

July 2017 Financial Report

Rodney W. Oliver
Chief Financial Officer



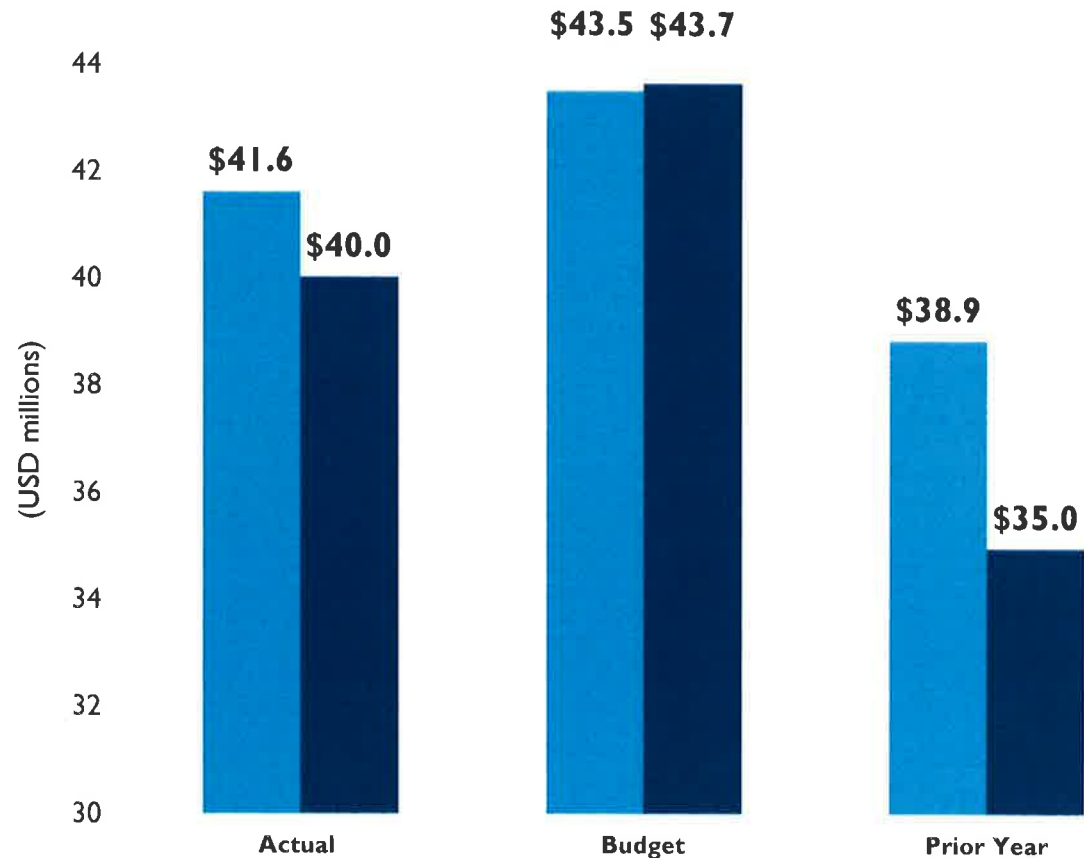
OPERATING REVENUES AND EXPENSES:

For the Month Ended July 31, 2017

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

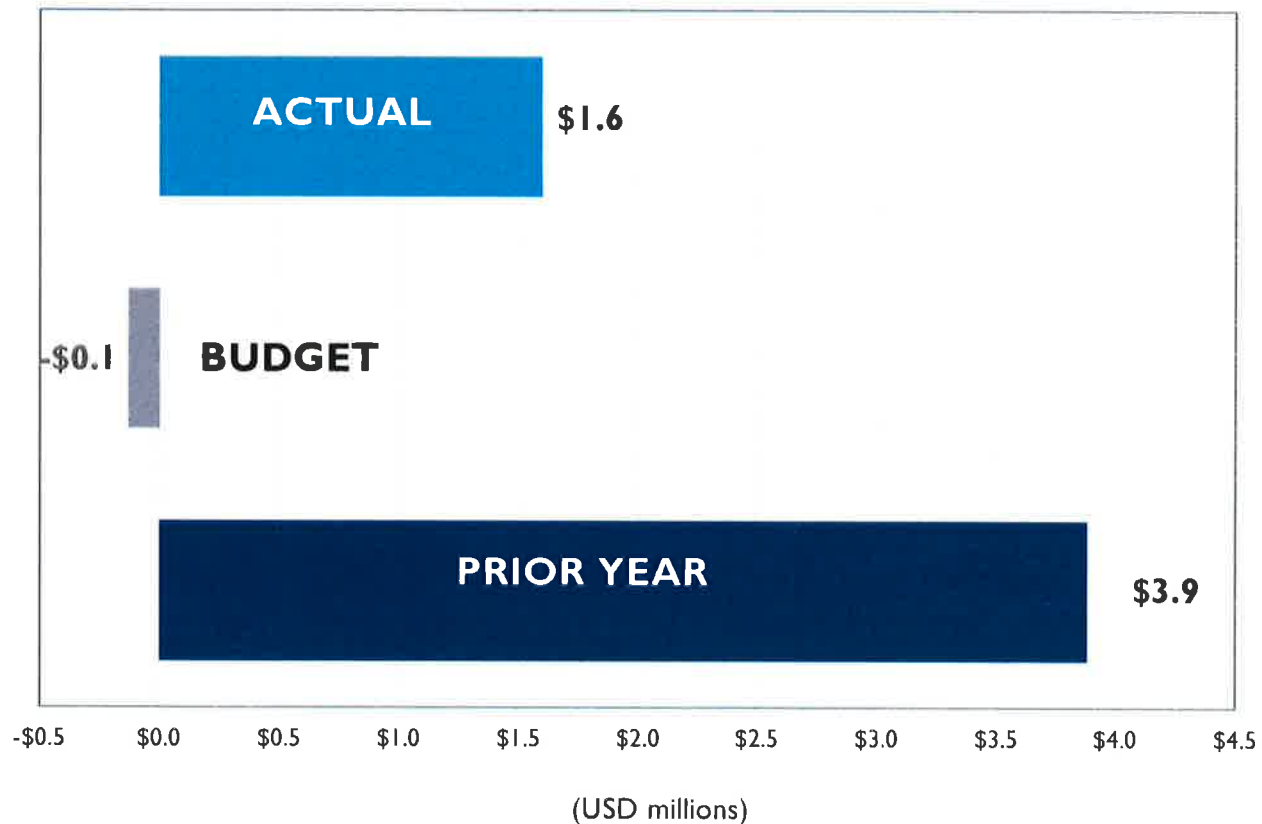


OPERATING INCOME (LOSS):

For the Month Ended July 31, 2017

Favorable to
Budget and
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

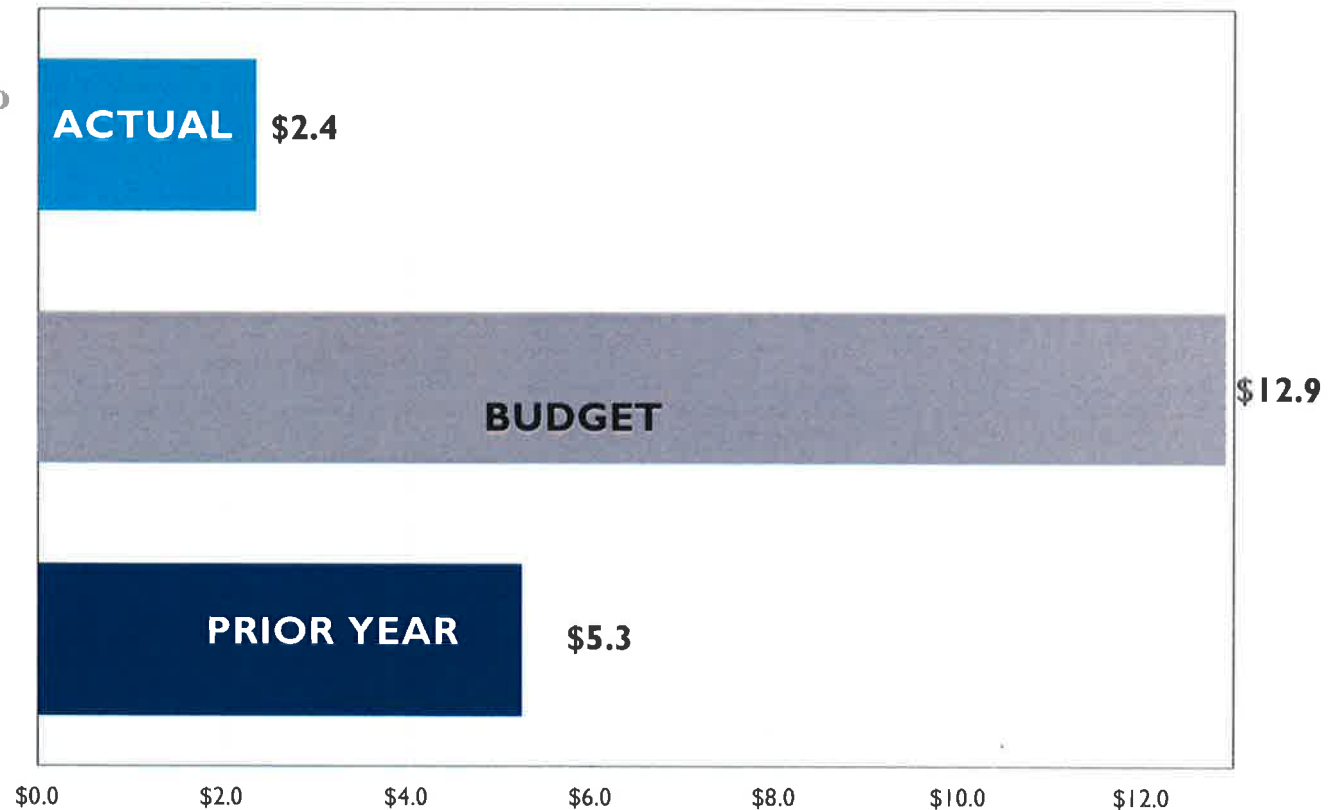


CHANGE IN NET POSITION:

For the Month Ended July 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



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Joseph P. Ruddy
Chief Innovation Officer

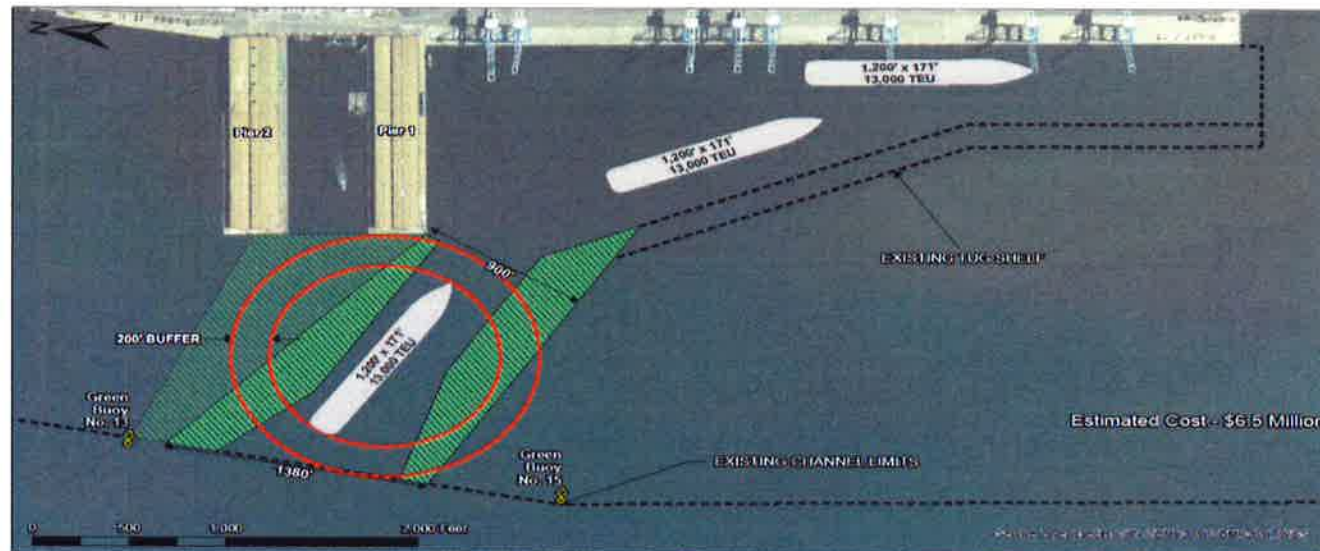


Stewards of Tomorrow

AGENDA

- Dredging Plans Update
- DERA Grant Awards
- AAPA Craney Island Mitigation
- Projects Update

DREDGING PLANS FYE 2018



Key

- Phase I - (Green) - 13,000 TEU
- Buffer
- Vessel
- Buoy

Phase 1 Option A

13,000 TEU Vessel & Widened Channel

NORFOLK INTERNATIONAL TERMINALS

ch2m



Stewards of Tomorrow















DIESEL EMISSIONS REDUCTION ACT GRANT AWARD



AAPA CRANEY ISLAND MITIGATION AWARD



PROJECT STATUS

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

VIG – STACK YARD

- The stack yard is starting to take shape.
- Stacks 28 & 29 are visible
- The first cranes will ship from Poland in late January 2018.
- The stacks will be delivered in early February.
- Stacks 27-29 will be in production on April 9, 2018
- We feel this effort is slightly behind schedule at the moment



08/31/17

VIG – WHARF EXTENSION

- A new more capable pile driving rig arrived on-site in late July.
- Configuration of the equipment is still in progress.
- This has caused a 3 week delay in the schedule.
- The new equipment is 3X faster than the old – so we expect to make up the delay.



08/31/17

VIG – RAIL YARD

- The south rail bundle is starting to take shape.
- This will be in production on June 1, 2018
- Then construction will start on the North Rail bundle on July 1, 2018



08/31/17

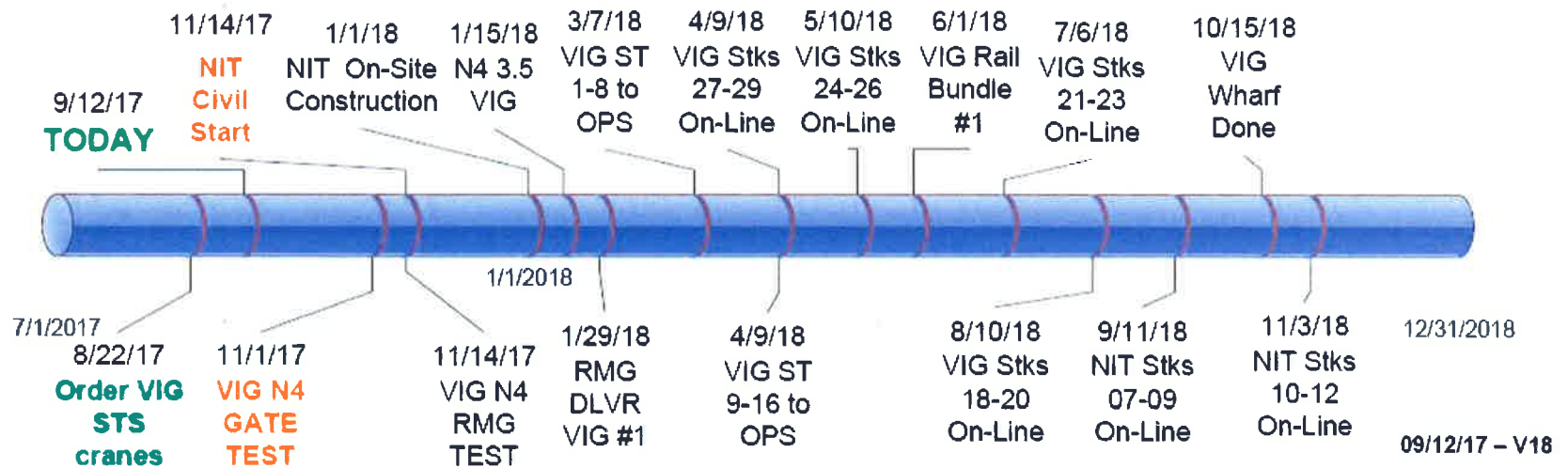
VIG - EQUIPMENT

- RMG production continues on schedule.
- These cranes are being readied for final pre-shipment checkout.
- Note the crane leg is in the “shipping” position



TIMELINES

18 Month Horizon



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Sales Report

Thomas D. Capozzi
Chief Sales Officer



POV FY STATISTICS

Fiscal Year-to-Date: Jul - Aug 2017

	FY 2017	FY 2018	Change	% Change
Total TEUs	453,421	474,835	21,414	4.7%
Export Loaded TEUs	161,605	151,133	(10,472)	-6.5%
Export Empty TEUs	77,590	96,919	19,329	24.9%
Import Loaded TEUs	207,374	222,403	15,030	7.2%
Import Empty TEUs	6,853	4,380	(2,472)	-36.1%
Total Containers	257,143	270,930	13,787	5.4%
General Cargo Tonnage	3,459,299	3,487,212	27,913	0.8%
Container Tonnage	3,429,547	3,457,101	27,554	0.8%
Breakbulk Tonnage	29,752	30,111	359	1.2%
Total Rail Containers	95,073	94,627	(446)	-0.5%
VIP Containers	6,288	5,995	(293)	-4.7%
Total Barge Containers	7,575	7,914	339	4.5%
RMT Containers	3,319	3,659	340	10.2%
Total Truck Containers	154,495	168,389	13,894	9.0%
Ship Calls	319	296	(23)	-7.2%
Vehicle Units	6,007	6,488	481	8.0%

HARRISBURG AND PITTSBURGH RAIL UPDATE



CMA-CGM T. ROOSEVELT



NEW HIRE FOR POV SALESTEAM



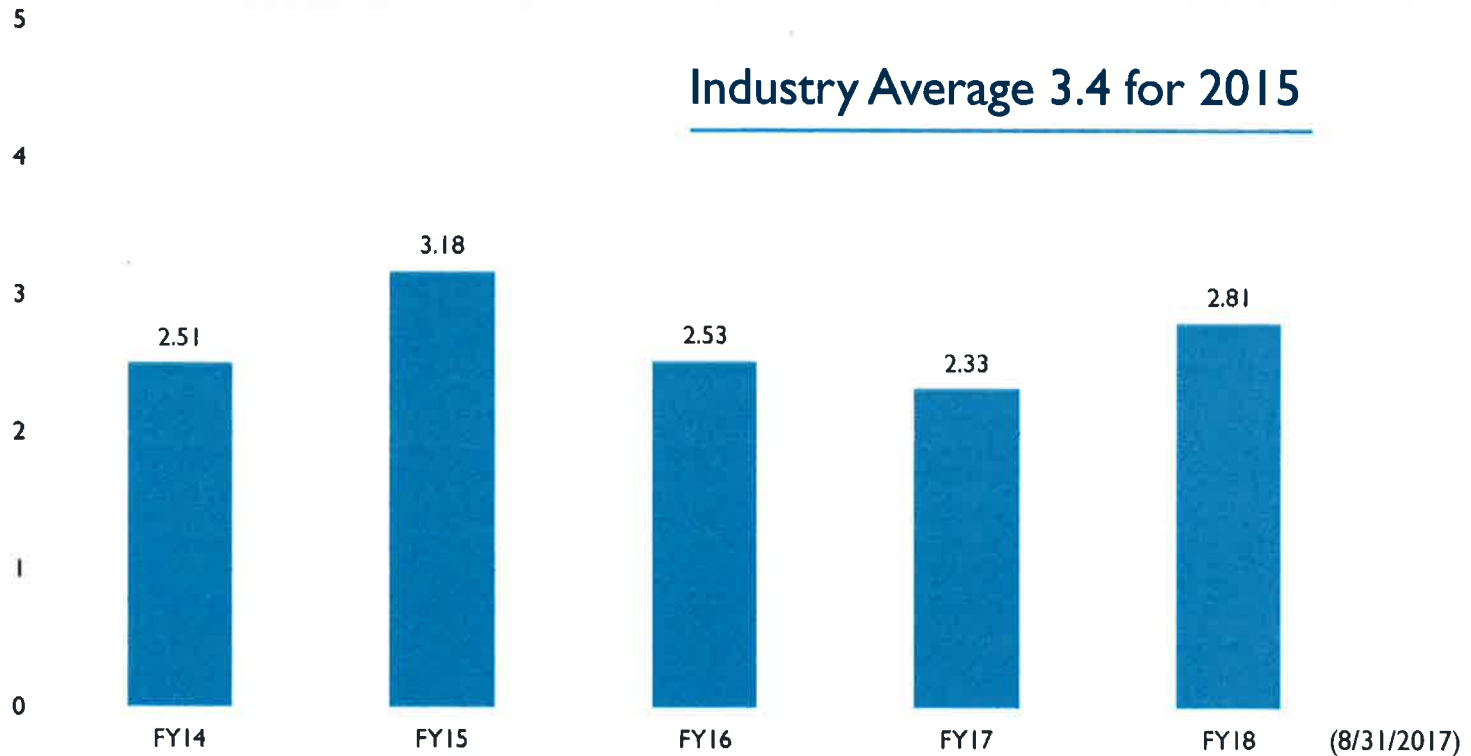
- POV Names Brian Kobza as Director of Ocean Carrier Sales.
- Brian comes to the position with extensive experience in transportation industry, specifically rail, ports and shipping.
- He has held Sales positions with CSX Transportation, the Port Authority of New York & New Jersey, Hyundai Merchant Marine, Maersk Equipment Service Co., and APM.
- Brian will be based in Va and report to VP of Sales, Joe O'Brien.

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Operations Report

Shawn Tibbetts
Chief Operations Officer



POV OSHA LOST WORK DAY RATE

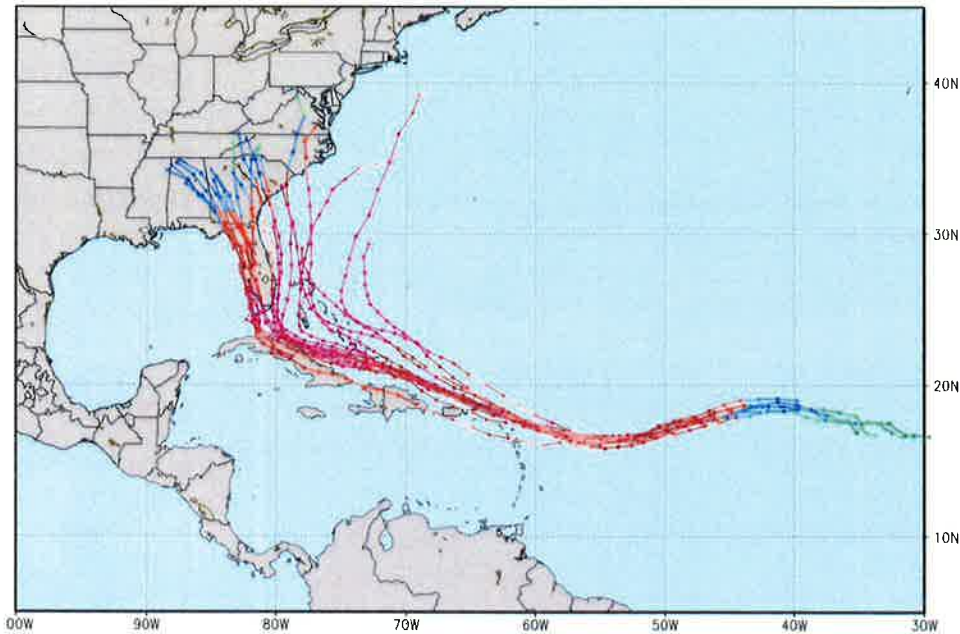


SEVERE WEATHER EVENT - IRMA

AL11 ECMWF HRES Guidance [10-day Forecasts]
Last 24 Forecasts | Most Recent is 2017091000

o--o 1010 hPa
o--o 1000 - 1010 hPa
o--o 980 - 989 hPa

o--o 980 - 979 hPa
o--o 940 - 959 hPa
o--o < 940 hPa



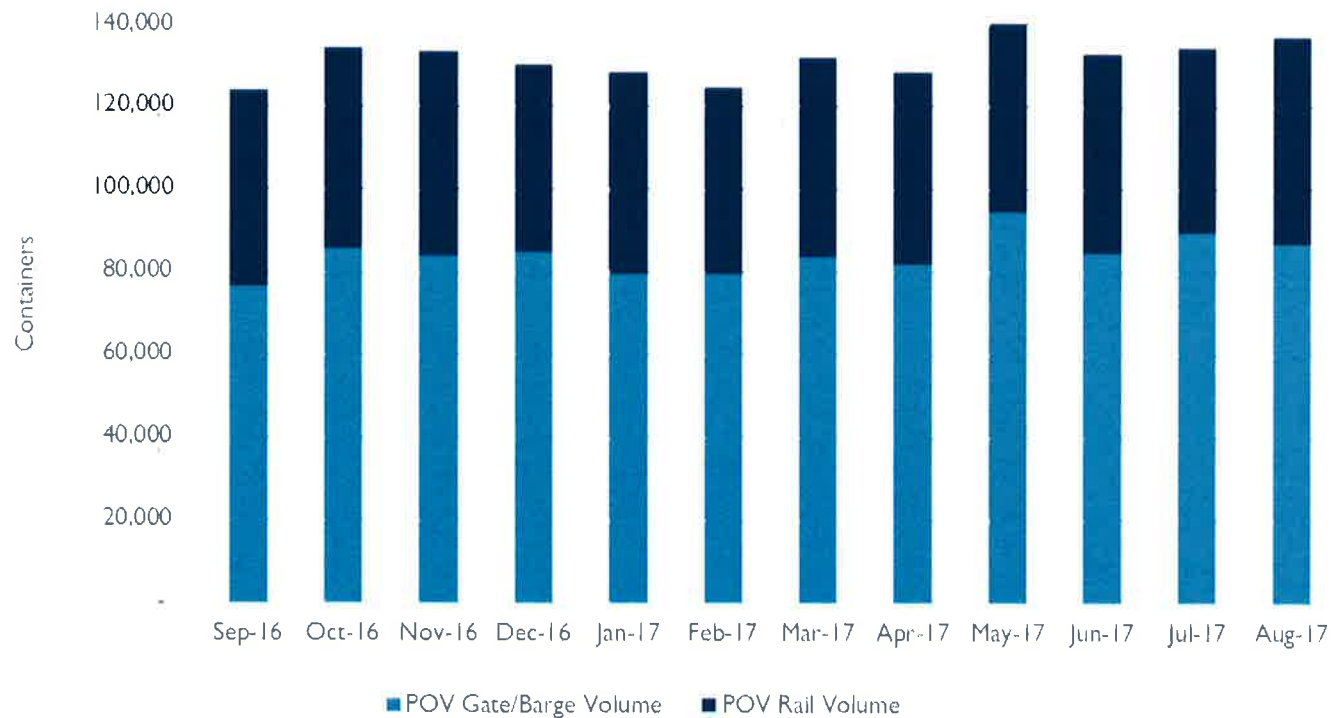
MIRT and Emergency Operations

- Participate in the USCG planning process to ensure port preparedness.
- Procured five Hurricane response containers
- Led colleague Alpha-Bravo designation

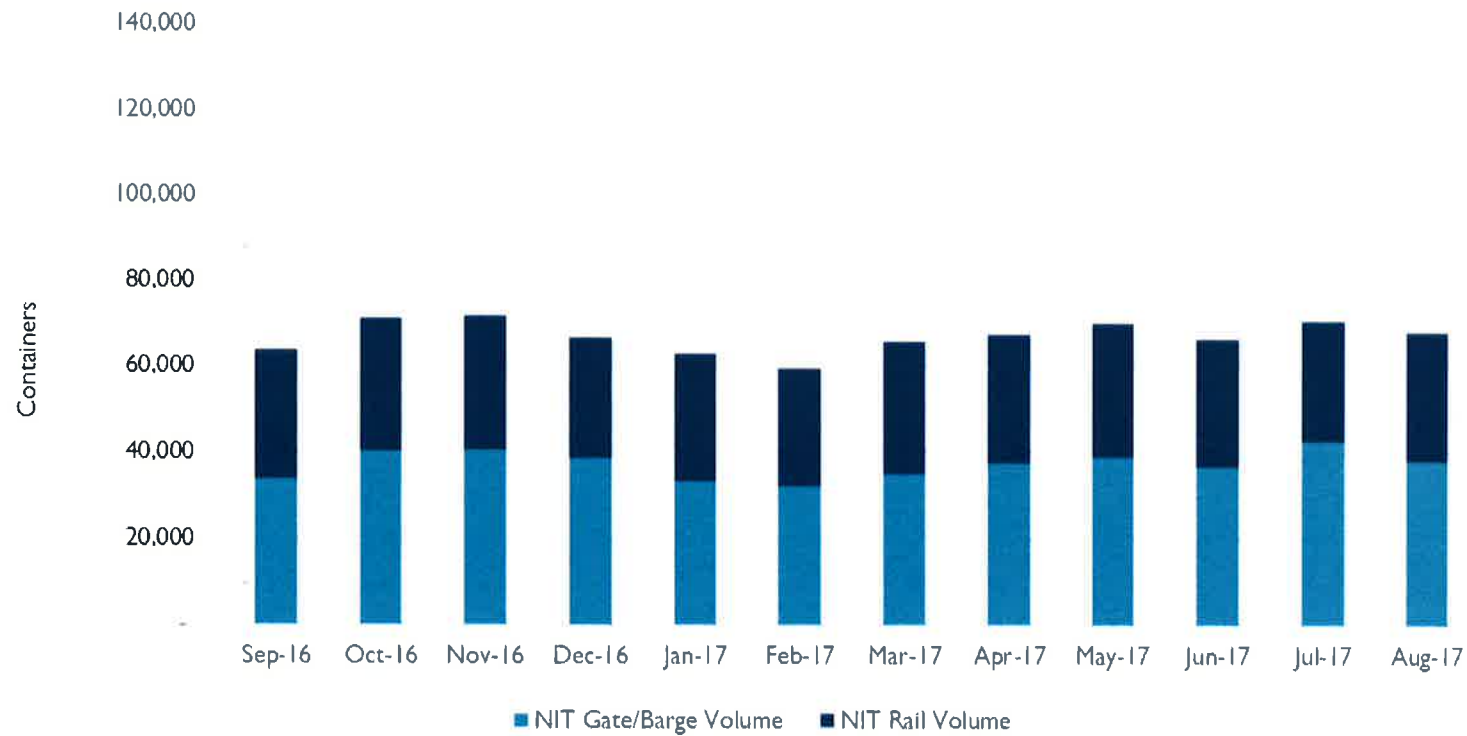
OLT Planning Team

- Prepare Operations/Maintenance/IT/Security via phased POV planning guides
- Weather Data Network dedicated forecasters
- Updated Wind sensors to enable timely decisions during weather event

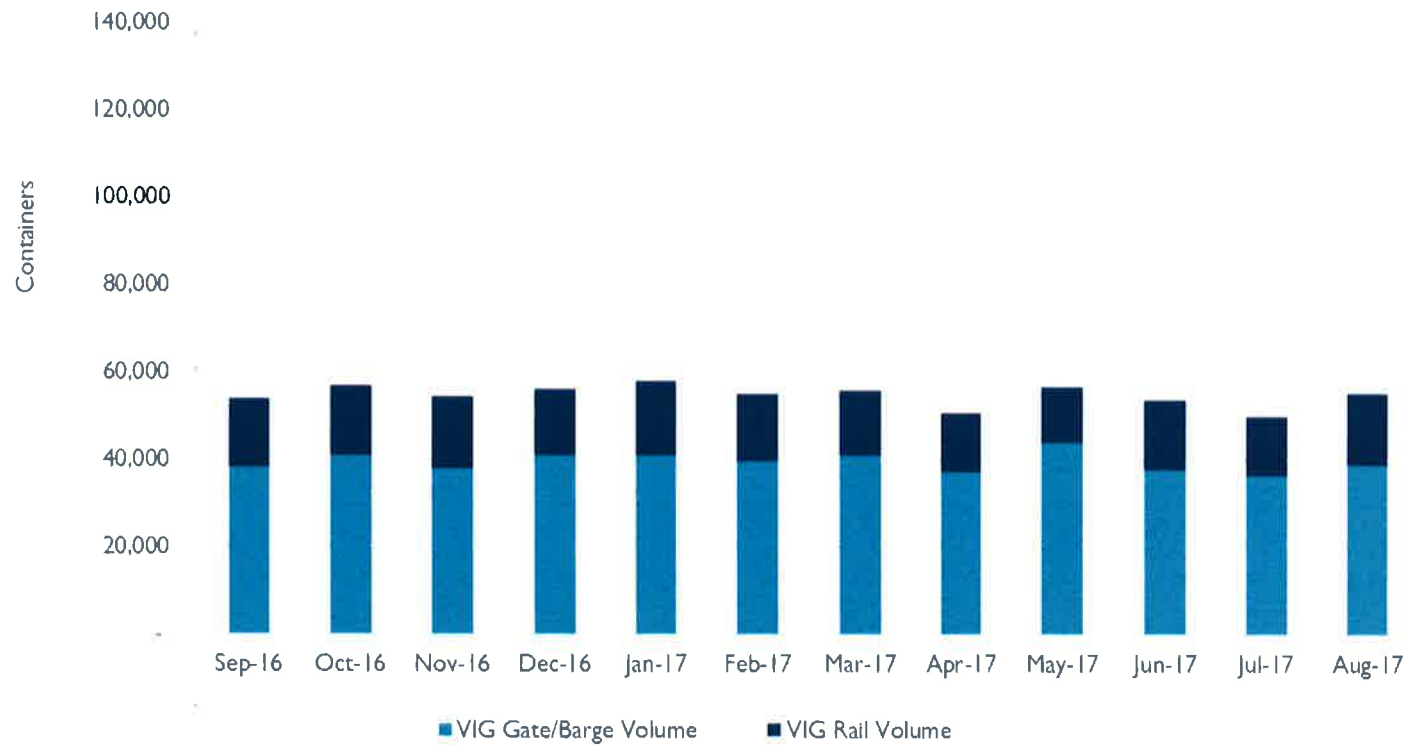
POV RAIL VS GATE/BARGE VOLUME



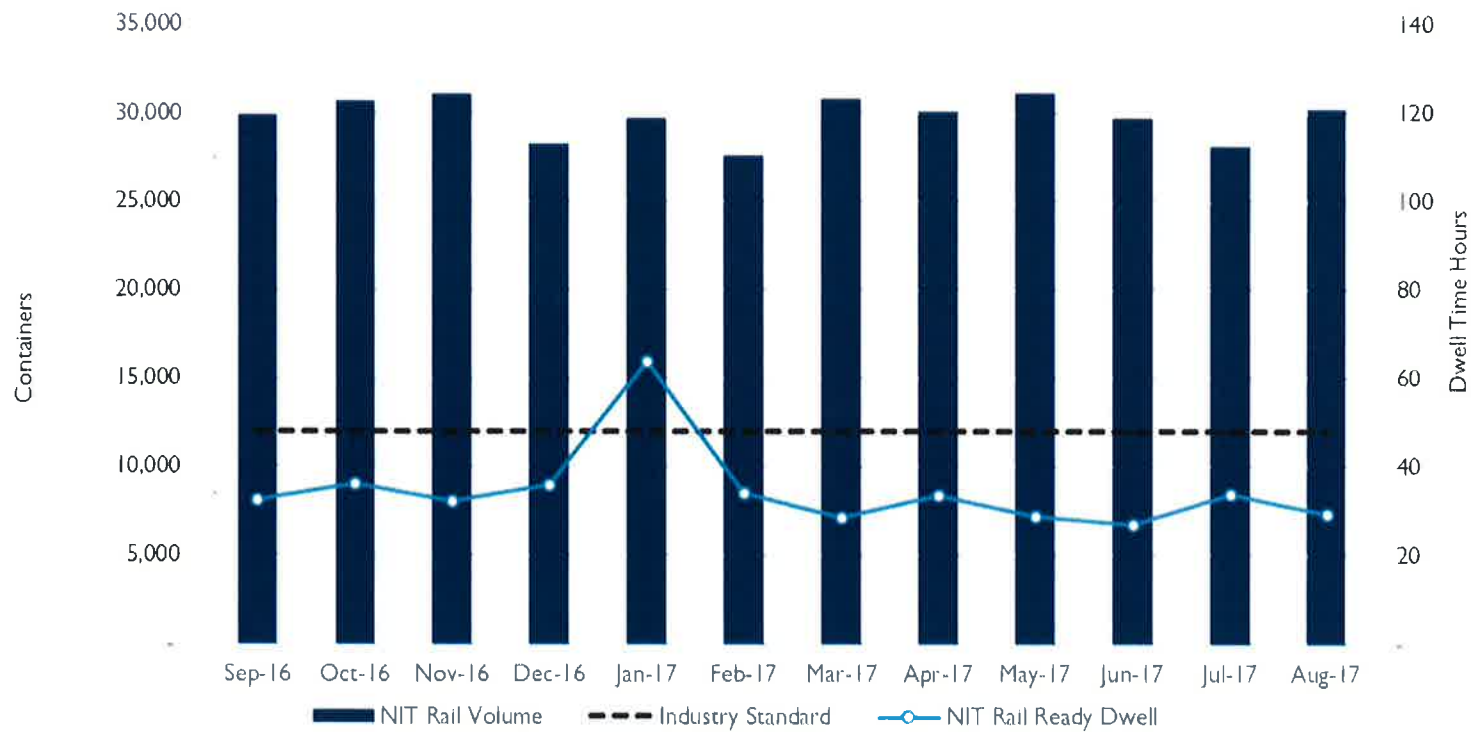
NIT RAIL VS GATE/BARGE VOLUME



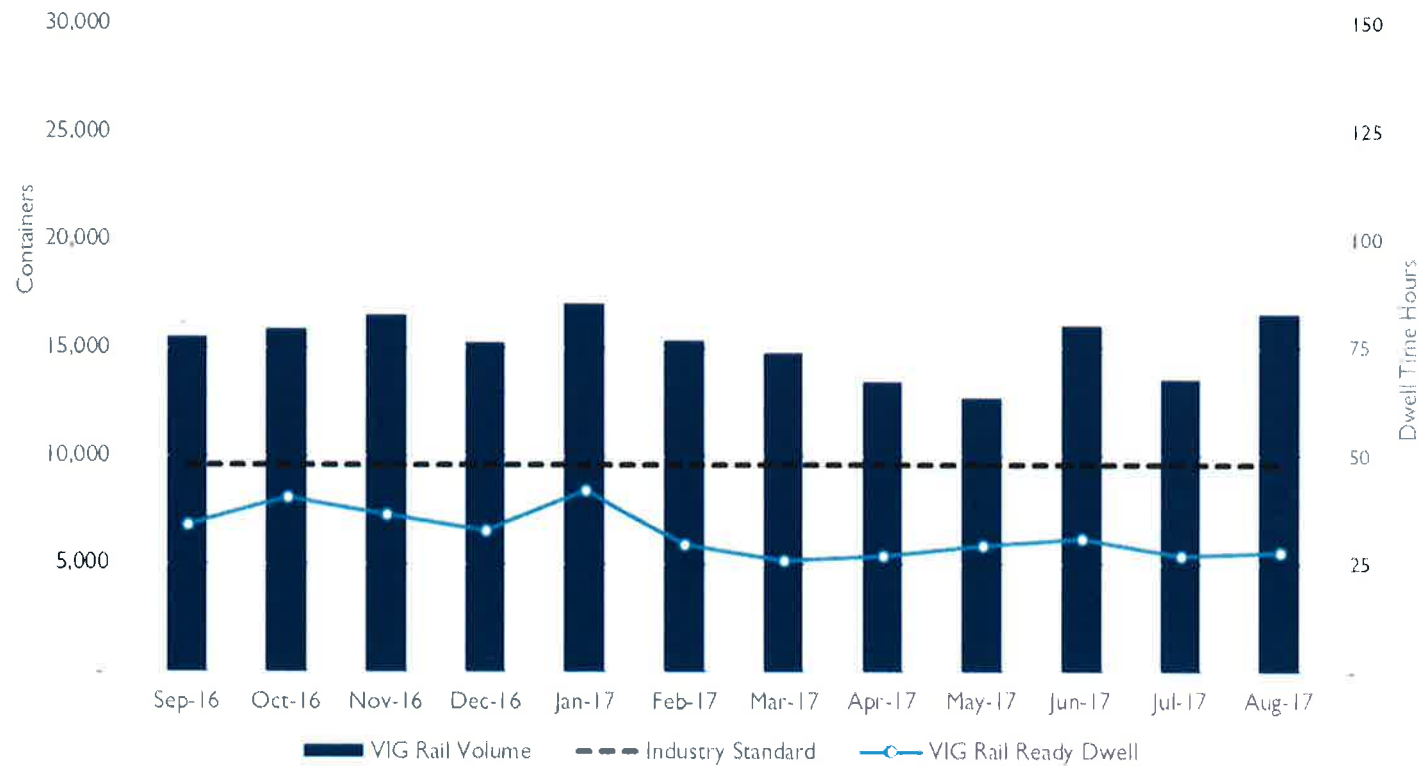
VIG RAIL VS GATE/BARGE VOLUME



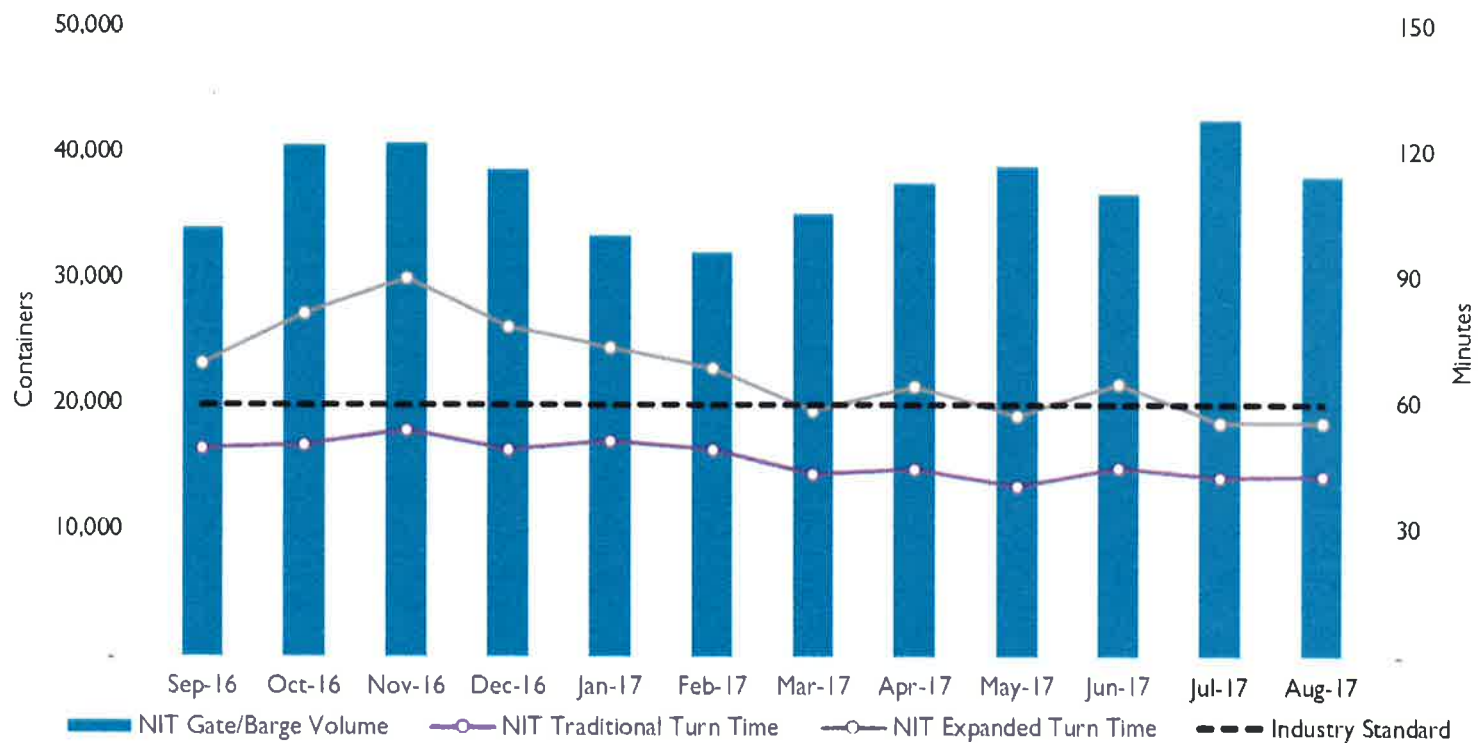
NIT RAIL VOLUME



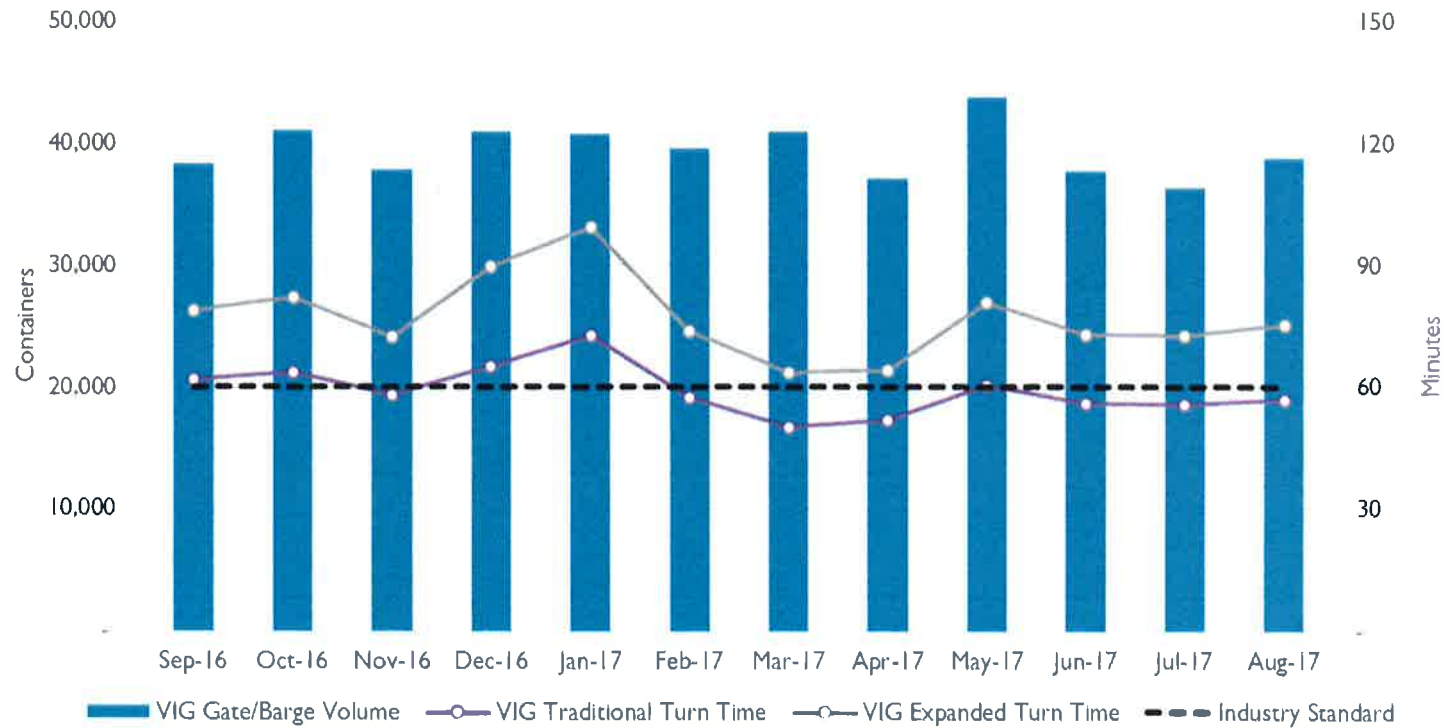
VIG RAIL VOLUME



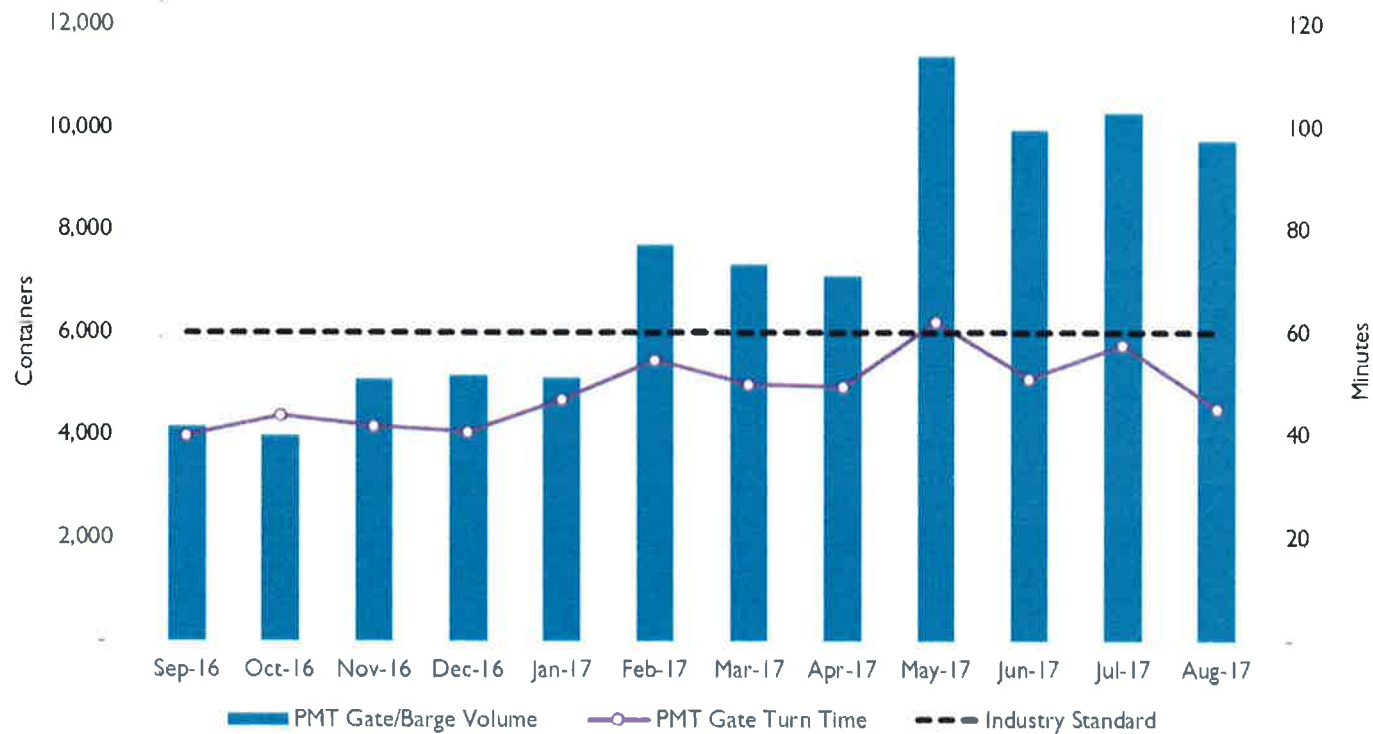
NIT GATE TURN TIMES



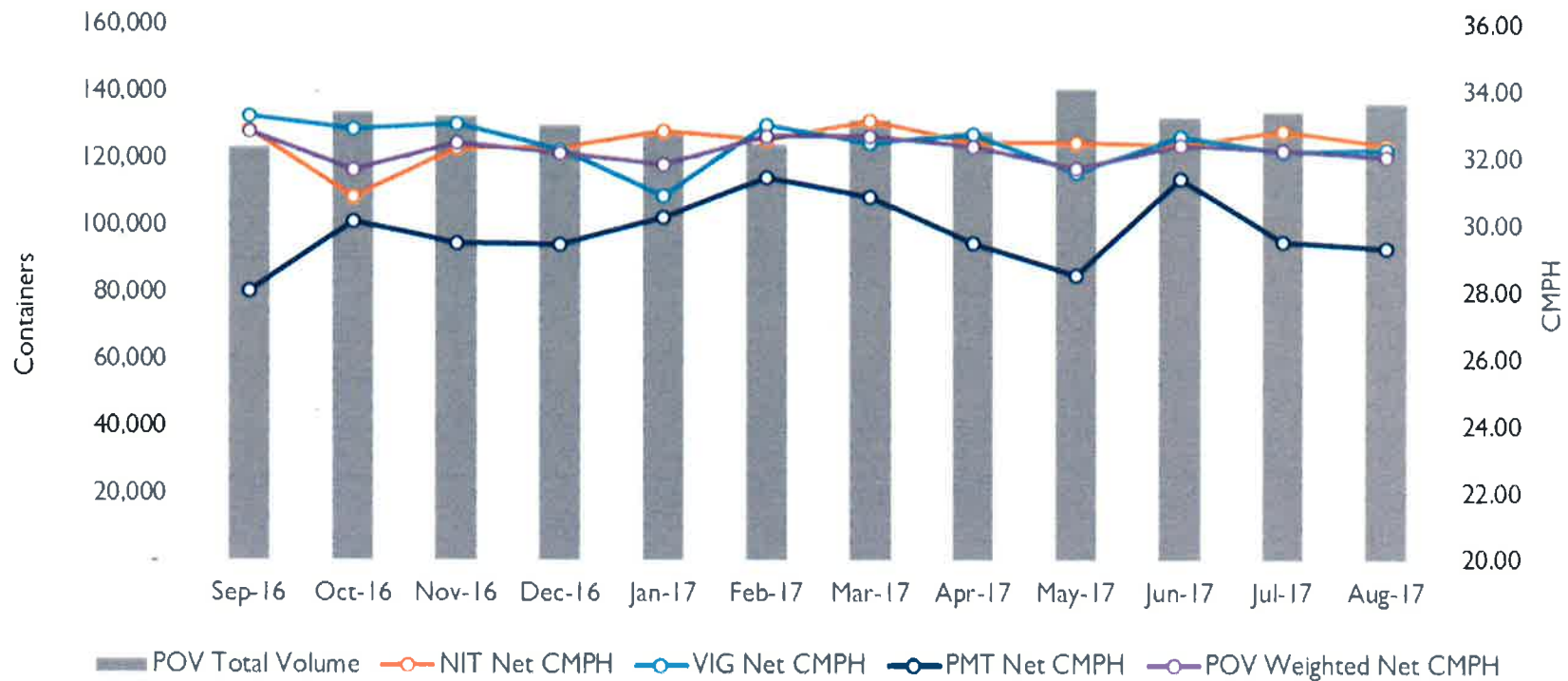
VIG GATE TURN TIMES



PMT GATE TURN TIMES



NET CRANE MOVES PER HOUR



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Human Resources Report

Jim Bibbs

Chief Human Resources Officer



PERFORMANCE MANAGEMENT

- FY17 appraisals complete
- FY 2018 team & personal goals will be completed in ADP
- Engagement Survey Action Plans created



ORGANIZATIONAL DEVELOPMENT



- Leadership Development Programs – 2 in progress
- EQ 2.0 course available - certified to conduct in-house
- POV branded LMS go-live 9/30

POV COLLEAGUE TEAMS

SOCCER



KICKBALL



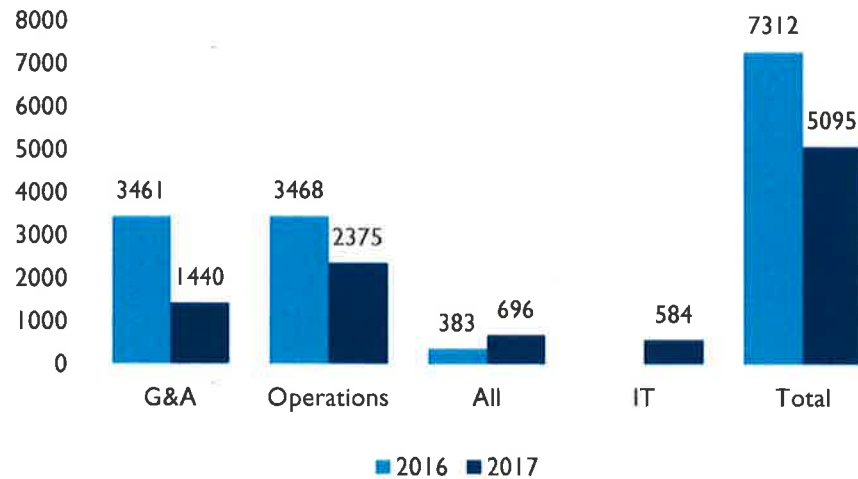
Defending Spring 2017 Champions!

RECRUITMENT METRICS

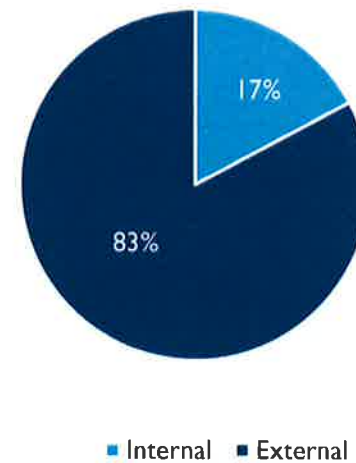


TRAINING METRICS

Training Hours by Fiscal Year

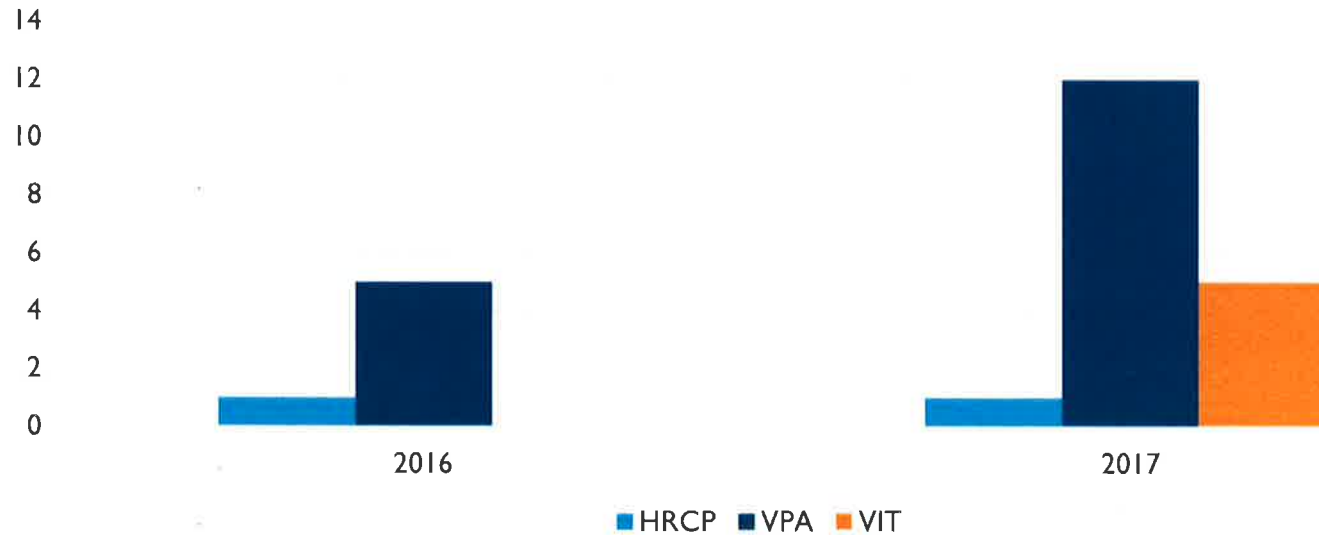


Training by Source FY 2017



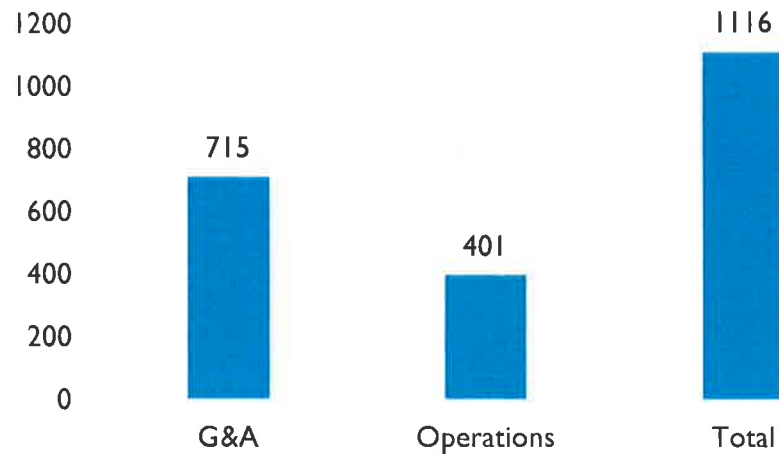
TRAINING METRICS

College Reimbursement – Participation by Entity

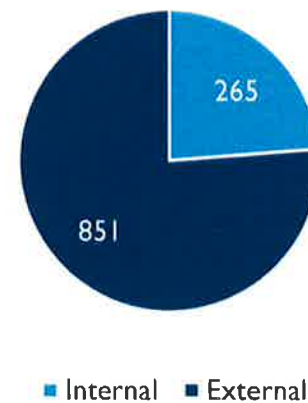


TRAINING METRICS

FY 2018 Training Hours by Type



FY 2018 Training by Source



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Cathie Vick
Chief Public Affairs Officer



NORFOLK HARBOR CHANNEL



CONGRESSIONAL STAFF TOUR



GRANT MANAGEMENT

TIGER



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CYTD 2017 ECONOMIC DEVELOPMENT

30 ANNOUNCEMENTS



**MORE THAN 2,523,000 SQ. FT.
OF SPACE**



**CREATED
3171 JOBS**

**INVESTED MORE
THAN \$520 MILLION**



Source: POV Economic Development 9/2017

SINCE LAST BOARD MEETING



84 Lumber

EMSER TILE RIBBON CUTTING



PORTRAIL CRANE SERVICE



ACE HARDWARE



INTERCHANGE



PANATTONI RICHMOND



ECONOMIC AND INFRASTRUCTURE DEVELOPMENT GRANT

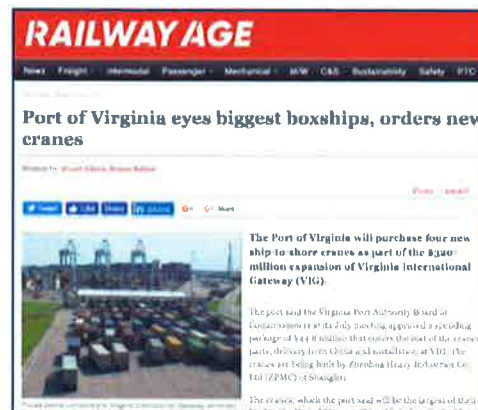


EFFECTIVE MESSAGING CONTINUES

FROM JULY 1 – AUGUST 30

585 MENTIONS

\$720,000 IN EARNED MEDIA

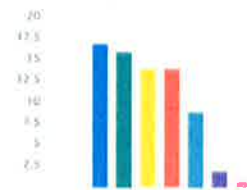


KEY MESSAGE MENTIONS

Key Messages

The Port of Virginia

Jul 1, 2017 - Aug 30, 2017



Key Messages

economic development

17

double-stack rail

16

Big Ship Era

14

55 feet

14

deeper, wider, safer

9

economic engine

2

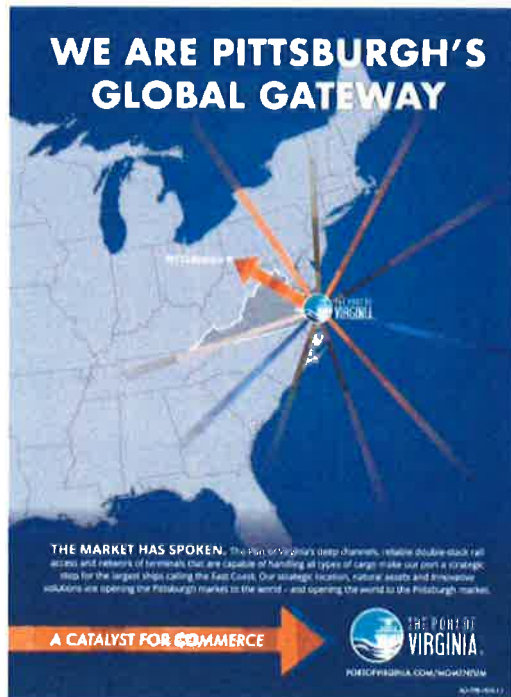
deep channels

1



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THE BRAND EVOLUTION CONTINUES



Using marketing automation, “geo nets” and context-driven advertising to **drive audiences to appropriate funnels.**



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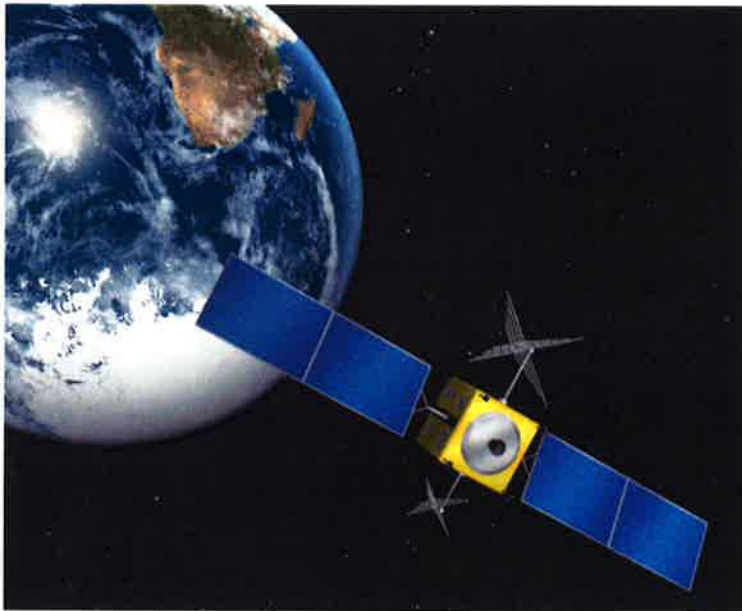
MIRT & EMERGENCY OPERATIONS



Response / Planning

- 100th Year Norfolk Naval Base Celebration
- Commissioning of the *USS Gerald Ford*
- Security Breach at Pier 7

MIRT & EMERGENCY OPERATIONS



Response / Planning

- Provided a brief to PIRT Team at Strategic Command
- Provided vessel familiarization training to 150 Navy Special Forces Operators

STEWARDS OF TOMORROW

**INNOVATION
HELPLESSNESS
ACCESSIBILITY
MINDFULNESS
FORTITUDE
SUSTAINABILITY**

