

November 2017 Financial Report

Rodney W. Oliver
Chief Financial Officer



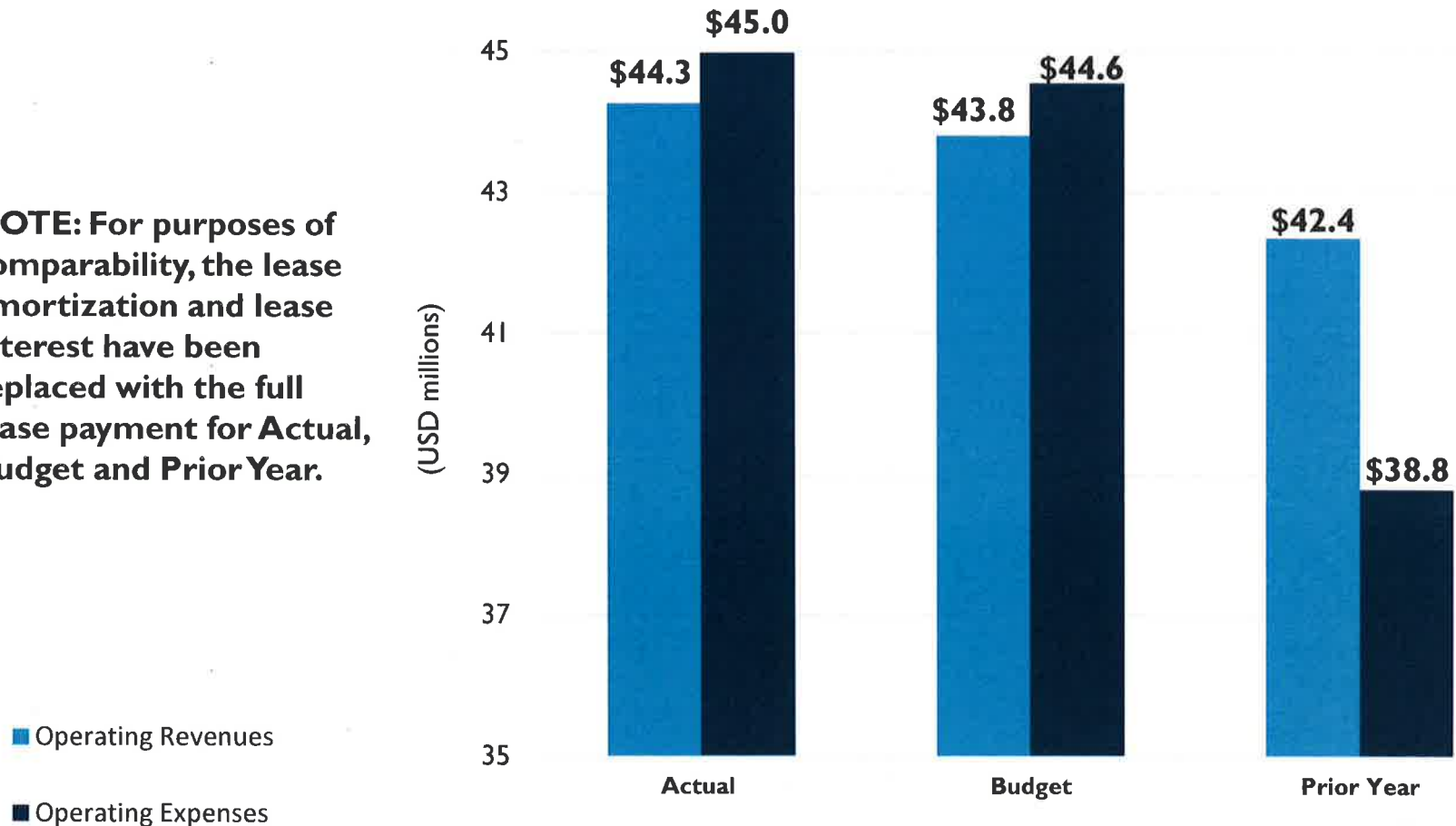
Agenda

- November Results

OPERATING REVENUES AND EXPENSES:

For the Month Ended November 30, 2017

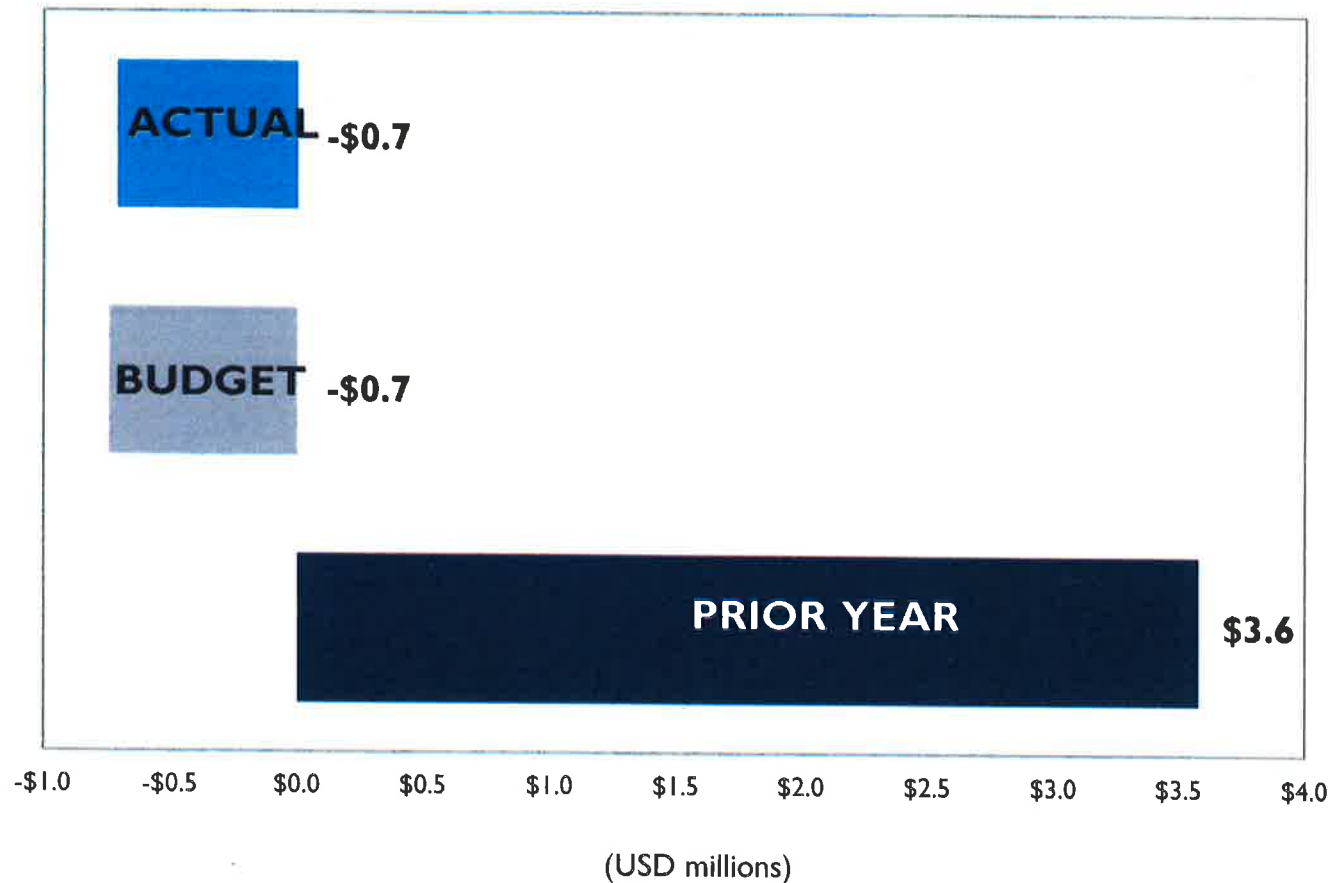
NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.



OPERATING INCOME (LOSS):

For the Month Ended November 30, 2017

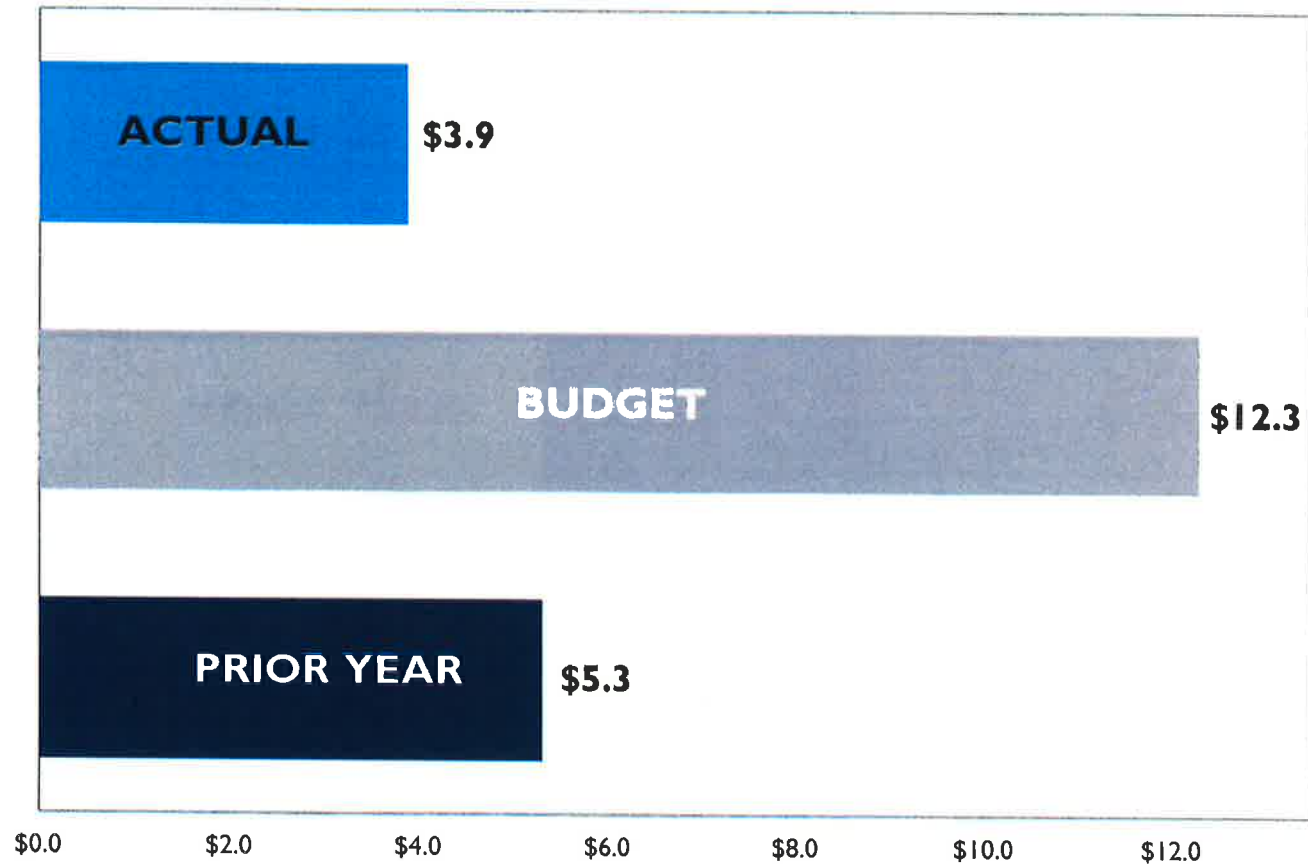
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CHANGE IN NET POSITION:

For the Month Ended November 30, 2017

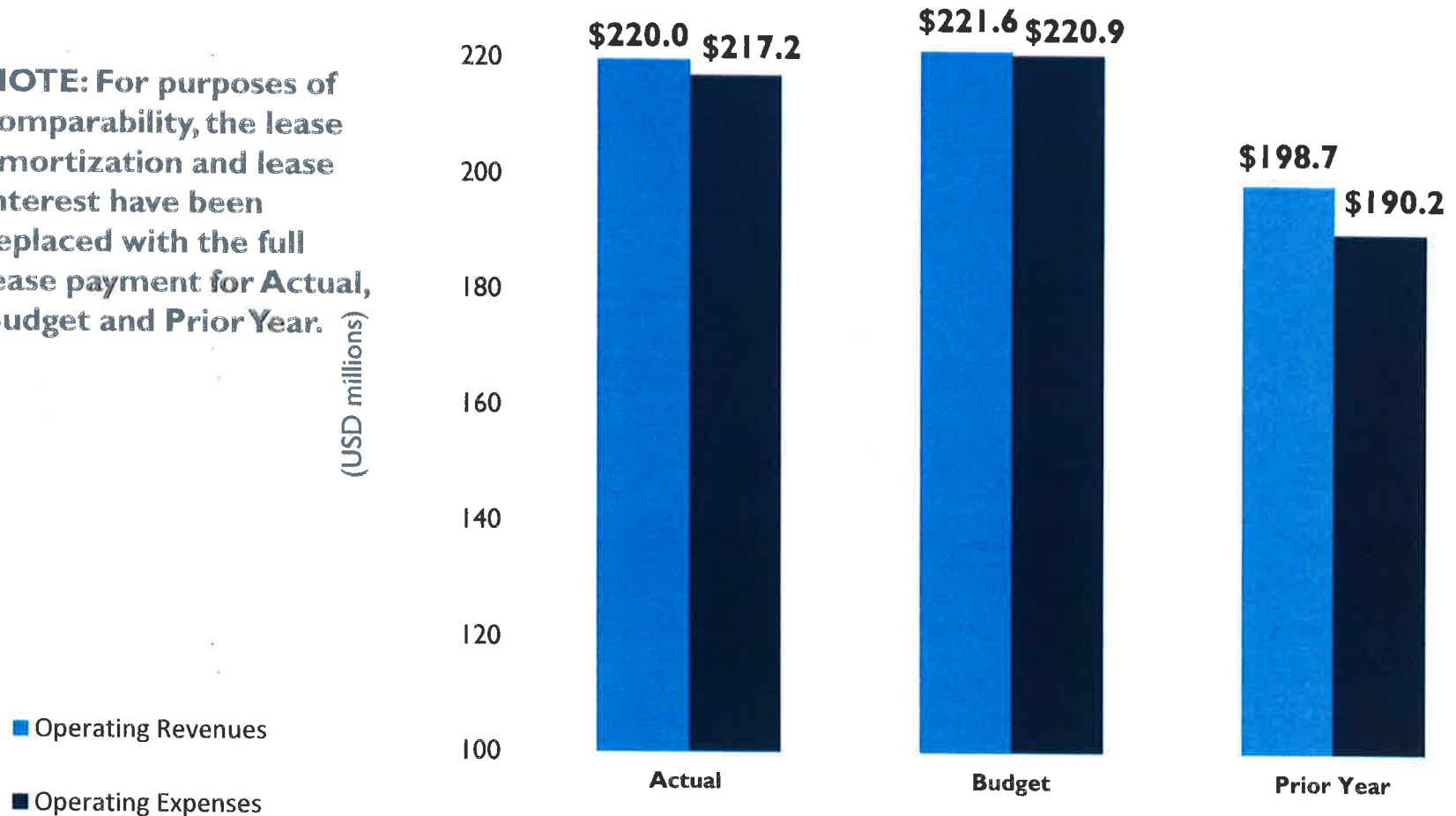
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OPERATING REVENUES AND EXPENSES:

For the Five Months Ended November 30, 2017

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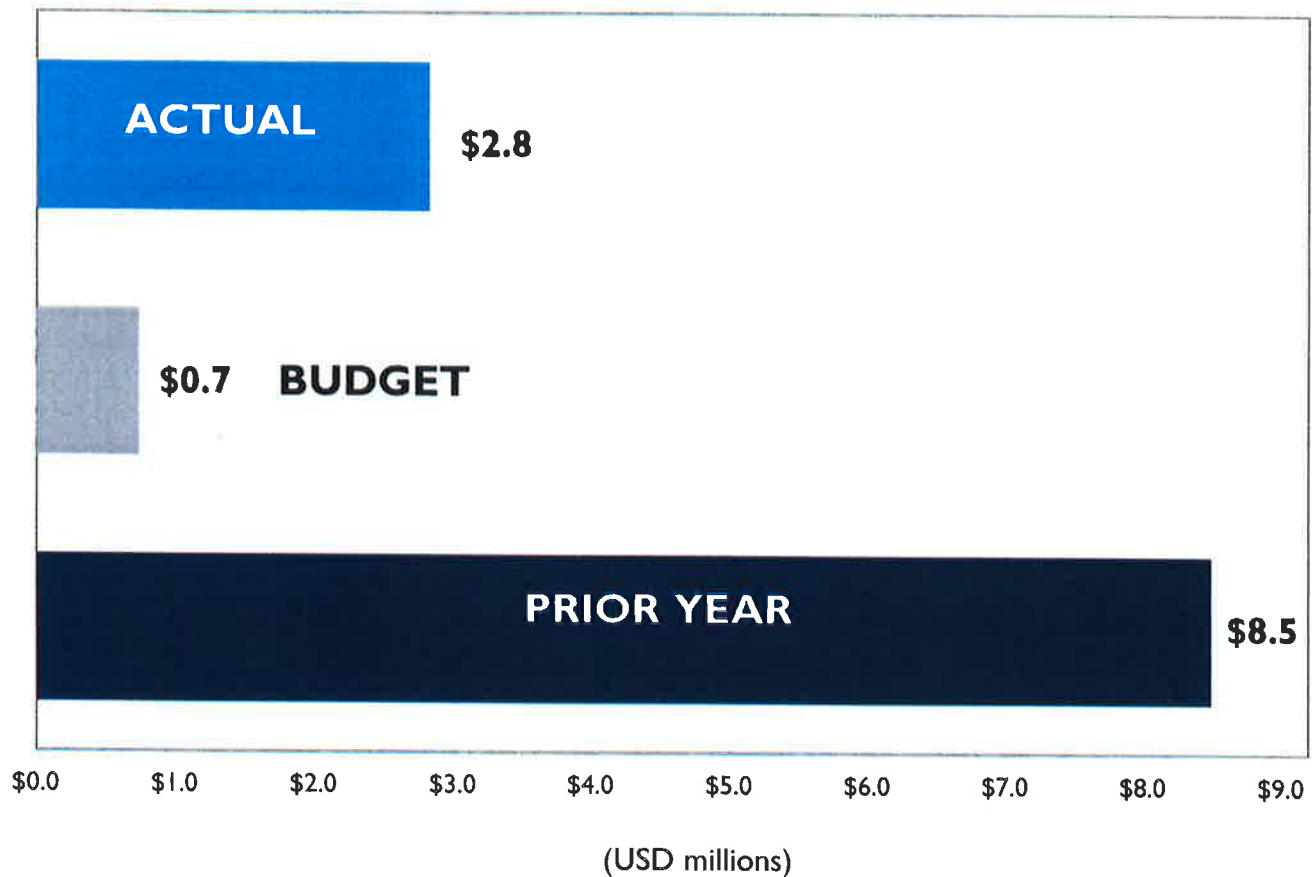
THE PORT OF
VIRGINIA

Stewards of Tomorrow

OPERATING INCOME (LOSS):

For the Five Months Ended November 30, 2017

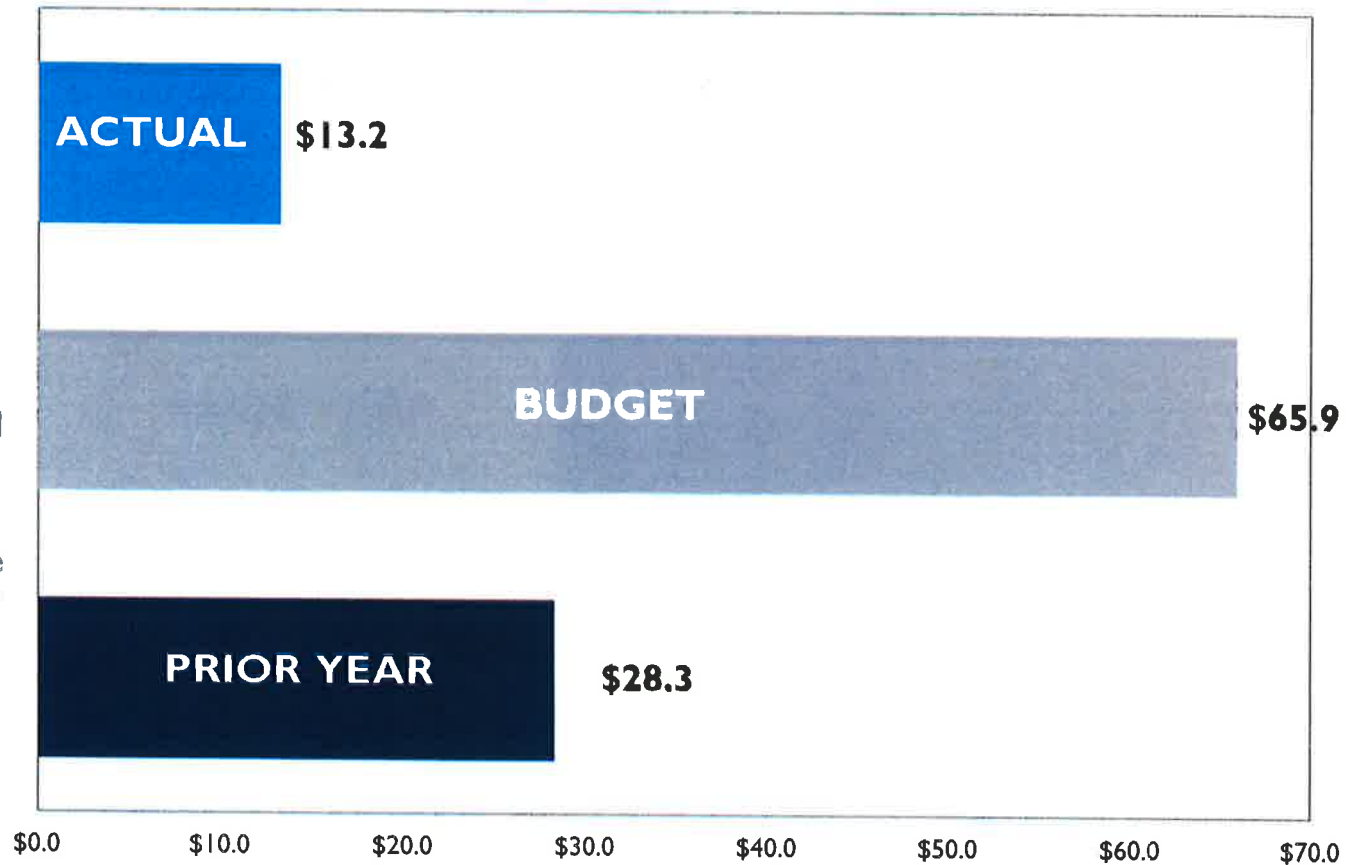
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Change in Net Position:

For the Five Months Ended November 30, 2017

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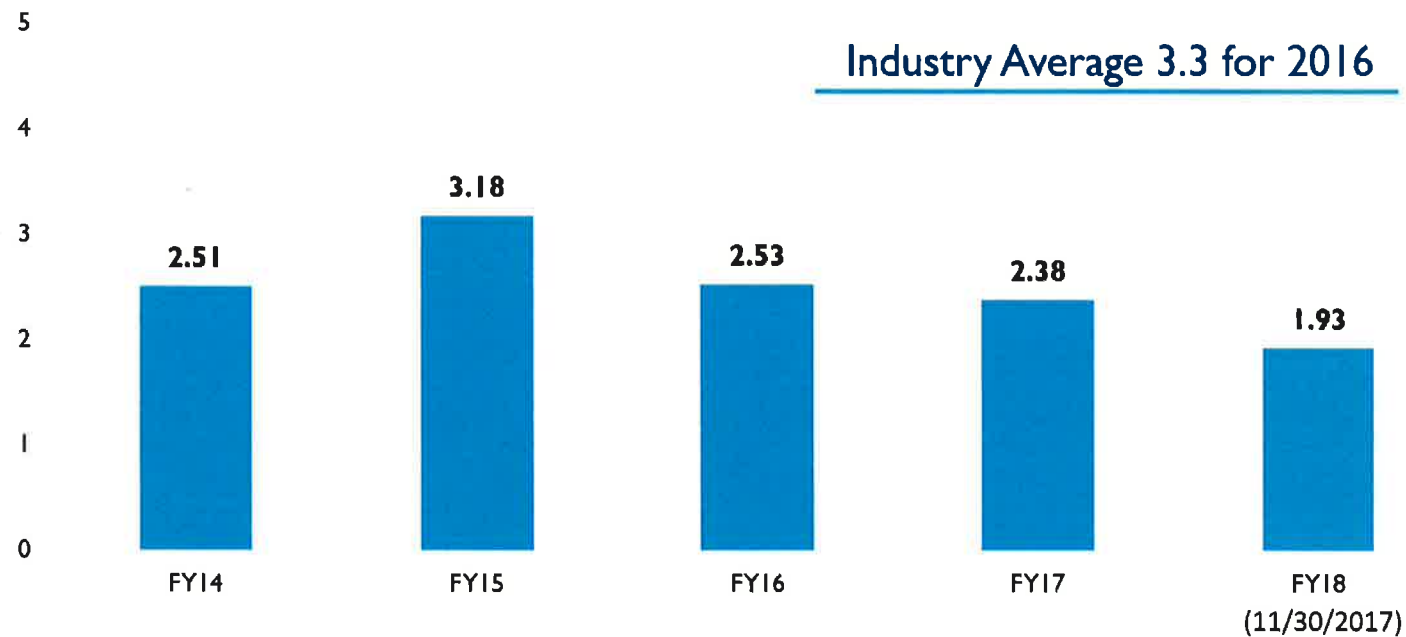


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Operations Report

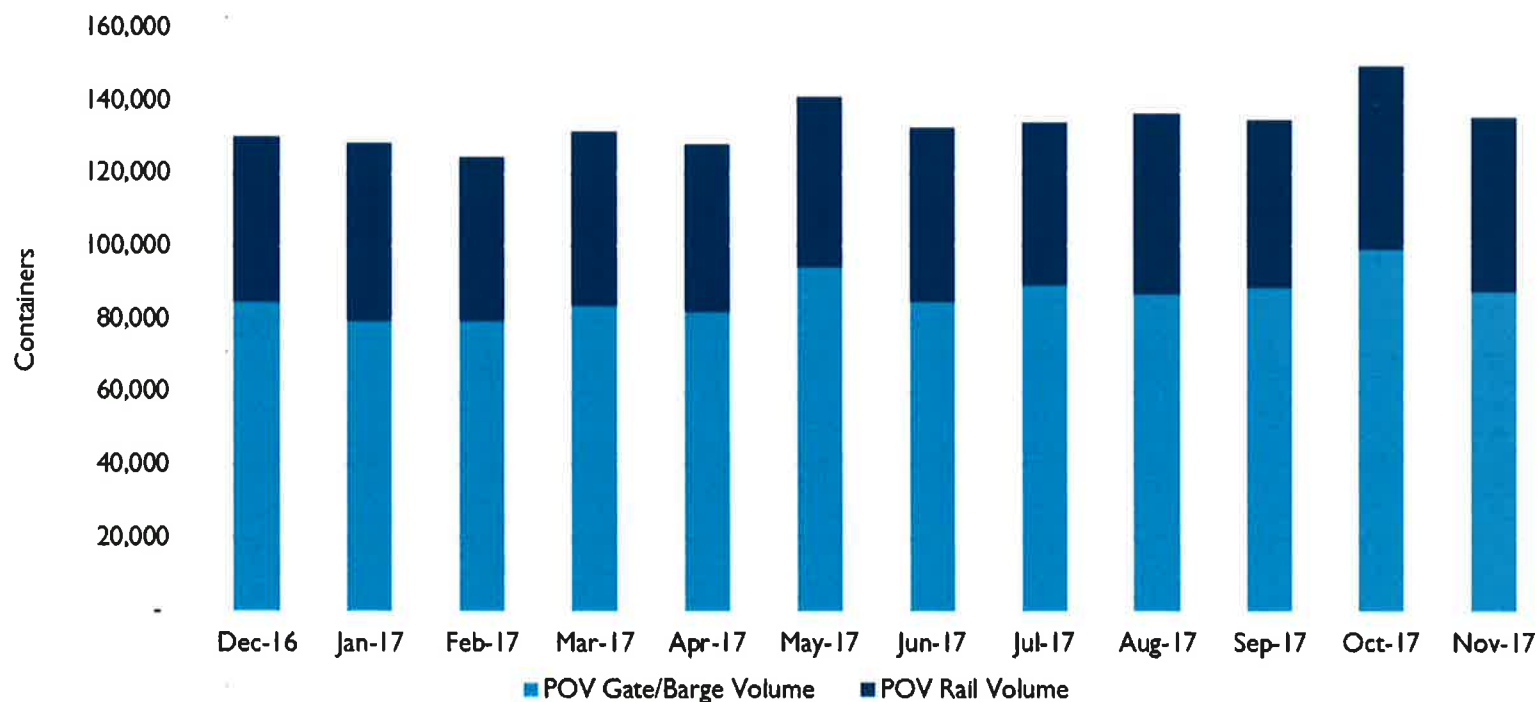
Shawn Tibbetts
Chief Operations Officer



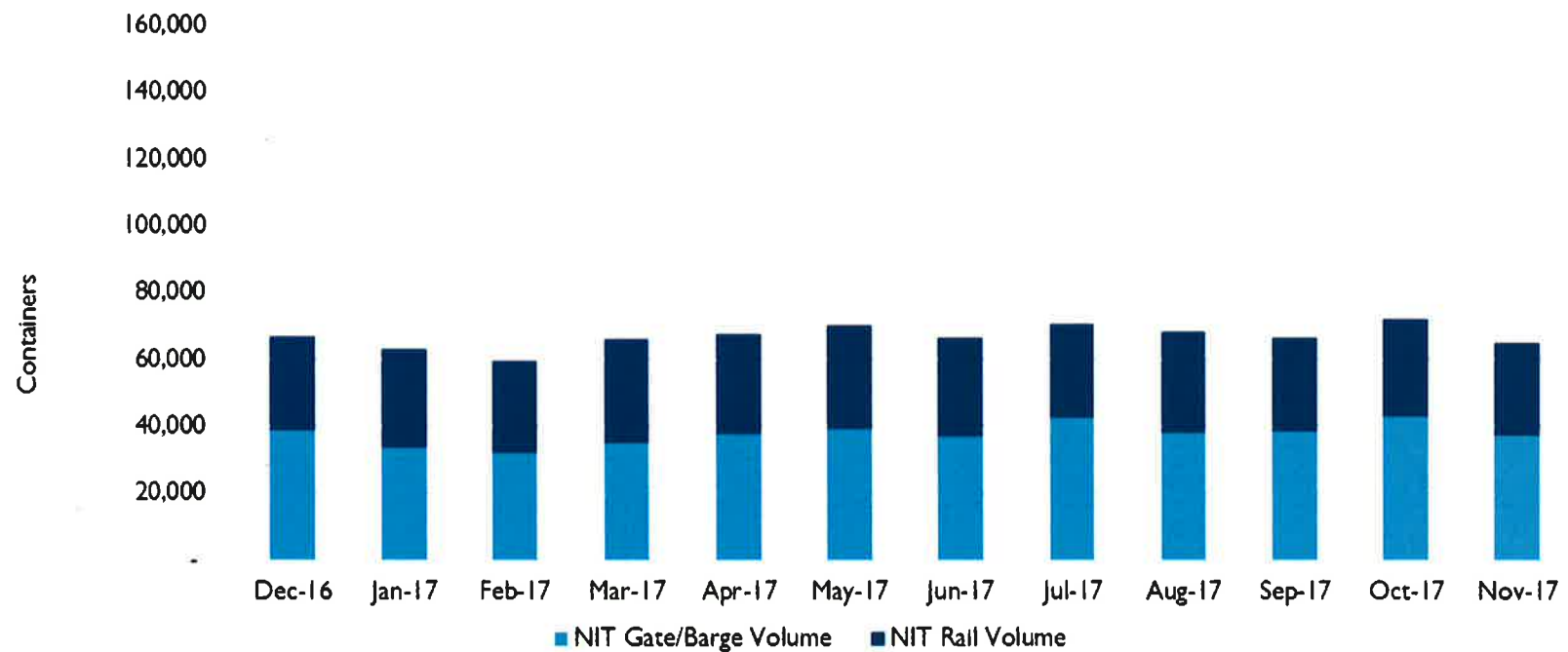
POV OSHA LOST WORK DAY RATE



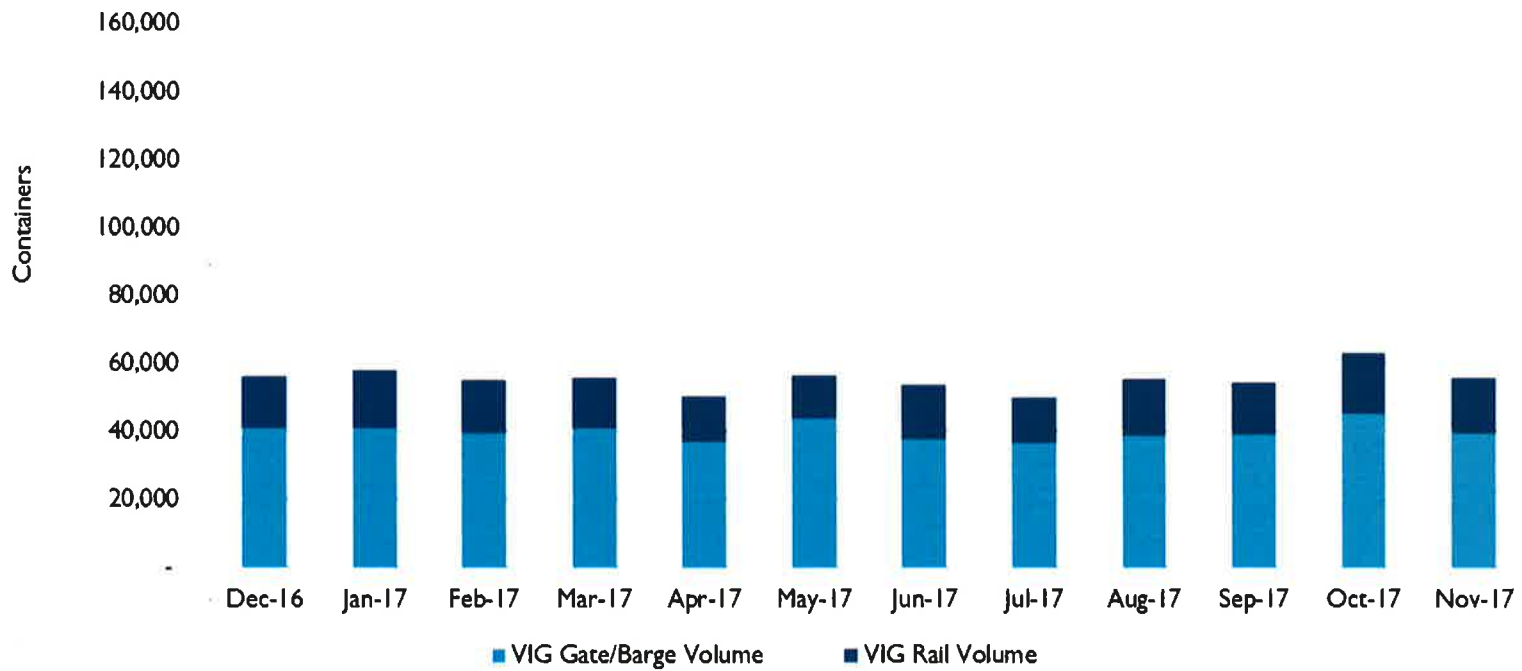
POV RAIL VS GATE/BARGE VOLUME



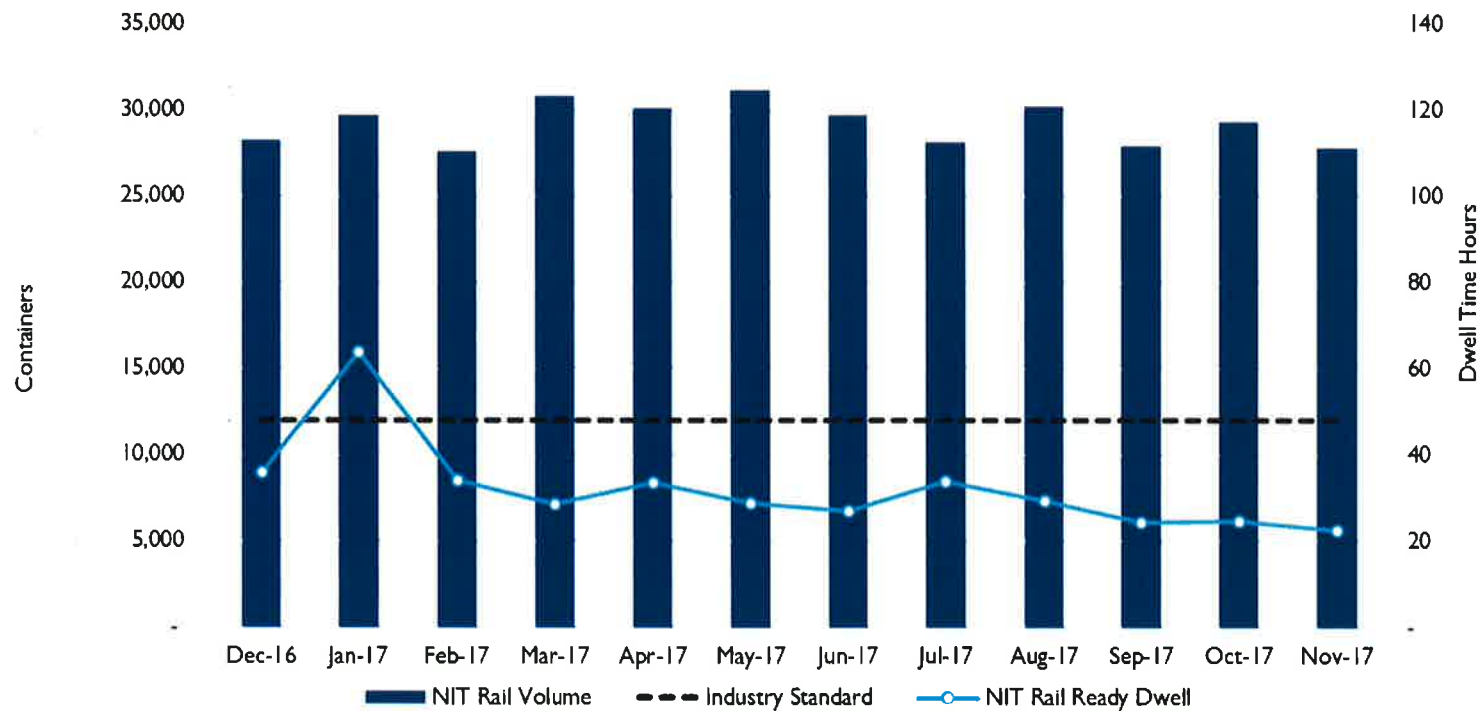
NIT RAIL VS GATE/BARGE VOLUME



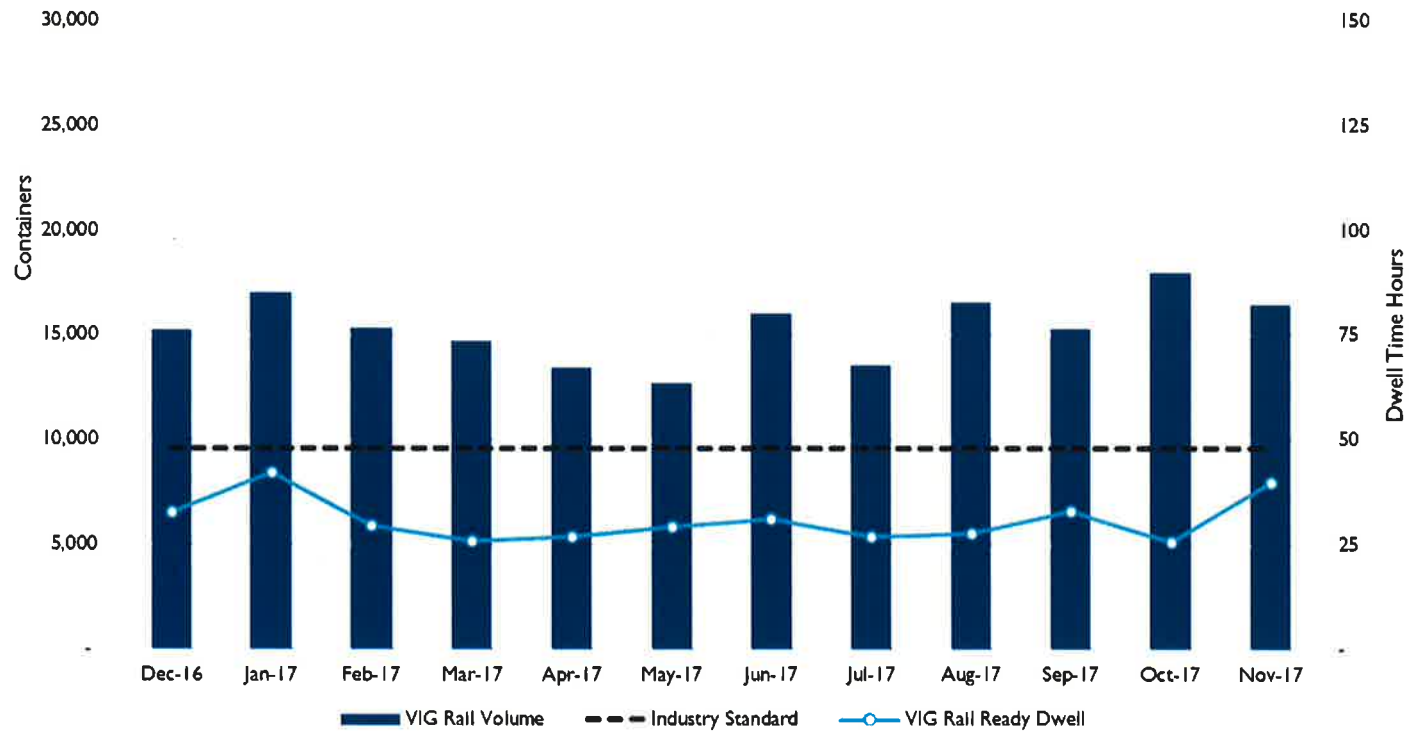
VIG RAIL VS GATE/BARGE VOLUME



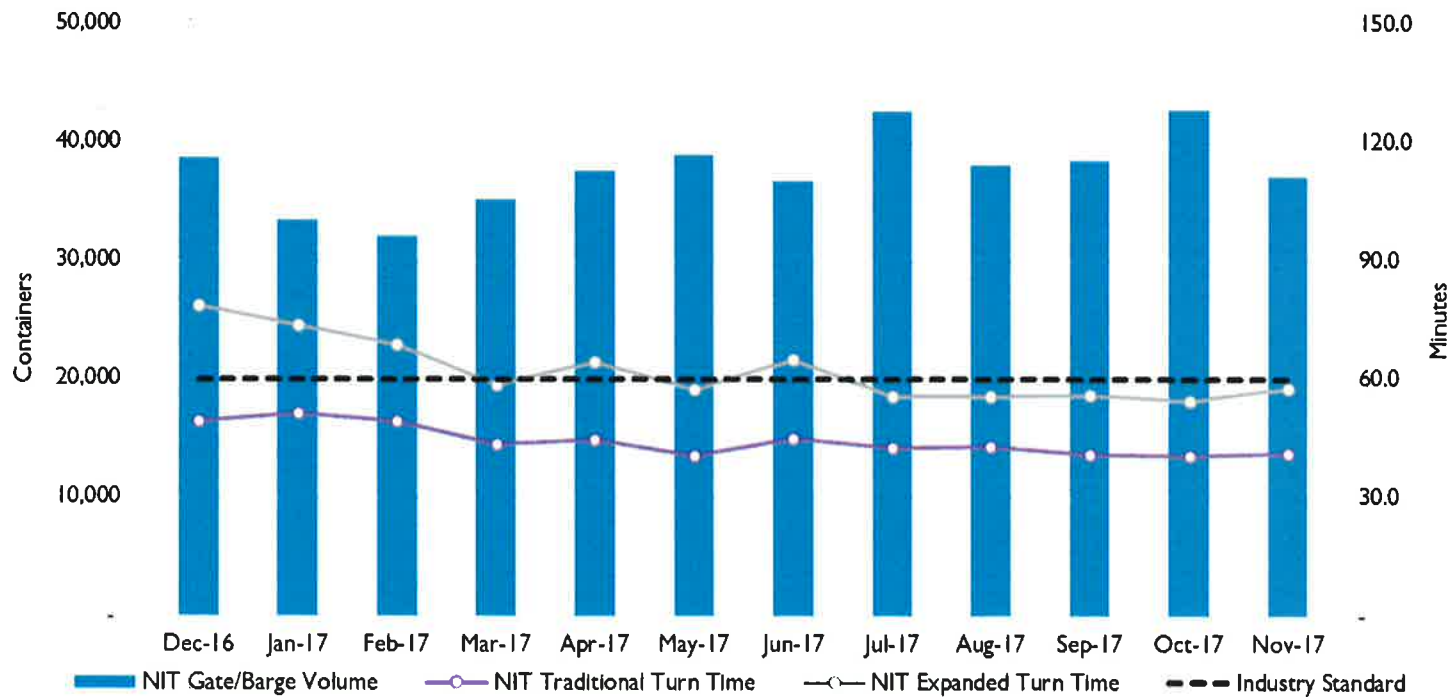
NIT RAIL VOLUME



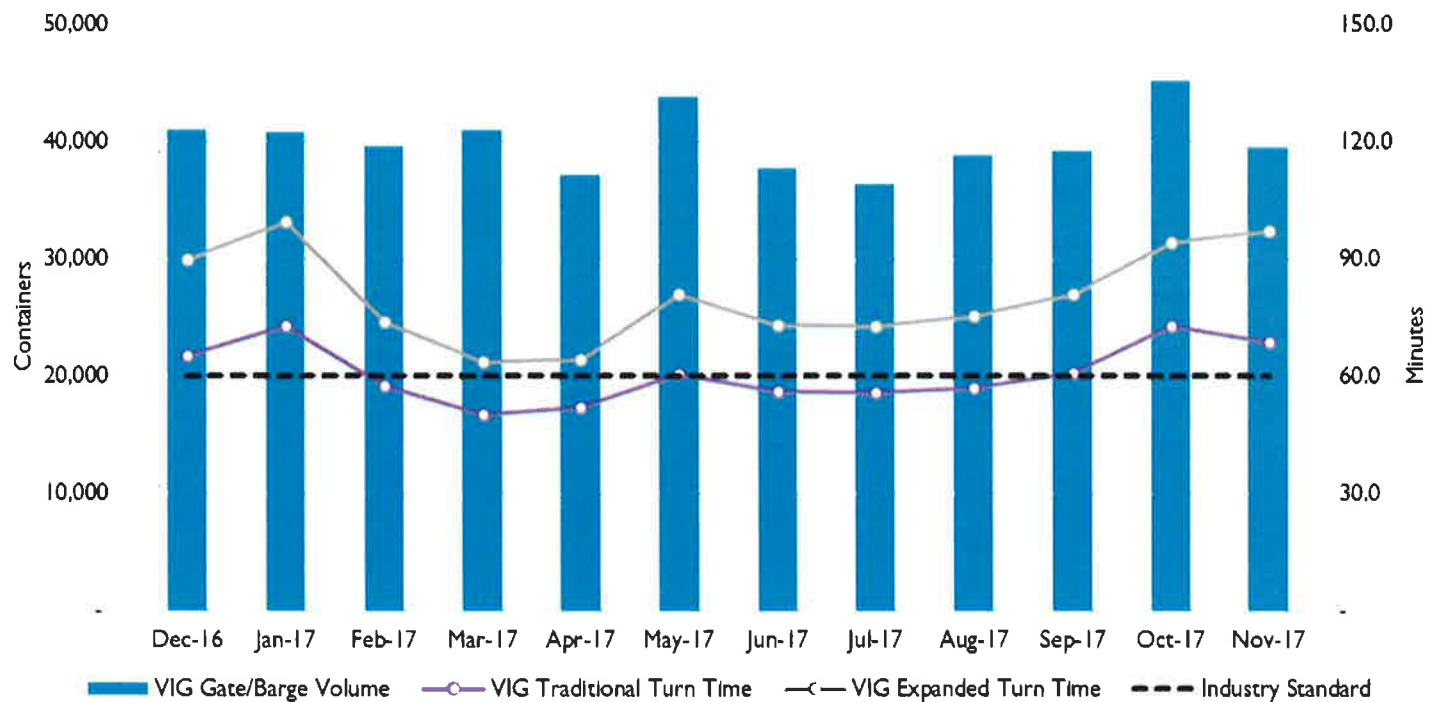
VIG RAIL VOLUME



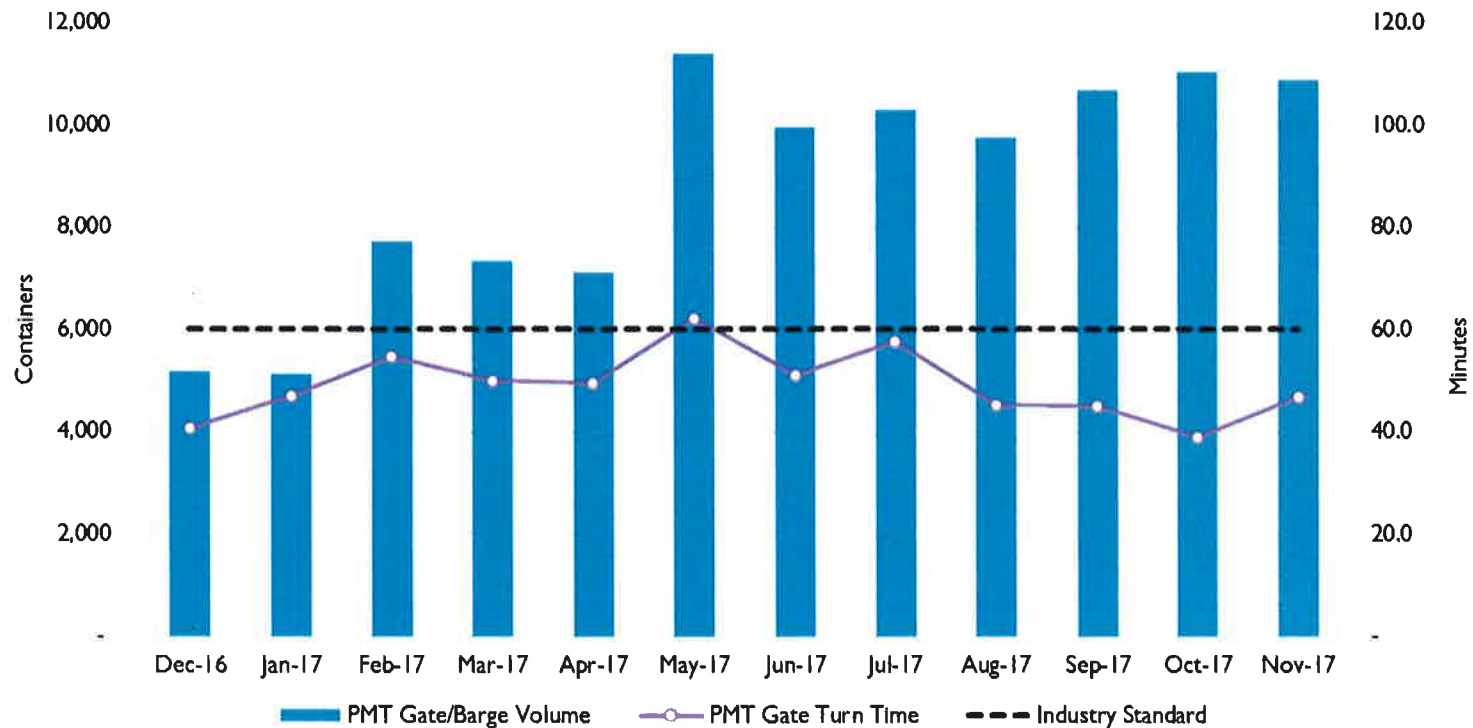
NIT GATE TURN TIMES



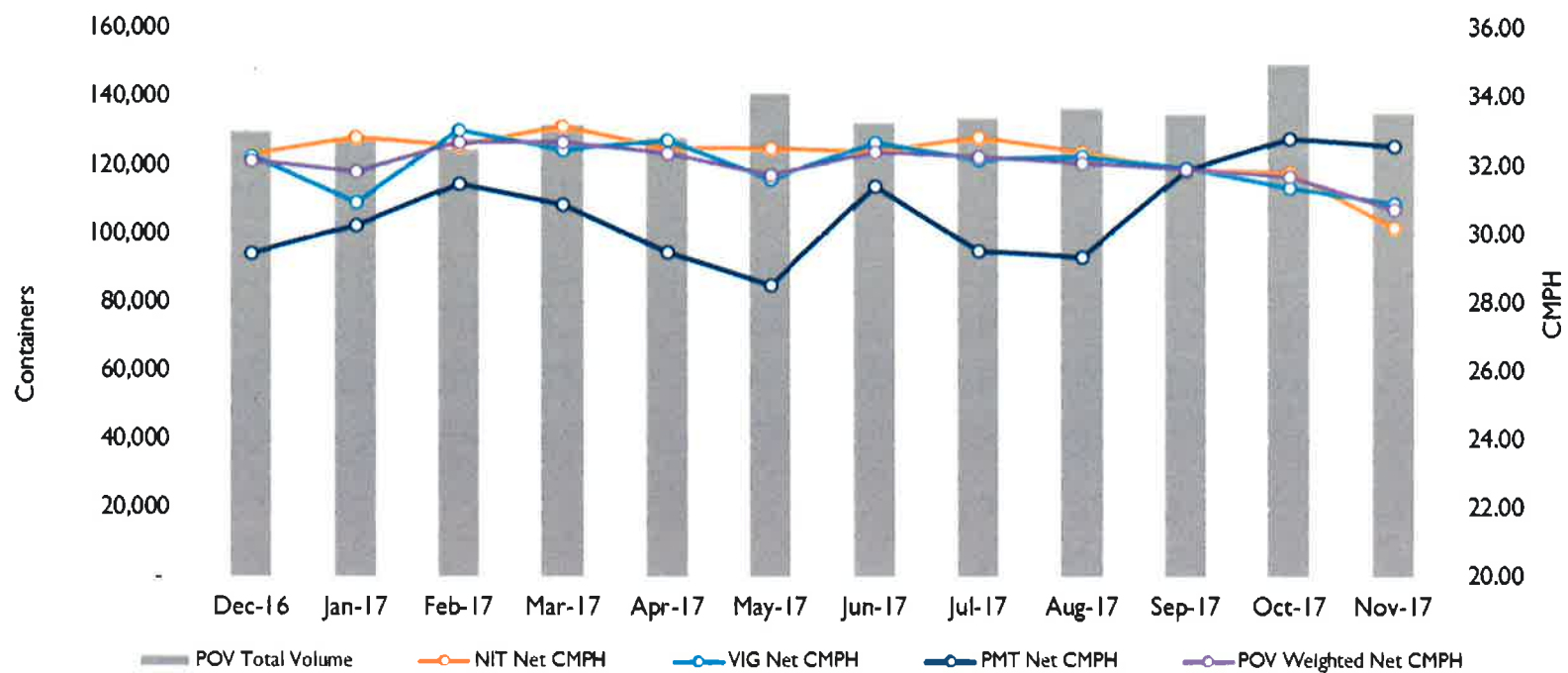
VIG GATE TURN TIMES



PMT GATE TURN TIMES



NET CRANE MOVES PER HOUR



WEATHER PREPAREDNESS



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Sales Report

Thomas D. Capozzi
Chief Sales Officer



POV FY STATISTICS

Fiscal Year-to-Date: Jul – December 2017				
	FY 2017	FY 2018	Change	% Change
Total TEUs	1,377,625	1,456,234	78,610	5.7%
Export Loaded TEUs	513,379	493,613	(19,766)	-3.9%
Export Empty TEUs	220,935	277,367	56,432	25.5%
Import Loaded TEUs	621,269	673,734	52,465	8.4%
Import Empty TEUs	22,043	11,522	(10,521)	-47.7%
Total Containers	778,669	825,630	46,961	6.0%
General Cargo Tonnage	10,787,551	11,039,730	252,178	2.3%
Container Tonnage	10,691,194	10,942,162	250,968	2.3%
Breakbulk Tonnage	96,357	97,568	1,210	1.3%
Total Rail Containers	285,397	286,504	1,107	0.4%
VIP Containers	17,465	18,270	805	4.6%
Total Barge Containers	22,597	25,077	2,480	11.0%
RMT Containers	11,225	12,719	1,494	13.3%
Total Truck Containers	470,675	514,049	43,374	9.2%
Ship Calls	923	873	(50)	-5.4%
Vehicle Units	15,646	20,403	4,757	30.4%

NNMT AUTO OPPORTUNITY



INDUSTRY EVENTS



AgTC / Midwest Shippers Association / USDA Ag Shipper Workshop



JOC Port Performance North America

PETROCHEMICAL CONFERENCE





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Joseph P. Ruddy
Chief Innovation Officer



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AGENDA

- Old Dominion University Process Training
- Marketing and Communications Update
- Projects Update

OLD DOMINION TRAINING INITIATIVES

- ODU's Technology Application Center to provide two pilot training classes
- Lean Awareness Training
- Lean Awareness Training for Leaders
- Further to creation of the process culture within the Port of Virginia



EFFECTIVE MESSAGING CONTINUES

FROM DEC 1 – JAN 1

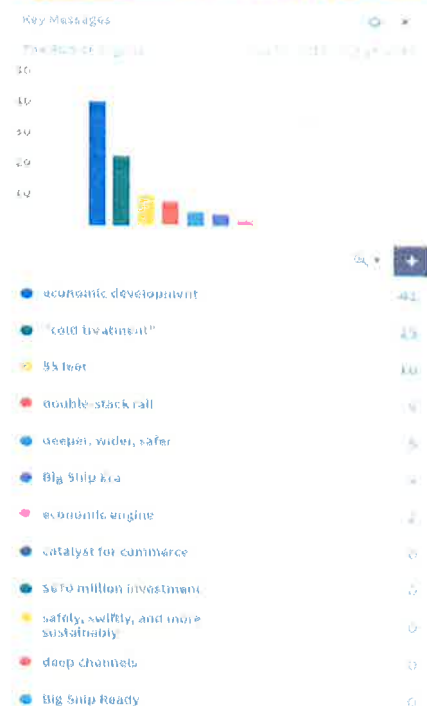
190 MENTIONS

\$97,000 IN EARNED MEDIA



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KEY MESSAGE MENTIONS

















NEW CREATIVE APPROACHES

WHEN YOUR BUSINESS IS
ONLY A FEW FEET FROM
THE REST OF THE WORLD,
THAT IS SPEED TO MARKET.



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PROJECT STATUS

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

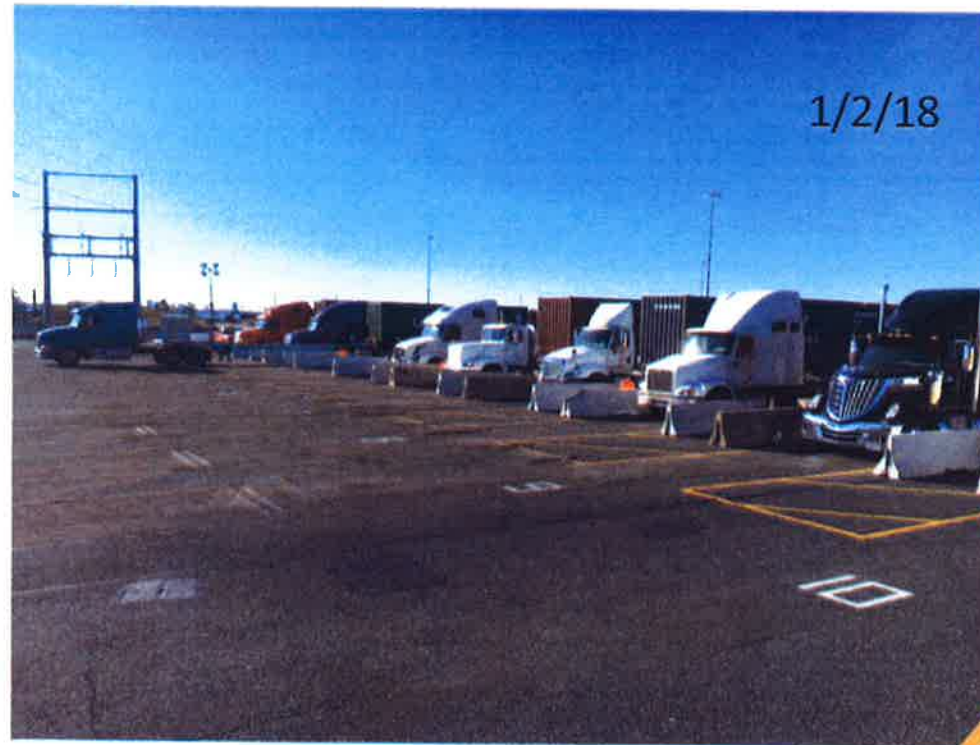
SOUTH NIT PROJECT/PHASE I



SNIT PROJECT | DUCTBANK AND BERM



SNIT PROJECT | TEMPORARY TRANSFER ZONE



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SOUTH NIT PHASING



VIG – STACK YARD



Asphalt installation in stack 28

ASC/RMG LOADING IN POLAND



VIG Phase II Stackyard Expansion

03 Jan 18



VIG – WHARF EXTENSION



Pile 254

- last concrete pile driven



VIG Phase II Wharf Extension 03 Jan 18



VIG – RAIL YARD

Below: Demo of existing rail tracks 1, 2 and 3



Above: Storm drain installation

VIG Phase II Railyard Expansion
03 Jan 18

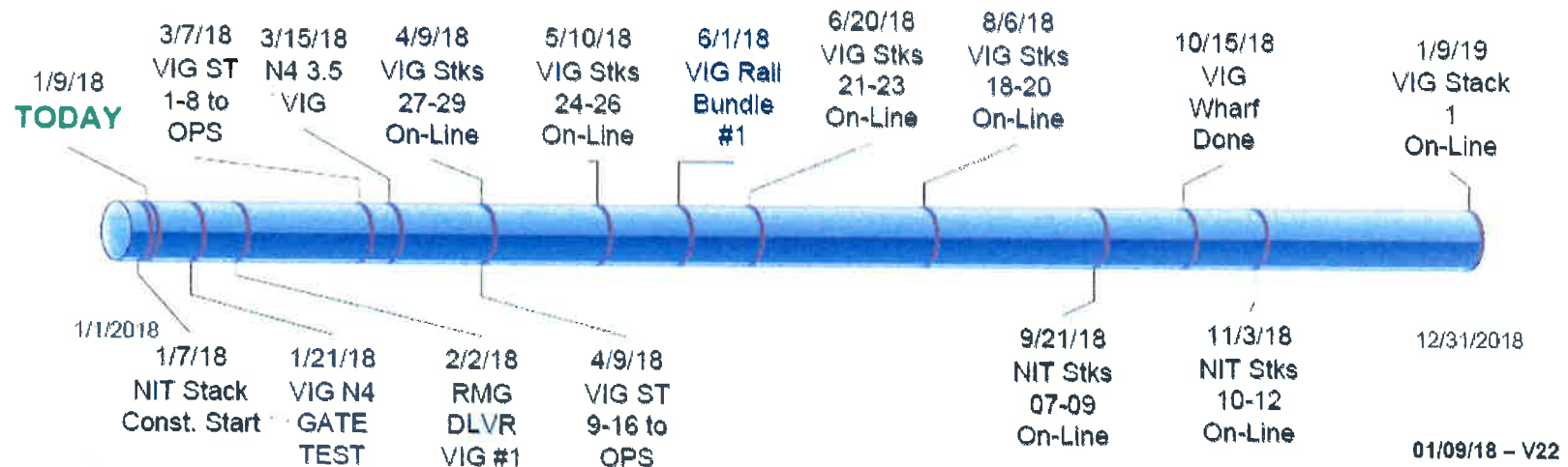


CANTELIEVER RAIL MOUNTED GANTRY CRANE CONTROLS DECEMBER 2017



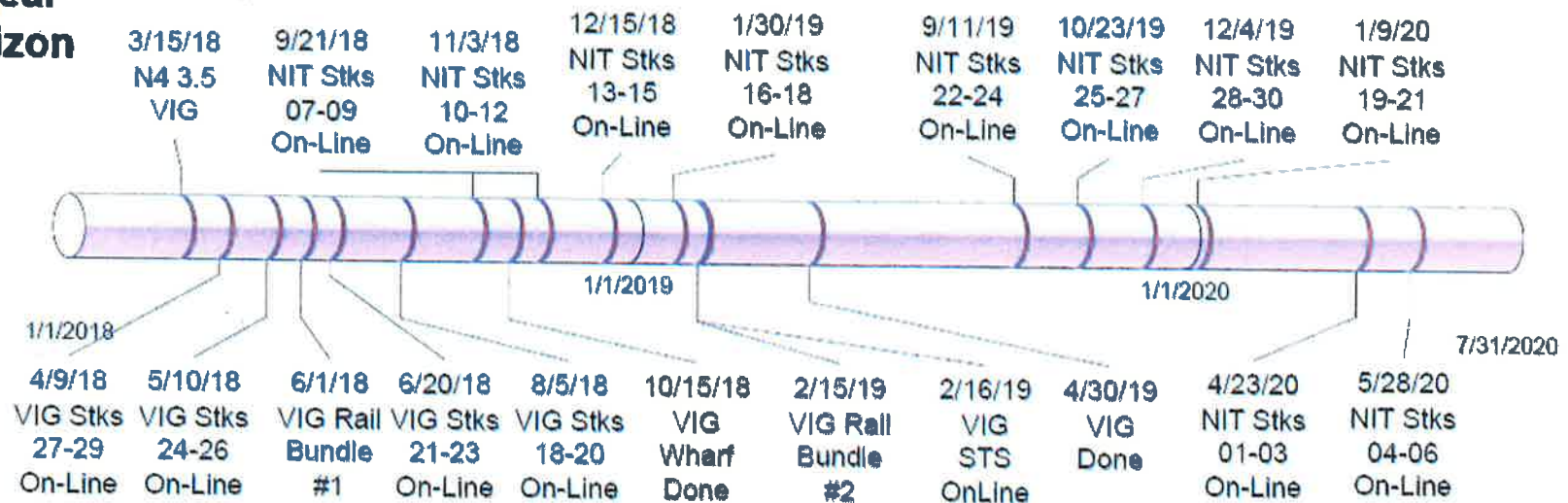
TIMELINES

12 Month Horizon



TIMELINES

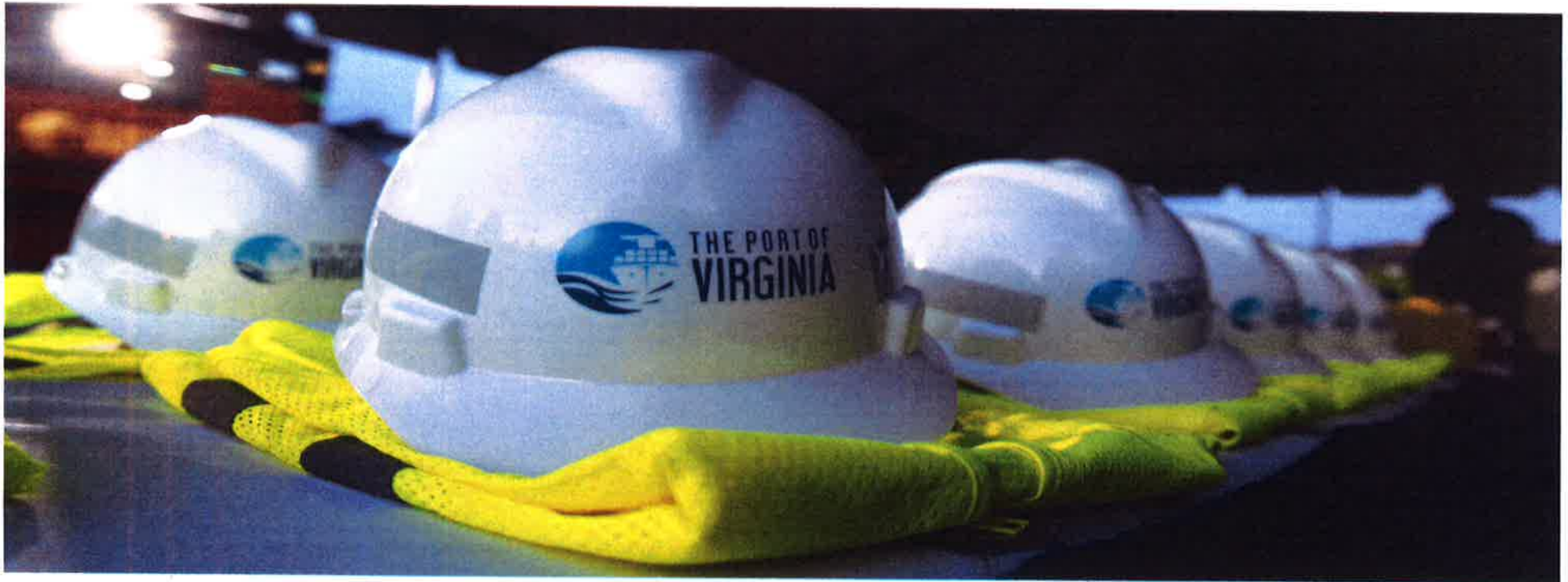
3 Year Horizon



01/09/18 – V22

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Human Resources Report

Jim Bibbs, Chief Human Resources Officer



Stewards of Tomorrow

HR Updates

- Tax Reform Update
- 2018 Summer Internship
- Financial Wellness
- Metrics





Tax Reform Update

- Retirement
- ADP
- Payroll

2018 Summer Internship Program

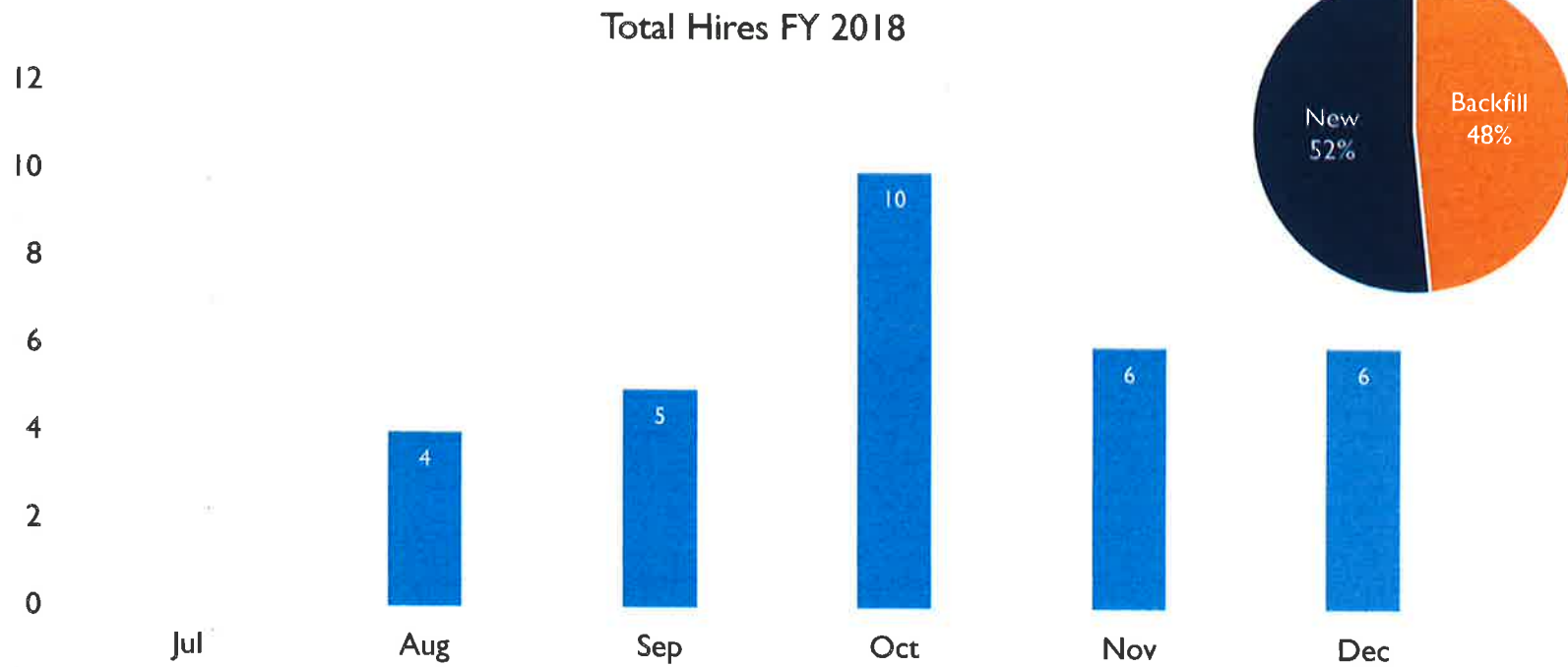
- Highlights
 - Up to 12 internships offered
 - Open for application Feb 5 – Mar 2
 - Program will run June 4 – July 27 (8 weeks)
 - Since 2015, POV has provided 36 internships and hired 11 interns in a permanent or temporary capacity
- New Initiatives
 - POV Intern Alumni LinkedIn Networking Group
 - Metrics to measure ROI of past intern projects



Financial Wellness



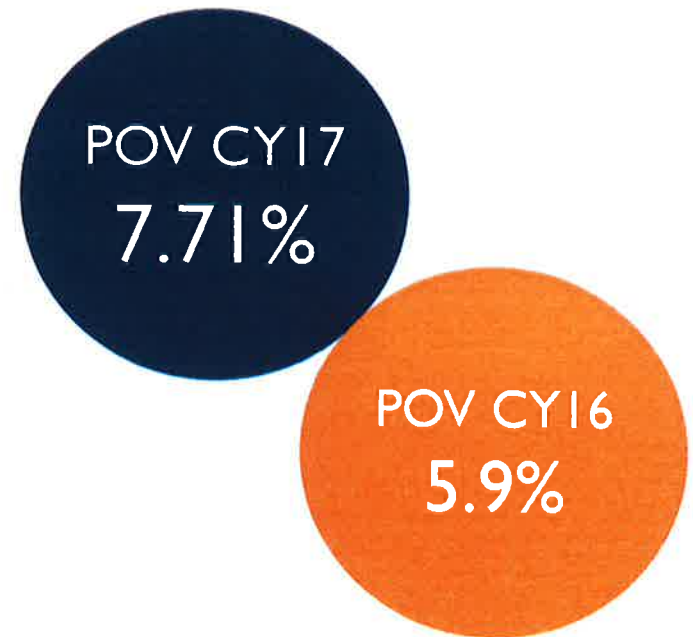
Recruitment Metrics



Attrition

	CY17	CY16
VIT	6.73%	4.8%
VPA	9.33%	8.2%
HRCP	9.1%	9.1%

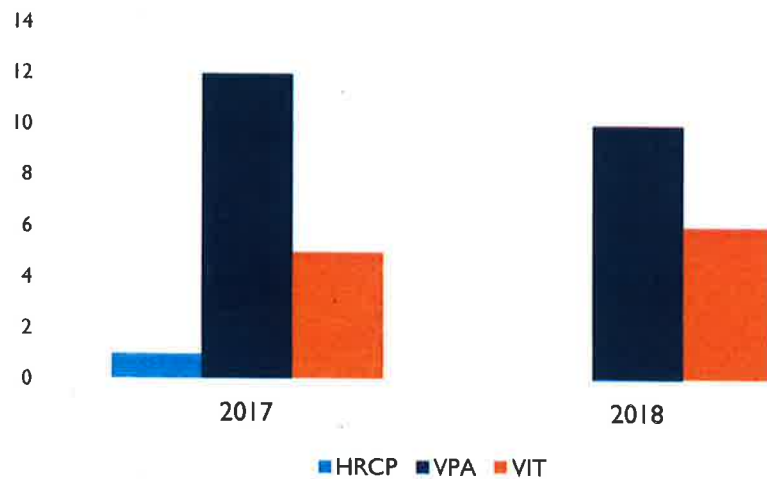
**percentages are based on entity headcount*



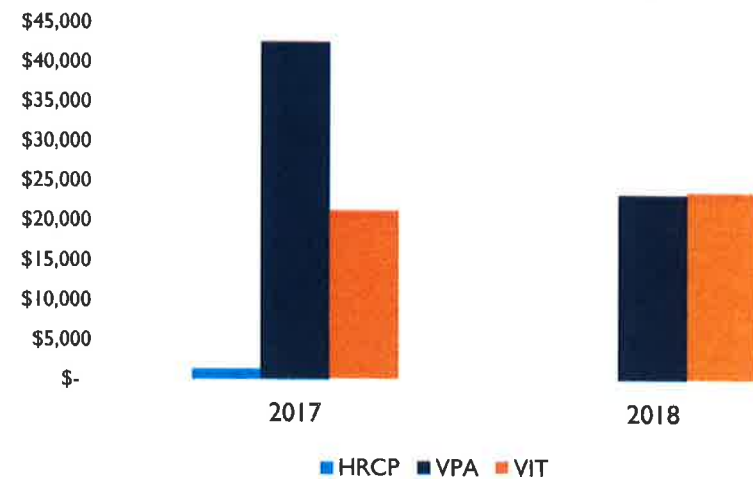
Training Metrics

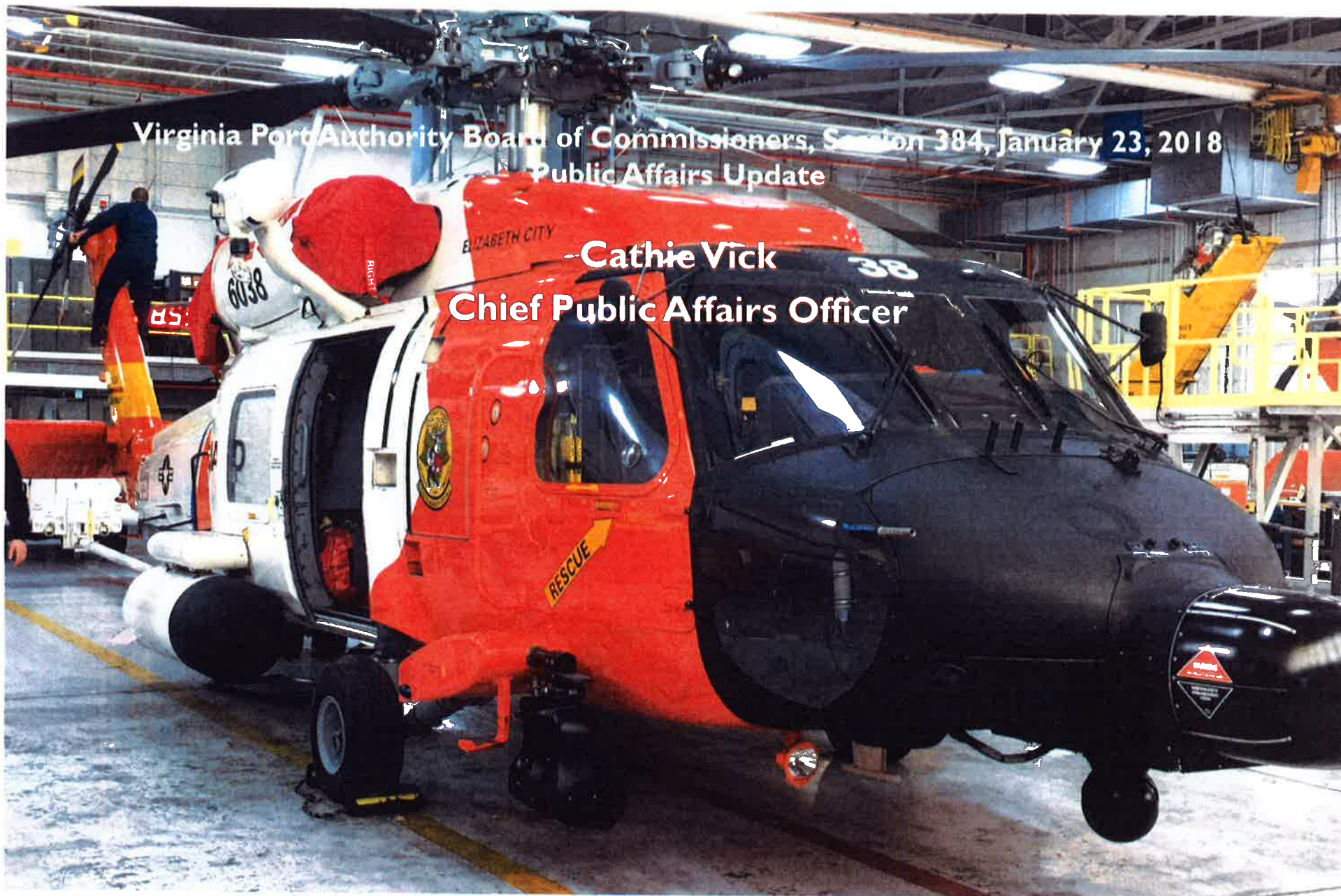
College Reimbursement Data

Participation by Entity



Reimbursement Cost by Entity





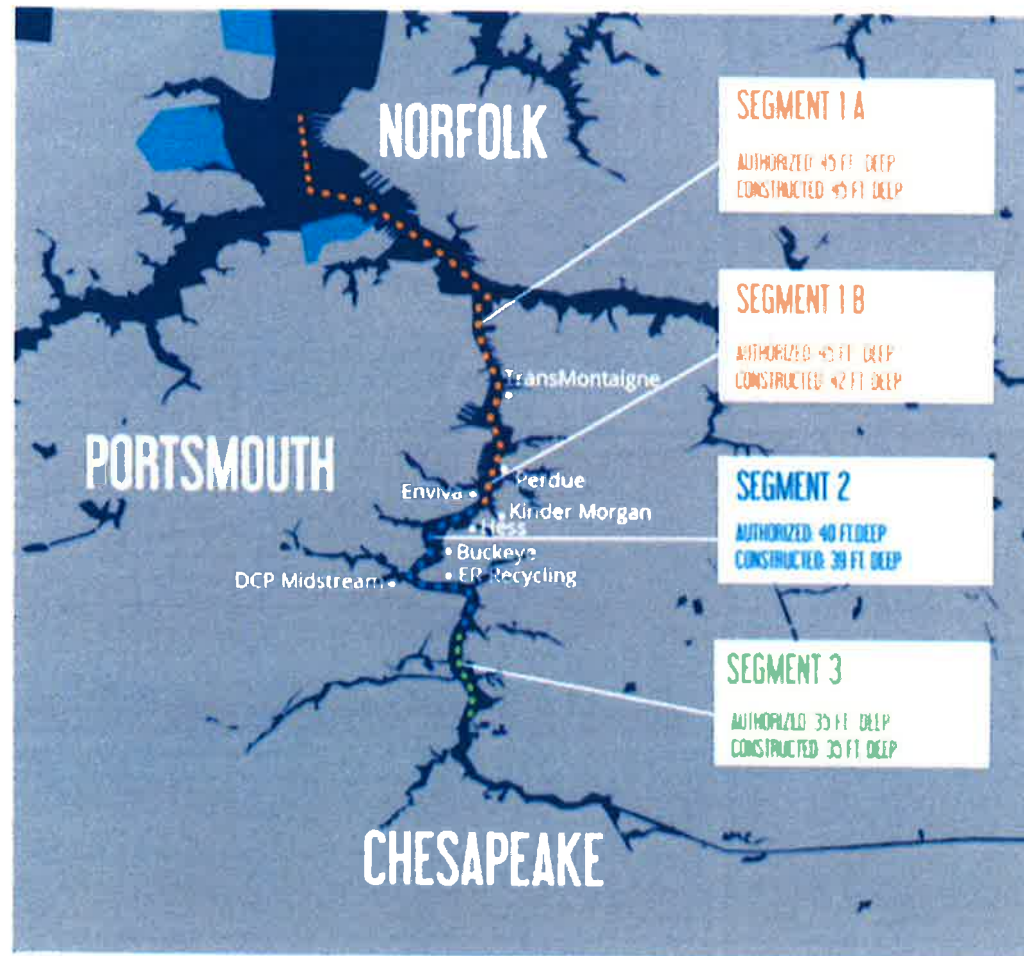
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Public Affairs Update

Cathie Vick
Chief Public Affairs Officer

NORFOLK HARBOR



ELIZABETH RIVER SOUTHERN BRANCH



FEDERAL AFFAIRS

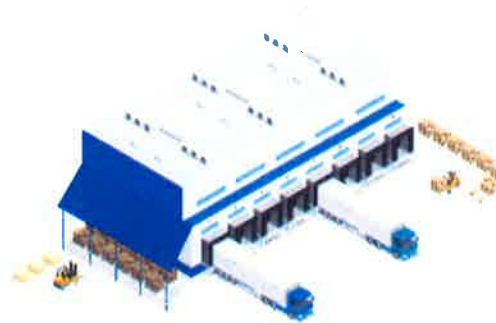


2018 GENERAL ASSEMBLY SESSION



CY17 ECONOMIC DEVELOPMENT TOTALS

45 ANNOUNCEMENTS



**MORE THAN 3,770,000 SQ.
FT. OF SPACE**



**INVESTED MORE
THAN \$1.6 BILLION**

**CREATED
6342 JOBS**



Source: POV Economic Development 1/2018

SINCE LAST BOARD MEETING...



Global Technical Systems, Virginia Beach

- Announcements: 7
- Square Footage: Over 800,000
- Investment: Over \$937 Million
- Jobs Created: 2845

AID TO LOCAL PORTS REALLOCATION REQUEST



Morley's Wharf



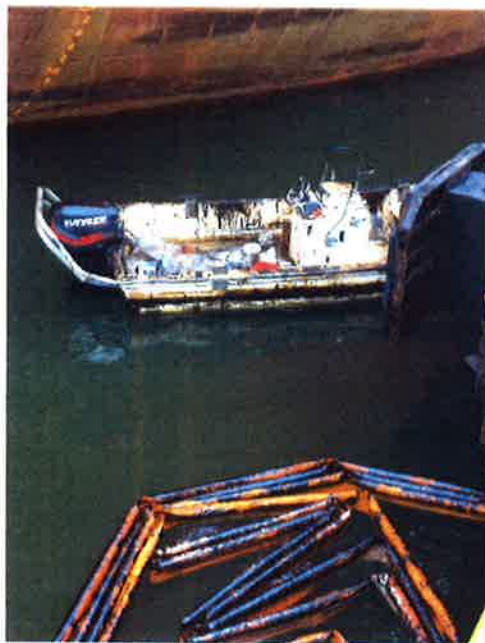
Willis Wharf

ISO 14001: ENVIRONMENTAL MANAGEMENT SYSTEM



- Transitioning to the 2015 standard
- Covers all port activities
- Internal audits complete
- External Surveillance Audits scheduled in April

MIRT & EMERGENCY OPERATIONS



Oil Spill at NS Coal Piers

- 1 to 2 tons of #6 Heavy Oil Spilled during bunkering operations
- Impacted PMT and surrounding areas
- Coordinated with clean up contractor

STEWARDS OF TOMORROW

INNOVATION

HELPFULNESS

ACCESSIBILITY

MINDFULNESS

FORTITUDE

SUSTAINABILITY

