

September 2017 Financial Report

Rodney W. Oliver
Chief Financial Officer



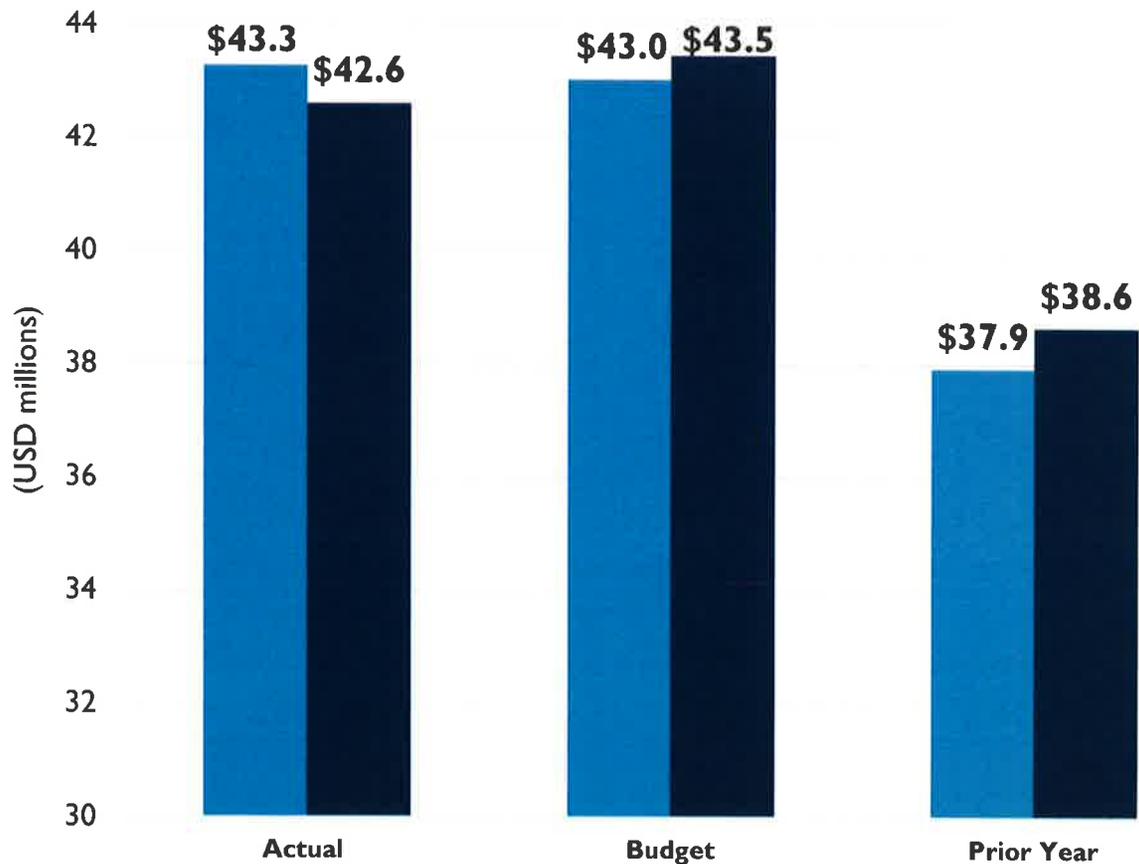
Stewards of Tomorrow

OPERATING REVENUES AND EXPENSES: For the Month Ended September 30, 2017

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

NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.

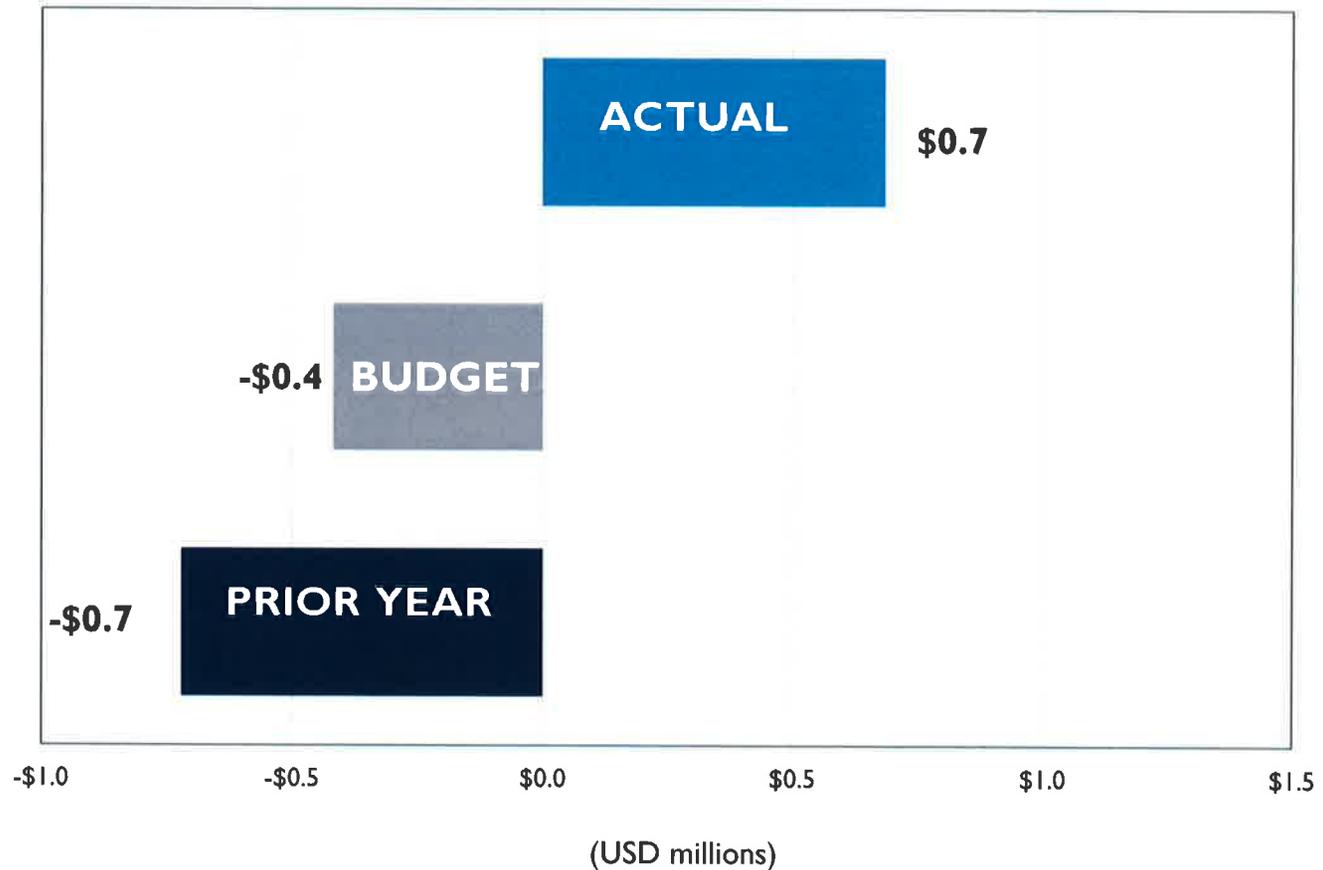
- Operating Revenues
- Operating Expenses



OPERATING INCOME (LOSS): For the Month Ended September 30, 2017

Favorable to
Budget and
Prior Year

NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.

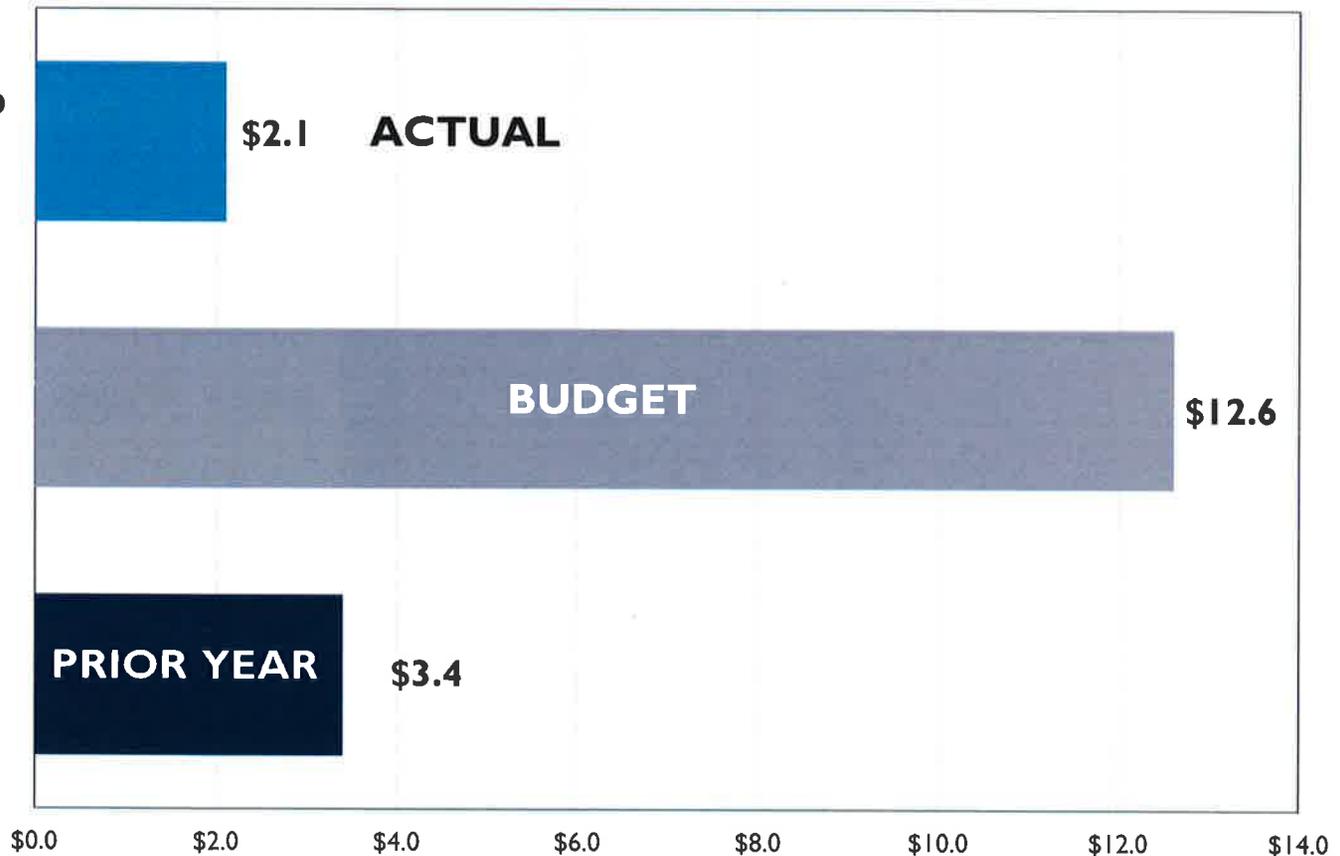


CHANGE IN NET POSITION:

For the Month Ended September 30, 2017

Unfavorable to
Budget and
Prior Year

NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.

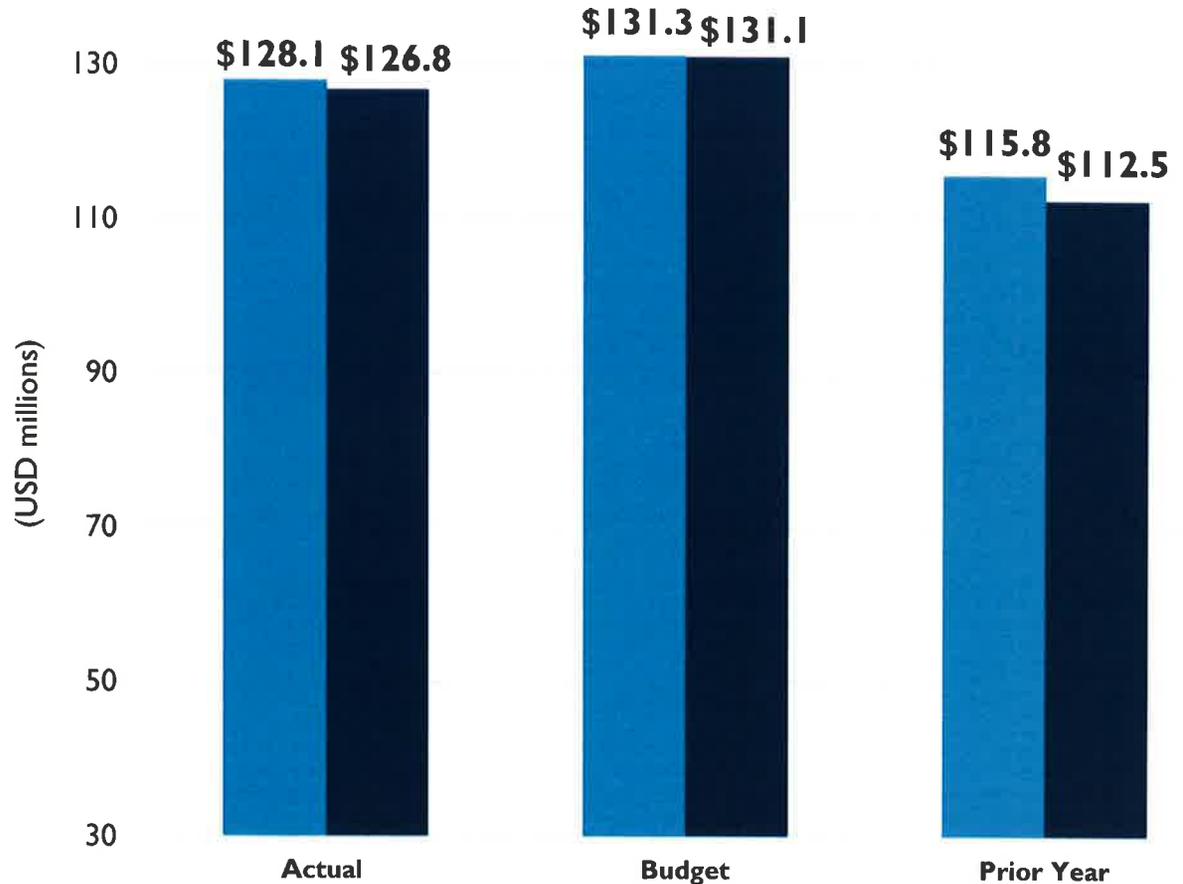


OPERATING REVENUES AND EXPENSES: For the Three Months Ended September 30, 2017

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

NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year

- Operating Revenues
- Operating Expenses

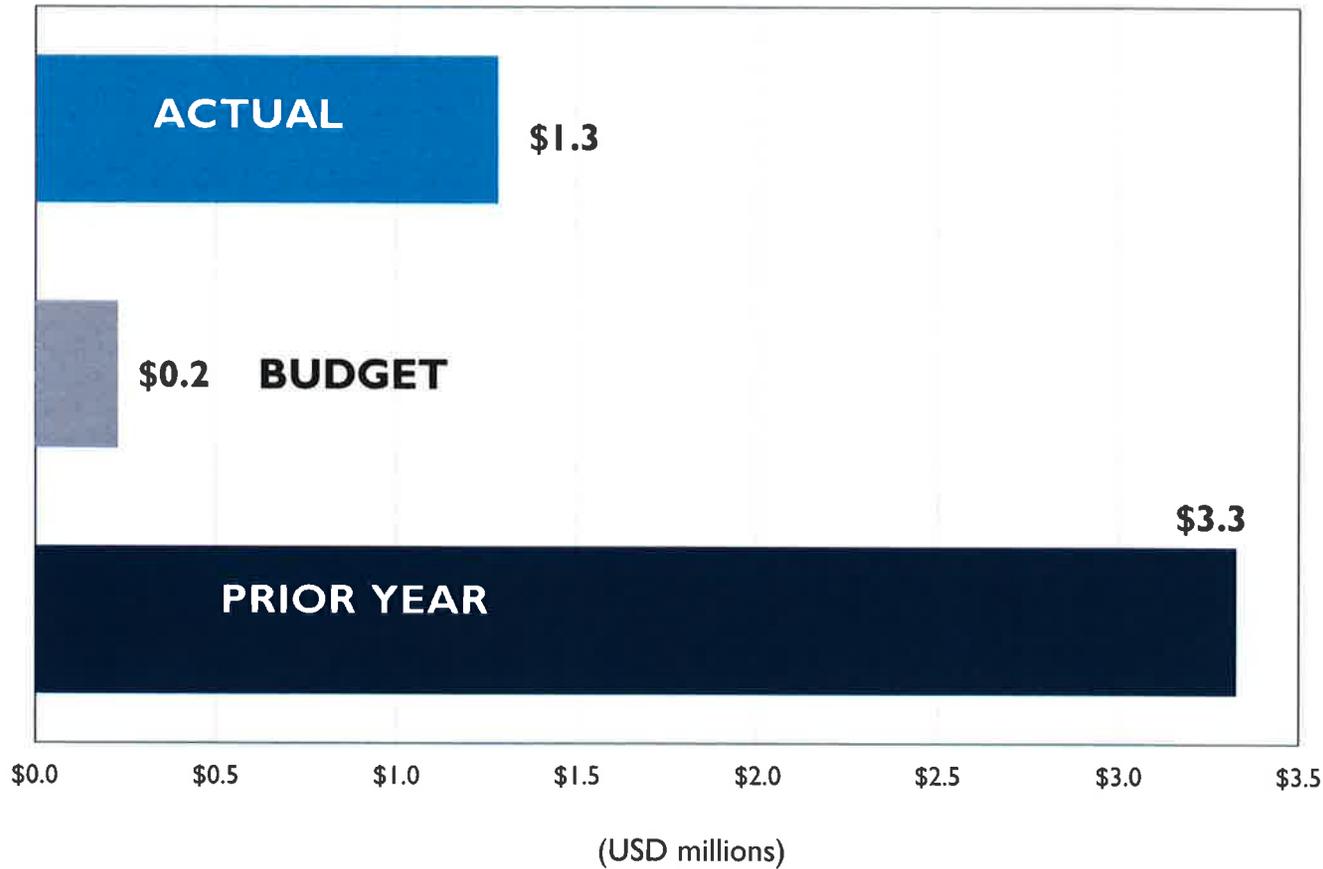


OPERATING INCOME (LOSS):

For the Three Months Ended September 30, 2017

Favorable to Budget and unfavorable to Prior Year

NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.

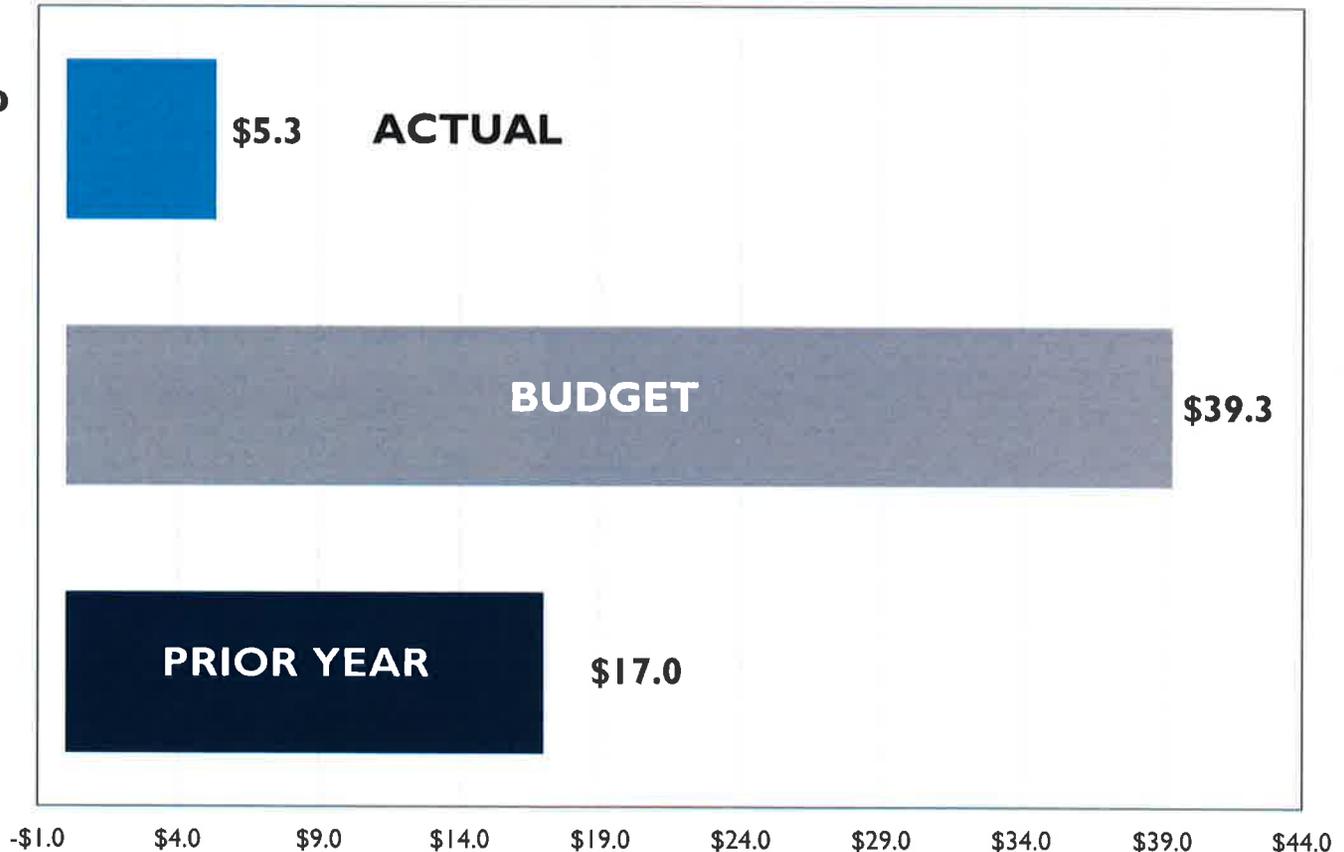


CHANGE IN NET POSITION:

For the Three Months Ended September 30, 2017

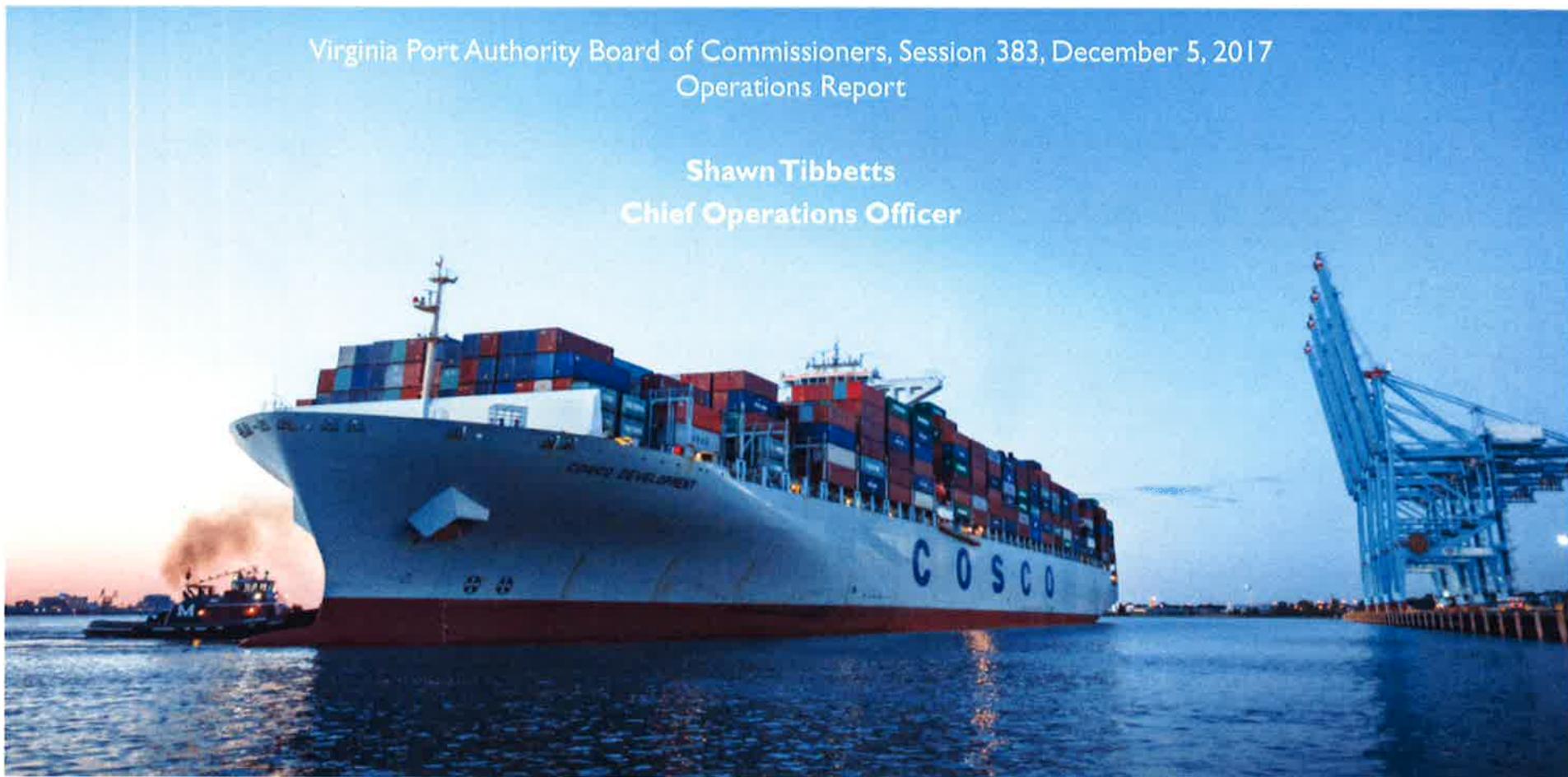
Unfavorable to Budget and Prior Year

NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.



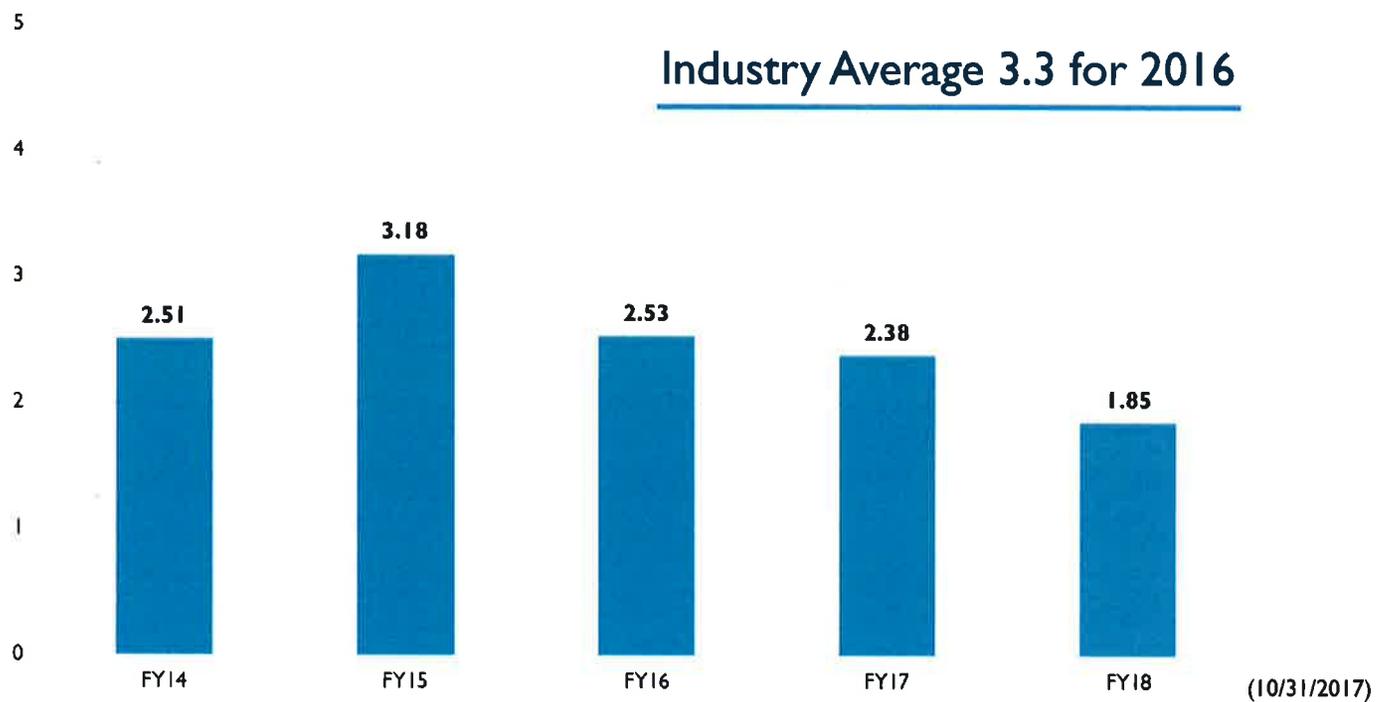
Virginia Port Authority Board of Commissioners, Session 383, December 5, 2017
Operations Report

Shawn Tibbetts
Chief Operations Officer



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POV OSHA LOST WORK DAY RATE

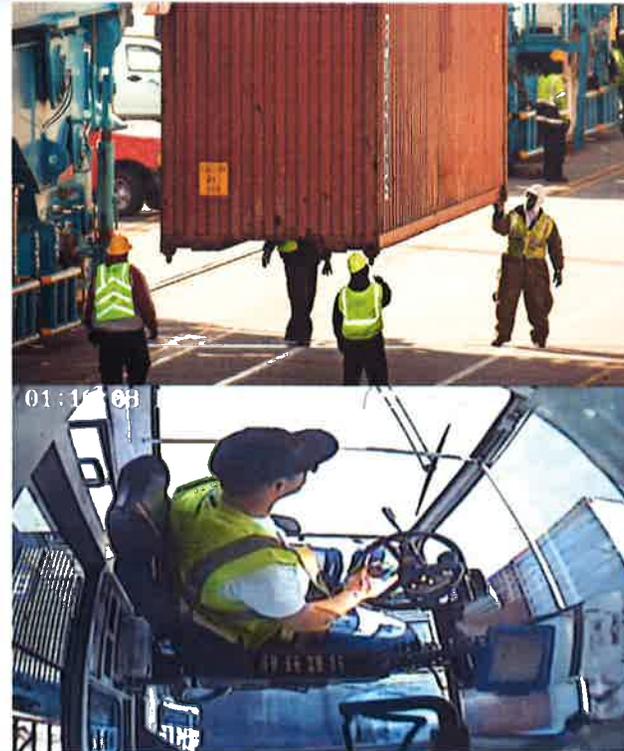


THE PORT OF
VIRGINIA

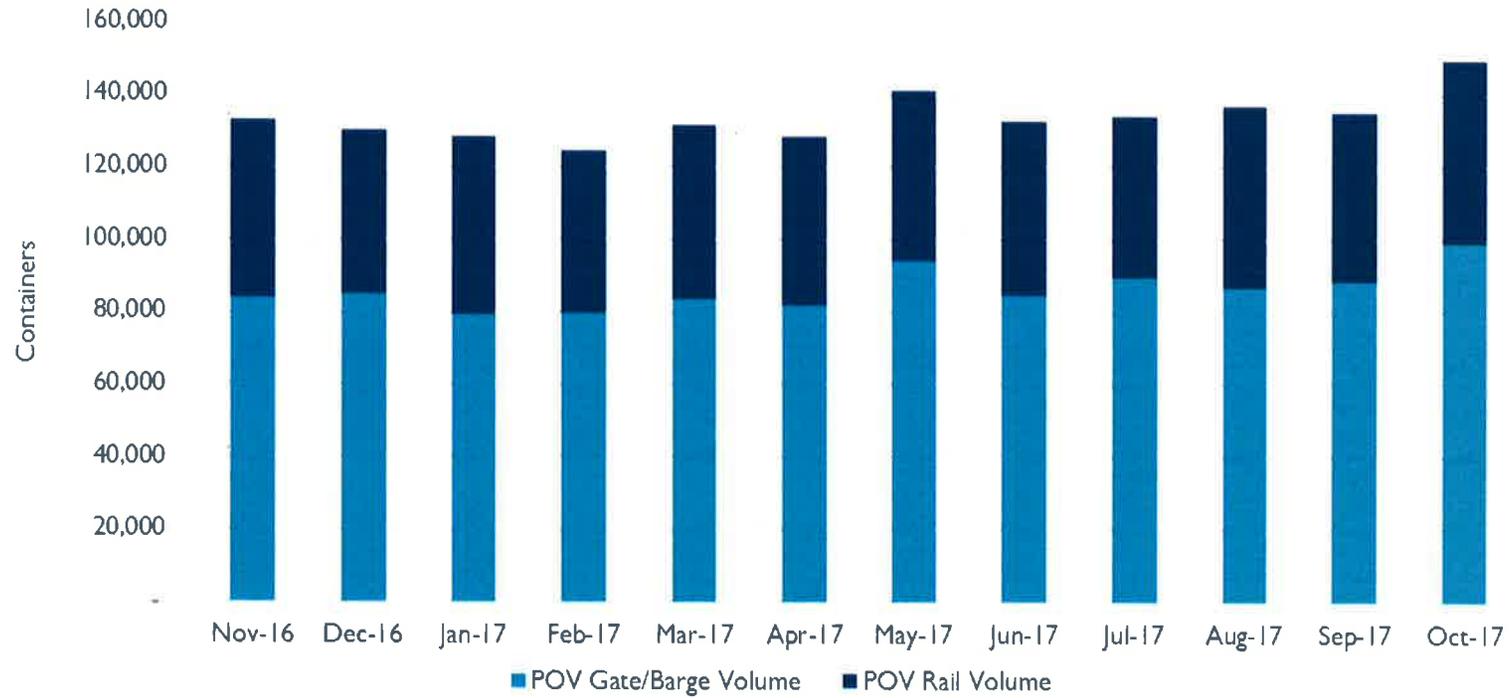
Stewards of Tomorrow

HEALTH AND SAFETY

- ✓ Compliance Audit 3-year positive trend
- ✓ Behavioral Safety Protocol
 - TSIP / 5:1
- ✓ LWD Rate 3-year trend to 1.85
- ✓ Construction – Zero mishaps
- ✓ Expanded Equipment Video



POV RAIL VS GATE/BARGE VOLUME



Stewards of Tomorrow

NIT RAIL VS GATE/BARGE VOLUME



Stewards of Tomorrow

VIG RAIL VS GATE/BARGE VOLUME



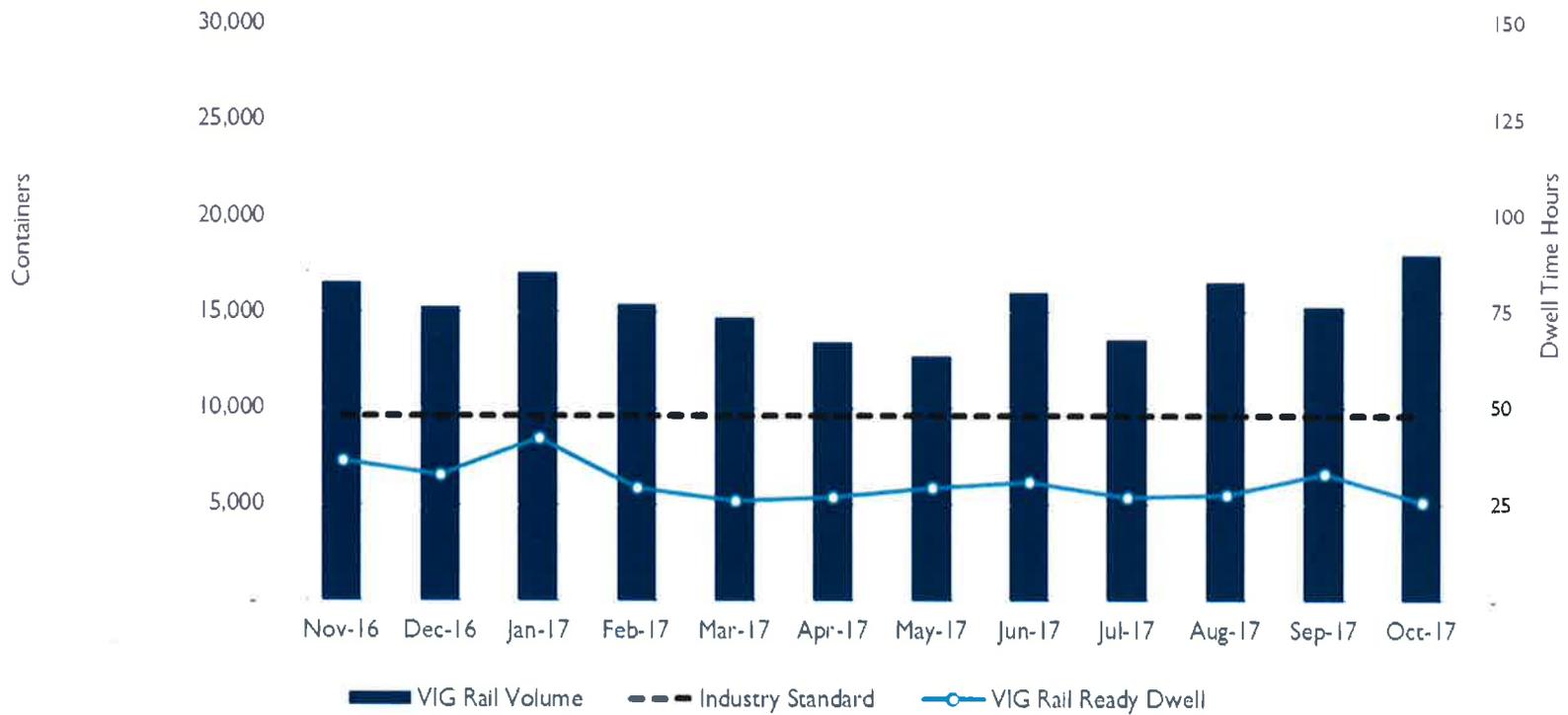
Stewards of Tomorrow

NIT RAIL VOLUME



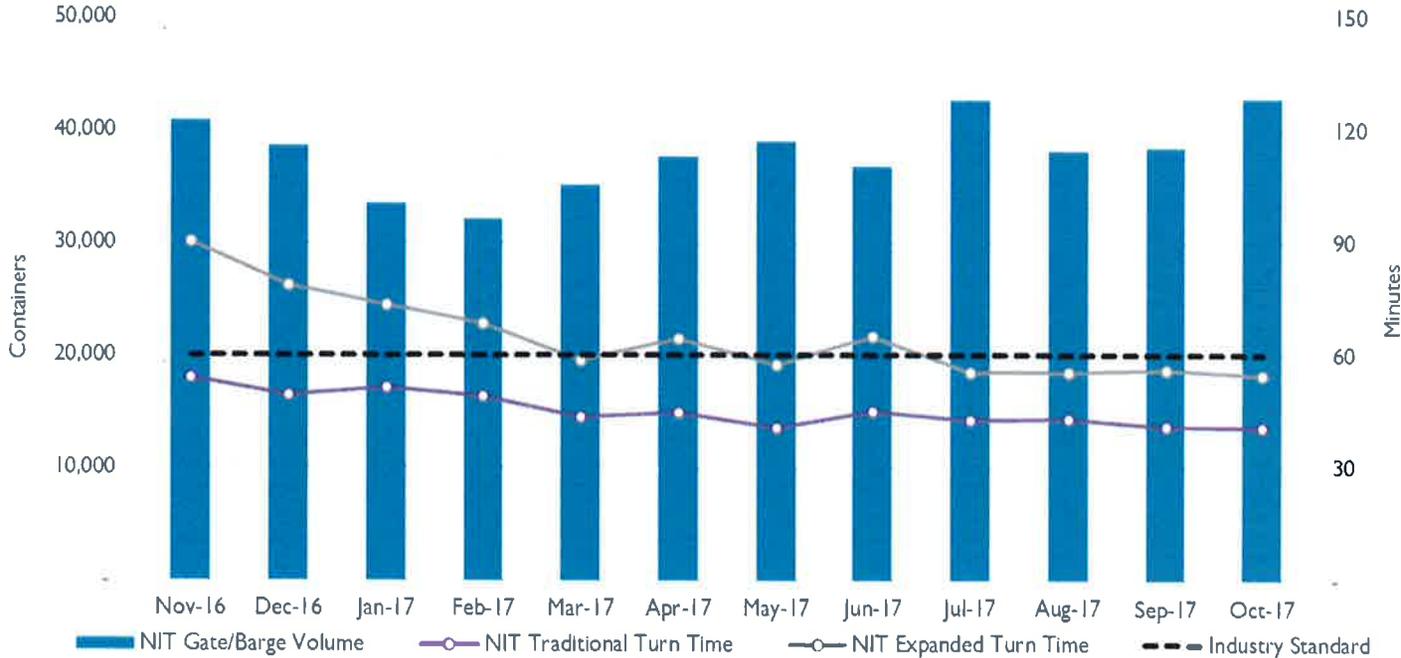
Stewards of Tomorrow

VIG RAIL VOLUME



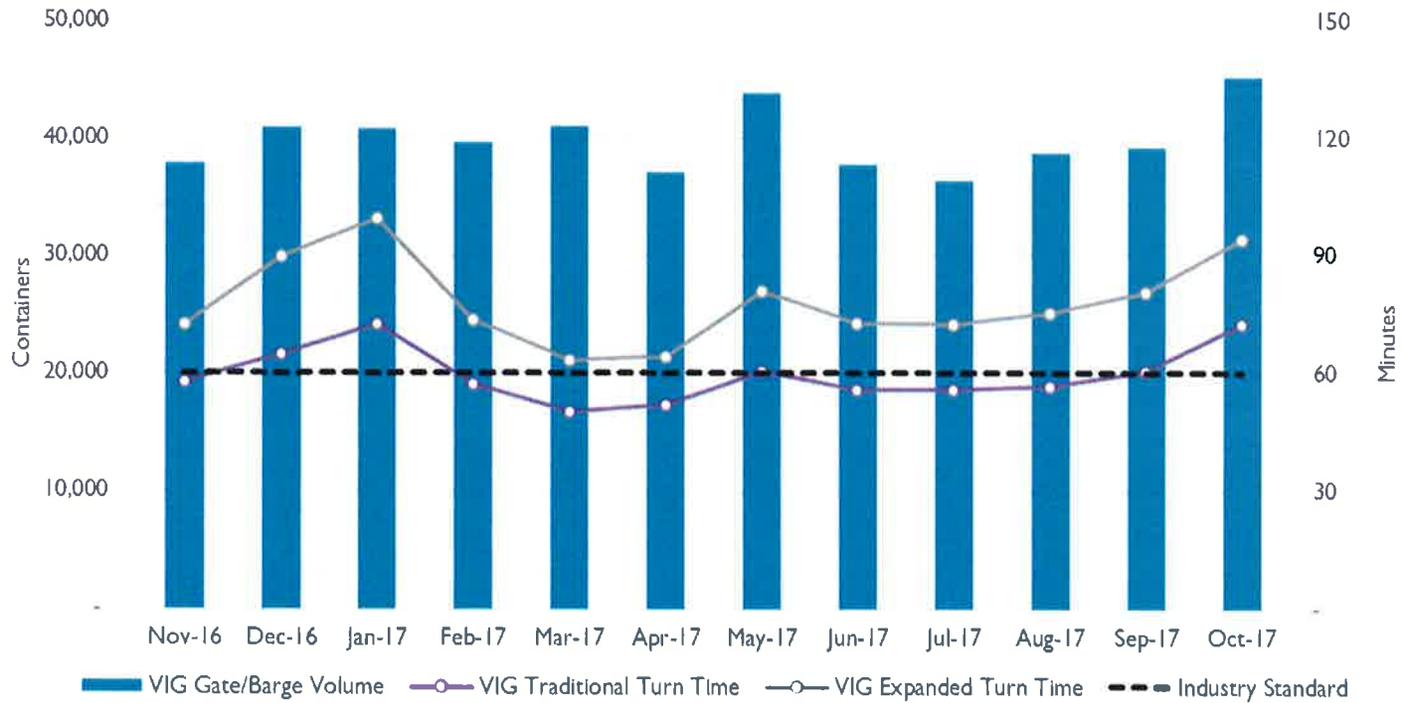
Stewards of Tomorrow

NIT GATE TURN TIMES

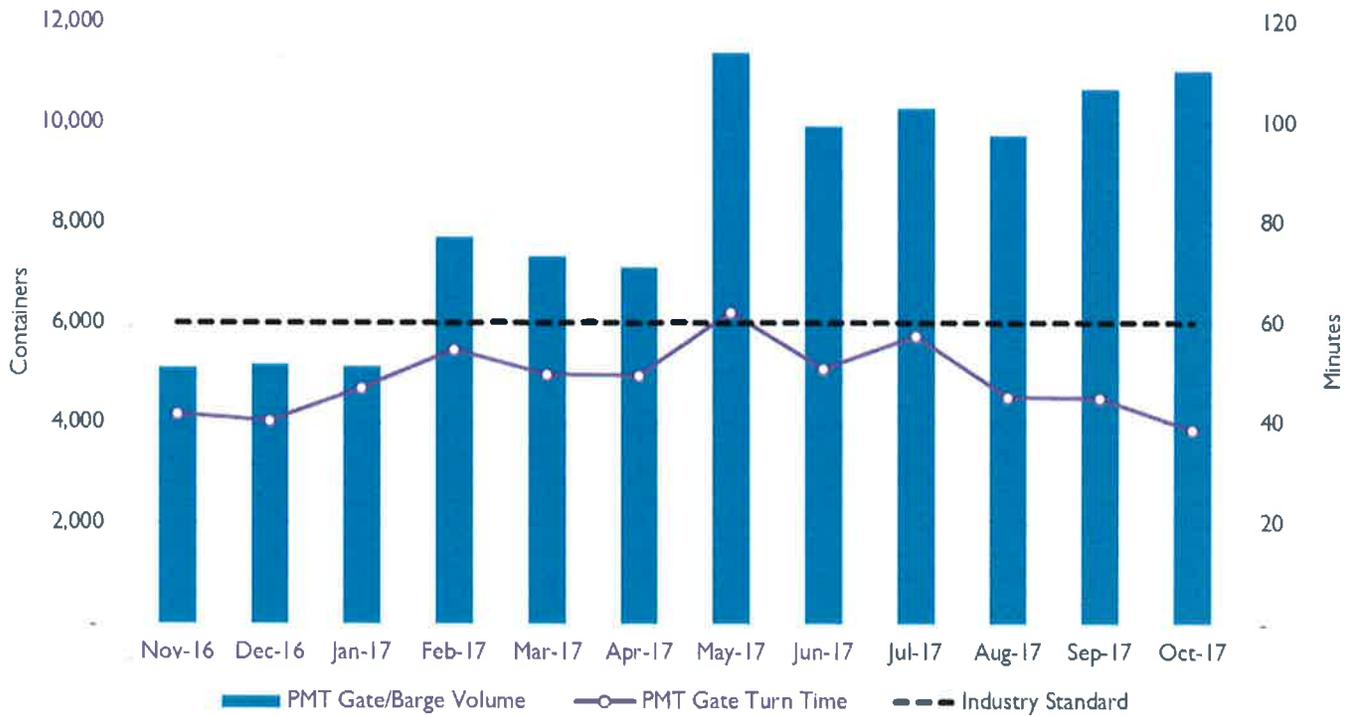


Stewards of Tomorrow

VIG GATE TURN TIMES

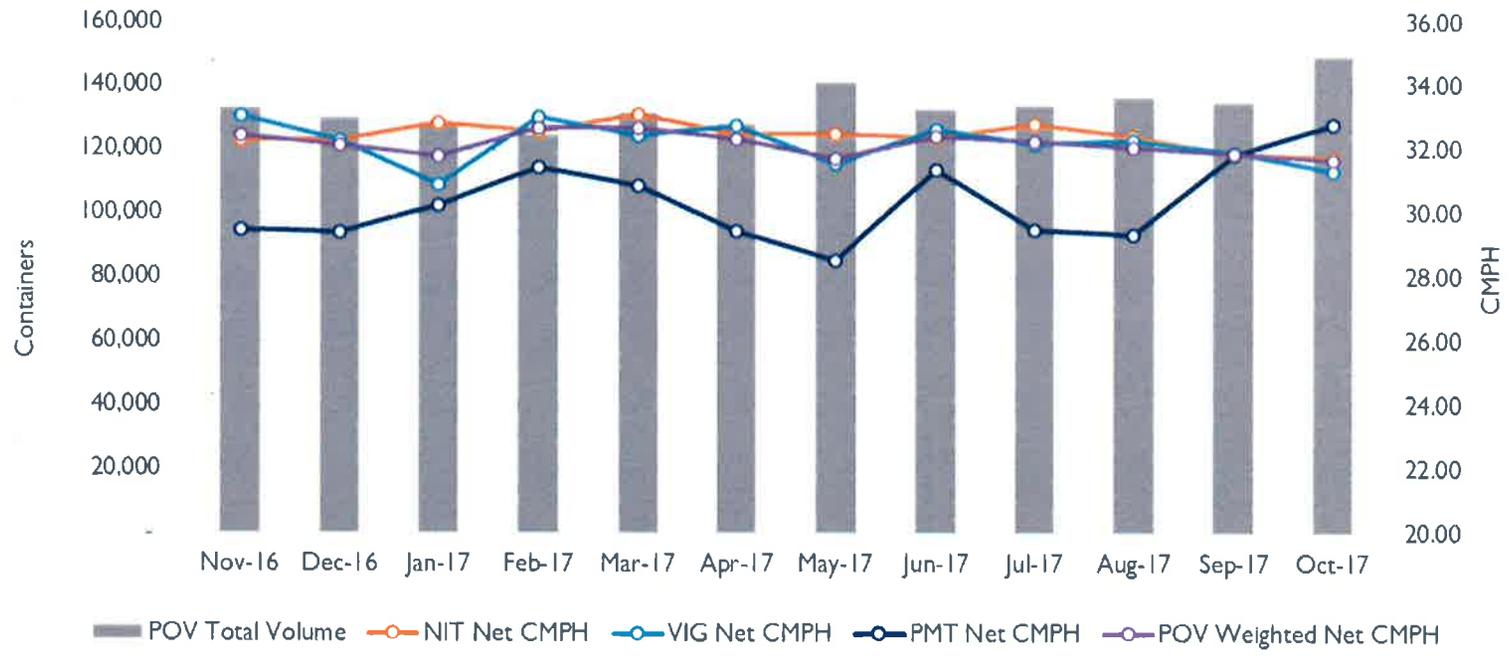


PMT GATE TURN TIMES



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NET CRANE MOVES PER HOUR



THE PORT OF VIRGINIA

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Virginia Port Authority Board of Commissioners, Session 383, December 5, 2017
Sales Report

Thomas D. Capozzi
Chief Sales Officer



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POV FY STATISTICS

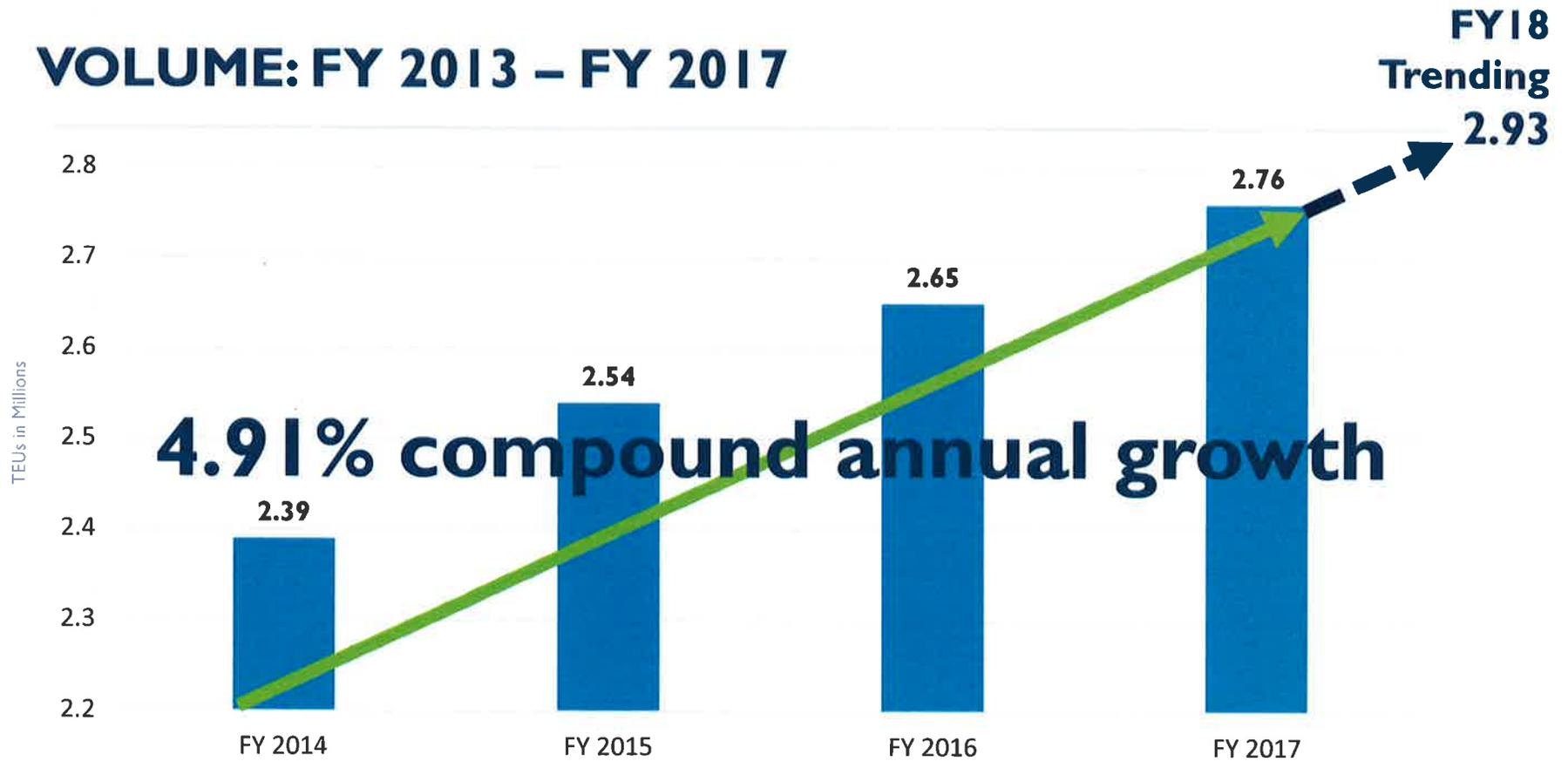
Fiscal Year-to-Date: Jul - Oct 2017				
	FY 2017	FY 2018	Change	% Change
Total TEUs	911,845	978,140	66,295	7.3%
Export Loaded TEUs	332,303	315,677	(16,626)	-5.0%
Export Empty TEUs	145,329	197,945	52,616	36.2%
Import Loaded TEUs	421,696	457,194	35,499	8.4%
Import Empty TEUs	12,517	7,324	(5,194)	-41.5%
Total Containers	515,282	555,567	40,285	7.8%
General Cargo Tonnage	7,042,519	7,199,099	156,580	2.2%
Container Tonnage	6,983,760	7,141,403	157,643	2.3%
Breakbulk Tonnage	58,758	57,696	(1,062)	-1.8%
Total Rail Containers	190,805	191,611	806	0.4%
VIP Containers	12,556	12,597	41	0.3%
Total Barge Containers	13,980	16,763	2,783	19.9%
RMT Containers	6,515	7,853	1,338	20.5%
Total Truck Containers	310,497	347,193	36,696	11.8%
Ship Calls	619	589	(30)	-4.8%
Vehicle Units	8,641	10,715	2,074	24.0%



THE PORT OF
VIRGINIA

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VOLUME: FY 2013 – FY 2017



STRATEGIC GROWTH PLAN IN ACTION



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RECENT WIN

US METHANOL

- 2-5 Methanol plants in West Virginia over 10 years.
- First plant started construction
- First ship arrived on 10 October
 - 4,800 Metric Tons
 - 11,000 Revenue Tons



CARRIER VISITS IN EUROPE



INDUSTRY EVENTS



PPI Transport Symposium



TPM Asia



Breakbulk Americas



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Virginia Port Authority Board of Commissioners Session 383 December 5, 2017

Joseph P. Ruddy
Chief Innovation Officer



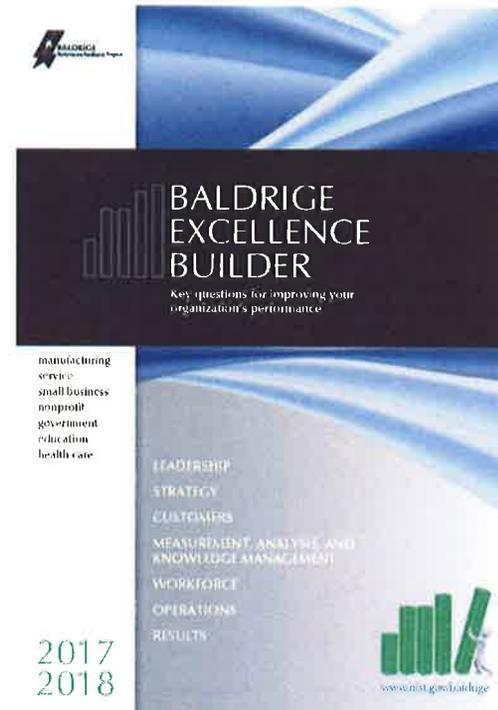
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AGENDA

- Baldrige Excellence Initiative
- Marketing and Communications Update
- Projects Update

BALDRIDGE EXCELLENCE INITIATIVE

- Effort began on October 17, 2017
- Creation of an Excellence Culture with a focus on Execution
- Cross – Divisional team including Human Resources, Ops, Finance, Public Affairs, and Administration
- As new and additional capacity is delivered, colleagues will need to be supported with best in class systems and processes

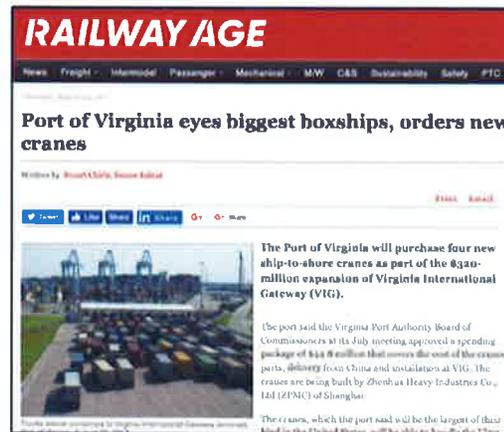


EFFECTIVE MESSAGING CONTINUES

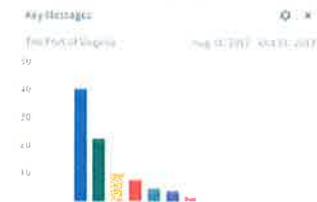
FROM AUGUST 31 – OCTOBER 31

383 MENTIONS

\$559,000 IN EARNED MEDIA



KEY MESSAGE MENTIONS

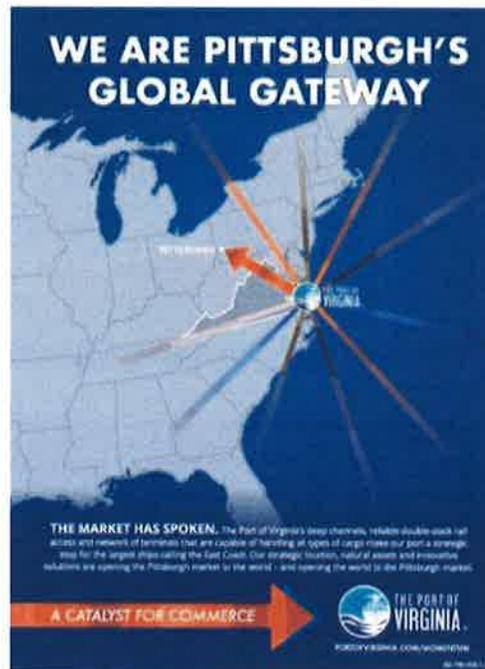


- economic development 41
- "cold treatment" 23
- 55 feet 10
- double-stack rail 8
- deeper, wider, safer 5
- Big Ship Era 4
- economic engine 2
- catalyst for commerce 0
- \$670 million investment 0
- safely, swiftly, and more sustainably 0
- deep channels 0
- Big Ship Ready 0



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THE BRAND UPDATES



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MAJOR PORT PROJECTS

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

Contains Confidential Proprietary Information and Data

VIG – STACK YARD

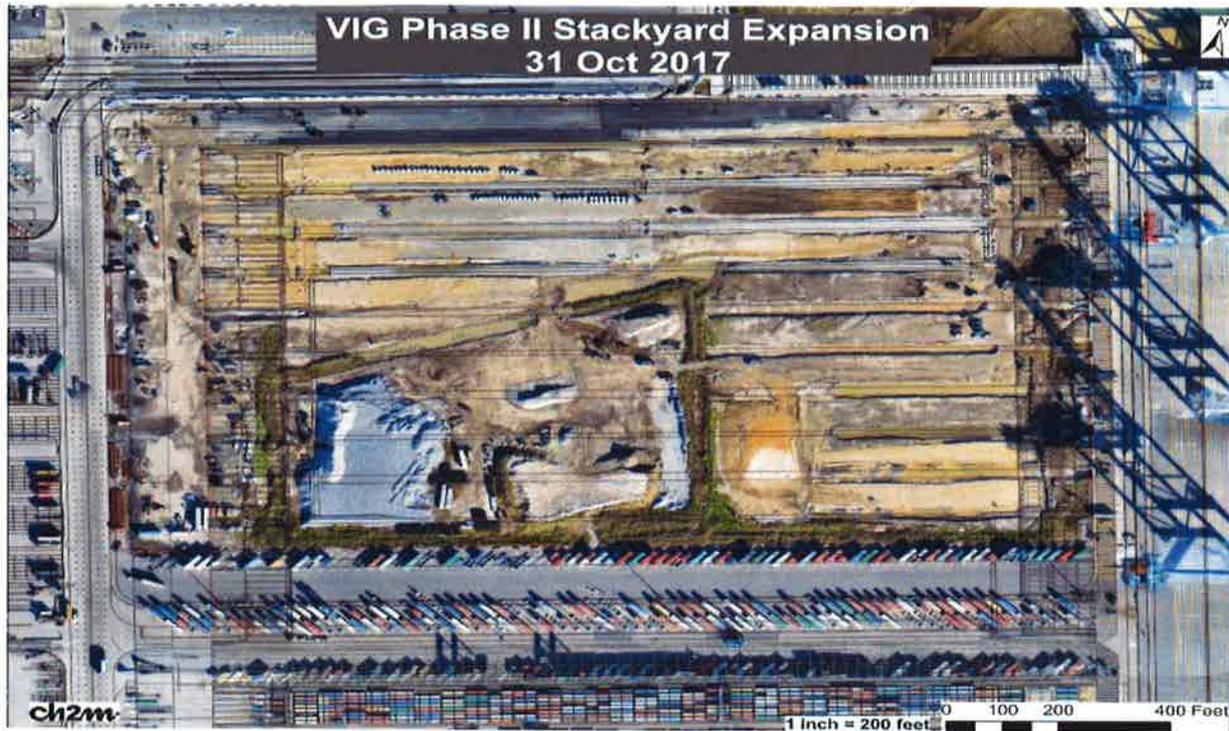
Below: Completed RMG crane stops on the waterside of Stack 29



Above: Electrical conduit for the RMGs

08/31/17

VIG – STACK YARD



08/31/17



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VIG – WHARF EXTENSION



Top: Bedding stone to be laid over the geotextile fabric for slope stabilization

Below: Production Piles



VIG - WHARF EXTENTION



VIG – RAIL YARD

Below: CRMG cable pit



Right: CRMG rail connected to crane stop

VIG – RAIL YARD



VIG - EQUIPMENT



SNIT - EROSION AND SEDIMENT CONTROL



SNIT – DUCTBANK TRENCH WORK

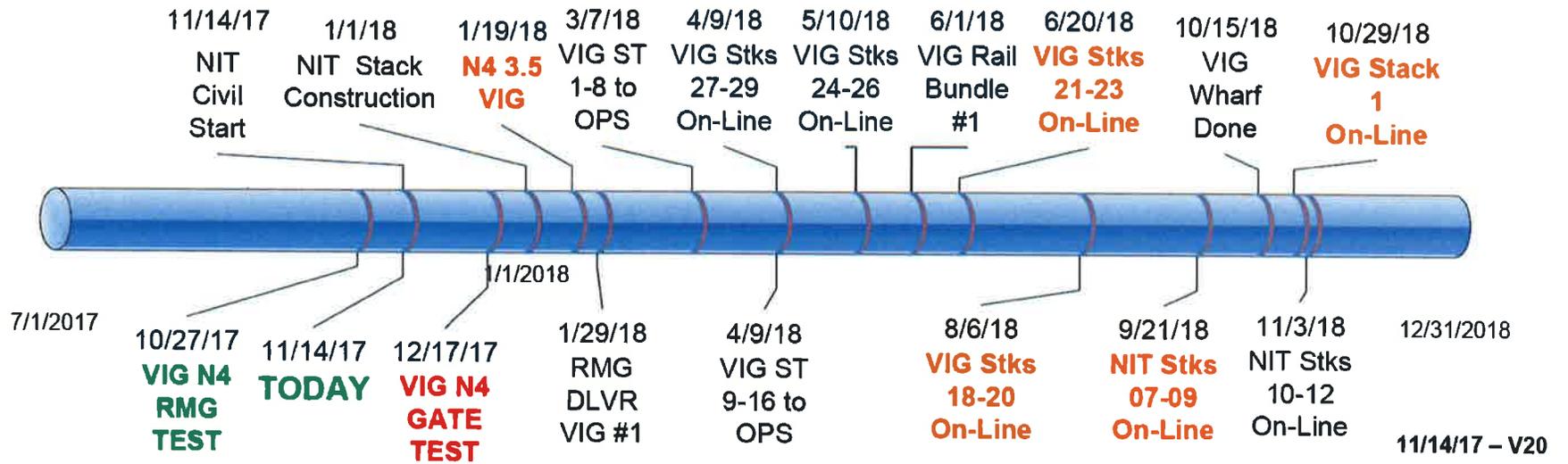


SOUTH NIT – PHASE PLAN



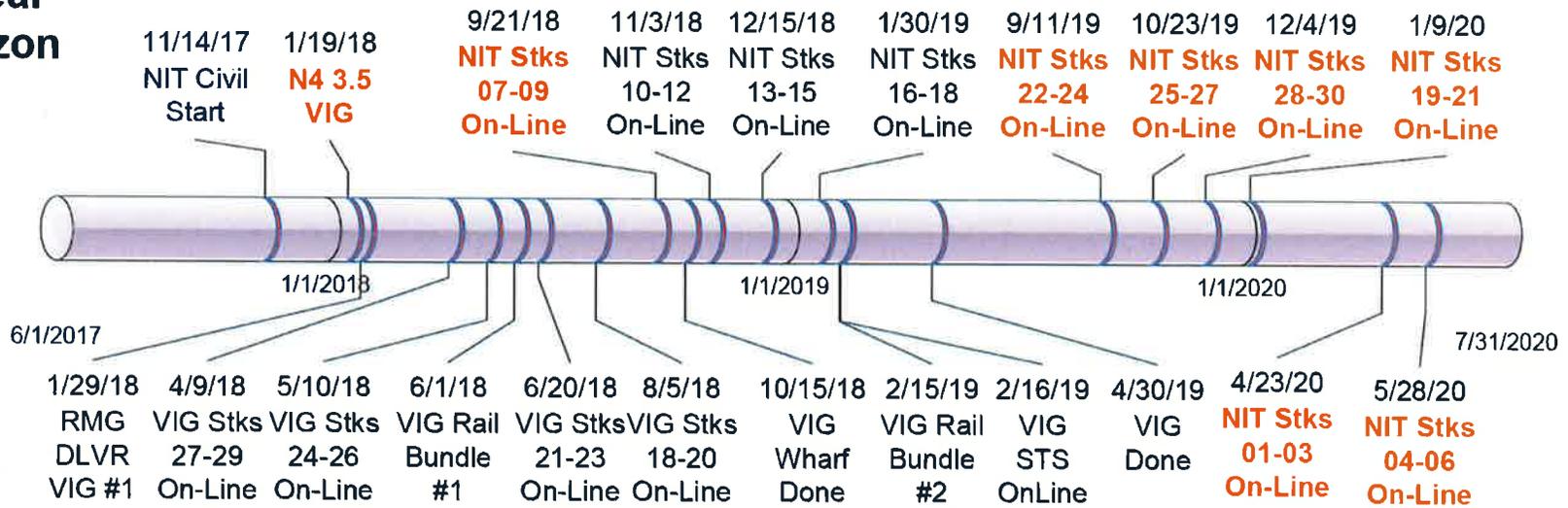
TIMELINE

18 Month Horizon



TIMELINES- continued

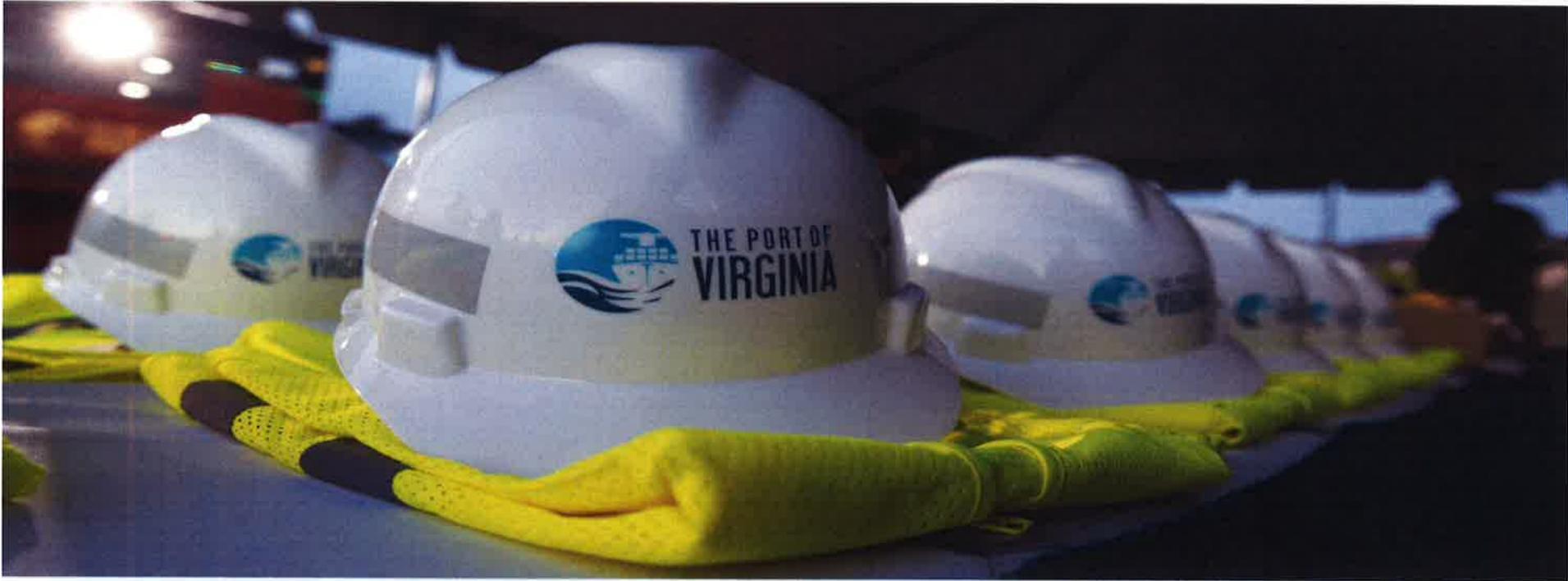
3 Year Horizon



11/14/17 – V20

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Human Resources Report

Jim Bibbs, Chief Human Resources Officer





2018

BENEFITS OPEN ENROLLMENT

- Overall increase – below 5%
- No increase – Dental & Vision

MONTH OF CARING CAMPAIGN



\$24,094



donated as of
November 15

LEADERSHIP DEVELOPMENT PROGRAMS



Aspiring Leader Development Program (ALDP)
Launched July 2017



Front-line Leader Development Program (FLDP)
Launched August 2017



Executive Development Program (EDP)
Launched September 2017

EMOTIONAL INTELLIGENCE

1 in 3 

colleagues have attended
EQ 2.0 in 3 months

"Succinctly explains how to deal with emotions
creatively and employ our intelligence in a beneficial way."

—THE DALAI LAMA

EMOTIONAL
INTELLIGENCE

2.0



INCLUDES A NEW & ENHANCED ONLINE EDITION OF

THE WORLD'S MOST POPULAR EMOTIONAL INTELLIGENCE TEST

TRAVIS BRADBERRY & JEAN GREAVES

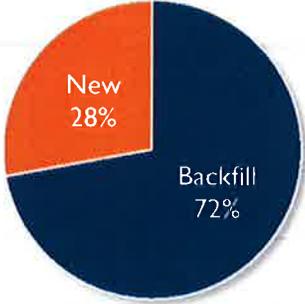
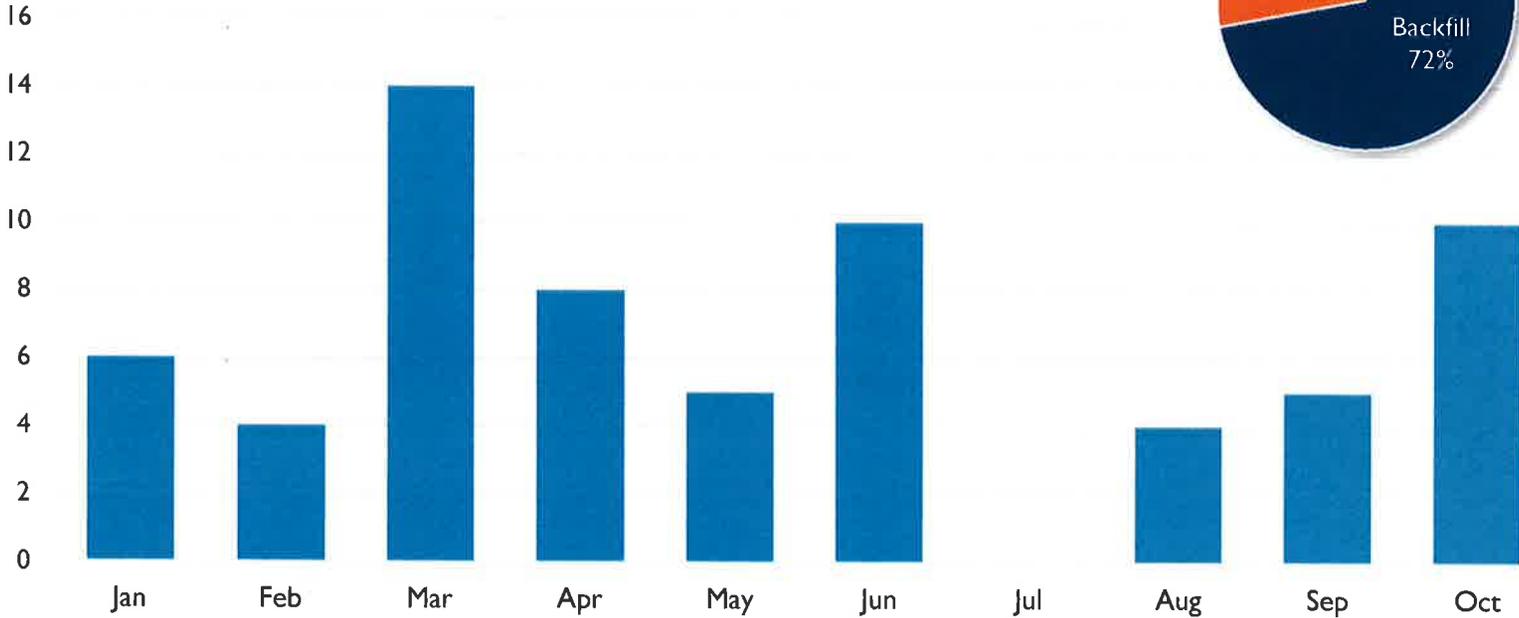
INTERNATIONAL BESTSELLING AUTHORS OF
THE EMOTIONAL INTELLIGENCE QUICK BOOK



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RECRUITMENT METRICS

The Port of Virginia Total Hires



THE PORT OF VIRGINIA

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Public Affairs Update

Cathie Vick
Chief Public Affairs Officer



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FEDERAL HIGHWAY ADMINISTRATION GRANT



CRANEY ISLAND REPROGRAMMING



FEDERAL OUTREACH

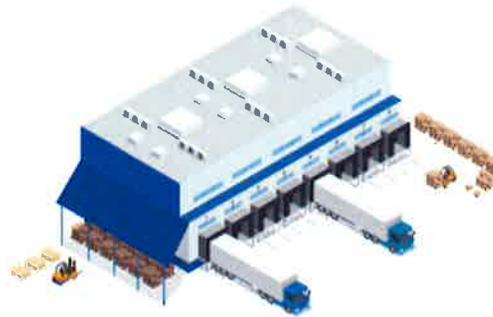


HOUSE APPROPRIATIONS COMMITTEE VISIT - NOVEMBER 15TH



CYTD 2017 ECONOMIC DEVELOPMENT TOTALS

38 ANNOUNCEMENTS



MORE THAN 2,898,000 SQ. FT. OF SPACE

INVESTED MORE THAN \$666 MILLION



CREATED 3497 JOBS



Source: POV Economic Development 9/2017

SINCE LAST BOARD MEETING...



WELSPUN USA INC.



CONTINENTAL AUTOMOTIVE SYSTEMS, INC.



VIRGINIA ECONOMIC DEVELOPMENT ASSOCIATION CONFERENCE

 **Virginia Maritime**
@VAMaritime Following

Amy Gerber, JLL at VA Econ. Dev. Assn (VEDA) Fall Conf., "VA Port Authority's Ec Dev one of best, VA port a huge incentive"
[@PortofVirginia](#)



12:34 PM · 12 Oct 2017 from Virginia Beach, VA

 **Virginia Maritime**
@VAMaritime Following

Stephen Moret [@YesVirginia_org](#) shares "we have the greatest port on east coast" -a key to VA's economic growth statewide
[@PortofVirginia](#)



9:06 AM · 13 Oct 2017 from Virginia Beach, VA

VEDP EASTERN SHORE FAMTOUR



GREEN OPERATOR PROGRAM

Impactful changes to long standing and successful program



MIRT & EMERGENCY OPERATIONS



RESPONSE/PLANNING

Response Training with Norfolk Fire Rescue

- POV Police
- POV Terminal Ops
- POV Crane Maintenance



MIRT & EMERGENCY OPERATIONS



Homeland Security

Port Security
1.5 million

- Cyber
- Facility Security
- Cameras
- MIRT Training



FEMA

UASI
\$100,000

- Maritime Response

STEWARDS OF TOMORROW

INNOVATION

HELPFULNESS

ACCESSIBILITY

MINDFULNESS

FORTITUDE

SUSTAINABILITY



Stewards of Tomorrow