#### MINUTES

## Virginia Port Authority Board of Commissioners Meeting - Public Session #385

Meeting Location:

Virginia International Gateway 1000 Virginia International Gateway Boulevard Portsmouth, Virginia

Tuesday, March 27, 2018

The Board of Commissioners ("Board") of the Virginia Port Authority ("VPA") held its regular meeting on March 27, 2018, in the 4<sup>th</sup> Floor Conference Room of Virginia International Gateway ("VIG") located at 1000 Virginia International Gateway Boulevard, Portsmouth, Virginia. VPA Board Vice Chairman, John N. Pullen, called the meeting to order at 9:00 a.m. The following were then in attendance:

Commissioners:

John N. Pullen, Vice Chairman

Jennifer D. Aument

J. William Cofer

Alan A. Diamonstein

Manju S. Ganeriwala, State Treasurer

Stephen Moret

Faith B. Power

Kim Scheeler

Louisa M. Strayhorn

Deborah C. Waters

F. Blair Wimbush

Commissioners Absent:

John G. Milliken, Chairman

Val S. McWhorter

#### **VPA Staff:**

John F. Reinhart, CEO and Executive Director

James Bibbs, Chief Human Resources Officer

Rodney W. Oliver, Chief Financial Officer

Cathie Vick, Chief Public Affairs Officer

Joseph P. Ruddy, Chief Innovation Officer

Sarah McCoy, General Counsel

Matthew Barnes-Smith, Sr. Vice President, Administration Services & Compliance

Russell Held, Vice President, Economic Development

Jay Stecher, Vice President, Marketing & Communications

Daniel Hendrickson, Vice President, Strategic Planning & Analytics

### VPA Staff (continued):

Joe Harris, Senior Director, Media Relations
Gregory Edwards, Director, Internal & Partner Communications
Carla Welsh, Director, Creative Services & Brand Management
Bevan Calo, Manager, Digital Media & Traffic
Michael Brewer, Chief of Port Police
Debra J. McNulty, Secretary to the Board

## Virginia International Terminals LLC (VIT) Staff:

Thomas D. Capozzi, Chief Sales Officer
Shawn Tibbetts, Chief Operations Officer
Eric Casey, Vice President, Maintenance
Vance Griffin, Vice President, Terminal Services
Tiffany Green, Assistant Director, Terminal Technology
Joanne Jenkins, Manager, Terminal Services, VIG

#### Guests:

The Hon. Shannon Valentine, Secretary of Transportation Stephen Cobb, Office of the Attorney General W. Brice Fiske, Office of the Attorney General Larry Bachtel, International Longshoremen's Association Frank Borum, Atlantic Intermodal Services, LLC Arthur W. Moye, Jr., Virginia Maritime Association David White, Virginia Maritime Association JoAnne Carter, PFM Financial Advisors LLC Liang Shan, PFM Financial Advisors LLC Marilynn Ryan, Century Express/President, Tidewater Motor Truck Assoc. Danny Glover, GTL Transport Co. George Berry, Berry-Good Trucking/Representing For Truckers by Truckers Reginald Porter, Independent Trucker/Owner Leo Cappucchio, Owner/Operator/Trucker Carlton Jones, Owner/Operator/Trucker Thomas Lesner, Independent Owner/Operator Anthony Marino, Marine Repair Services Maintenance Corp (MRS) Justin Verola, IBV Industries Anthony Wood, VITA Innovation Center

### **Media**

Bob McCabe, The Virginian-Pilot WAVY10 and WVEC13 News

### **Safety Briefing and Introductions**

Mr. Ruddy conducted the safety briefing, and Mr. Harris introduced guests who were in attendance at the start of the meeting.

Vice Chairman John Pullen presided over the meeting in Chairman John Milliken's absence.

### I. Approval of Minutes

Action: At the request of Vice Chairman Pullen, the minutes of the regular meeting held January 23, 2018, were unanimously approved, as circulated.

Vice Chairman Pullen turned the meeting over to John Reinhart, CEO and Executive Director who made the following remarks:

"Thank you Chairman Pullen. I would like to welcome our guests. We have a lot of information to share this month, however, we do have to recognize the pressure the port is under and some of the concerns from our constituency. We want to be frank, we are experiencing some pain and it is a pain that is also impacting our partners. I won't go into a lot of things we have done that have been approved by this board as far as the investments so that we can mitigate some of that risk but there is a lot that has been done and we are working with the VMA to do more. What I want to say is, we are going to listen today. At the end of this board meeting we are going to have a public comment period and it will be organized so that we can hear the voices of the stakeholders who want to make sure that we have a successful port as we continue all of our construction. It's critical to the Commonwealth, it's critical to all that we're doing to be successful. We must collaborate; we understand collaboration is the key to the success of the port. We depend on one another. If the motor carriers are not successful this port will not be successful. So we want to make sure that we keep that tone. We have come a long way in a short time. We are still in the construction period and it is still a little bit fragile but we are getting some forward progress. So with that, I want to thank the commissioners, and I would like to introduce Secretary Valentine. This is her first board meeting with us. Secretary Valentine, welcome."

At this time, Secretary Valentine made the following remarks:

"Good morning everyone and thank you so much for having me. I have shared with others that I feel very fortunate to be able to come into transportation at this time. We are building upon the progress of so many leaders over these past years with Governor McAuliffe, with Secretary Layne who is now Secretary of Finance, and leaders like John Reinhart and this board. There has been quite a transformation in how we are identifying funding and completing

transportation projects across the Commonwealth, and in the last four years there has been a tremendous focus on transparency and accountability in making those decisions. I really feel that we are at the point right now that we can build on that progress through execution; how we deliver products and our services with excellence, on time and on budget, and, as I like to say to my commissioners and deputy secretaries, ahead of schedule and under budget. But I also believe we can do it by focusing on economic development - very happy to see Commissioner Stephen Moret here - not just within our urban crescent but actually all across Virginia and making sure we are tying transportation decisions to economic competitiveness, and finally, by embracing innovation. I have shared with some of you last night that, when I read about the port, learn about the port, and how you all have embraced innovation and how you wake up every morning trying to think of ways to serve your customers better, I really think of this...how can we wake up every day serving the citizens and businesses of our Commonwealth. I thank you for the opportunity to be here and to work with the Authority."

## II. Reports of Committees

### A. Executive Committee – John N. Pullen, Vice Chairman

Vice Chairman Pullen reported that the Executive Committee met in closed session on Monday, March 26, 2018, and reviewed the Executive Director's performance metrics for Calendar Year 2018 and also heard an update on some personnel matters. There were no actions taken by the Executive Committee.

### B. Finance and Audit Committee - F. Blair Wimbush, Committee Chair

Mr. Wimbush reported that the Finance and Audit Committee met in closed session Monday, March 26, 2018, and received presentations from management on the financial results through January 31, 2018, a financial update on the VIG and NIT expansion projects, an overview of the planning and progress for the Fiscal Year 2019 Budget, and an overview of the Authority's financing programs and related credit ratings.

Mr. Wimbush advised that management reviewed the established timeline for the creation of the FY19 budget, and there had been good progress with regard to division budget requests. He announced that the Finance and Audit Committee is scheduled to meet on April 30th at 2:00 p.m. to review a draft of the consolidated budget package and that the FY19 budget is expected to be presented at the May committee and Board meetings for approval.

Mr. Wimbush also reported that Ms. JoAnne Carter with PFM provided an overview of the Authority's two major bonding programs and addressed the credit ratings for each program,

the credit factors that are involved in making such decisions by Moody's and Standard & Poor's, and plans for a second draw on the Authority's Master Equipment Leasing Program (MELP).

Mr. Wimbush announced there were no votes taken during the Finance and Audit Committee meeting.

# VPA and VIT Combined Financial Reports for the Month Ended January 31, 2018 (FY18)

Mr. Oliver presented the January 2018 (FY18) financial report and reviewed operating revenue and expenses, operating income (loss), and change in net position for the month and reviewed same for the fiscal-year-to-date results (five months), ending January 31, 2018.

Mr. Oliver reported that revenues for the month of January were almost \$400,000 ahead of budget expectations despite volume being slightly below budget (3.7%). He added that there were some grant funds that supported the revenue growth.

Mr. Oliver reported operating expenses for the month were about \$1 million below budget despite major construction at NIT and VIG, overutilization of PMT, extended gate hours, and weather events. Mr. Oliver noted that POV received FEMA grant funds for operating expenses incurred during the snow storm. Budget results for the month reflected a \$1.5 million operating loss which, Mr. Oliver reported, was expected. Change in net position (net income) was \$2.8 million versus budget expectations of \$12.1 million. It was reminded by Mr. Oliver that net position was affected due to the timing of the start of the NIT South project which delayed funding from the state.

Mr. Oliver reported that revenues were flat to budget and that volume growth was up 4.8 percent over prior year for the first seven months of the year (July-January). Operating expenses year-to-date were ahead of budget by \$2 million. Overall, through the first seven months of FY18, POV has a \$400,000 operating income (a loss was budgeted) and POV is \$1.8 million ahead of budget expectations.

Mr. Oliver explained that the port had expected a more difficult year with additional operating costs due to service movements, VIG rent expense, depreciation, construction, extended gates, and weather. He announced that POV is currently reflecting a \$72 million change in net position, primarily due to the six-month delay of the start of South NIT and expected funding for the project.

At the request of Mr. Reinhart, Mr. Oliver explained the VIG rent expenses, effects on the budget, and lower rent projections due to the efficiencies of the VIG II expansion project.

A copy of Mr. Oliver's presentation is attached.

## C. Investment Committee Report - Mr. Wimbush

Mr. Wimbush reported that the Investment Committee also met on Monday and received presentations from the Port's investment advisors, SageView, on the retirement plans of VPA and VIT through December 31, 2017. He reported that the Committee was advised of the following:

- II of the 16 investments in VIT's pension plan investments outperformed their benchmark for the quarter. Similarly, 10 of the 14 investments in VPA's pension plan outperformed their benchmark.
- II of the 27 investments in VIT and VPA's defined contribution plans outperformed their benchmark for the quarter.
- No investment management changes were recommended. However, two investments were continued to be placed on "watch" for closer scrutiny going forward.
- The mix of investments in the VPA defined benefit plan would be slightly reallocated to comply with the glide path outlined in the Investment Policy Statement.

# D. Growth and Operations Committee – Alan A. Diamonstein, Committee Chair

Mr. Diamonstein reported that the Growth and Operations committee met in closed session on Monday and heard from Chief Operations Officer, Shawn Tibbetts, who provided a safety report on the Lost Work Day (LWD) rate, which is currently at 1.87 – a 21.4% improvement from FY17. Mr. Diamonstein reported that Mr. Tibbetts also covered weather impacts, empty evacuations, NIT and PMT dredging projects and initiatives underway to improve conditions for motor carriers and port stakeholders during construction. Ship line service movements to accommodate the South NIT and VIG II expansions were discussed along with expansion of service offerings.

Mr. Diamonstein reported that Mr. Tibbetts reviewed current events at NNMT and PMT, NIT capacity constraints, and reported rail volumes and gate productivity at each of the marine terminals. Mr. Diamonstein mentioned that the Growth and Operations Committee also received a briefing from Rich Ceci, Vice President of Technology & Projects, on South NIT Optimization, VIG II expansion, N4 conversion, and other projects that included equipment branding, truck reservations, business continuity, business intelligence, and Finance systems. He added that Mr. Ceci also reviewed equipment schedules and provided updated timelines for all of the ongoing projects at the Port.

1. Safety/Operations Report – Shawn Tibbetts, Chief Operations Officer

Mr. Tibbetts mentioned that the APL Salalah (10,000 TEU vessel) was docked at VIG and was expected to move about 1600 containers.

Mr. Tibbetts reviewed LWDs as reported in committee and he emphasized that safety is the main focus at the terminals. He thanked the Board for their support and for POV colleagues' hard work.

Mr. Tibbetts reported that POV handled 122,919 containers in February (which was flat) and year-to-date, was 4.1 percent higher than the previous fiscal year, and resulted in 37.8% rail business for the month. He also reviewed rail versus gate/barge volumes for NIT, VIG, and PMT. Mr. Tibbetts reported that volumes are slightly down at NIT and VIG due to major construction at those terminals necessitating service movements to PMT. He thanked the commissioners for supporting the opening of PMT two years ago and the investments in the terminal that were approved by the Board.

With regard to rail volumes, Mr. Tibbetts reported that dwell times increased slightly in January due to weather, holidays, and other issues outside of the Port's control. He mentioned the disruption of services at VIG by CSX which also affected dwell time.

Mr. Tibbetts reported gate turn times at NIT, VIG, and PMT – expanded and traditional versus industry standard. He explained that NIT turn times improved the month of February due to decreased volumes as a result of the capacity challenges at the 33-acre construction site and service movements to PMT.

Mr. Tibbetts acknowledged the challenges with VIG turn times and he affirmed that The Port of Virginia is working with port stakeholders to drive down the wait times for motor carriers.

Mr. Tibbetts reported that net crane moves per hour were down and that POV is working with the VMA and our stevedore partners with regard to metrics analysis.

Mr. Tibbetts talked about weather preparedness during the months of January (snow storms) and February (high winds).

### 2. Sales Report – Thomas D. Capozzi, Chief Sales Officer

Mr. Diamonstein reported that the Growth and Operations Committee also heard from Tom Capozzi, Chief Sales Officer, who reported ocean carrier contract updates for FY2018, new K-

Line and General Motors business for NNMT, and updates from the Sales Team on each of the initiatives targeted in The Port of Virginia's Strategic Growth Plan.

Mr. Capozzi presented POV volumes for fiscal year-to-date 2018, as outlined on the attached slide. Mr. Capozzi reported that the growth was driven by import loads and export empty containers with strong growth in barge and trucks. He reported that vehicle units showed strong growth from the Nissan movements at NNMT.

Mr. Capozzi explained reviewed The Alliance and Ocean Alliance services that are effective April 2018 and explained the structure of each of the three alliances. He presented a photo of the first container handled at POV for the 'ONE' (Ocean Network Express) alliance and announced that their U.S. headquarters is in Richmond (former K-Line headquarters) and their global headquarters is based in Singapore.

Mr. Capozzi announced that POV sales colleagues are actively attending major trade shows and conferences that are targeted in the Strategic Growth Plan. He reported on two major conferences that were attended recently – the Transpacific Maritime Conference (TPM) 2018 and Intermodal South America in Brazil. He reported that Mr. Reinhart and Mr. Griff Lynch, Georgia Ports Authority (GPA), were on a panel at TPM with several customers and they also talked about the East Coast Gateway Terminal Agreement (ECGTA) between POV and GPA.

Mr. Capozzi reported that the Intermodal conference in Brazil was well attended and there was good feedback. He also mentioned the auto parts that are imported through the port from Brazil that supply the "Big 3" automakers.

3. Innovation Report – Joseph P. Ruddy, Chief Innovation Officer

Mr. Ruddy reported POV's messaging efforts resulted in 728 mentions earned and produced \$2.01 million in advertising equivalency during the period of January I-March I. Advertising highlights for the three-month period included mention of the port in Governor Northam's inauguration speech, the delivery of equipment – shuttle trucks and rail-mounted gantry cranes - and the potential inclusion in the state budget for \$330 million towards dredging of the 55-foot channel depth.

Mr. Ruddy announced that POV earned two 2017 ADDY Silver Awards (the Hampton Roads chapter of the American Advertising Federation) – the FY2016 Sustainability Report was mentioned and some of the animation films that depict the expansion of SNIT.

### **Projects Update**

Mr. Ruddy commended POV colleagues who make up the project team (Project Steering Committee) who oversee the expansion projects at NIT and VIG.

Mr. Ruddy presented a project status scorecard on each of the major projects and announced that all are on budget and on schedule with the exception of the VIG N4 conversation and NIT PDS schedules. He announced that the VIG N4 conversion is due to go live in April and POV is currently undergoing extensive pre-testing.

Mr. Ruddy provided updated photos of the stack yard and reefer racks, an aerial photo of the VIG Phase II stack yard expansion, wharf extension and rail yard expansion, and gate and rail portal expansions. Mr. Ruddy described the work-in-progress for each of the construction projects.

Mr. Ruddy announced that eight new shuttle trucks had been delivered to VIG on March I and would be put in service by April. The second set of eight are due April II and he mentioned the resolution that the Board would be considering for the purchase of additional shuttle trucks (Resolution 18-3).

Mr. Ruddy reported that two of the four cantilevered rail-mounted gantry cranes (CRGC) that have been delivered are currently moving on track and are being tested. He also presented a photo of rail-mounted gantry cranes (RMGs) (12) that have been commissioned.

Mr. Ruddy described the progress ongoing at South NIT and he presented a photo of the 33-acre site that has been cleared for Phase IA of the construction. He indicated the area of the substation work that will power up the RMGs which has been elevated as a result of the study the project team did with ODU based on sea-level rise statistics. Mr. Ruddy described the conduit duct bank run (the "brains of the facility") that will power the ship-to-shore cranes.

Mr. Ruddy briefly reviewed highlights from the attached timelines for the 12-month horizon and then presented Resolution 18-3 for approval by the Board.

Action: Upon motion by Mr. Diamonstein, seconded by Mr. Wimbush, the VPA Board adopted Resolution 18-3 (11-0), authorizing the Virginia Port Authority to enter into a contract for the acquisition of shuttle trucks.

### III. Report by Chief Human Resources Officer - James Bibbs

Mr. Bibbs announced that an information session for 10 crane maintenance intern candidates was scheduled for Friday, March 30, and he described the 12-week program that was developed between POV and Tidewater Community College (TCC) (see slide attached).

Mr. Bibbs reported that POV has entered into university partnerships with Regent University and Virginia Wesleyan University for discounted online programs for colleagues and their families.

Mr. Bibbs reviewed recruiting metrics and announced that POV's attrition rate year-to-date is 4.25 percent. He also reviewed training metrics for college tuition reimbursement data for HRCP, VPA, and VIT colleagues.

Mr. Bibbs announced that Ms. Shaune Thomas was recently promoted to Talent Manager within Human Resources' Organizational Development division. He discussed some of the various leadership training programs that are offered to POV colleagues for succession planning.

Ms. Strayhorn asked if there was any interest from women in the crane maintenance program. Mr. Bibbs confirmed that there were several.

Mr. Bibbs also mentioned the 10-week summer internship program for 14 candidates. He described some of the projects that the interns are tasked with and also "Presentation Day" whereby they demonstrate their projects for POV colleagues and family members on the last day of their internship. **Ms. Waters asked that Board members receive invitations to attend the program.** Mr. Bibbs reported that POV has hired five interns to date since the inception of the program three years ago.

## IV. Report by Chief Public Affairs Officer - Cathie Vick

Ms. Vick announced that the Omnibus Bill was passed by Congress and contained good news for POV. She reported that the Corps of Engineers received funding of \$6.8 billion which could mean increased funding in the upcoming work plan for Craney Island.

Ms. Vick reported that Congress provided \$1.5 billion in funding for the Transportation Investment Generating Economic Recovery (TIGER) grant program and an increase of \$75 million for the Diesel Emissions Reduction Act (DERA) grant funding. Additionally, Ms. Vick reported that the bill included a 15 percent increase in Customs and Border Protection agents; Homeland Security grants received \$100 million; and the Maritime Administration (MARAD) received \$980 million.

Ms. Vick announced that POV's government affairs division has been busy in Washington working on harbor deepening and widening and meeting with Army Corp officials. She reported on the Corps' agency decision milestone meeting whereby they had waived the executive review board. The draft Chief's report was submitted last week for final reviews before its due date of June 29.

Ms. Vick advised that POV has been working with Hampton Roads Congressional delegation on the language needed for the Water Resources Development Act (WRDA) with regard to the harbor deepening and widening. Ms. Vick presented a map of the harbor indicating the harbor deepening areas (attached) and she noted that the report includes 1,300 feet widening on the west side of Thimble Shoals. She reported that POV also submitted approval for 1,400 feet widening on the east side of Thimble Shoals that will be included in the National Economic Development (NED) plan.

In addition to working with POV's Hampton Roads delegation, Ms. Vick reported that meetings have been scheduled with Congressional members. She described the district profiles that were created by Public Affairs and POV's data analytical team, which she said were very well received. Ms. Vick complimented the strategic planning and data analytics team on their work.

Ms. Vick reported the tentative schedule for the House and Senate bills with hopes for a final bill before the August recess.

Ms. Vick mentioned that it had been a very productive General Assembly session and she thanked the Virginia Maritime Association for hosting Port Day. She noted that Mr. Reinhart also presented to the House Appropriations Committee on the Port's dredging needs.

Ms. Vick reported that POV is currently awaiting approval from the General Assembly on the \$20 million request for the Preliminary Engineering and Design (PED) funding for the harbor deepening project. Ms. Vick reported that the House version of the bill also included a \$330 million bond authorization for the full construction of the dredging project. She mentioned that the General Assembly adjourned sine die and is scheduled to reconvene for the special session on April 18.

Ms. Vick reported economic development business announcements since the last board meeting and FY18 year-to-date economic development statistics (attached). She reported that the Commonwealth is seeing an increase in manufacturing announcements.

Ms. Vick mentioned that the third annual Sustainability Report was released in February.

Ms. Vick described the maintenance dredging project at PMT which is scheduled for completion in April. She reported that permits have been received to begin the NIT South Channel widening (Phase I) that will provide 13,000 TEU vessels safe entrance and turning basin with an expected early completion timeframe of May/June versus September. Ms. Vick thanked Commissioner (Capt.) Cofer and the Virginia Pilots for the modeling and input that they had provided POV's operations team.

Ms. Vick reported on the latest activities of the Port's Maritime Incidence and Response Team (MIRT) and Emergency Operations. MIRT assisted in the recovery of Buoy 3 at VIG due to the weather event, assisted Norfolk Police Department who conducted sonar operations; and coordinated diver and U.S. Coast Guard surveys.

Ms. Vick reported that MIRT conducted the 12<sup>th</sup> Annual Search and Rescue (SAR) Forum in February in the City of Hampton with 150 participants, 30 agencies, and 32 response vessels. She described the mass rescue exercise involving a fire onboard the Spirit of Norfolk.

Ms. Vick announced that Mr. Reinhart was the keynote speaker at the Christopher Newport University (CNU) Homeland Security Symposium that focused on cyber security and she also described Operation Deep Port Exercise.

### V. Report by CEO and Executive Director - John F. Reinhart

Mr. Reinhart provided the following remarks:

"Thank you Mr. Chairman, Commissioners, Secretary, and my colleagues, thank you for your reports and your hard work underway to build the port. I'd like to welcome the guests who came in during the progress of the meeting, and at the onset of the meeting I made a few comments, and we do hear you and we do feel the pain and we want to make sure that the public comment period is available so that you can express your concerns directly to the commissioners here during this meeting. I'm going to use most of my time today to just allow for the public comment period. We have made significant progress in this port, we are underway with great construction projects today, we will deliver this so that we have a better value for all stakeholders. This is what we committed to do. We are committed to be the most efficient, the most successful, the most welcoming port on the East Coast of the United States, for all modes of operation – truck, ship, BCOs (beneficial cargo owners), and rail. So that's all underway, and with that Mr. Chairman, I also want to mention our meetings are always public, we meet every other month, they are always advertised, we are moving our meetings around a little bit this year, we have this one here at VIG, the last time we had the meeting here was when we signed the lease that's doing all of the construction. The next meeting will be in Richmond in May. We are trying to move meetings around and thank you (to Commissioner Moret) for hosting us at VEDP."

### VI. Unfinished Business

There was no unfinished business to report.

#### VII. New Business

There was no new business to report at this time.

## VIII. Other Business, Opportunity for Public Comment, and Adjournment

At this time, Vice Chairman Pullen opened up the meeting to hear comments from the public and he made the following remarks:

"We want to hear from our partners and stakeholders from a variety of sectors and organizations, including the Virginia Maritime Association, the Motor Carrier Community, Marine Repair Industry, and Ocean Carrier Community and others who wish to speak as well. I believe Mr. Harris has a list of those who are going to want to speak. We do ask that protocol be followed. We definitely want to hear from you and we are very interested to hear what you have to say. Each person that wishes to speak will have three minutes to share their comments. As you get into the second minute of your comment you will see a yellow line (on the screen) and then when three minutes has arrived you will see a red line, then we will ask for the next speaker to step up to the microphone. For those of you who don't speak or wish to comment later, there will be lots of port staff around who can gather any comments or observations with the staff."

Greg Edwards, Director, Internal & Partner Communications, was moderator and opened the floor for the public comment period. Remarks from representatives of the motor carrier community are attached.

After everyone spoke, Vice Chairman Pullen thanked the guests and affirmed that the VPA Board and POV senior leadership would take all comments into consideration.

There being no further business and no public comments, the meeting adjourned at 10:55 a.m.

Respectfully submitted,

Debra J. McNulty

Secretary to the Board

According to the VPA Bylaws, regular meetings of the VPA Board shall be held on the fourth Tuesday of January, March, May, July (annual meeting), September and November, unless otherwise previously agreed upon by the Board (start times scheduled for 9:00 a.m.).

## The remainder of the 2018 schedule is as follows:

May 22 (location: Virginia Economic Development Partnership, Richmond)

July 24

September 25

November 14 (Wednesday) Rescheduled from November 27

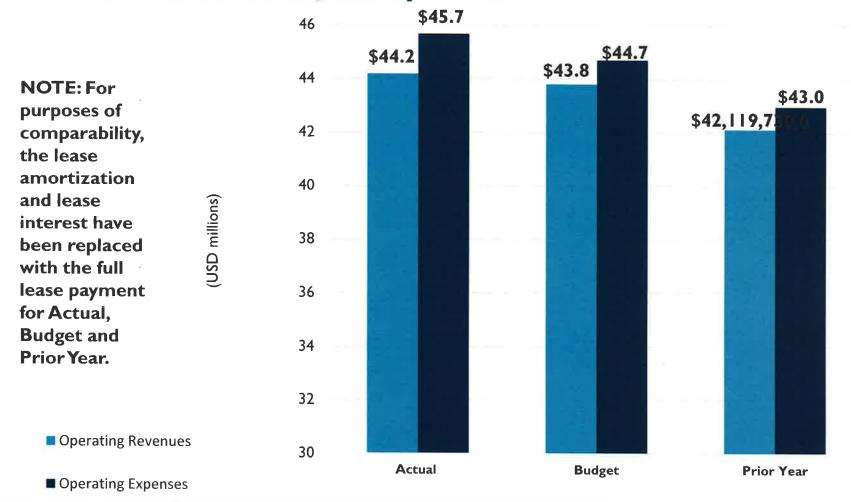
Committee meetings are scheduled on the Monday afternoon prior to Tuesday's Public Session.





# **OPERATING REVENUES AND EXPENSES:**

# For the Month Ended January 31, 2018

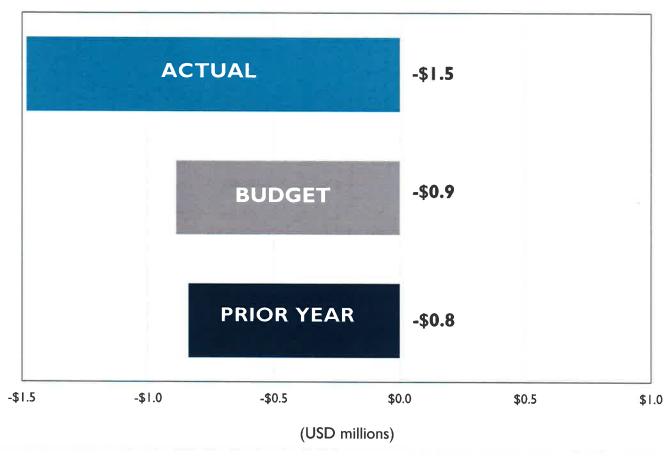




# **OPERATING INCOME (LOSS):**

# 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.

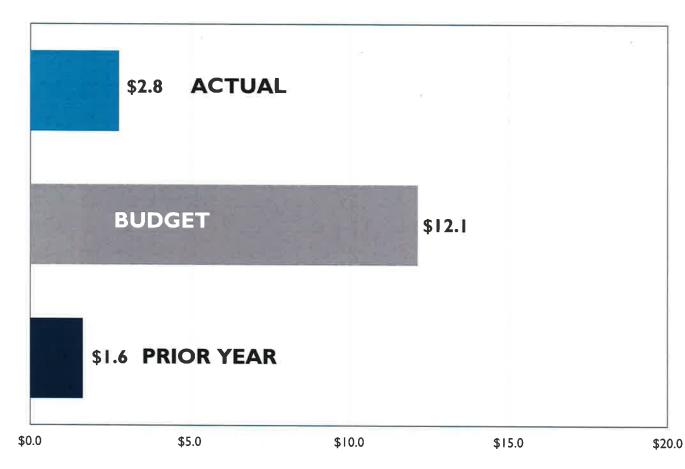




# **CHANGE IN NET POSITION:**

# For the Month Ended January 31, 2018

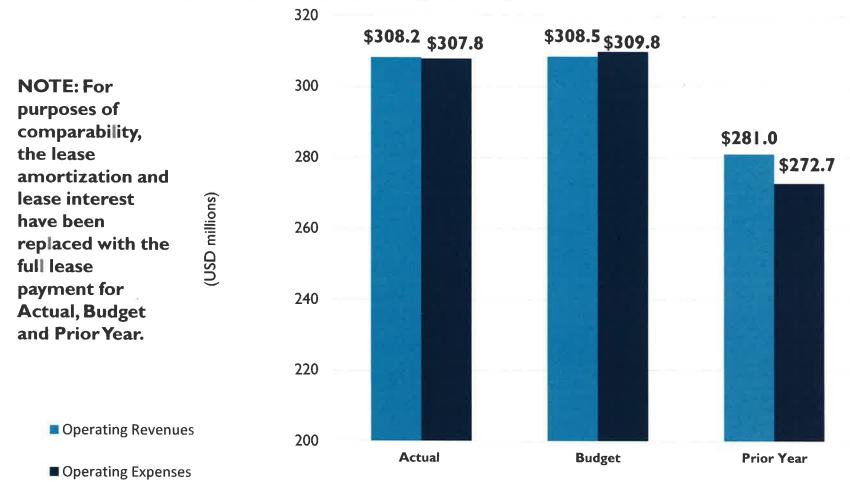
NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.





# **OPERATING REVENUES AND EXPENSES:**

For the Seven Months Ended January 31, 2018

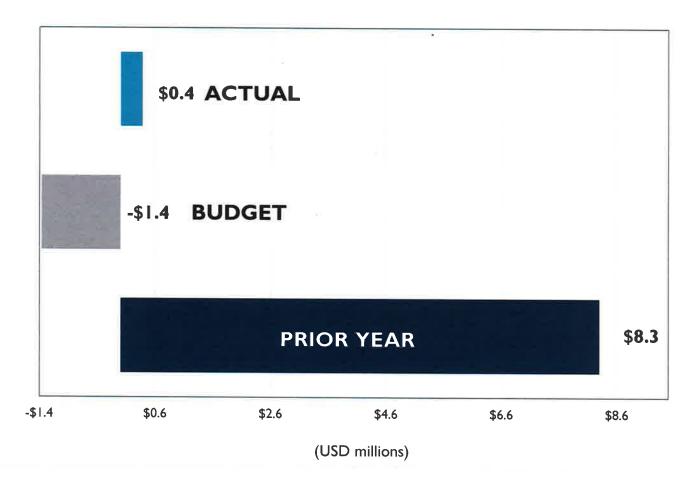




# **OPERATING INCOME (LOSS):**

# 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.

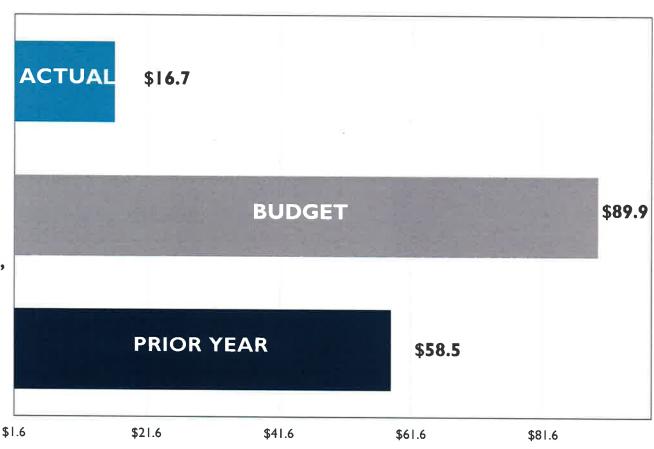




# **CHANGE IN NET POSITION:**

# 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.





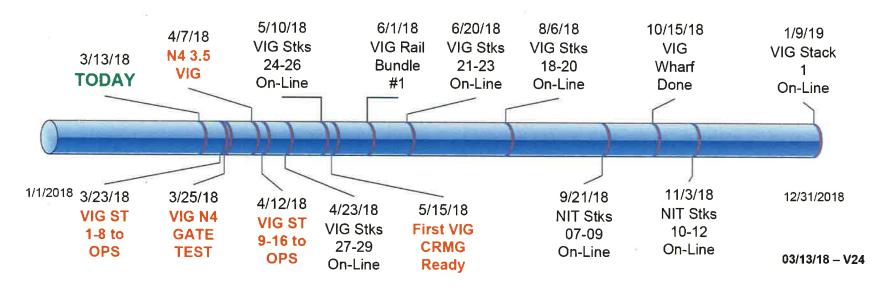
# **POV VOLUMES: FYTD 2018**

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%
<b>Total Containers</b>	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%
<b>Total Truck Containers</b>	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%



# **TIMELINES**

# 12 Month Horizon





#### **RESOLUTION 18-3**

# RESOLUTION AUTHORIZING THE VIRGINIA PORT AUTHORITY TO ENTER INTO A CONTRACT FOR THE ACQUISITION OF SHUTTLE TRUCKS

#### **RECITALS:**

The Virginia Port Authority (the "Authority"), a body corporate and a political subdivision of the Commonwealth of Virginia, has been established pursuant to Chapter 10, Title 62.1 of the Code of Virginia of 1950, as amended (the "Act").

Pursuant to the Act, the Authority is empowered to rent, lease, buy, own, acquire, construct, reconstruct, and dispose of harbors, seaports, port facilities and such property, whether real or personal, as it may find necessary or convenient and issue revenue bonds therefore without pledging the faith and credit of the Commonwealth.

Pursuant to the Act, it is the duty of the Authority to foster and stimulate the commerce of the ports of the Commonwealth and related facilities by serving as the United States Eastern Seaboard gateway for the global import and export of freight throughout the world, to promote the shipment of freight through the maritime and inland ports, to seek to secure necessary improvements of navigable tidal waters within the Commonwealth, and in general to perform any act or function that may be useful in developing, improving, or increasing the commerce, both foreign and domestic, of all maritime and inland ports of the Commonwealth and related facilities.

In furtherance of this duty, the Authority intends to make significant capital improvements to Norfolk International Terminals ("NIT"). These improvements include the purchase of ten (10) hybrid shuttle trucks and associated spare parts to support ongoing terminal operations and the NIT Phase II expansion project.

Pursuant to Resolution 17-8, the Board of Commissioners authorized the Executive Director to approve the form and content of, and to execute and deliver, a contract for shuttle trucks with Kalmar USA Inc. ("Kalmar") for the procurement of shuttle trucks at Virginia International Gateway ("VIG") with an option for a future separate contract for the purchase of the shuttle trucks and related equipment and systems for NIT (the "NIT SHUTTLE TRUCKS"). The Authority intends to exercise this option for a separate contract for the NIT SHUTTLE TRUCKS. Subject to negotiation of final contract terms, Kalmar shall provide up to ten (10) NIT SHUTTLE TRUCKS to be delivered and installed for a unit price up to U.S. \$1,020,970.00, which could fluctuate depending on the U.S. Dollar/Euro exchange rate on the date of contract execution.

The Board has determined that it is necessary and appropriate to delegate to the Executive Director the authority to negotiate and approve the terms of the contracts for the procurement of the NIT SHUTTLE TRUCKS from Kalmar (hereinafter the "NIT Kalmar Contract") consistent with the foregoing Recitals.

**NOW THEREFORE, IT IS RESOLVED** by the Board of Commissioners of the Virginia Port Authority, as follows:

Section I. <u>Approval of NIT Kalmar Contract</u>. The execution and delivery of the NIT Kalmar Contract by the Authority consistent with the foregoing Recitals are hereby authorized. The Board hereby authorizes the Executive Director to approve the form and content of, and to execute and deliver, the NIT Kalmar Contract on behalf of the Authority. The execution of the Kalmar Contract by the Executive Director shall be conclusive evidence of the Authority's approval of the Kalmar Contract. The Board hereby authorizes the Executive Director to execute and deliver all ancillary documents which he deems necessary to further the intent of this Resolution.

Section 2. <u>Ratification</u>; <u>Further Action</u>. All actions previously taken by the Commissioners, officers, and staff of the Authority in furtherance of the NIT Kalmar Contract are hereby ratified and affirmed. The officers and employees of the Authority are hereby authorized to take such actions, and deliver such additional documents and certificates, as they may in their discretion deem necessary or proper in furtherance of the NIT Kalmar Contract and the transactions described therein if and when they are approved and executed.

Section 3. <u>Effective Date</u>. This Resolution shall take effect immediately upon its adoption. The Secretary of the Authority shall file this Resolution with the books and records of the Authority maintained according to Section 3.11 of the Authority's Bylaws.

[Signatures on following page.]

# [SIGNATURE PAGE TO VIRGINIA PORT AUTHORITY RESOLUTION # 18-3]

PASSED AND ADOPTED this 27th day of March, 2018.

Vice Chairman

ATTEST:

Debra J. McNulty

Secretary to the Board



# **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



Stewards of Tomorrow

# HARBOR DEEPENING AND WIDENING





Stewards of Tomorrow

## Virginia Port Authority Board of Commissioners Meeting

#### March 27, 2018

#### **Public Comments**

Greg Edwards, Director, Internal & Partner Communications, was moderator and opened the floor for the public comment period, in the following order:

# George Berry, Berry-Good Trucking, director/founder of For Truckers By Truckers (FTBT) an advocacy group

"Good morning. Thank you to the Board of Commissioners, and attendants and thank you also to the Port of Virginia for allowing us to speak. My name is George Berry, I'm the director and founder of an organization that advocates for port drivers, For Truckers by Truckers, we have been established since 2014. If you allow me a moment, I would like to read the petition that we have over 200 signatures on the petition as well if you go to <a href="www.change.org">www.change.org</a> we have over 360 signatures on the online petition.

We, the Port Truckers servicing the Port of Virginia, suffer significant losses in time and wages every working day. This happens when entering the port, when searching for road worthy chassis, when staging in the stacks (as you see behind you), when leaving the port and when returning an empty container or bare chassis. Our ability to make a living is at the mercy of personnel and systems that have no consideration or respect for our time or our livelihoods. The current system does not respect the fact that #OURTIMEMATTERS

We, the undersigned Port Truckers, demand action.

If you will sir, you can pass this down to the co-chair for me so he can see those. I'd also like to say that port drivers cannot wait for this port to be resuscitated. We need resolutions today. We are thankful for the innovation that's being created for the future but we need results right now. We believe the main contributing factors are understaffing and too many equipment failures. We are requesting an unannounced visit to The Port of Virginia facilities with members of the Board. We don't want a show for you guys when you get there. We want you to see what it is that we face every single day. We also would like you all to consider a port dwell fee for each driver out here that has to suffer this amount of time in these ports. These vessels get paid for their time at the berth when they sit too long. These trains perhaps get paid for their time sitting there, but the port dwell, these drivers are not getting paid. This is uncompensated time for their time in these ports and we have facts to back it up. Every ticket has the time in and time out on there and they're not 30 minutes, they're not 60 minutes, they are 2, 3, 4, 5 hours, so somebody is lying. We also need a significant amount of available chassis for every driver. There's many chassis out here but as you can see they're stacked up. Many of those are damaged chassis. They can't go on the back of a truck or sometimes when these truckers come in to get freight they can't get it because there's not available chassis on the ground. They need these mechanics working on weekends even to keep up with the

amount of trucks coming in here. Three to five thousand truckers out here and we don't have adequate equipment? Wrong answer. If there's a reputation of this port it's important for you to respond to our requests appropriately. Thank you."

### **Reginald Porter**

"My name is Reginald Porter and I'm an independent trucker, I own [name of logistics company unclear], and I'm also an agent for Whitaker Intermodal and Evans Company. My concerns are just that, just as George said, our time is most important. With the new government rules the ELD and all that we're wasting a whole lot of our drive time inside the port. I was in here six hours one night and, to Mr. Reinhart, to say to you I watched your interview with Andy last night, I have never had anybody come to me after I've been here two hours to ask me anything and if I approach anybody, some of the attitudes are just so nasty you don't even want to deal with them. You call upstairs, they talk to you like you work for them. I work for me and my family. I want to feed and support my family. I love this industry and I love what I do. If you will look around on this table, everything on this table was brought to you by a truck. I think it's very important that we are respected enough that you still continue to get the goods that you get every day. Every time you go into a grocery store, every time you go into a clothes store, every cup that you drink from, every bottle of water, everything, we bring it. So, I think that we deserve the respect that we are worth. Sitting in a chassis corral for two, three hours waiting on another trucker to bring the chassis that they come all the way, halfway across the country with is not acceptable to me. Some of us have bought our own chassis to sustain what we do but that is another \$15-\$30,000 out of our pockets that we're taking out off the table that we're eating off of. Everybody here gets bonuses. We don't. We don't get a bonus. Every penny we earn we work for. I'm not just a terminal manager contrary to popular belief. I don't just sit in an office. I also drive a truck. My wife helps run the business so that I can be able to do the thing that I love the most. When I'm in my truck, I'm in my own world and that is where I belong and that is where I fit in. Runnin' the business, yeah that's cool but to just be out here doing the thing that you love to do to service your community is what's most important to me. So I ask all of you to consider the things that we are going through out here. We need all the help we can get and if you work with us we will work with you. Gettin' out here, gettin' to the port at 8:00 in the morning and not getting' into the gate until 10, I've been in that situation. It's just ridiculous. Now, I will say the new system at NIT has been working perfectly for me. I love it. If we could get that fully operational everywhere, another problem is we're not on the same system. Thank you for your time."

# Marilynn Ryan, Century Express and President, Tidewater Motor Truck Association (TMTA)

"Good morning everybody, Board of Commissioners, Secretary, I'm glad to be here."

Ms. Ryan then read verbatim from the attached letter that was addressed to the Virginia Port Authority Board of Commissioners, dated March 27, 2018.

Ms. Ryan's three minute time was up and she was unable to complete reading the last paragraph.

She closed with, "I want to thank John and Shawn for the many meetings they have had with us and for the committees that you are working on. Thank you."

### Bryan Blalock, Marine Repair Services (MRS)

"Good morning. Just a short thing about myself. I grew up in a transportation family, specifically my father and brother owned an operating company in Charleston. Essentially, trucking and transportation provided food on my table and an education for me. My career in transportation has spanned 30 years so far, and still going. I started out as a dispatcher with Bridge Terminal Transport trucking company. My first 20 years of my career was port operations mainly and specifically, with efficiency and productivity as focus. The last 10 years have been traveling in North and South America to many different port locations so I have the advantage of seeing a lot of different scenarios out there around North and South America. You guys have heard a lot about capacity issues, investments from Mr. Ruddy, the growth of the volume hitting us at the same time but seeing the impact of similar initiatives that are in play right now here and at other locations around the world and the impact that they have on efficiencies is coming. The port, in my opinion, is on the right path. An example, our company, Marine Repair Services, partnered with the port not long ago on the reefer service area. This partnership started with a safer work area and a lot more efficient work area with regard to drivers and the port workers in the reefer transfer zone. These new RMGs that Mr. Ruddy was talking about this morning, they add another element of safety to the terminal as a whole. They also add capacity which is desperately needed here. This capacity, in my opinion, at least initially, could be used to help maintenance maintain the machines that are ready now and are heavily used and under pressure. The young man earlier talked about the reservation system. Just last week I was in Bayonne, New Jersey, before, during, and after the nor'easter. Before the nor'easter, it actually looked calm on the terminal and I actually asked, where's your volume? They said, it's here. The appointment system, what they call it, is working smooth today. The nor'easter came. The day after the nor'easter, there were lines everywhere. So the reservation system here will have another positive impact. You're right on the edge. Thank you.

### Leo Cappucchio, owner/operator/truck driver

Been out here for 28 years and I know a lot about these piers. I'm tellin' you right now, the reason why truckers are here today, the trucking community is not happy. This is the least desirable pier for all the truckers to come into. We hate VIG. We really do. It takes a man two to five hours to get in and out of this pier. We don't get paid by the hour, we get paid for production. If you look out your window, this is the best time of the day you're gonna see the pier. There's hardly any trucks here. You come back here one, two o'clock in the afternoon, it's gonna be a cluster of trucks. Men don't know where to park, don't know where to go.

The machines over there that work the vessels before they work the trucks while men are sitting there waiting. The lights, the queue lights on the stacks where men are told what to do, where to stand, most of them don't even work. The intercom system at the stacks don't work. I mean, I just want you people to understand that also in this meeting I hear no mention of the trucking community. I didn't hear anything, maybe I missed it when I came in, I don't know. How come there's no driver liaison? Does anybody care about the trucking end of this? We're pretty vital to this as well. Ya know, I'm not confident up here talking as you obviously can tell but I have to say my peace. I don't see anything going on to help the truckers. There seems to be a battle going on right now with the port surcharge. They're saying that, you know, we should bill our customers for dwell time, for wait time, for the truckers that are already here, but that's directly gonna affect you as well because do you think customers are gonna wanna book their freight through these piers if they're spending more money here just for truckers to wait? Why wouldn't they go to Charleston, Savannah or somewhere else? It's something to think about. We're all in this together. You know, consider the trucking community is all we are asking. Thank you.

## Carlton Jones, owner/operator, member of FTBT

To piggy back on some of the things that this gentleman said, if you look at the cranes, we stand there, the light comes on that says stand on the pad for safety, we wear our vest, we are told to do everything you guys want us to do and we do, we don't have an option. We stand there, the cranes comes, it'll bring a box, pick it up, take it to what I'm doin', put a box on a chassis for a driver. The driver next to him has the box that needs to go back into the stack and the crane just goes right back instead of moving five, six feet over, grab one box and go. You take an empty box off of me, I can pull out before the guy locks his box down that he just received. You can literally get two trucks out of there within three minutes of each other. I don't know why it's programmed that way but it's frustrating when you're standing there, ok, he's working that box and he'll take mine next and he doesn't. You don't know why. Sometimes, a crane comes, it'll pick a box off a chassis, place it back on the chassis, unlock and then go back into the stacks somewhere and then eventually it'll come back and get that box. It doesn't happen all the time, but it happens. I don't know why but it seem to be that so to me it seems like a minor..., that can be adjusted. There's no reason for that, I don't understand why. We are in this together. All of us want to move these boxes however it is we've chosen to move them. We are partners in this. You guys don't work for us, we don't work for you, we work together. Please, let's try to work together. We do everything you guys ask us to do. Put your vest on, don't stand here, drive over here. It doesn't seem that we get asked is this feasible for you guys, does this work? We're not even told, hey this is a temporary thing. You can work with us for a couple of weeks, this will change, and things, ya know, will get better. We can all understand, things happen, problems occur, today's a great day, tomorrow's a bad day, that's life, but we have to learn to work together so we all can profit. That's what we're all here for. You guys run your business, I'm tryin' to run my business, that's all we wanna do. Let's work together so we can help each other to make as much money as we can make. No one seems to disagree with that. Thank you very much.

## Thomas Lesner, independent owner/operator

"I'm glad to be in this meeting. You've heard a lot of complains, so I don't need to go back to explain all of it. First and foremost, we are really glad that the port is trying to make additions to help out with the flow of traffic but, when you look out this window today and you see the lines of the trucks, that is not a normal day for us and we are all now having to run on electronic logging devices (ELDs) that are on our truck which means from the moment we get into our truck in the morning to the time we shut it down, we're on a clock. That's 14 hours. If we come in here to get pieces of equipment it takes us two hours. That's two hours down off that clock. We come into the port after that it takes us another two, three hours just to get out. We go to a customer, they open up...two, three hours, we unload. You can see how those times add up really quick. It makes it that we can't get a whole lot done in the day that we'd like to so if you take 14-hour total work days that we do, six, seven of those hours every single day that we are out here is dead time to us. We're not getting paid. When we go to the customers though, the customer does pay us after a two-hour or one-hour period. To me it's one hour, I start getting paid for the dwell time in their docks. That's all we're asking here. If you think, every single day for a week, that's a lot of hours and we're working really hard to make a living and not being compensated for. And that's all we're asking for today, is that you consider those facts. Thank you."

#### Justin Verola, IBV Industries, Norfolk, VA

"Madam Secretary, Mr. Chairman, members of the Board, thank you for having us here at the board meeting. Having trucking terminals in close locations our company has been measuring the level of service that the Virginia Port Authority has been giving our operation. The temporary construction... that will make The Port of Virginia infrastructure a better working environment. It's increased the ability to handle more freight as well as create the jobs for truckers. I want to share the highlights of a few things that The Port of Virginia has been doing to keep the freight moving and share some of the experience I've had at other ports.

Port of Virginia offers midnight to three am to five am as well as weekends and holidays. The other ports that we do business in have not been that flexible to offer those kinds of solutions, while under construction. With increased regulations by the Department of Transportation, in December of 2017 regulating truckers to have ELD computers in their trucks, forces a permanent debt in driving time. With the flexibility of gates, times, and weekend gates, we are able to maneuver and stay ahead of the market. Other East Coast ports are run by several separate management entities forcing them against each other for competing for the same freight resulting in mismanaging which is the main focus of our industry. Port of Virginia in my opinion is heavily vested in the motor carrier community, considering my evaluation and experience of going through this at other locations along the East Coast. Virginia Port Authority pushes group loading to its truckers as a part of its day to day operations and again, group loading at some of our locations that we're in, is a hurt. Containers should be spread out in multiple locations, we need more efficiencies, more time lost, and more driver hours lost. Port of Virginia also manages its own fleet of chassis where again, other East Coast locations

have three or four different competitors that don't communicate and compete against each other resulting in unsafe chassis on the road. Here at the Port of Virginia we've noticed the flexibility and synergies have surpassed other East Coast ports. When construction is complete we will have the ability to handle more port cargo growth since 2009. From my experience at other ports, we need to look at the situation as an infrastructure, improvements, as a logistics chain and work together as a group. Thank you.

### Art Moye, Executive Vice President, Virginia Maritime Association

"Good morning, everyone. Art Moye, Virginia Maritime Association. Madam Secretary, John, and members of the Board of Commissioners, thank you for this opportunity. I'm here representing all aspects of our maritime industry. We've been hearing for some time about the problems and difficulties that our members have been experiencing with terminal operations. To that end, we met with chairmen of our various committees that were affected and that meeting resulted in a letter that was submitted to John Reinhart on February 26<sup>th</sup>, that's a Monday. On Thursday, the 1st, we had our first meeting with John and members of the senior operating staff and we discussed those problems that were being experienced and those problems that you already heard about this morning. From that meeting, there were ideas, there were possible corrections that we wanted to take and we met again on the 15th of March to discuss the progress and also any other ideas that our chairs had for these solutions. We are also scheduled to meet this Thursday on the 29th to continue these meetings. George Berry, the TMTA members, have a right to get upset but so do our stevedores, so do our freight forwarders, so do our agents, our steamship lines, our customers, the BCOs. They all have a right to be upset. We have some serious, serious problems and to that, we've got what I would consider an operational perfect storm - the congestion, the construction, the equipment breakdowns, steamship line changes, and an exhausted workforce. All of those have led to what we are experiencing right now and it required, and it demanded immediate attention. I feel we are getting that immediate attention. We look to this board, this agency, the Virginia Port Authority and its operating company VIT as being responsible to the Commonwealth of Virginia, all of its citizens, and we expect the operations here to be done in such a fashion that it is the most cost efficient and productive way that can be found. To that, I would just like to say that we would expect these efforts to continue and at any time I do not feel, or Virginia Maritime Association does not feel that a sincere committed effort is being put forth and that all possible and reasonable resources are being put to this problem, I guess it'll be like Arnold Schwarzenegger once said, "I'll be back". Thank you very much."



tidawater metar track association PO Box 3155, Norfolk, VA 23514

Virginia Port Authority Board of Commissioners

March 27, 2018

The Tidewater Motor Truck Association (TMTA), the voice of the port trucking community, wishes to convey our concerns to the Virginia Port Authority Board of Commissioners. The increased container volumes being received at Virginia International Terminals has increased so that current equipment and labor are finding it difficult to maintain consistent and good productivity levels.

Major construction projects at Virginia International Gateway and Norfolk International Terminals, equipment failures, lack of chassis and proper positioning of these assets and erratic early return dates have resulted in dramatic decreases in driver productivity and earning potential.

So why does this matter? We only must look back just a few short years ago to what adverse conditions can do to the perception of the Port's performance by customers who are deciding where they want their freight handled. Our port becomes less attractive if shippers must pay the congestion charges that are assessed to pay for driver's idle time, for charges to pay for Steamship Line demurrage and per diem due to longer dwell times on port; and, we become less attractive due to the higher trucking rates to secure capacity.

As an economic engine for the Commonwealth of Virginia, the Virginia Port Authority (VPA) has been entrusted with fiduciary responsibility to manage the ports effectively and efficiently. Accordingly, the VPA dictates how these terminals are managed and how the funds are expended to appropriately operate the port facilities. Therefore, we are addressing our concerns to you.

The TMTA is requesting an immediate plan of action be accepted to correct the many negative conditions that continue to impede commerce through the Port of Virginia.

#### We ask that:

- 1) All POV container terminals and yards should have common operating hours.
- 2) The POV should be electronically reporting computer, crane and other operational issues on every facility, not just VIG. These reports must be sent expeditiously.
- 3) The chassis pool supply must exceed demand. As the port predicts an increase in containers, the chassis pool must expand accordingly and be positioned properly.
- 4) On-ground management of the labor force needs to be visible and knowledgeable of the port's operational functions and policies. They need to be able to offer assistance when called upon; and, there should be continuous and uninterrupted labor on the ports to process the truck demand.

- Management should ensure that pick-up and return matrixes be accurate and current regardless of the time or day of the week.
- 6) All the port activities should be driven by one computer system. Information postings should be easily accessible via one website.
- 7) Early return dates must be honored as well as empty return matrix. This should be done without the necessity of transactional communications between motor carriers and the POV.

The motor carriers have been working with the port management to offer methods aimed at increasing productivity at the Port of Virginia for many years now. We have cooperated with in the VPA-Motor Carrier Committee, in Port Productivity Summits, the Motor Carrier Task Force, and met with Port management directly as the TMTA Pier Committee. We have coordinated in the past and are presently working with the VA Maritime Association to foresee what we, as a vital port partner, can do to help/assist in making this the best port in America. The forecast for doubling the growth will be severely challenged if improvements are not seen soon. We cannot stress how extremely important it is that actions be taken by you to improve the processing of trucks through the port.

Sincerely,

Marilynn Ryan **TMTA President Century Express** 

Marguerite Bates-Frier 1<sup>st</sup> Vice President **XPO Logistics** 

Chris Columbus 2<sup>nd</sup> Vice President CBT Integrated Logistics, LLC

Charles Glover Secretary GTL – Glover Trailer Leasing

Nicole Sapienza Treasurer Hale Intermodal

Frank Borum 1<sup>st</sup> Past President – Director Atlantic Intermodal Services Edward O'Callaghan

Director

**Century Express** 

Bill Jackson Director

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Allen Campbell Director Givens

Tommy White Director

California Cartage

Stacey Bolen Director

Gilco Trucking, Inc.

Larry Ewan Director

**Continental Terminals** 

Danny Glover Director

GTL - Glover Trailer Leasing

Bob Eveleigh Director

Port City Transportation