



January 2018
Financial Report

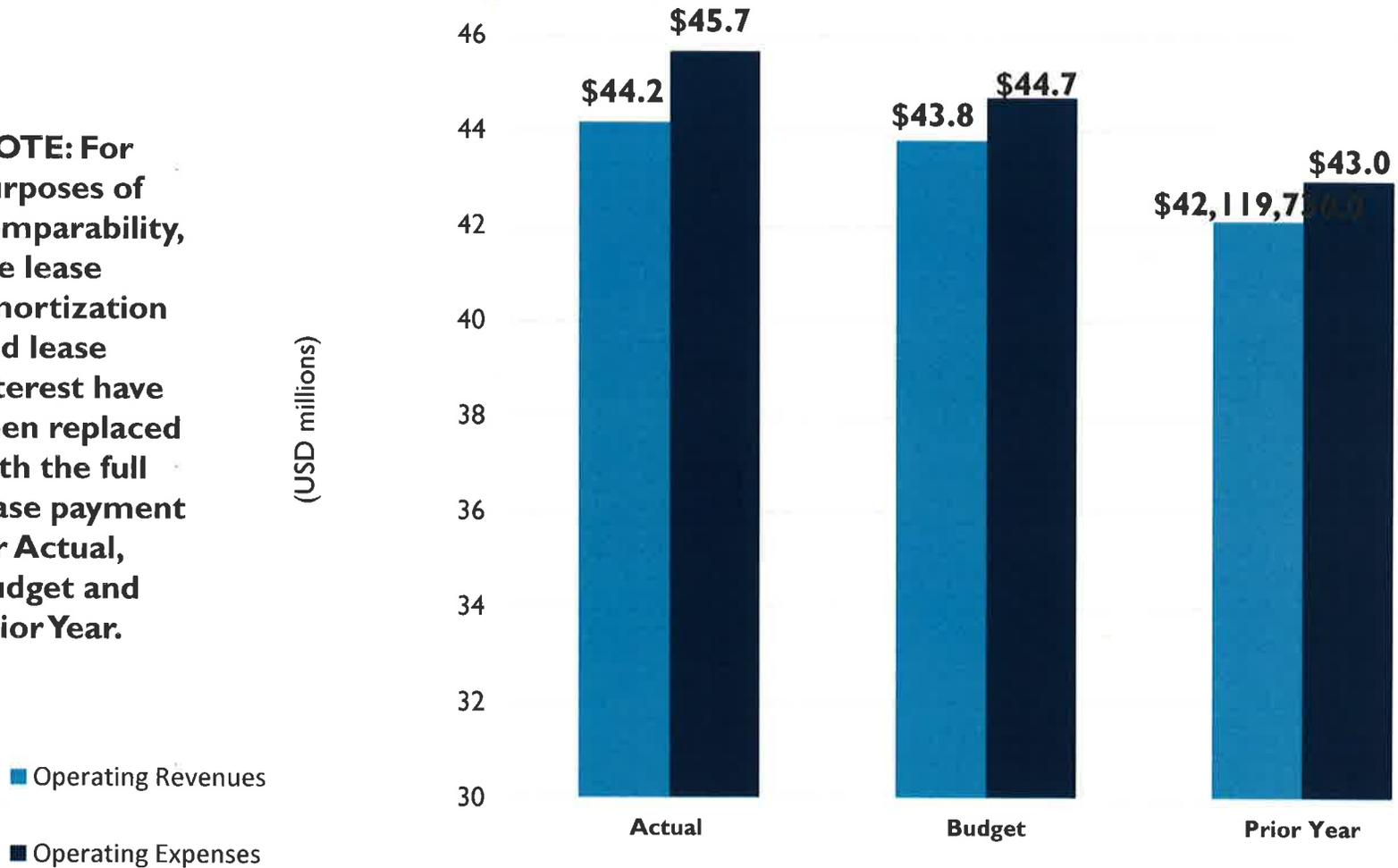
Rodney W. Oliver
Chief Financial Officer

BIG LIFT

OPERATING REVENUES AND EXPENSES:

For the Month Ended January 31, 2018

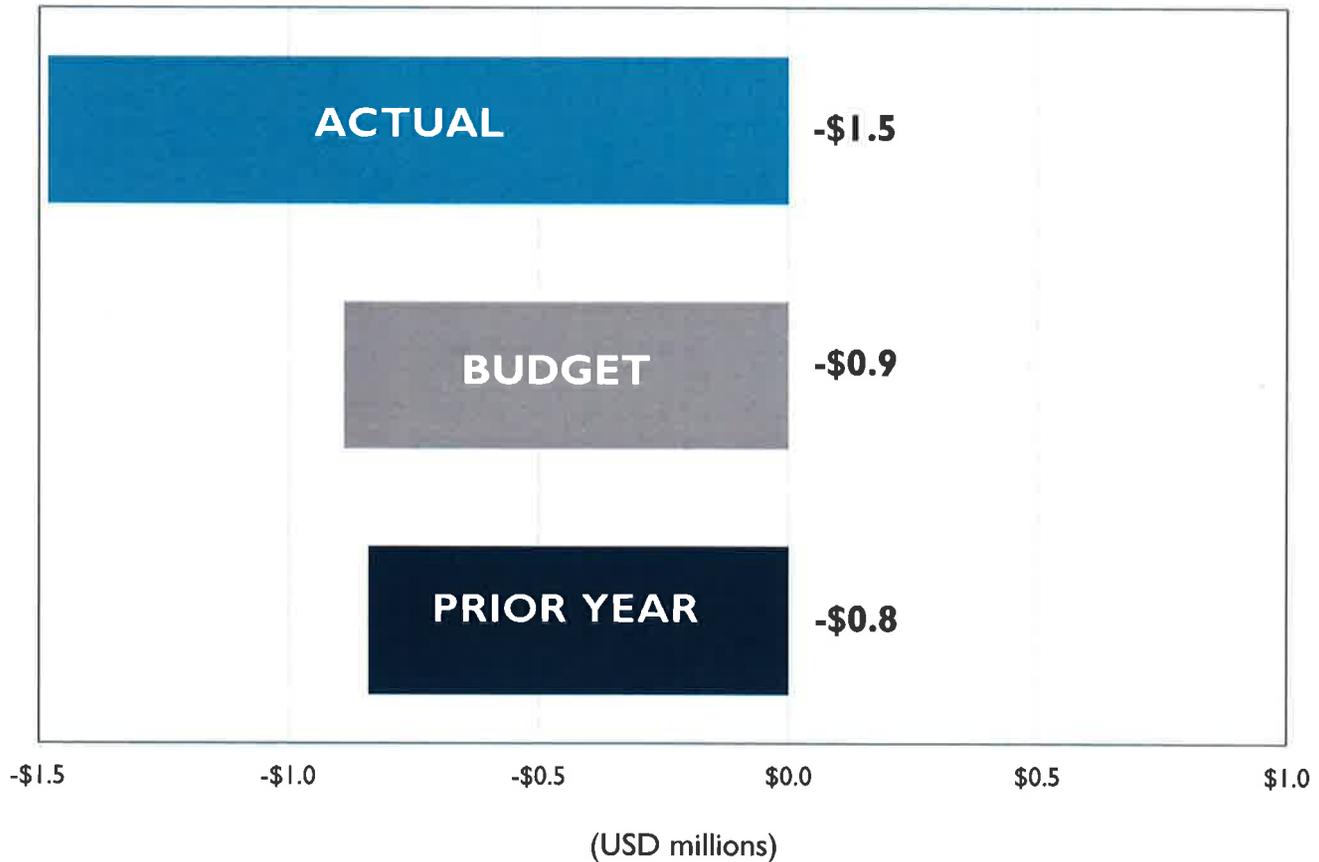
NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.



OPERATING INCOME (LOSS):

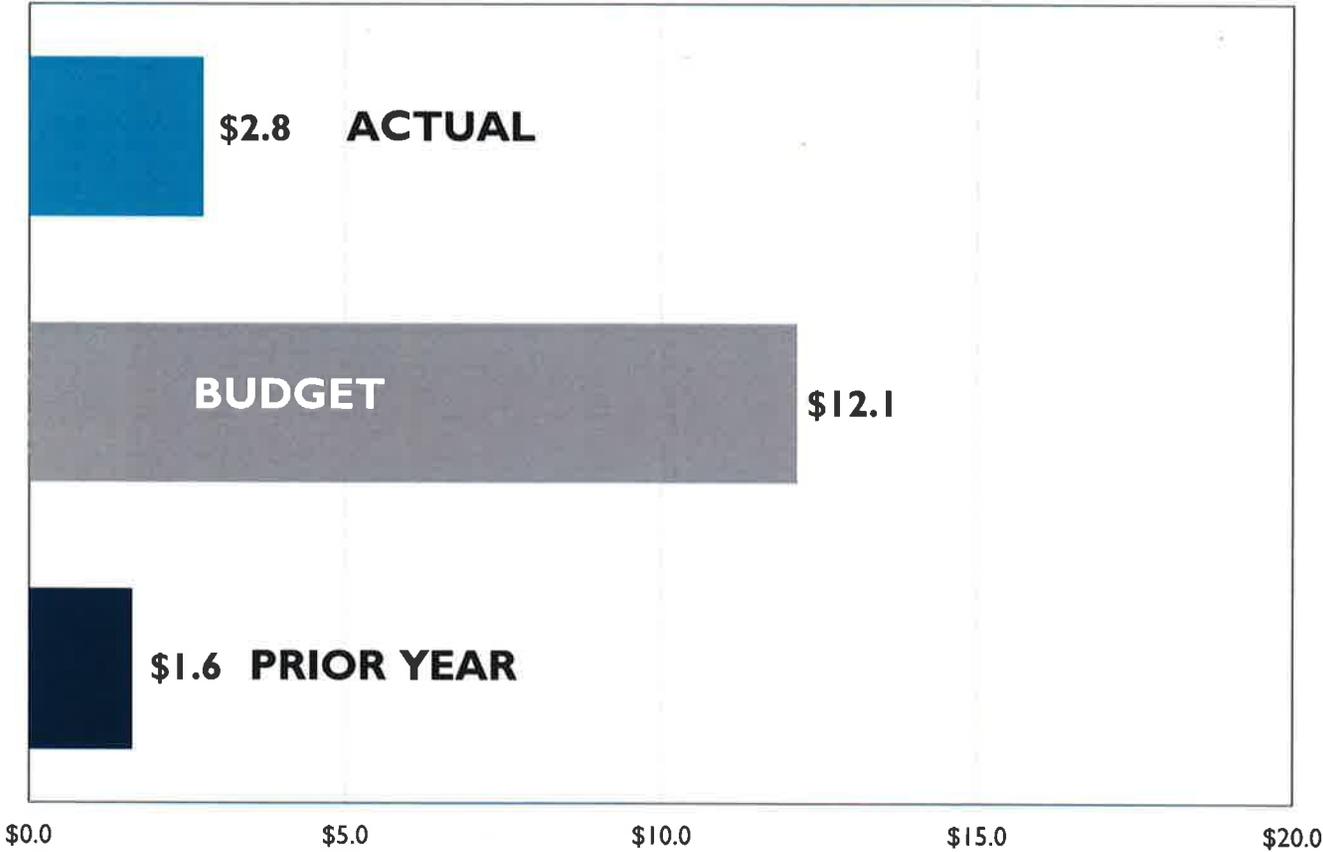
For the Month Ended January 31, 2018

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.



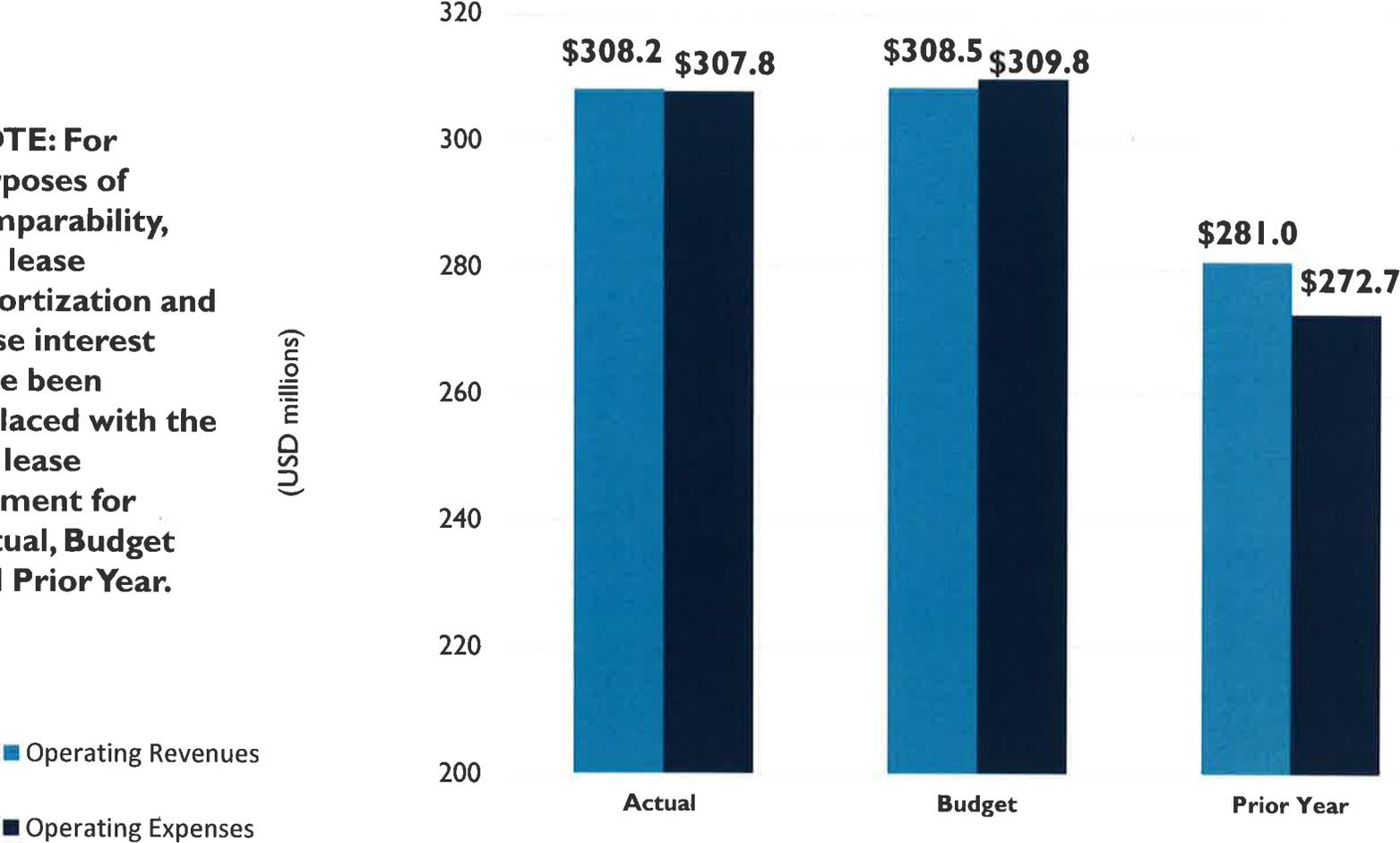
CHANGE IN NET POSITION: For the Month Ended January 31, 2018

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 Seven Months Ended January 31, 2018

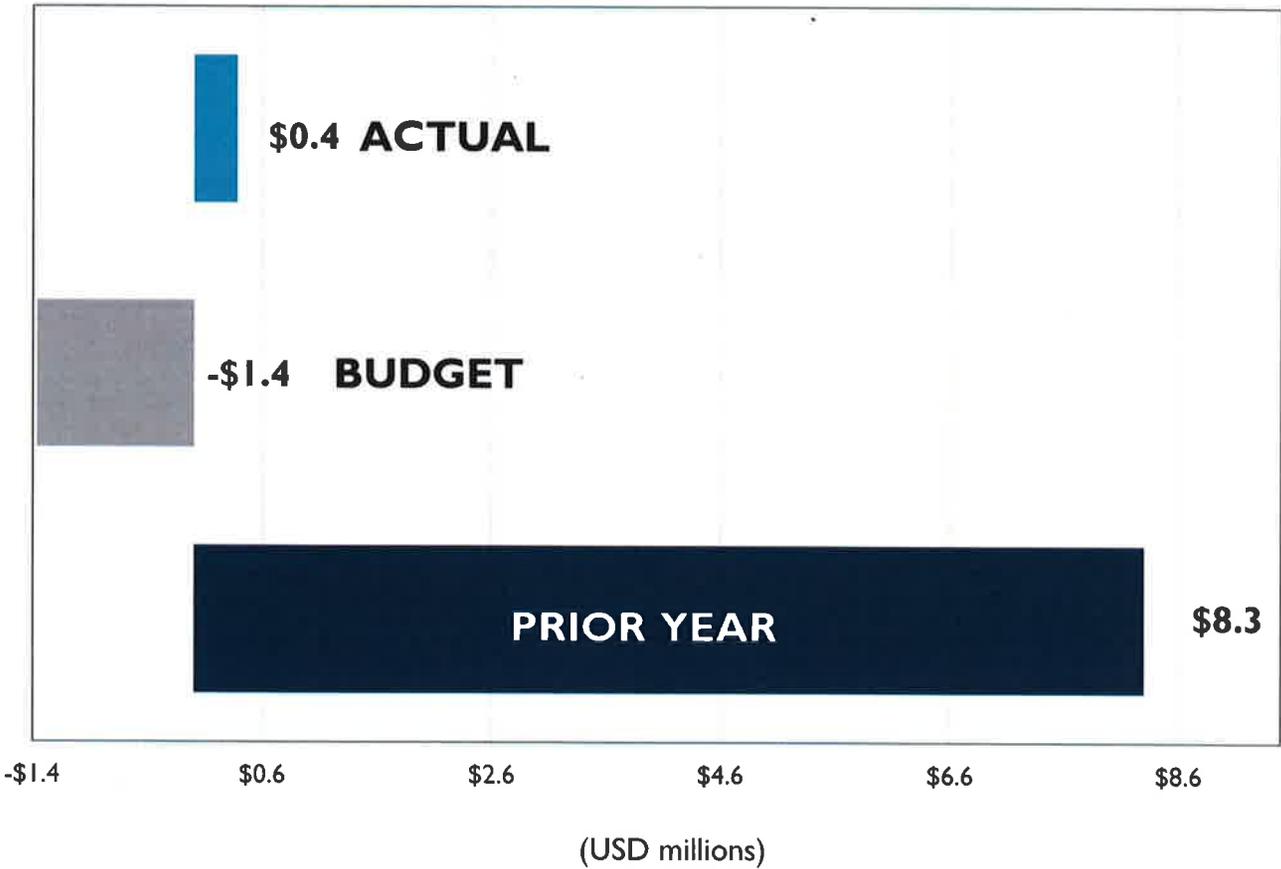
NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.



OPERATING INCOME (LOSS):

For the Seven Months Ended January 31, 2018

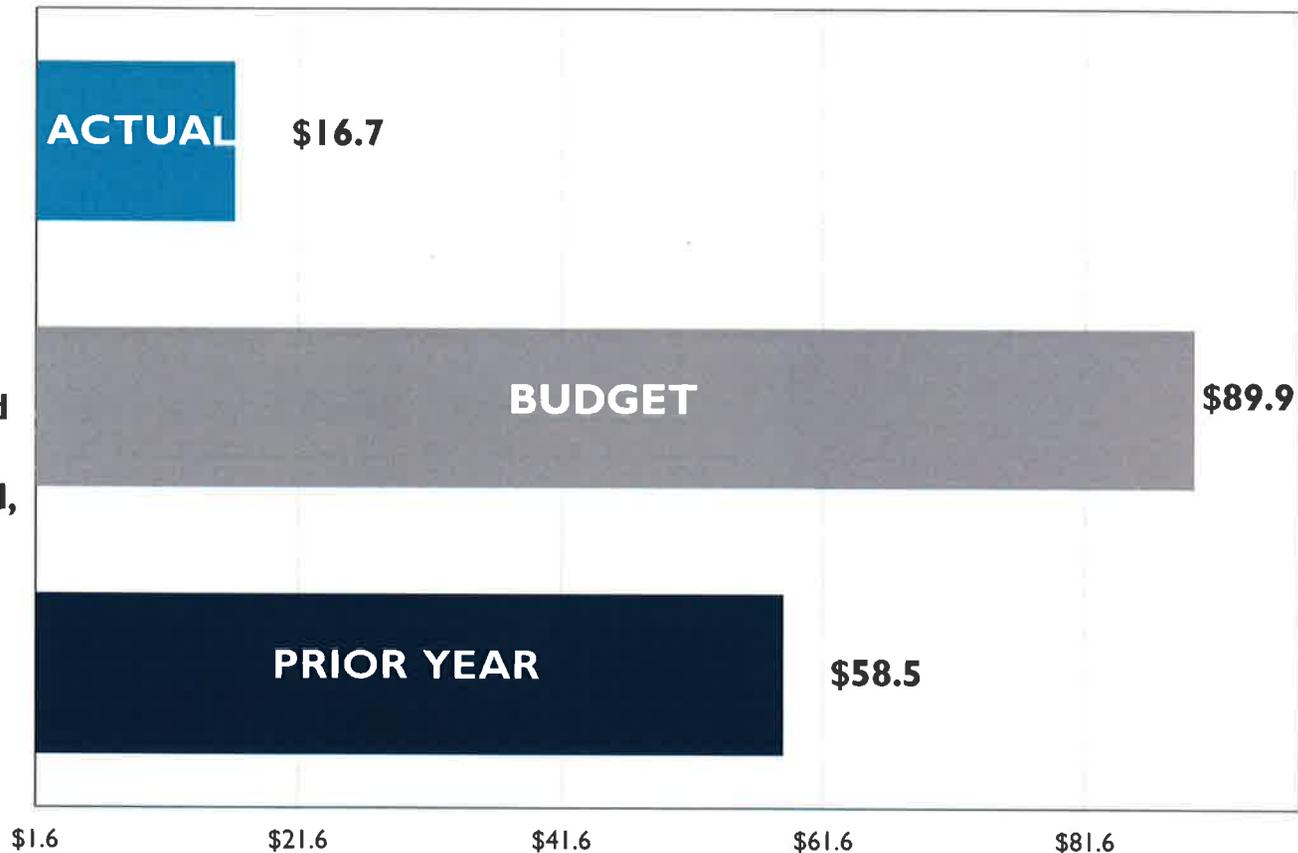
NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.



CHANGE IN NET POSITION:

For the Seven Months Ended January 31, 2018

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.



STEWARDS OF TOMORROW

INNOVATION

HELPFULNESS

ACCESSIBILITY

MINDFULNESS

FORTITUDE

SUSTAINABILITY





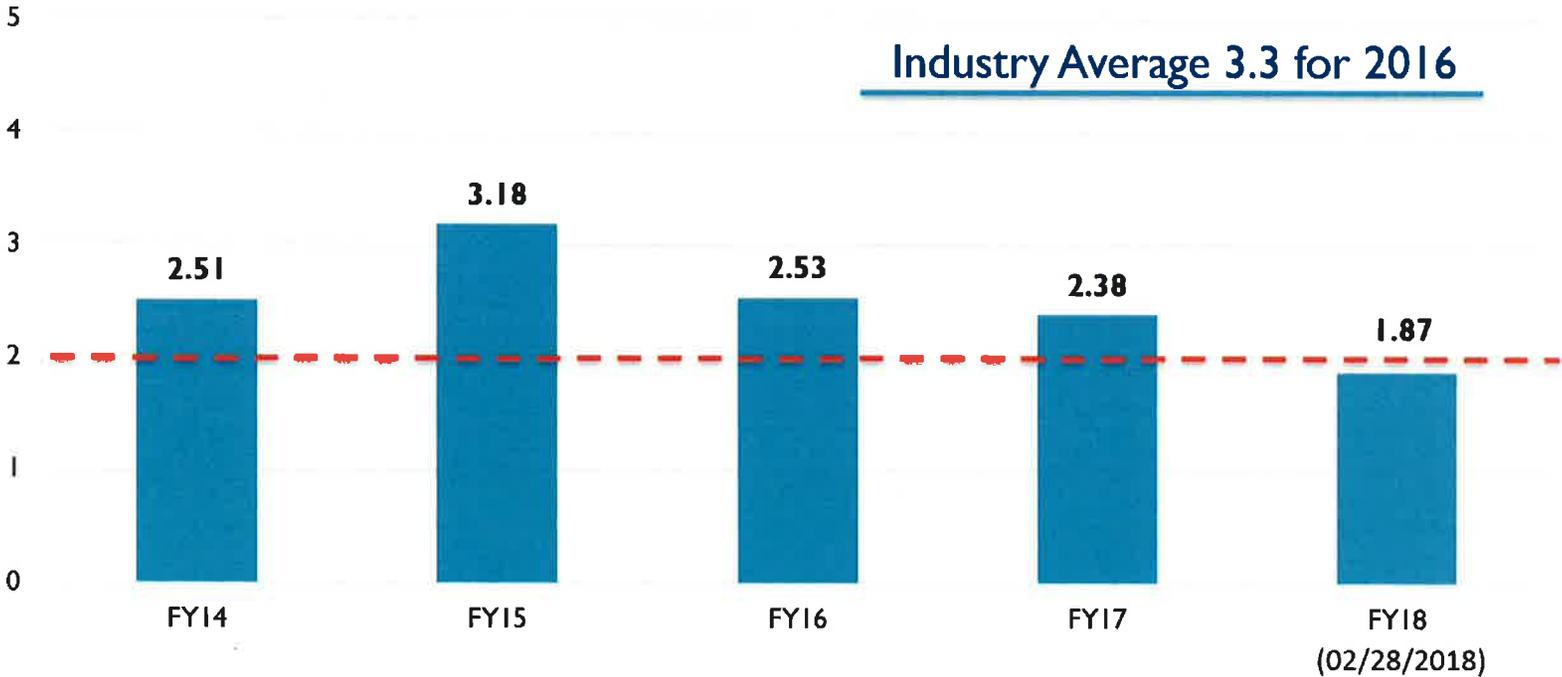
Virginia Port Authority Board of Commissioners, Session 385, March 27, 2018
Operations Report

Shawn Tibbetts
Chief Operations Officer

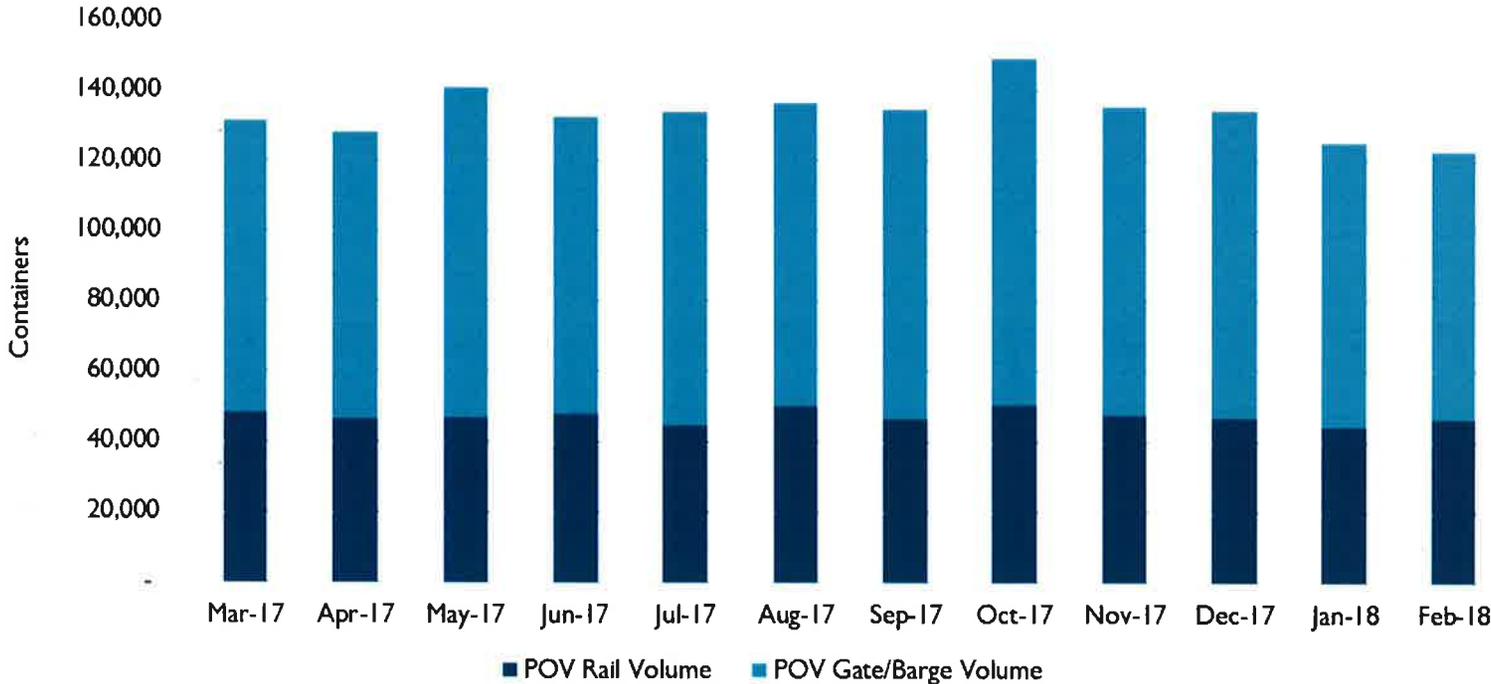


Stewards of Tomorrow

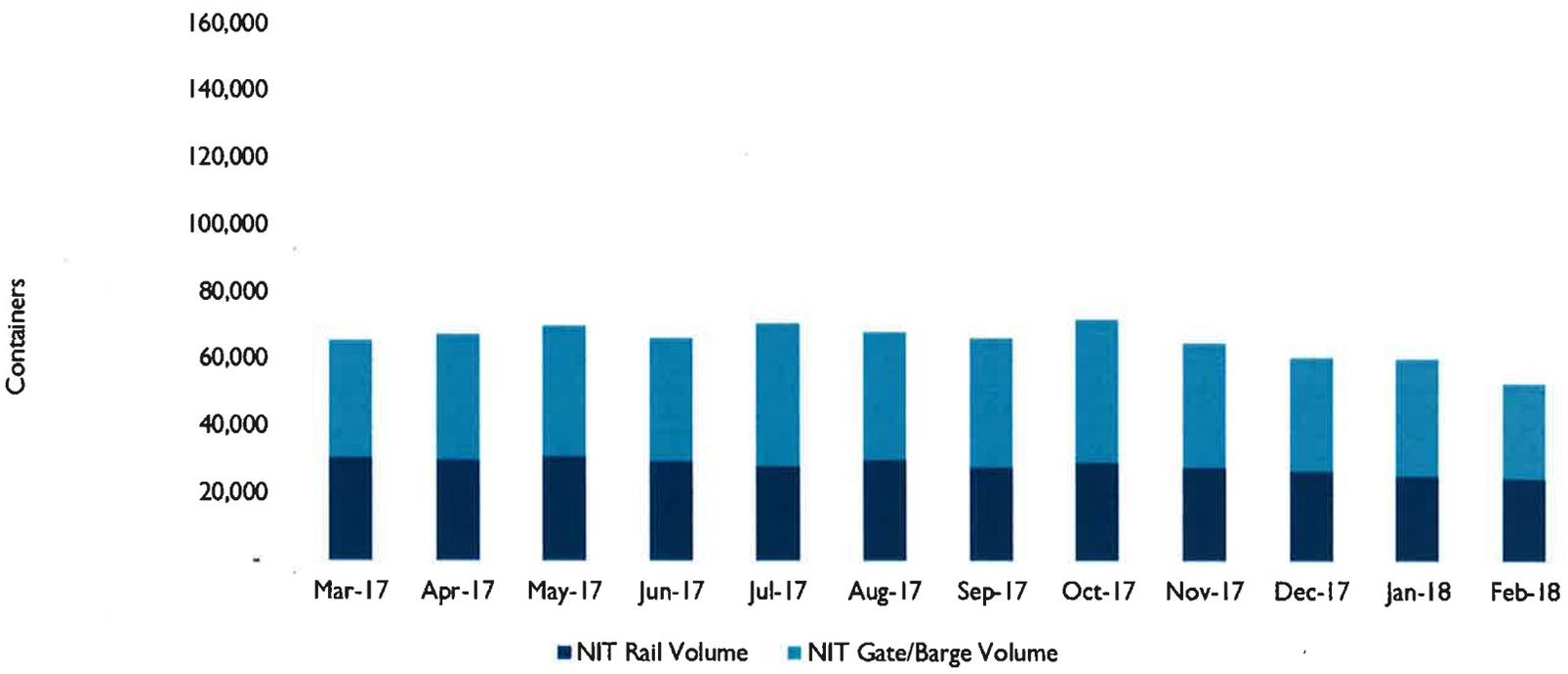
POV OSHA LOST WORK DAY RATE



POV RAIL VS GATE/BARGE VOLUME

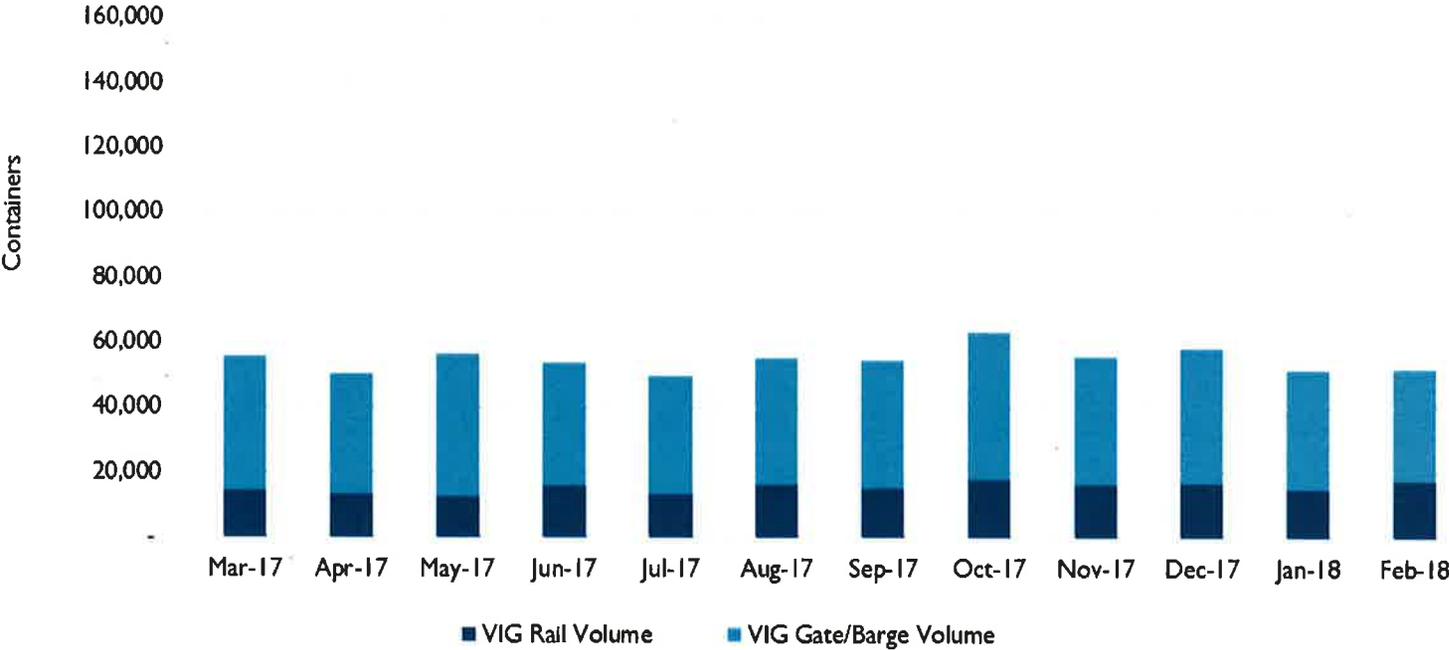


NIT RAIL VS GATE/BARGE VOLUME

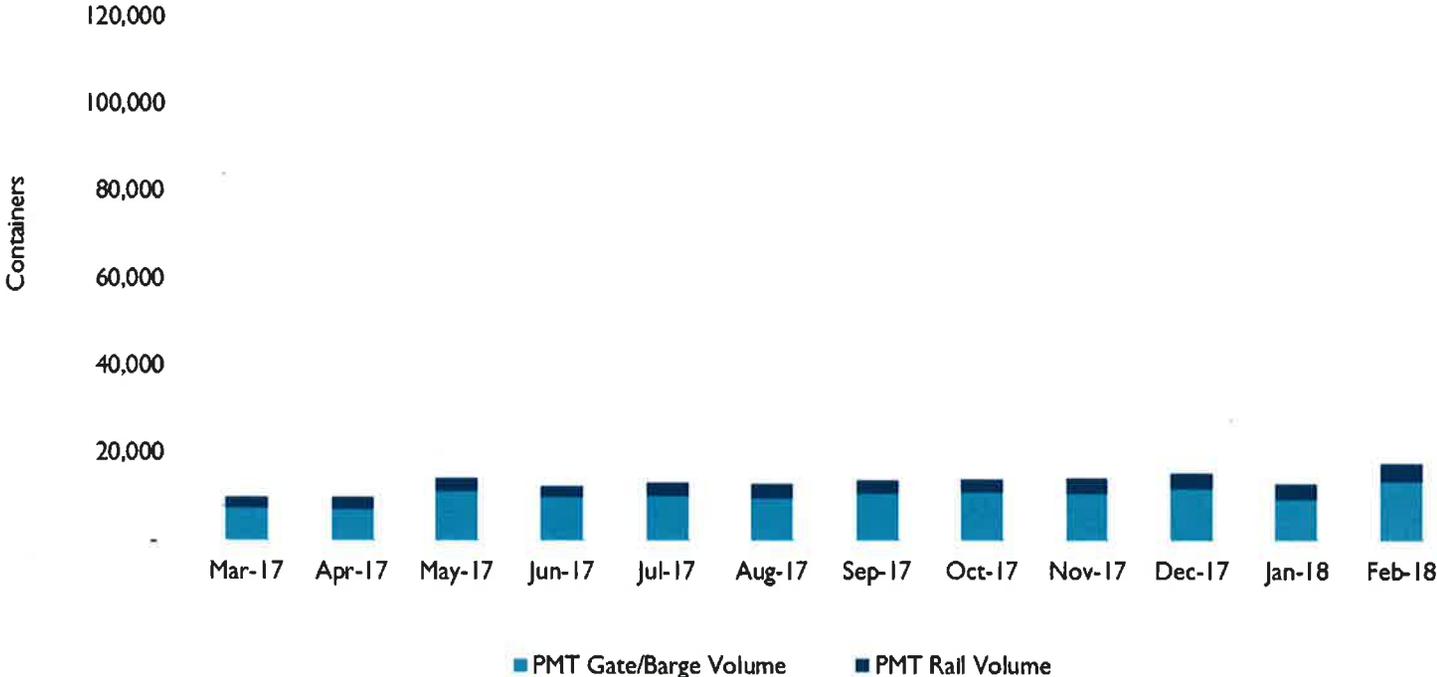


Stewards of Tomorrow

VIG RAIL VS GATE/BARGE VOLUME

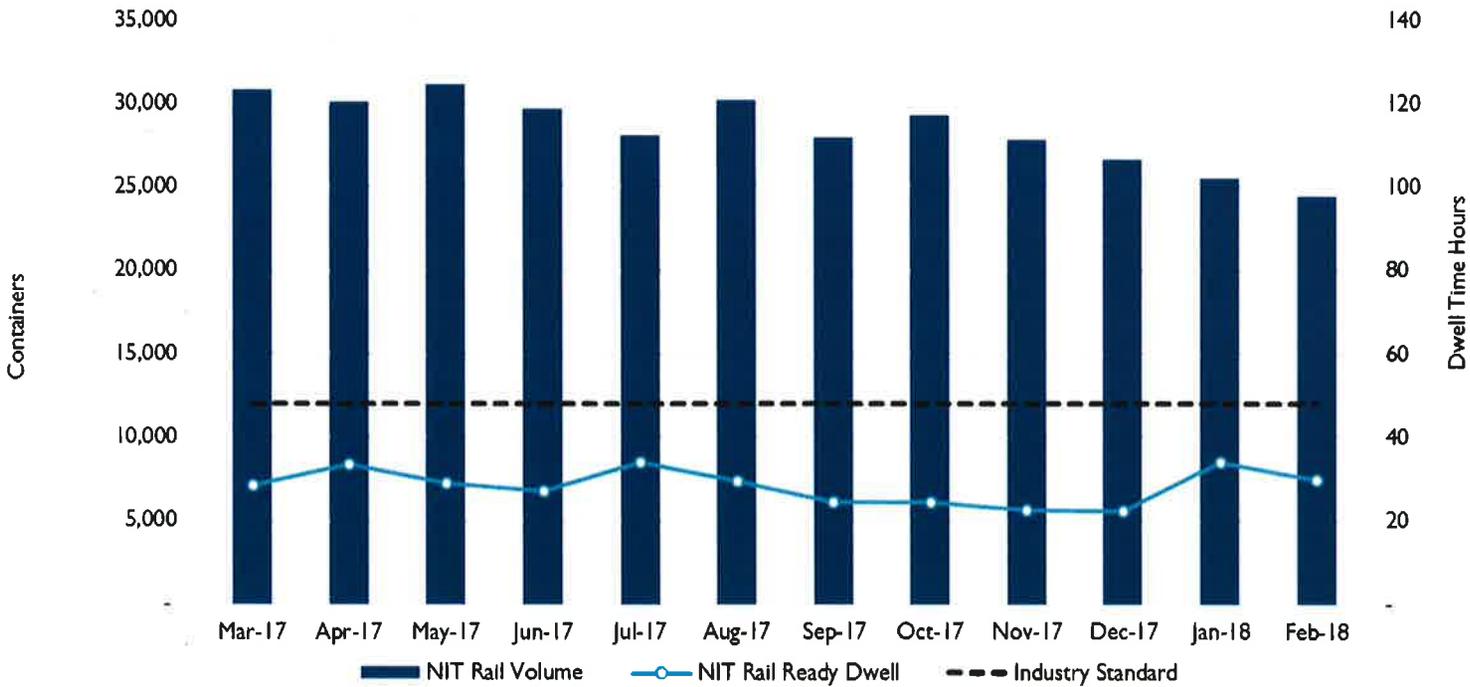


PMT RAIL VS GATE/BARGE VOLUME



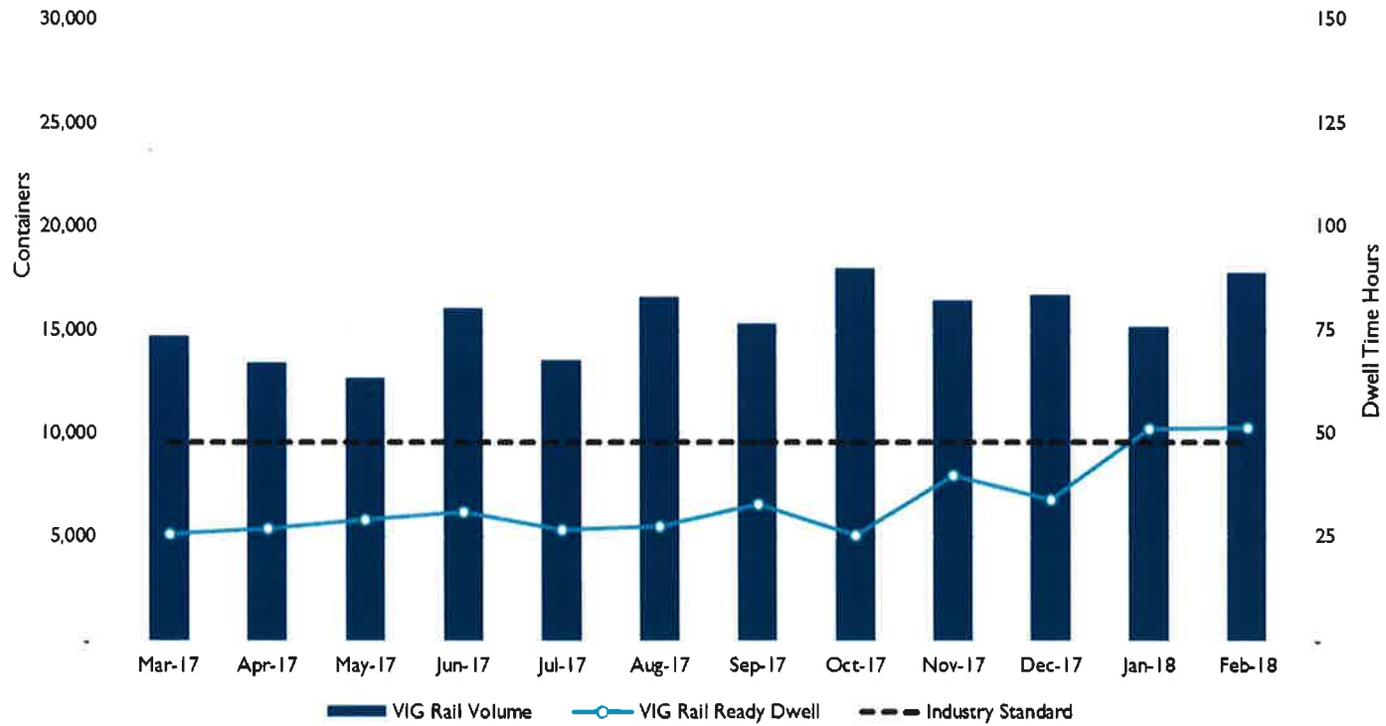
Stewards of Tomorrow

NIT RAIL VOLUME



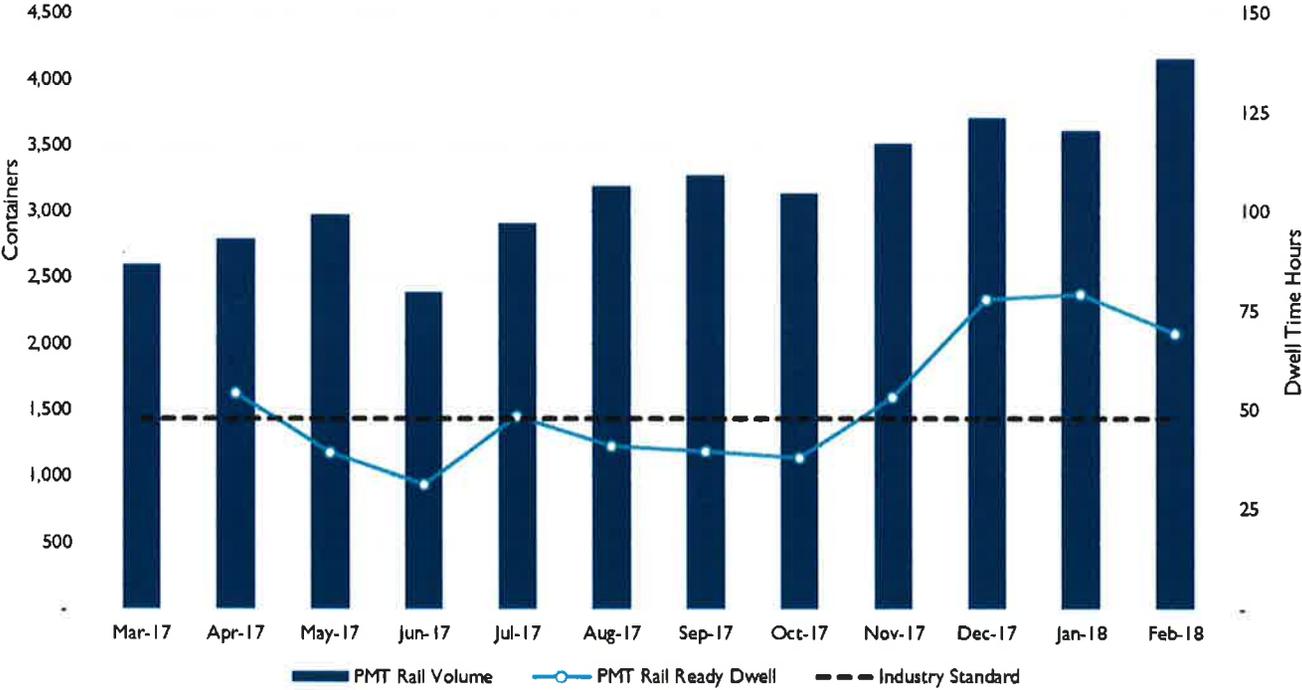
Stewards of Tomorrow

VIG RAIL VOLUME



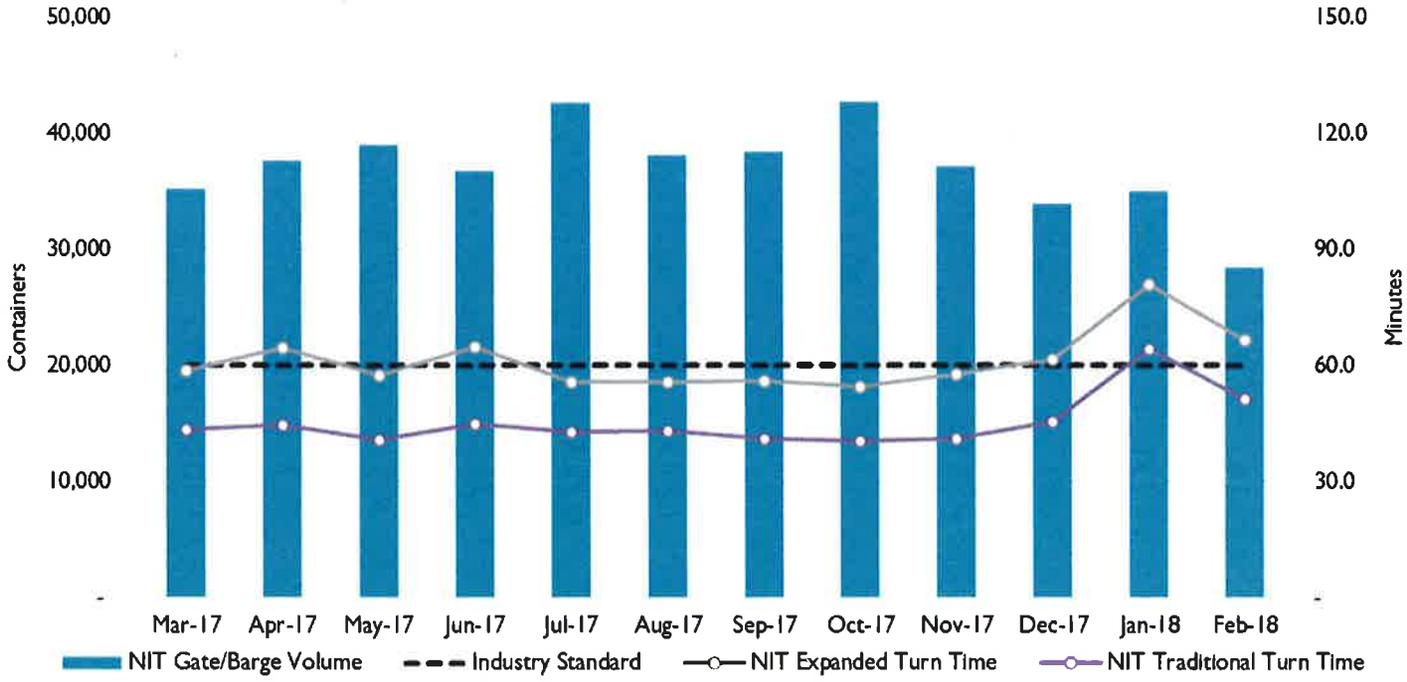
Stewards of Tomorrow

PMT RAIL VOLUME



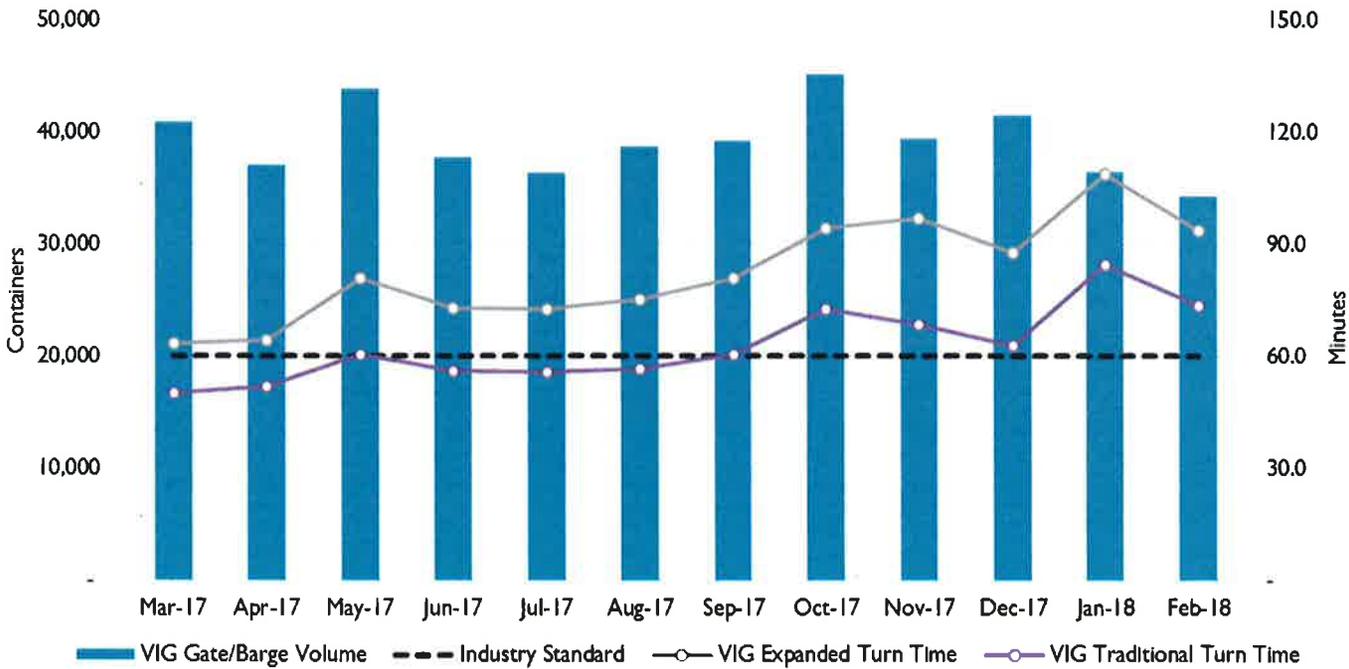
Stewards of Tomorrow

NIT GATE TURN TIMES

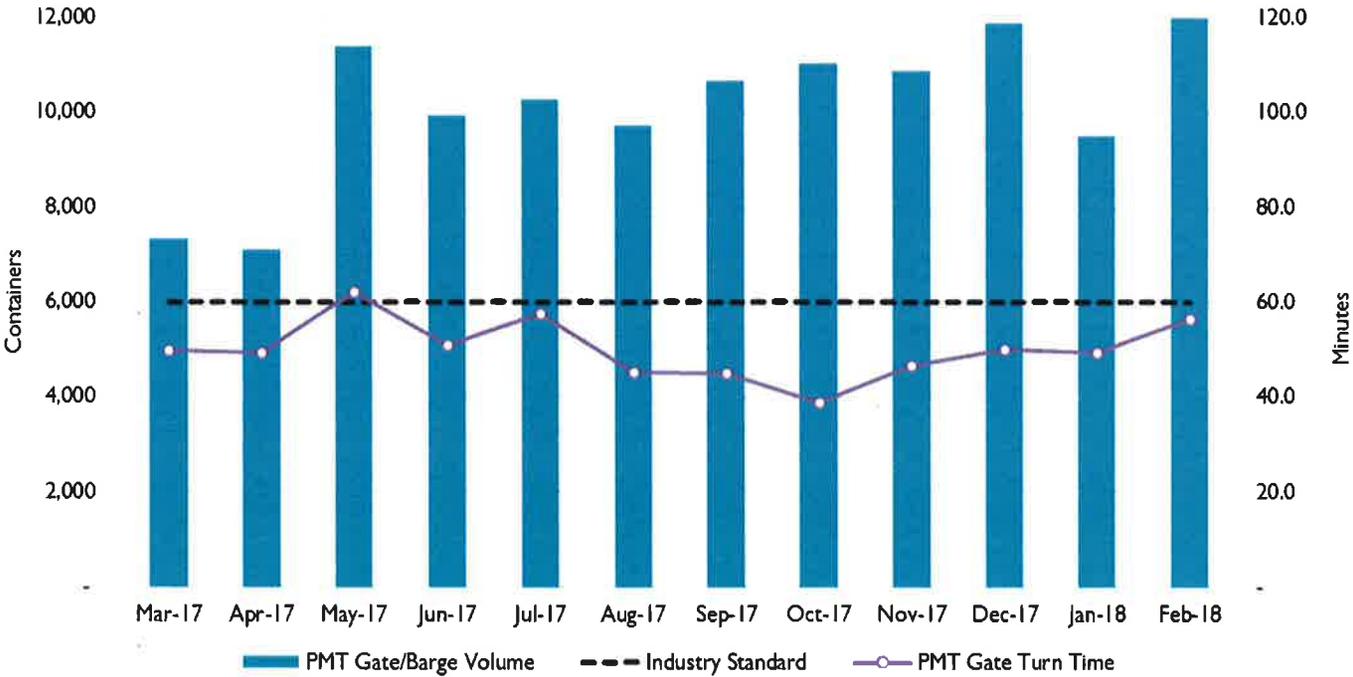


Stewards of Tomorrow

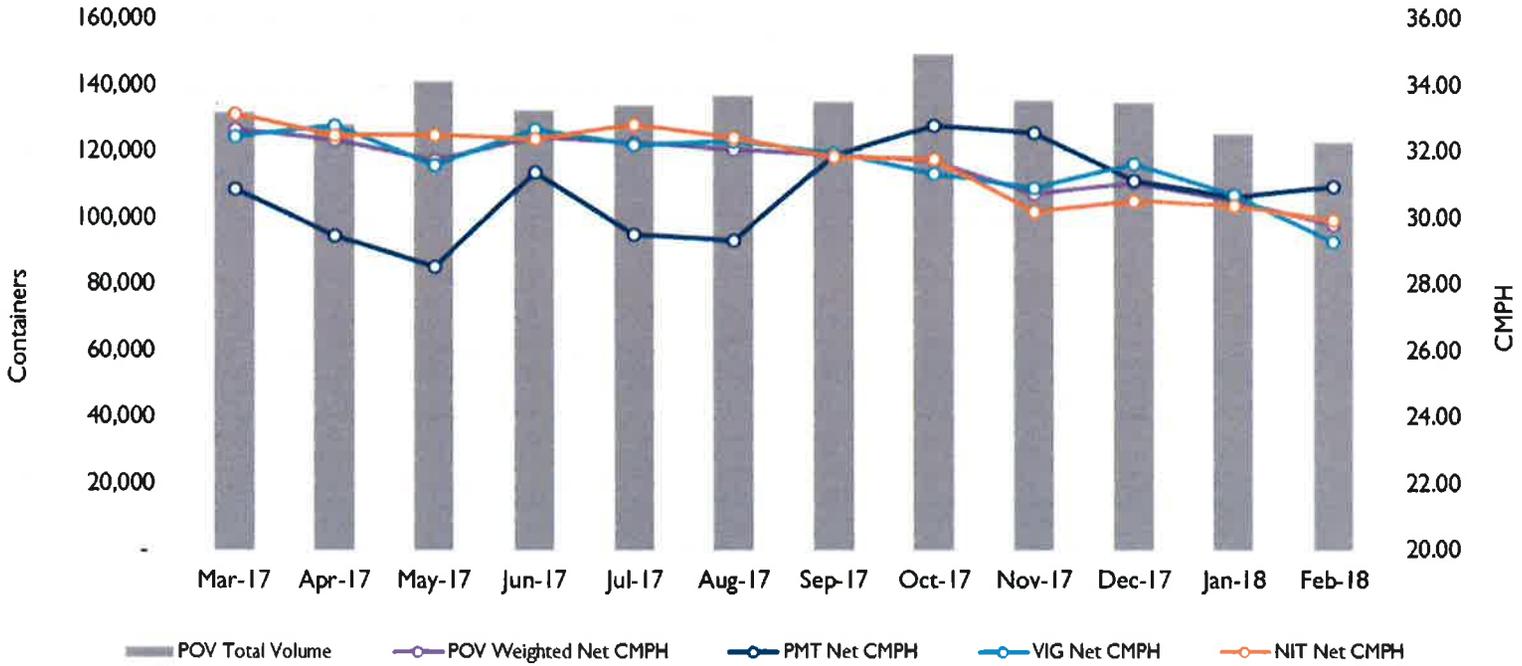
VIG GATE TURN TIMES



PMT GATE TURN TIMES



NET CRANE MOVES PER HOUR



Stewards of Tomorrow

WEATHER PREPAREDNESS





STEWARDS OF TOMORROW

INNOVATION

HELPFULNESS

ACCESSIBILITY

MINDFULNESS

FORTITUDE

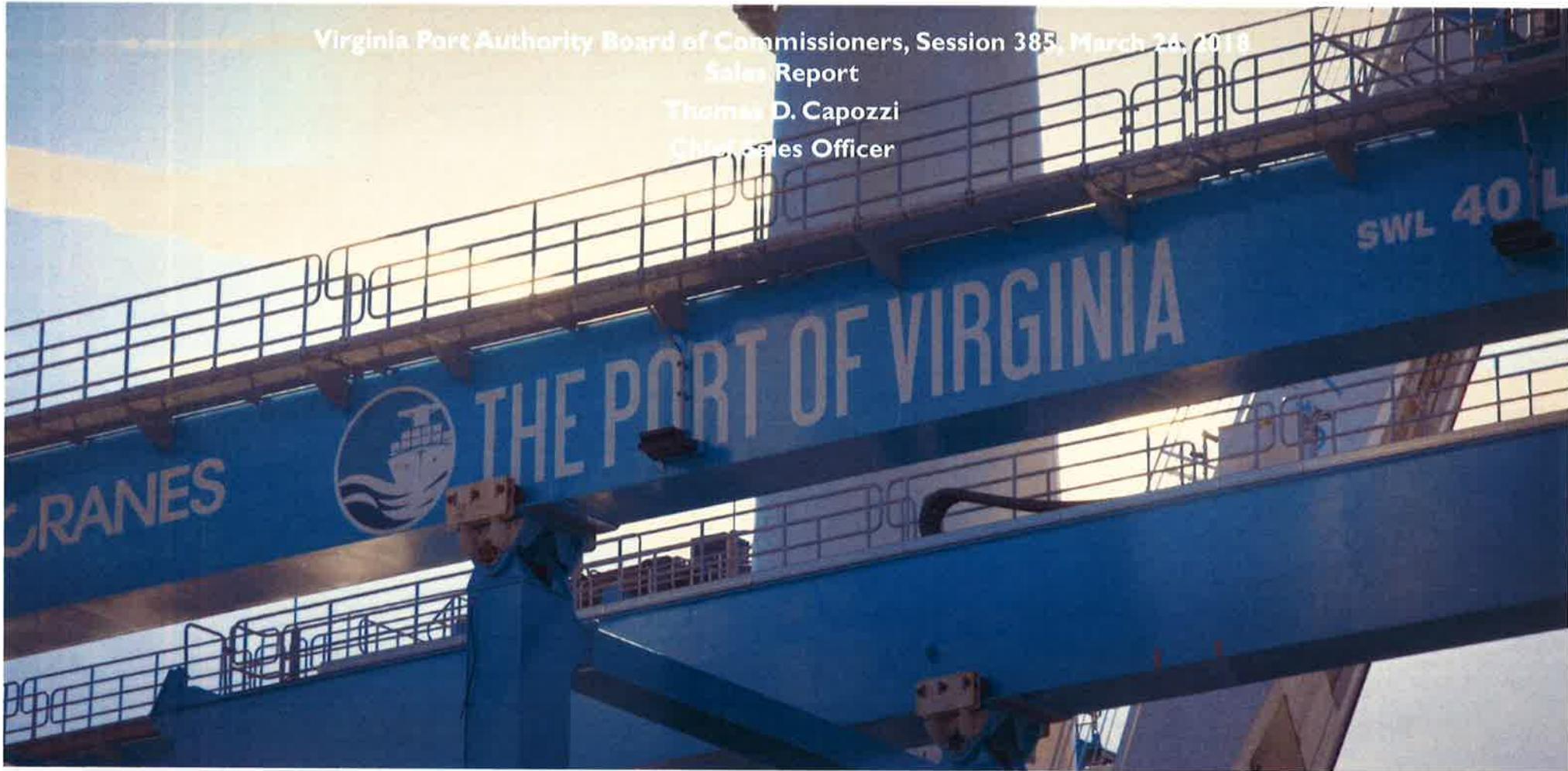
SUSTAINABILITY

Virginia Port Authority Board of Commissioners, Session 385, March 24, 2018

Sales Report

Thomas D. Capozzi

Chief Sales Officer



Stewards of Tomorrow

POV VOLUMES: FYTD 2018

Fiscal Year-to-Date: Jul - Feb 2018

	FY 2017	FY 2018	Change	% Change
Total TEUs	1,826,516	1,895,495	68,978	3.8%
Export Loaded TEUs	688,972	652,010	(36,962)	-5.4%
Export Empty TEUs	282,838	349,405	66,568	23.5%
Import Loaded TEUs	819,492	878,251	58,760	7.2%
Import Empty TEUs	35,216	15,829	(19,387)	-55.1%
Total Containers	1,031,696	1,073,918	42,222	4.1%
General Cargo Tonnage	14,412,981	14,509,188	96,207	0.7%
Container Tonnage	14,288,354	14,380,588	92,235	0.6%
Breakbulk Tonnage	124,627	128,600	3,972	3.2%
Total Rail Containers	379,308	377,229	(2,079)	-0.5%
VIP Containers	23,199	24,255	1,056	4.6%
Total Barge Containers	30,830	33,120	2,290	7.4%
RMT Containers	15,098	17,469	2,371	15.7%
Total Truck Containers	621,558	663,569	42,011	6.8%
Ship Calls	1,208	1,141	(67)	-5.5%
Vehicle Units	21,874	24,474	2,600	11.9%



THE PORT OF
VIRGINIA

Stewards of Tomorrow

THE ALLIANCE SERVICES

Effective April 2018

Transatlantic Services (4 of 7 services call POV)

Services	Notes
AL1 (first in)	Norfolk remains first-in; added Rotterdam
AL3 (last out)	Norfolk remains last out; dropped Savannah double call
AL6	No change to Norfolk call; Baltimore call dropped from initial port rotation and Halifax call reinstated
AL7	No change to Norfolk call

Transpacific Services (4 of 5 services call POV)

Services	Notes
EC1 (last out)	Norfolk remains last out call; Miami seasonal call dropped
EC3 (last out)	Norfolk remains last out; added Jacksonville; dropped Charleston
EC4	No change to Norfolk call; dropped Jacksonville; added New York double call
EC5 (last out USEC)	Norfolk remains last out USEC call; added Jacksonville

OCEAN ALLIANCE SERVICES

Effective April 2018

Transatlantic Services (2 of 4 services call POV)

Services	Notes
TAT1	No change to Norfolk call; added Algeciras
TAT2	Norfolk call following new Baltimore call; dropped Savannah

Transpacific Service (3 of 7 services call POV)

Services	Notes
Loop 2	Norfolk no longer last-out – replaced with New York; added Savannah
Loop 3	No change to Norfolk call; added Charleston
Loop 5	No change to Norfolk call; dropped Charleston

FIRST ONE CONTAINER AT NIT



CONFERENCE PARTICIPATION



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STEWARDS OF TOMORROW

INNOVATION

HELPFULNESS

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SUSTAINABILITY



Virginia Port Authority Board of Commissioners, Session 385, March 27, 2018

Joseph P. Ruddy
Chief Innovation Officer



Stewards of Tomorrow®

AGENDA

- Marketing and Communications Update
- Projects Update

EFFECTIVE MESSAGING CONTINUES



728 Mentions earned **\$2.01 Million** in advertising equivalency.

Earned Two 2017 ADDY Silver Awards



NIT South Animation (English Version)
8:22 video



Stewards of Tomorrow®

PROJECT STATUS - UPDATE

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

STACK YARD



Landside Transfer Zone



STACK YARD



Left: Reefer racks in stack 25 and 26



VIG Phase II Stackyard Expansion 27 Feb 18



WHARF EXTENSION

Bent installation





RAIL YARD



South Rail Bundle - Trackside transfer zone



GATE & RAIL PORTAL

Rail Portal Building Foundation



GATE & RAIL PORTAL

Gate Construction







Stewards of Tomorrow®

NEW SHUTTLE TRUCKS AT VIG



Stewards of Tomorrow®

CRMG – MARCH 2018



RMGS COMMISSIONING: STACKING MARCH 2018



Stewards of Tomorrow®

SNIT PROJECT | PHASE I



SNIT PROJECT | LANDSIDE TRANSFER ZONE WORK



SNIT PROJECT | SUBSTATION #6 WORK



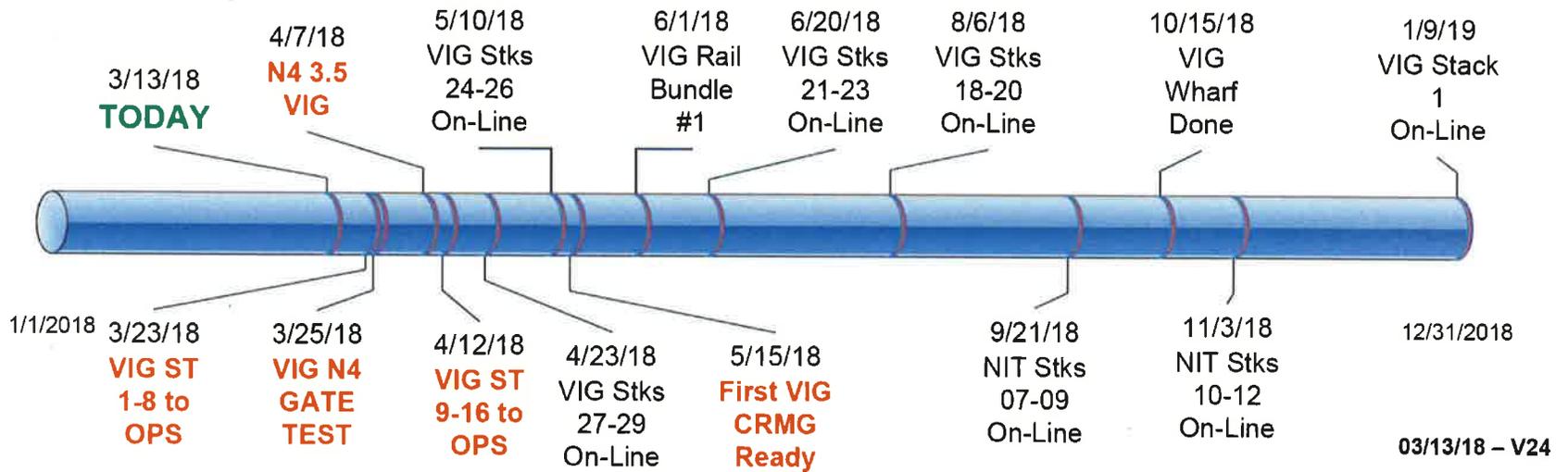
The design included adjustments based on ODU sea level rise statistics.

SNIT PROJECT | LANDSIDE DUCT BANK RUN



TIMELINES

12 Month Horizon



A photograph of a man in a yellow safety jacket and hard hat, smiling, standing on a ship's deck. The background shows the ocean and a large ship. The text is overlaid on the left side of the image.

STEWARDS OF TOMORROW

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Virginia Port Authority Board of Commissioners, Session 385, March 27, 2018 Human Resources Report

Jim Bibbs, Chief Human Resources Officer



HR UPDATES

- On The Job Program
- University Partnerships
- Metrics





OJT PROGRAM

- Up to 10 Crane Interns
- 12 week program
- Kicking off Summer 2018
- OJT Program trainees apply classroom knowledge to hands-on training in Crane Maintenance



THE PORT OF
VIRGINIA

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OJT PROGRAM

- Up to 10 Crane Interns
- 12 week program
- Kicking off Summer 2018
- OJT Program trainees apply classroom knowledge to hands-on training in Crane Maintenance
- Up to 5 Trainees hired to participate in 2-year OJT Program.
- Hourly pay rate of \$15-\$16
- POV will pay for tuition, fees, and books
- Trainees are considered employees and are eligible for POV benefits
- Tools will be given to Trainees once they complete program



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UNIVERSITY PARTNERSHIPS



- 25% discount on tuition
- Colleagues, their spouses, and dependents
- Online programs available



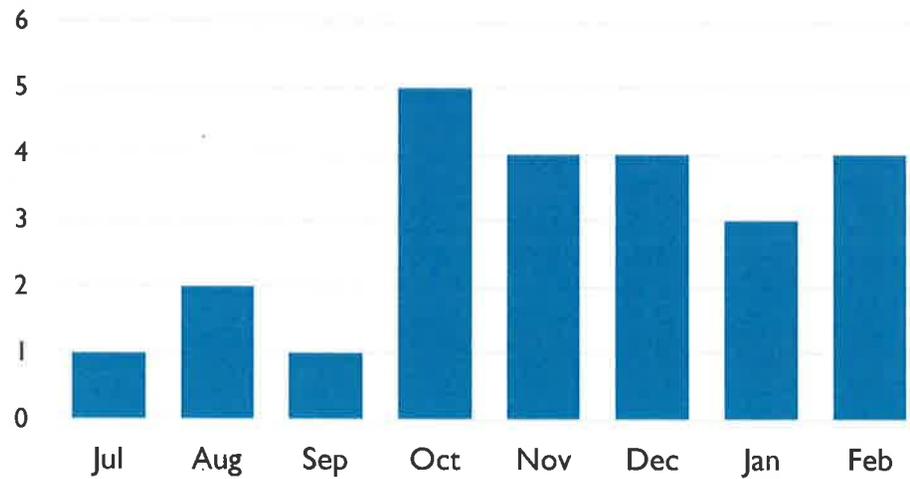
- 10% discount on tuition
- Colleagues and immediate family
- Online programs available

RECRUITMENT METRICS



ATTRITION

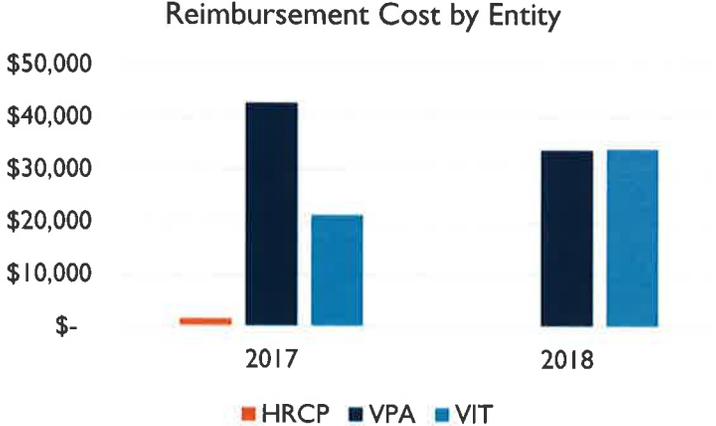
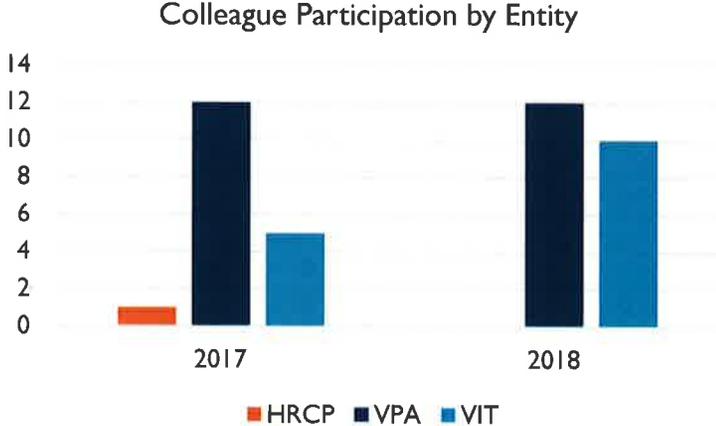
Total Attrition FY 2018



YTD FY18
4.25%

TRAINING METRICS

College Reimbursement Data



SUCCESSION PLANNING



STEWARDS OF TOMORROW

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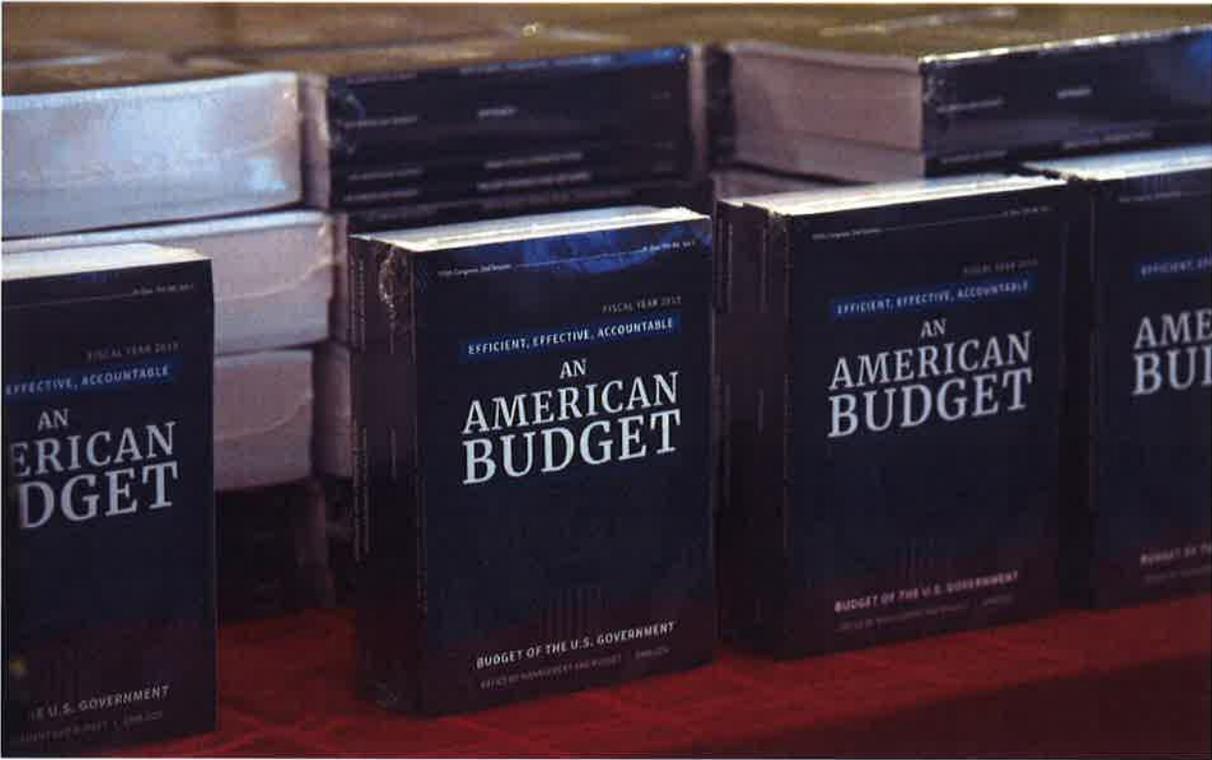


Virginia Port Authority Board of Commissioners, Session 385, March 27, 2018
Public Affairs Update

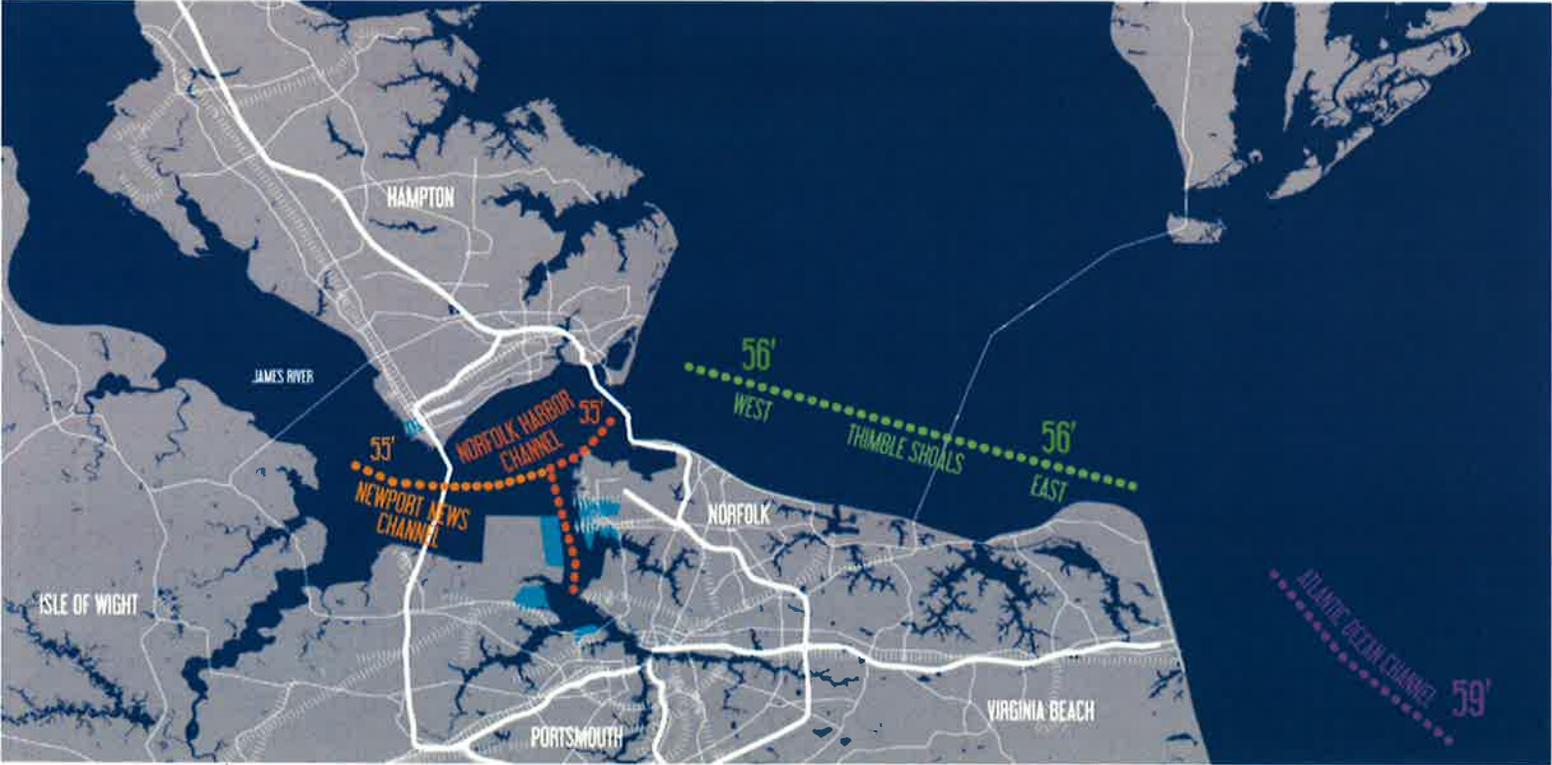
Cathie Vick
Chief Public Affairs Officer



FEDERAL BUDGET



HARBOR DEEPENING AND WIDENING



THE PORT OF
VIRGINIA

Stewards of Tomorrow

STATE & LOCAL GOVERNMENT AFFAIRS



John presented to the House Appropriations Committee



VMA Port Day

SINCE LAST BOARD MEETING

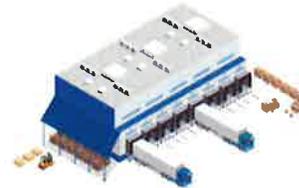


Sumitomo Machinery Corporation of America (SMA) North American headquarters located in the City of Chesapeake

- Announcements: 9
- Square Footage: Over 249,000
- Investment: Over \$88 Million
- Jobs Created: 275

FY18 ECONOMIC DEVELOPMENT TOTALS

**33
ANNOUNCEMENTS**



**MORE THAN 2,070,000
SQ. FT. OF SPACE**



**CREATED
4,027 JOBS**

**INVESTED MORE
THAN \$1.2
BILLION**



Source: POV Economic Development 3/2018

SUSTAINABILITY REPORT

Sustainability Report 2017

THE PORT OF VIRGINIA

A FUTURE IN FOCUS



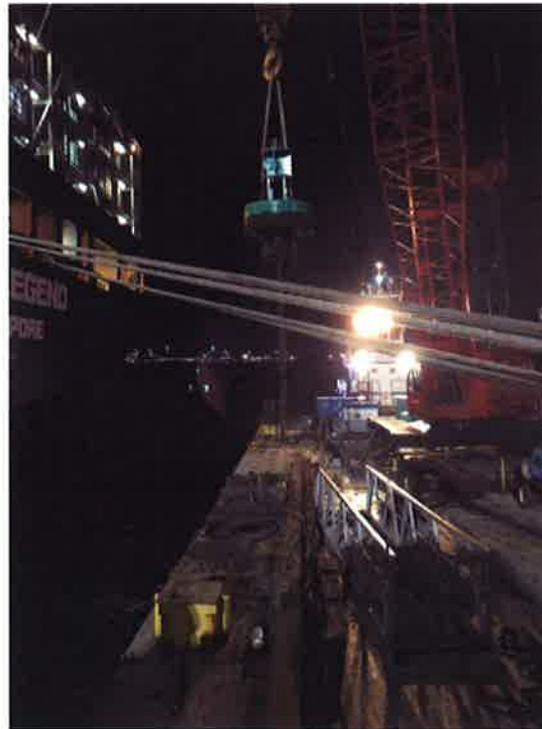
Our CEO, John F. Reinhart, looks back on our progress in 2017

As one of our six core values, sustainability is at the heart of every decision we make at The Port of Virginia. Our role as a catalyst for commerce means we have a responsibility to maintain and

To remain a sustainable economic engine for Virginia, our colleagues, our Board of Commissioners, the Virginia General Assembly and the Governor's Administration have remained laser-focused on the port's infrastructure initiatives, and championing the widening and deepening of our channels to ensure we remain "Big Ship Ready" for generations to come.

SEE WHY SUSTAINABILITY IS ONE OF OUR CORE VALUES

MIRT & EMERGENCY OPERATIONS



- Recovery of Buoy 3 at VIG
- Norfolk PD conducted sonar operations
- Coordinated Diver and USCG surveys

MIRT & EMERGENCY OPERATIONS



12th Annual SAR Forum

- 150 participants
- 30 agencies
- 32 response vessels



MIRT & EMERGENCY OPERATIONS



- Attended CNU Homeland Security Symposium
- Supported Operation Deep Port Exercise





STEWARDS OF TOMORROW

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