG RAIL VS GATE/BARGE VOLUME



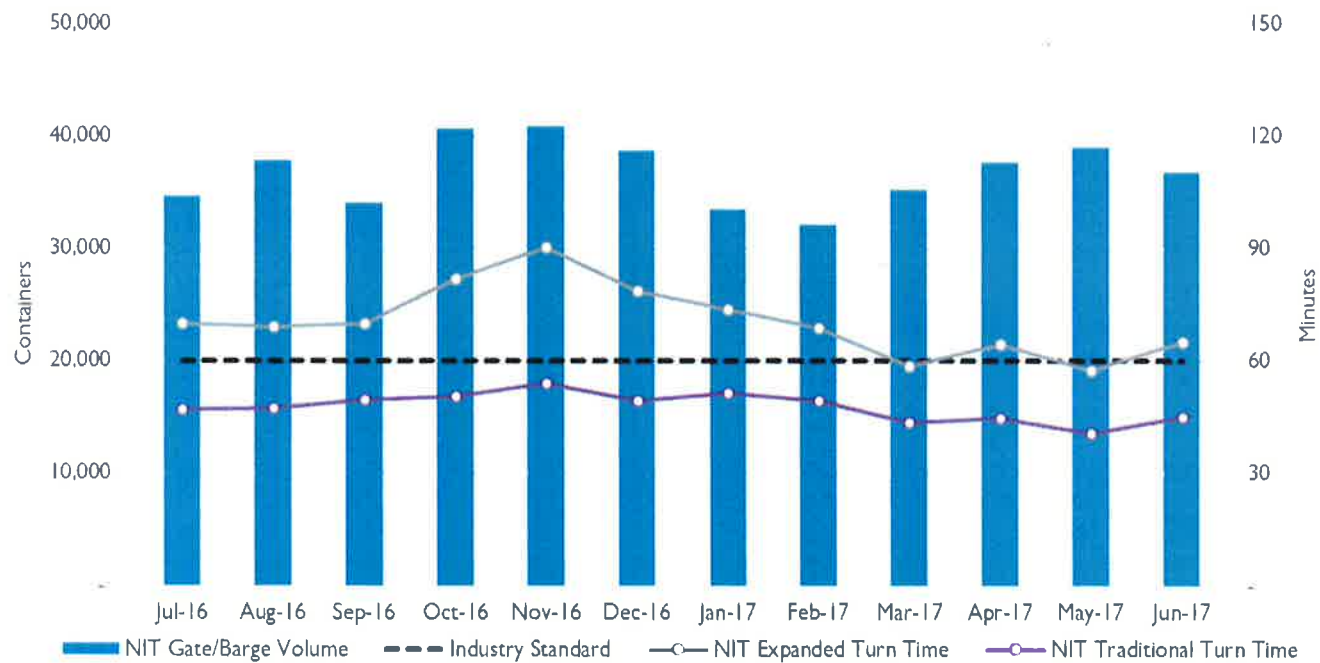
NIT RAIL VOLUME



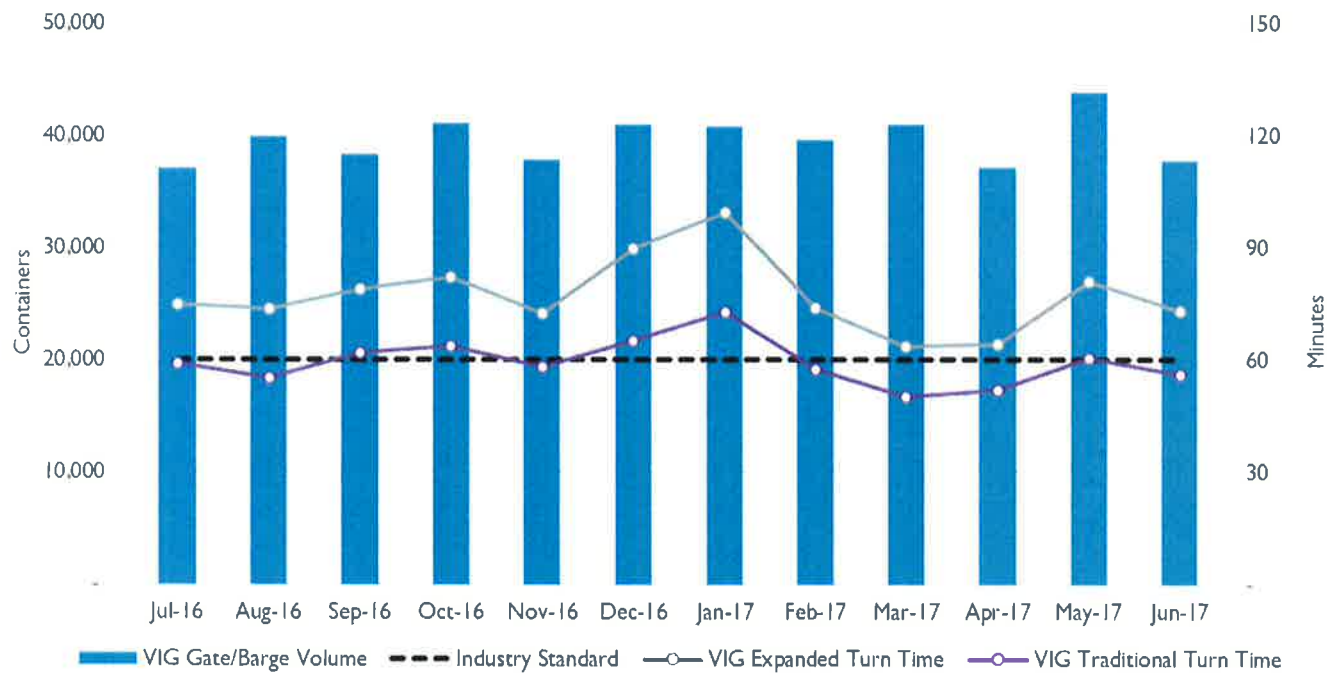
VIG RAIL VOLUME



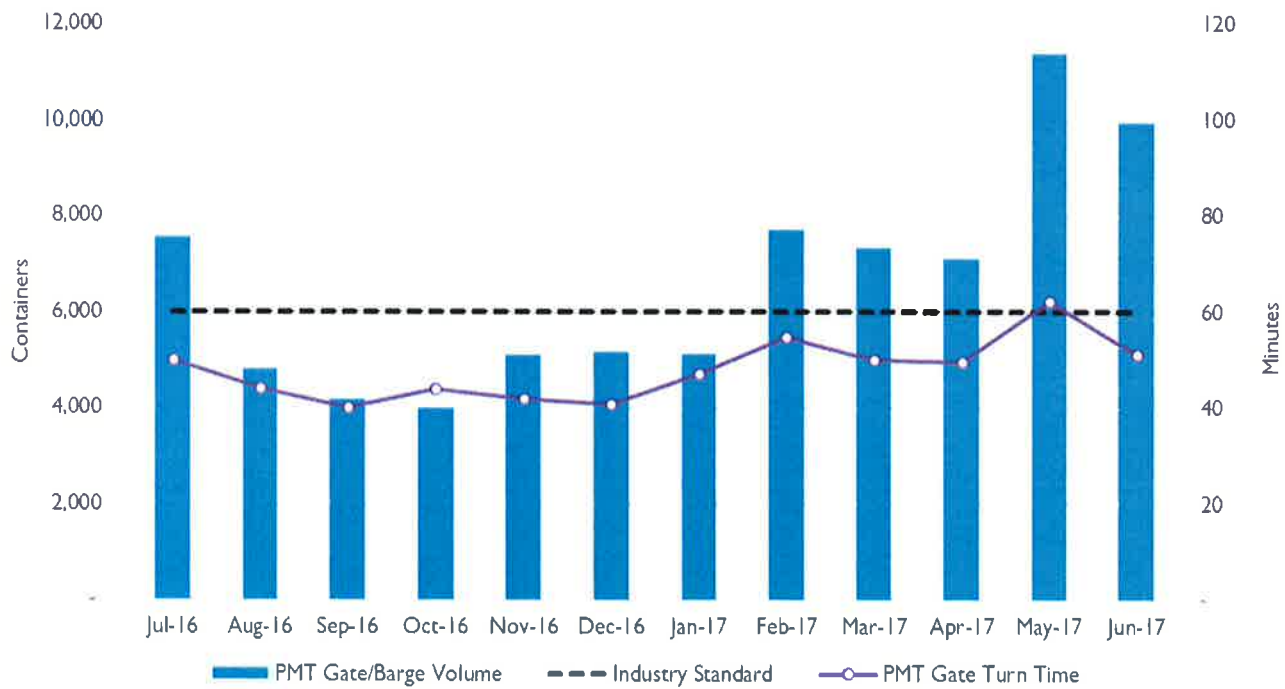
NIT GATE TURN TIMES



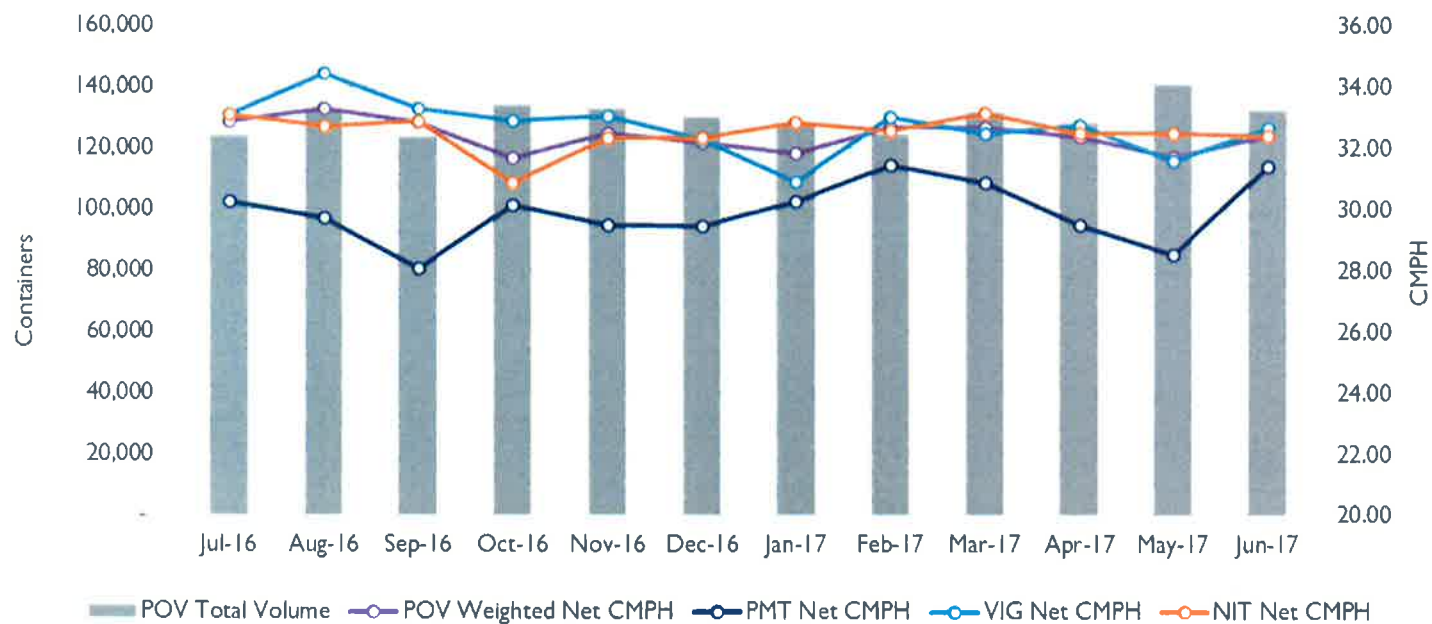
VIG GATE TURN TIMES



PMT GATE TURN TIMES



NET CRANE MOVES PER HOUR



Virginia Port Authority Board of Commissioners, Session 381, July 25, 2017

Sales Report

Joe O'Brien
Vice President, Ocean Carrier Sales



POV FY STATISTICS JULY-JUNE 2017

	FY 2016	FY 2017	Change	% Change
Total TEUs	2,573,635	2,762,407	188,772	7.3%
Export Loaded TEUs	968,772	1,034,336	65,564	6.8%
Export Empty TEUs	441,318	450,305	8,988	2.0%
Import Loaded TEUs	1,104,935	1,223,870	118,935	10.8%
Import Empty TEUs	58,610	53,896	(4,714)	-8.0%
Total Containers	1,460,704	1,565,799	105,095	7.2%
General Cargo Tonnage	19,774,034	21,719,540	1,945,506	9.8%
Container Tonnage	19,524,006	21,533,626	2,009,620	10.3%
Breakbulk Tonnage	250,028	185,914	(64,113)	-25.6%
Total Rail Containers	511,096	568,894	57,798	11.3%
VIP Containers	40,499	34,933	(5,566)	-13.7%
Total Barge Containers	41,323	46,594	5,271	12.8%
RMT Containers	16,347	22,500	6,153	37.6%
Total Truck Containers	908,285	950,311	42,026	4.6%
Ship Calls	2,025	1,795	(230)	-11.4%
Vehicle Units	36,134	32,249	(3,885)	-10.8%

ICE CERTIFICATION - UPDATE



NEWPORT NEWS MARINE TERMINAL

- Steel making a resurgence in Newport News
- Synergy between Sales, Operations and Economic Development



LONDON METAL EXCHANGE



 **LME**
An HKEX Company

COLUMBUS LOGISTICS CONFERENCE

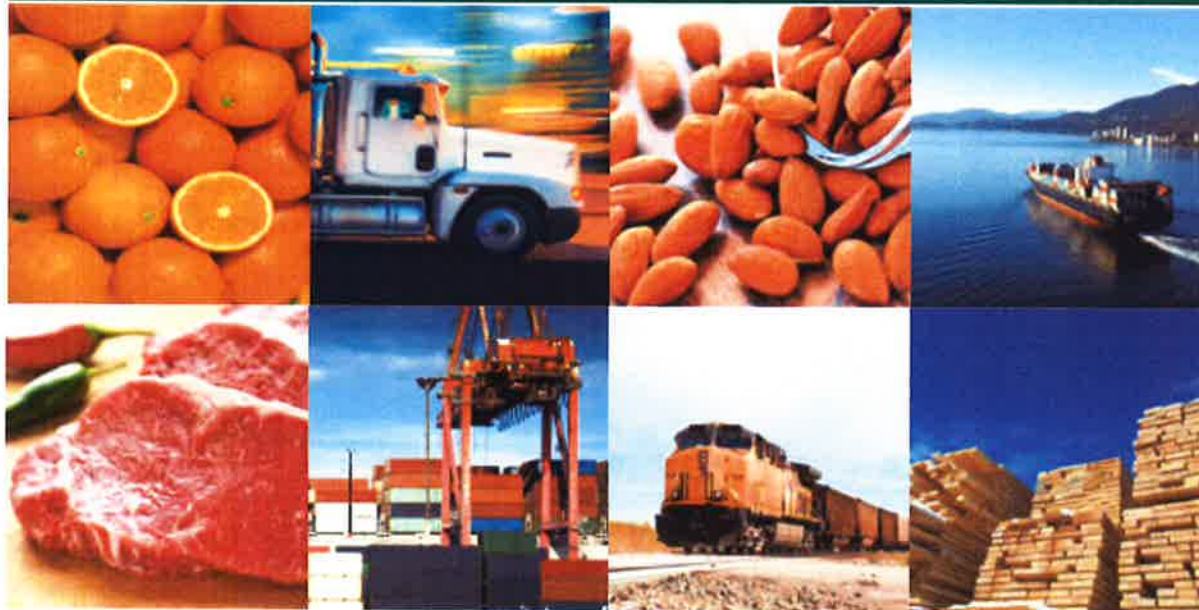


NS HARRISBURG SERVICE



AgTC CONFERENCE

AgTC Agriculture Transportation Coalition



CARRIER VISITS IN ASIA



OCEAN ALLIANCE LOOP 5

Name	Nominal Capacity TEUs
CMA CGM J. ADAMS	14 414
CMA CGM T. ROOSEVELT	14 414
COSCO DEVELOPMENT	13 114
COSCO GLORY	13 114
CMA CGM EDISON	13 102
CMA CGM ERVING	13 092
OOCL BERLIN	13 208
OOCL CHONGQING	13 208
OOCL FRANCE	13 208
OOCL KOREA	13 208
OOCL MALAYSIA	13 208

CMA CGM J ADAMS – 14414 TEUs



Virginia Port Authority Board of Commissioners, Session 381, July 25, 2017

Joseph P. Ruddy
Chief Innovation Officer



Stewards of Tomorrow

AGENDA

- Cyber Attack of June 27, 2017
- Projects Update

CLOSED AND OPEN

CYBER ATTACK – JUNE 27, 2017

- On June 27, 2017, National Cybersecurity & Communications Integration Center was notified of Petya ransomware events occurring in multiple countries and affecting multiple sectors across Europe.
- The attack was directed at the Ukraine and spread to Western Europe due to poorly secured and unpatched connections. The virus was NOT targeted at Maersk or any US organizations.
- The Port of Virginia has not been impacted by the ransomware that crippled other terminals and banks.
- The Port of Virginia Cyber Security Committee met on June 28, 2017 and enacted measures to enhance security while allowing for normal business practices

...ps, your important files are encrypted.

...you see this text, then your files are no longer accessible, because they have been encrypted. Perhaps you are busy looking for a way to recover your files, but don't waste your time. Nobody can recover your files without our decryption service.

...guarantee that you can recover all your files safely and easily. All you need to do is submit the payment and purchase the decryption key.

...ase follow the instructions:

Send \$300 worth of Bitcoin to following address:

1Mz7153HMuxXTuR2R1t70mGSdzaftNbBWx

Send your Bitcoin wallet ID and personal installation key to e-mail wowsmith123456@posteo.net. Your personal installation key:

74f296-2Nx1Gm-yHQRWz-S8gaN6-8Bs1fd-U2DKui-22pKJE-kE6sSN-o8tizU-gUeUMa

...you already purchased your key, please enter it below.



Stewards of Tomorrow

PROJECT STATUS

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

VIG – EQUIPMENT



FIRST TWO AUTOMATIC STACKING
CRANES STOOD UP IN POLAND ON
JUNE 27, 2017

VIG – STACK YARD



Left: Trench Drain installation between the New North Access Road and Stack 29

Bottom: RMG rails



VIG – STACK YARD

Installing Geotextile
Fabric and Select Sand
Fill for Stacks 28 and 29



VIG – WHARF EXTENSION

Setting up the first
Statnamic Pile Test

Test Weight Installation



VIG – WHARF EXTENSION

Statnamic Test I
36" pile
June 21, 2017

220,000 lbs



VIG – RAIL YARD



Installation of the asphalt base for the
RailYardTransfer Zones and roadway
between zones

VIG – RAIL YARD

CRMG Rails



CRMG end stop foundation



NIT NORTH GATE



July 21, 2017

NIT NORTH GATE

June 19, 2017

May 5, 2017



Stewards of Tomorrow

NIT - North Gate Update

- Customs & Border Patrol RPM Endurance Test successfully completed.
- RFID Early Adopters participated in Soft Opening June 27 – June 29
- Reservation Validation has been implemented as of June 30th.
- Auto-In Gate Functionality has been implemented as of June 30th.
- Baker Street Construction Entrance construction underway.
- **North Gate Opened to Production Gate Traffic on June 30, 2017**

**NORFOLK INTERNATIONAL TERMINALS
OPENING THE NEW NORTH GATE COMPLEX
JUNE 26, 2017**

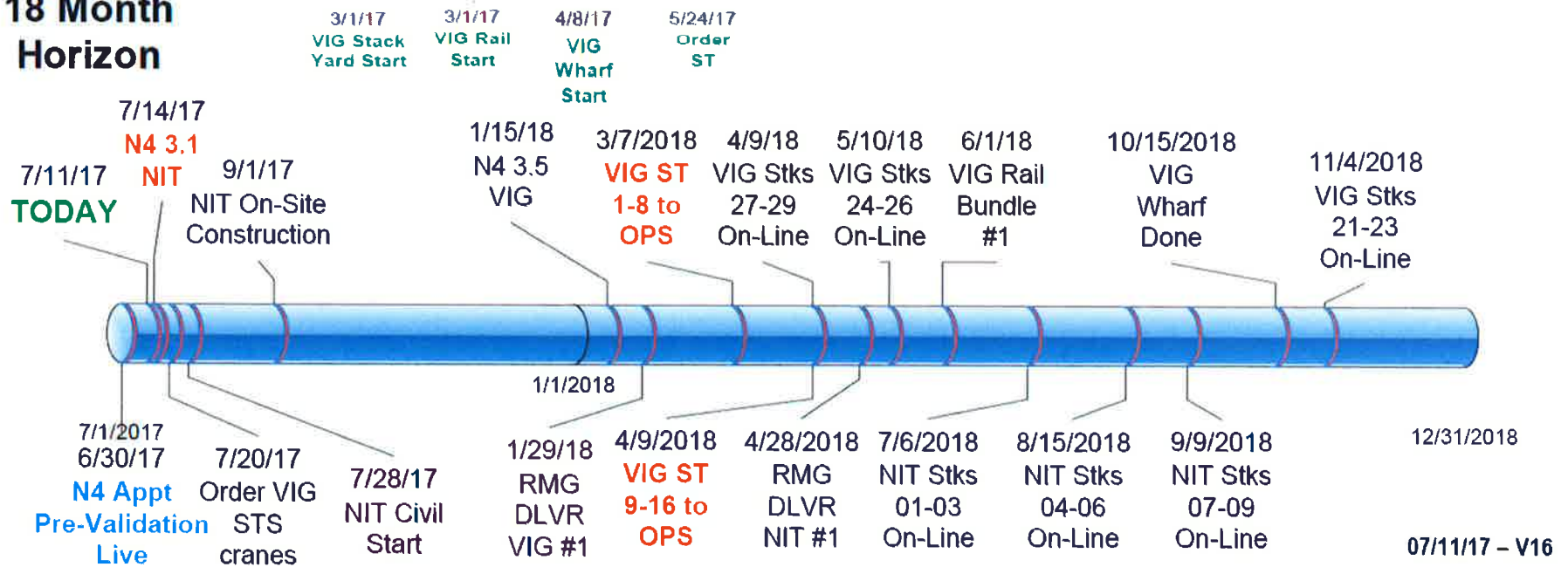


PROJECT UPDATES

- South NIT
- N4 Conversion
- Truck Reservation System

Timeline

18 Month Horizon



Virginia Port Authority Board of Commissioners, Session 381, July 25, 2017

Human Resources Report

Jim Bibbs

Chief Human Resources Officer



HR FY2017 HIGHLIGHTS

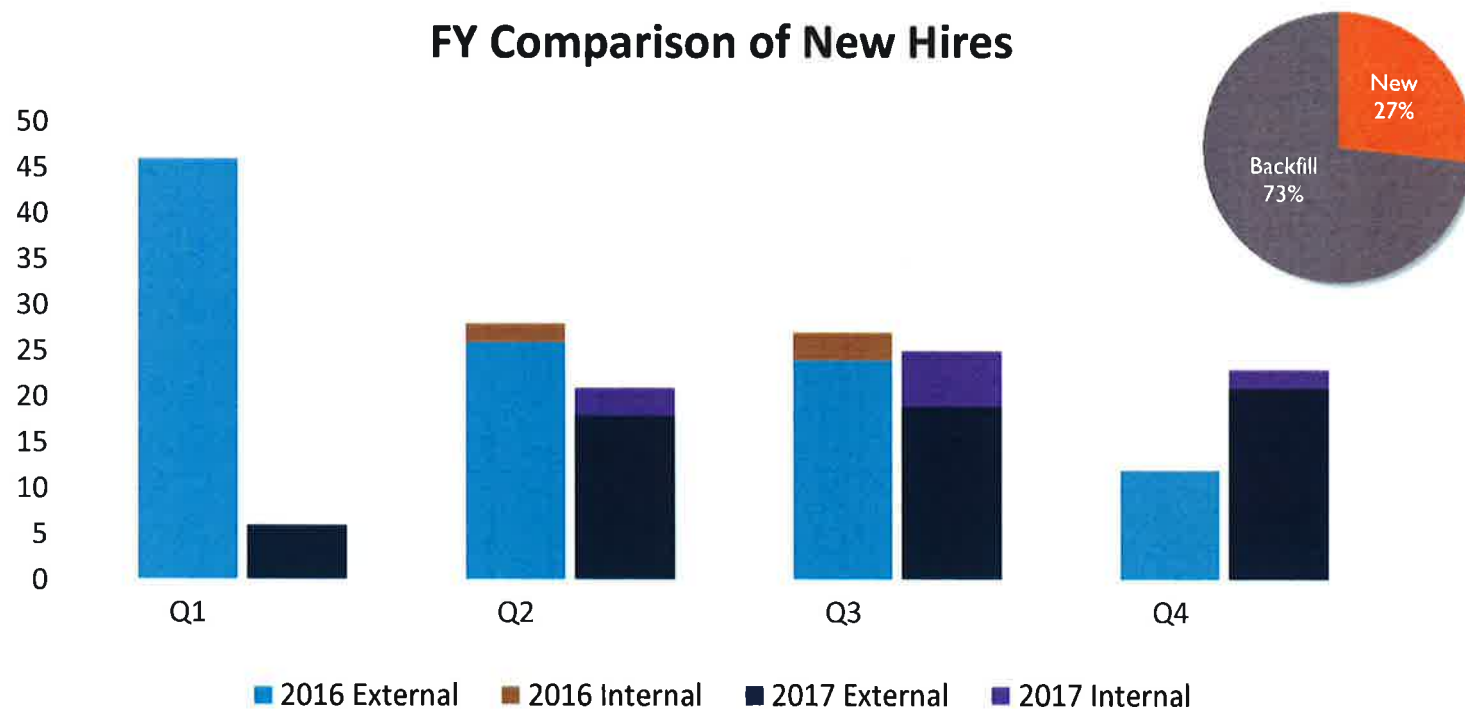
- 97.4% completion rate for Colleague Engagement Survey
 - Highlights of areas of intentional focus and growth
- Unified into one HRIS and payroll system across The Port of Virginia.
- Expanded time clock system for Maintenance colleagues.
 - Estimated productivity savings over \$23,000/yr.
- 2017 Summer Internship Program - 12 interns from 9 different colleges/universities.
- February 2017 - Launched POV Chapter of Toastmasters International.



Stewards of Tomorrow

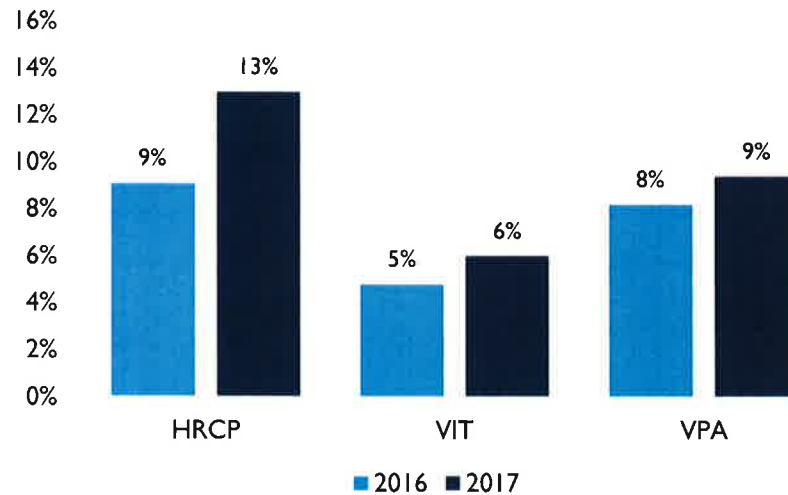
RECRUITMENT METRICS

FY Comparison of New Hires

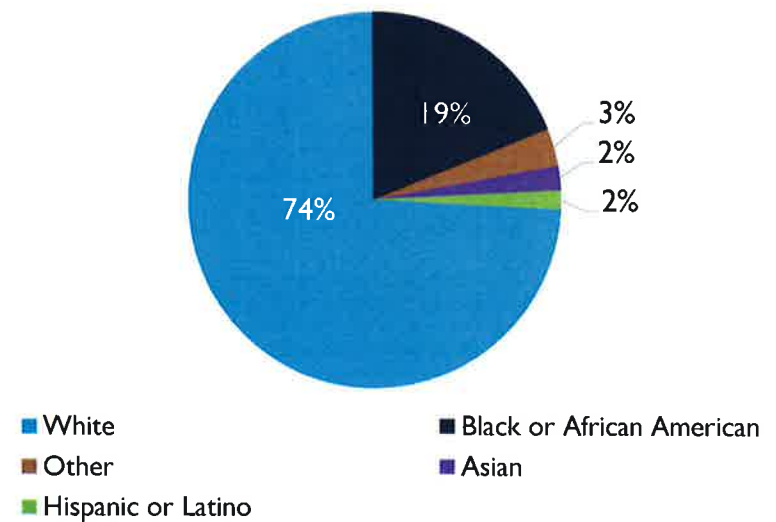


RECRUITMENT METRICS

Attrition by Fiscal Year

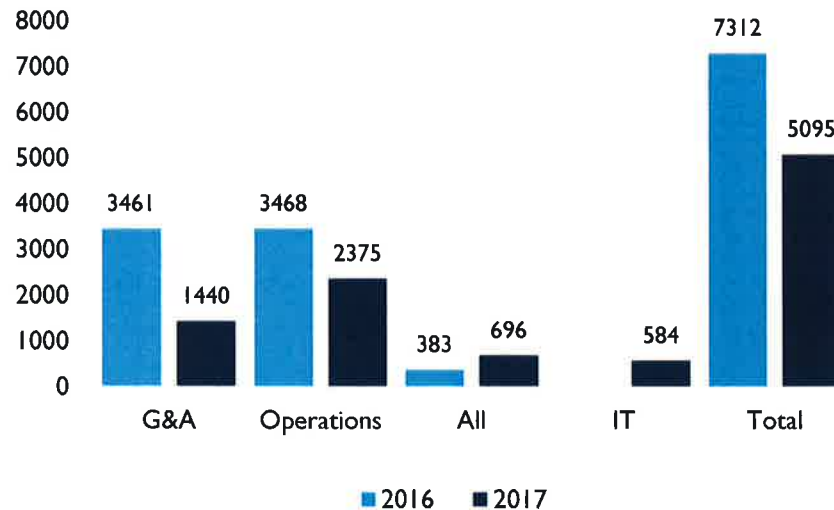


Total Demographics FY 2017

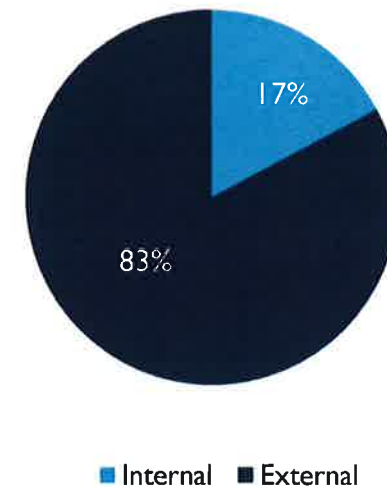


TRAINING METRICS

Training Hours by Fiscal Year

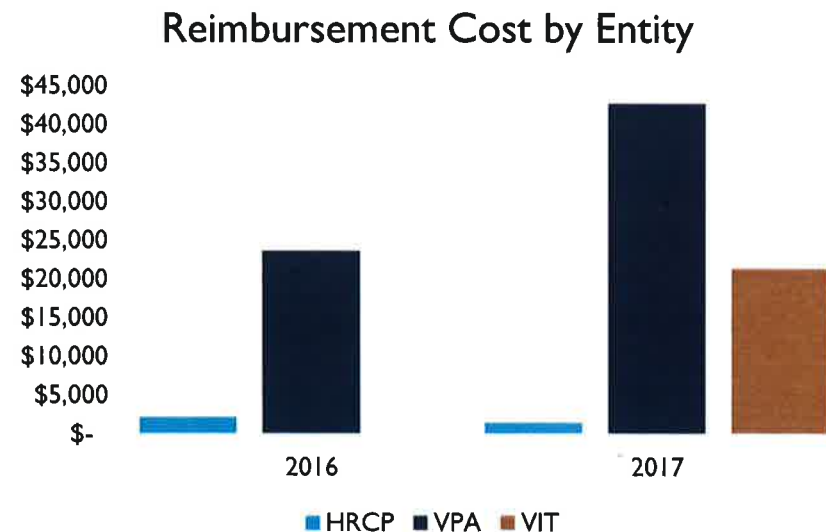
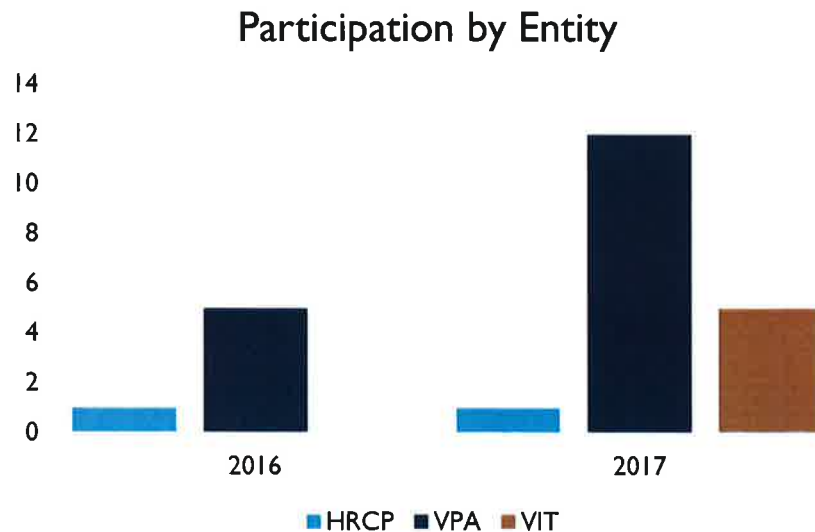


Training by Source FY 2017



TRAINING METRICS

COLLEGE REIMBURSEMENT DATA



HR FY2018 - ADMINISTRATION

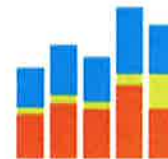
Records Management



HRIS Analytics



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HR FY2018 – TALENT ACQUISITION



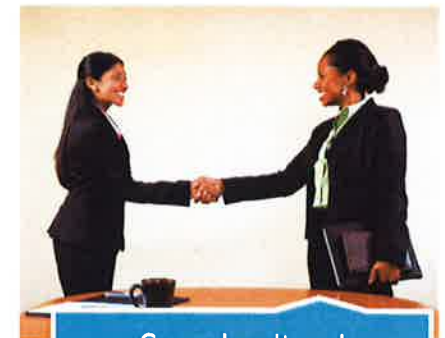
Crane Maintenance
OTJ Program



Port Tour Program



Outreach
Ambassador Program



Standardized
Interview Process

HR FY2018 – LEADERSHIP DEVELOPMENT



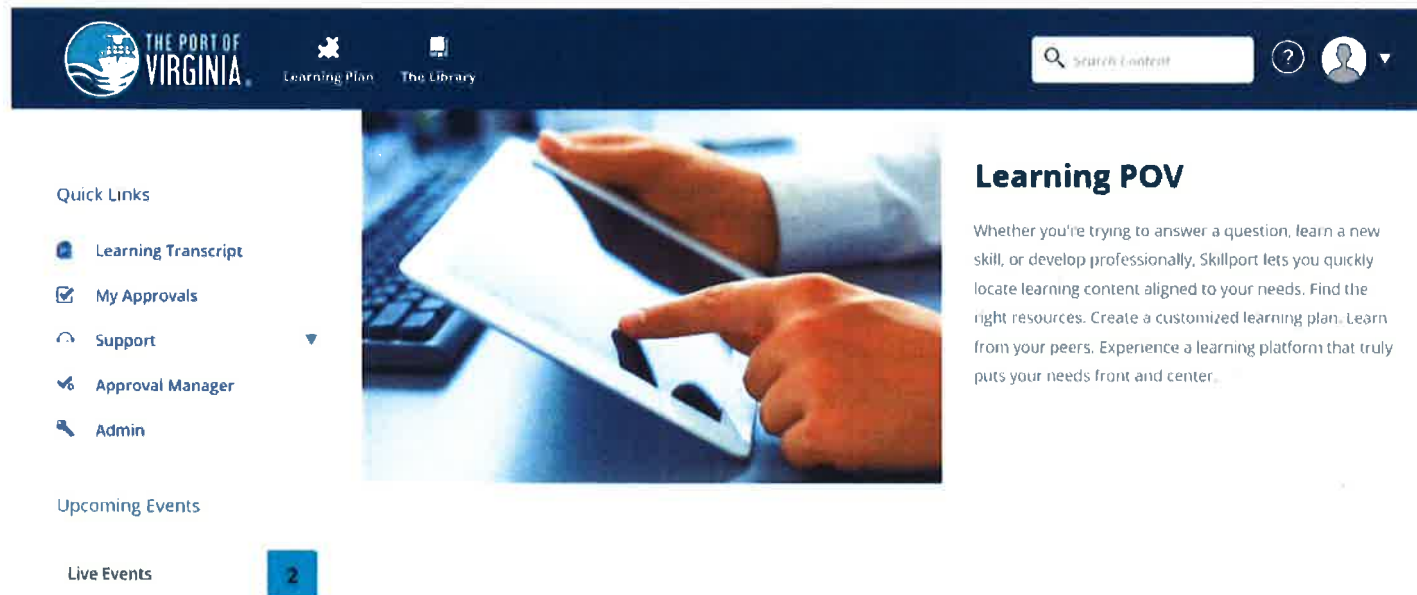
Aspiring Leader
Development
Program (ALDP)

Front-line
Development
Program (FLDP)

Executive
Development
Program (EDP)

Mid-Level
Development
Program (MLDP)

HR FY2018 – TRAINING/LMS



The screenshot displays the LMS interface for The Port of Virginia. The top navigation bar is dark blue and contains the logo, 'Learning Plan', 'The Library', a search bar labeled 'Search Content', a help icon, and a user profile icon. The main content area is divided into three sections. On the left, a sidebar lists 'Quick Links' (Learning Transcript, My Approvals, Support, Approval Manager, Admin) and 'Upcoming Events' (Live Events with a count of 2). The center section features a large image of hands using a tablet. The right section is titled 'Learning POV' and contains a paragraph about the platform's capabilities.

THE PORT OF VIRGINIA

Learning Plan The Library

Search Content

Quick Links

- Learning Transcript
- My Approvals
- Support
- Approval Manager
- Admin

Upcoming Events

Live Events 2

Learning POV

Whether you're trying to answer a question, learn a new skill, or develop professionally, Skillport lets you quickly locate learning content aligned to your needs. Find the right resources. Create a customized learning plan. Learn from your peers. Experience a learning platform that truly puts your needs front and center.

Virginia Port Authority Board of Commissioners, Session 381, July 25, 2017 Public Affairs Update

Cathie Vick
Chief Public Affairs Officer



FEDERAL ACTIVITIES



FY ECONOMIC DEVELOPMENT TOTALS

MOMENTUM

2016

- 39 Announcements
- More than 2,591,000 SF of space
- Invested more than \$733 million
- Created 3639 jobs

2017

- 37 Announcements
- More than 2,824,000 SF of space
- Invested more than \$862 million
- Created 4045 jobs

VIRGINIA GENERATES RETURNS FROM INVESTING IN ITS PORT

STATEWIDE BUSINESS INVESTMENTS: JANUARY 2016-JUNE 2017

BUSINESS TOTAL: 62

DOLLARS INVESTED: \$1,270,492,000

JOBES CREATED: 5,964

TOTAL JOBS CREATED: 252

TOTAL DOLLARS INVESTED: \$60,800,000

Service Center Metals
Granules Pharmaceuticals Inc.
Five Grapes Dispensing

TOTAL JOBS CREATED: 1,512

TOTAL DOLLARS INVESTED: \$270,600,000

Innovative Refrigeration Systems, Inc.
Graphic Packaging International
Hershey Company
Speyside Bourbon Cooperage, Inc.
Kingspan
American Woodmark Corporation
Toray Plastics
Flat Chrysler Automotive
Amazon.com, Inc.

TOTAL JOBS CREATED: 58

TOTAL DOLLARS INVESTED: \$10,500,000

Euro-Composites

TOTAL JOBS CREATED: 230

TOTAL DOLLARS INVESTED: \$9,200,000

Universal Dynamics, Inc.
iDX Corporation

TOTAL JOBS CREATED: 900

TOTAL DOLLARS INVESTED: \$370,787,000

Hollingsworth & Vose
Spectrum Brands
Phoenix Packaging Operations, LLC
Abbott Laboratories
Griffin Pipe
Arkay Packaging Corporation
Wholesome Harvest
Steel Dynamics
Ballast Point Brewing and Spirits
Eldor Corporation
Deschutes Brewery

TOTAL JOBS CREATED: 75

TOTAL DOLLARS INVESTED: \$18,225,000

TRW Automotive
Somic America, Inc.

TOTAL JOBS CREATED: 1,788

TOTAL DOLLARS INVESTED: \$285,650,000

DB Schenker
Dollar Tree
ST Tissue, LLC
Printpack
Target
Architectural Graphics Inc.
Ace Hardware Corporation
STIHL Inc.
Emser Tile
Peet's Coffee
SANJO Corte Fino
Atlantic Core
Building Products
Atarfil

TOTAL JOBS CREATED: 207

TOTAL DOLLARS INVESTED: \$67,480,000

JTI Leaf Services, LLC
Drake Extrusion, Inc.
Solid Stone Fabrics
Intertape Polymer Group
Bassett Furniture Industries
Eastman Chemical Company
Kyocera SGS
Starsprings
Applied Felts

TOTAL JOBS CREATED: 942

TOTAL DOLLARS INVESTED: \$177,250,000

Gerdau Ameristeel
Specialty Coating and Laminating LLC
Dominion Packaging
Hudson Industries
R1 International
TemperPack
ALDI
Polykon Manufacturing LLC
Premier Store Fixtures
IMPREG
Owens & Minor

KEY

EXPANDING BUSINESS
NEW BUSINESS

PORT TERMINALS

Map based on GO Virginia regional boundaries

SINCE LAST BOARD MEETING



Ferguson Enterprises,
Newport News



Wholesome Harvest,
Roanoke



THE PORT OF
VIRGINIA

Stewards of Tomorrow

THE PORT OF VIRGINIA ECONOMIC AND INFRASTRUCTURE DEVELOPMENT GRANT

Company	Jobs Created	Grant Amount
Continental Automotive Systems, Inc.	139	\$417,000
Friant & Associates, LLC	105	\$315,000
Haulotte U.S, Inc.	35	\$35,000
Hubbell Lighting, Inc.	105	\$315,000
Rubbermaid Commercial Products	224	\$500,000
Target Corporation	463	\$500,000
Wolverine Advanced Materials	61	\$91,500



**THE PORT OF
VIRGINIA**

Stewards of Tomorrow

LogistXGames

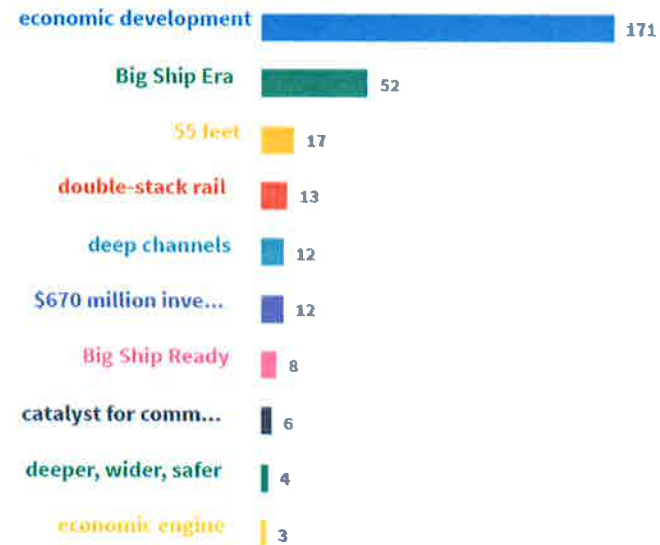


EFFECTIVE MESSAGING CONTINUES

1,104 MENTIONS

\$2.3 MILLION
IN EARNED MEDIA Q4 FY2017

KEY MESSAGE MENTIONS



WE CONTINUE TO ELEVATE THE BRAND



MIRT & Emergency Operations



Response / Planning

- 94,000 gallon spill of Jet Fuel at NAS Oceana
- Coordinated information flow to federal and state agencies reference recent cyber event

MIRT & Emergency Operations



Response / Planning

- Planning Team Member
- 200 attendees from Federal, State, Local, and Private Sector

STEWARDS OF TOMORROW

INNOVATION

HELPFULNESS

ACCESSIBILITY

MINDFULNESS

FORTITUDE

SUSTAINABILITY

