

**July 2018
Financial Report**

Rodney W. Oliver
Chief Financial Officer



**THE PORT OF
VIRGINIA**

Stewards of Tomorrow

AGENDA

- July Financial Results



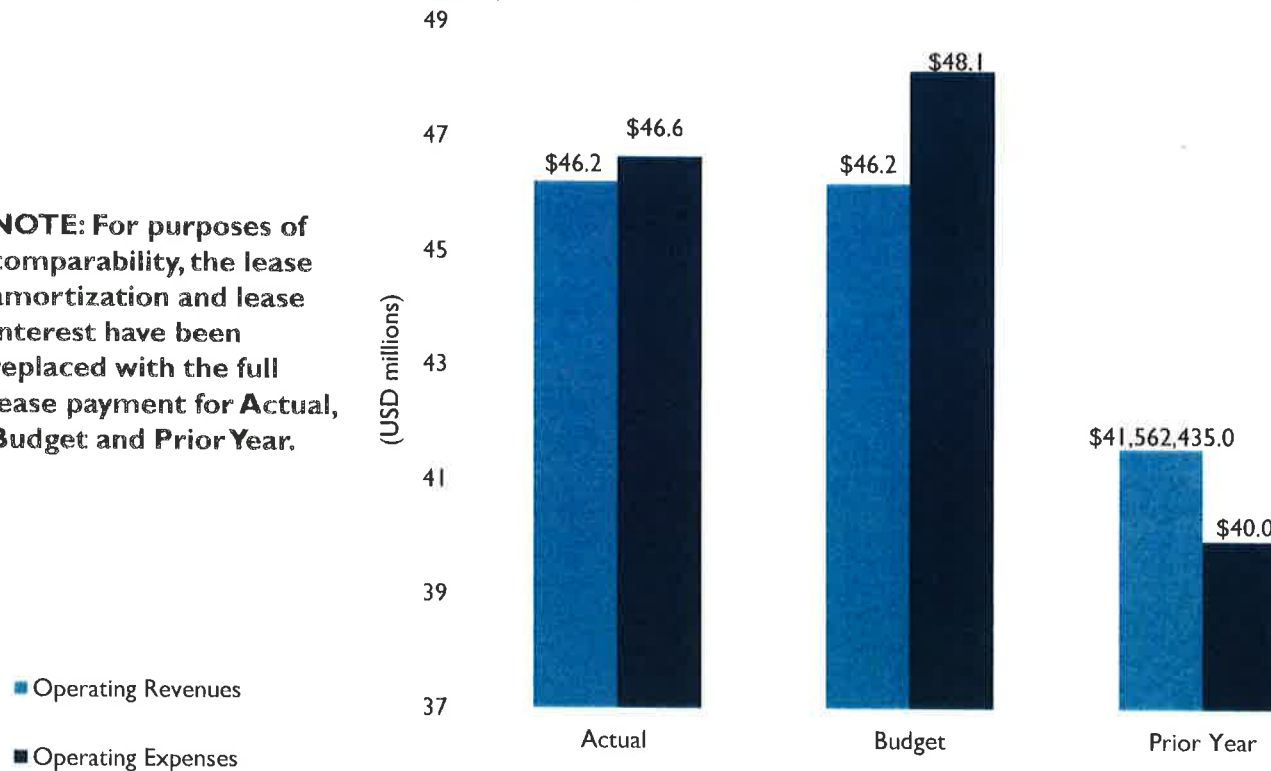
THE PORT OF
VIRGINIA

Stewards of Tomorrow

OPERATING REVENUES AND EXPENSES:

For the Month Ended July 31, 2018

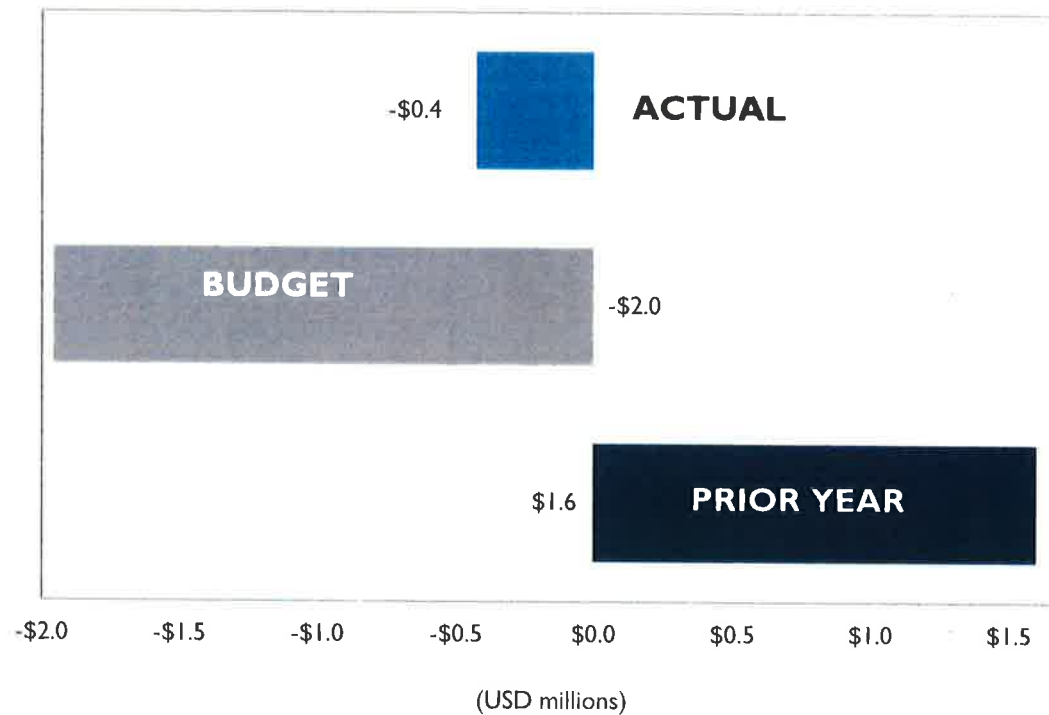
NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for **Actual**, **Budget** and **Prior Year**.



OPERATING INCOME (LOSS):

For the Month Ended July 31, 2018

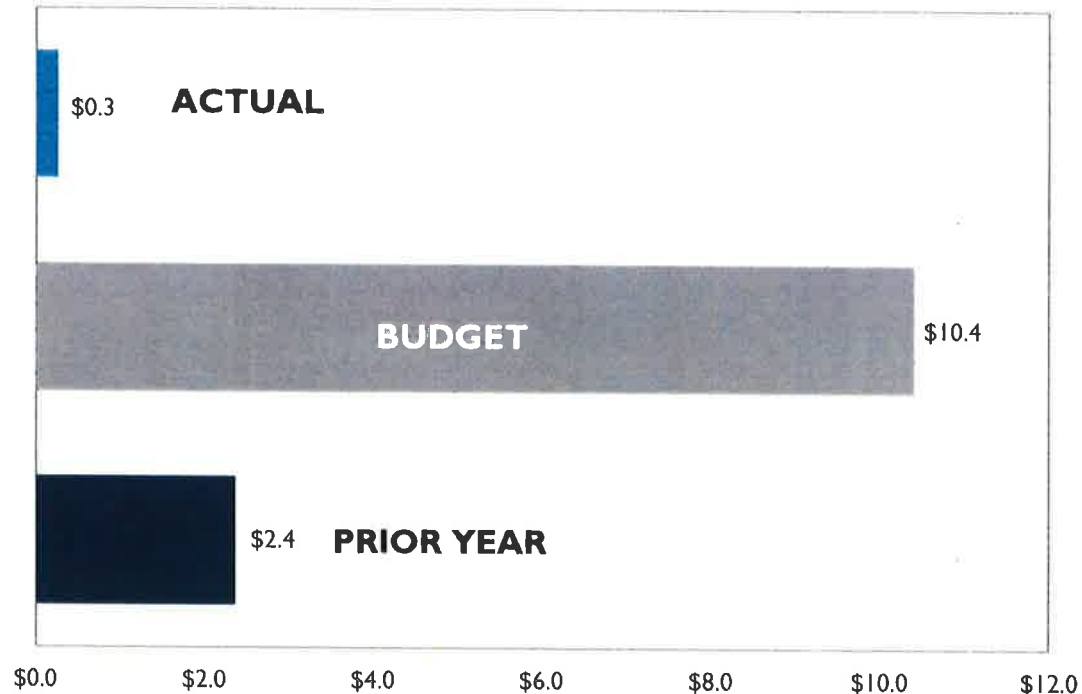
NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.



CHANGE IN NET POSITION:

For the Month Ended July 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.



Thank you



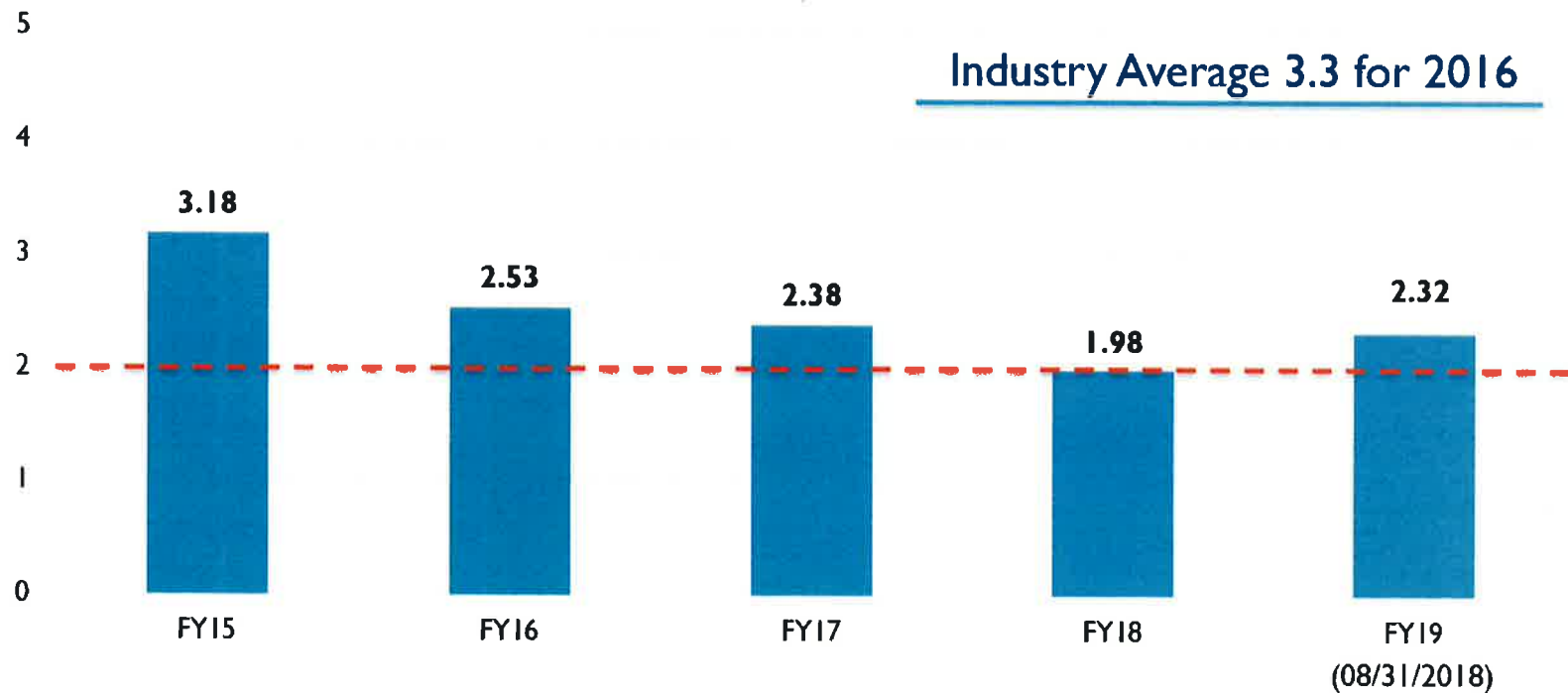
Stewards of Tomorrow

Virginia Port Authority Board of Commissioners, Session 389, Sep 25, 2018
Operations Report

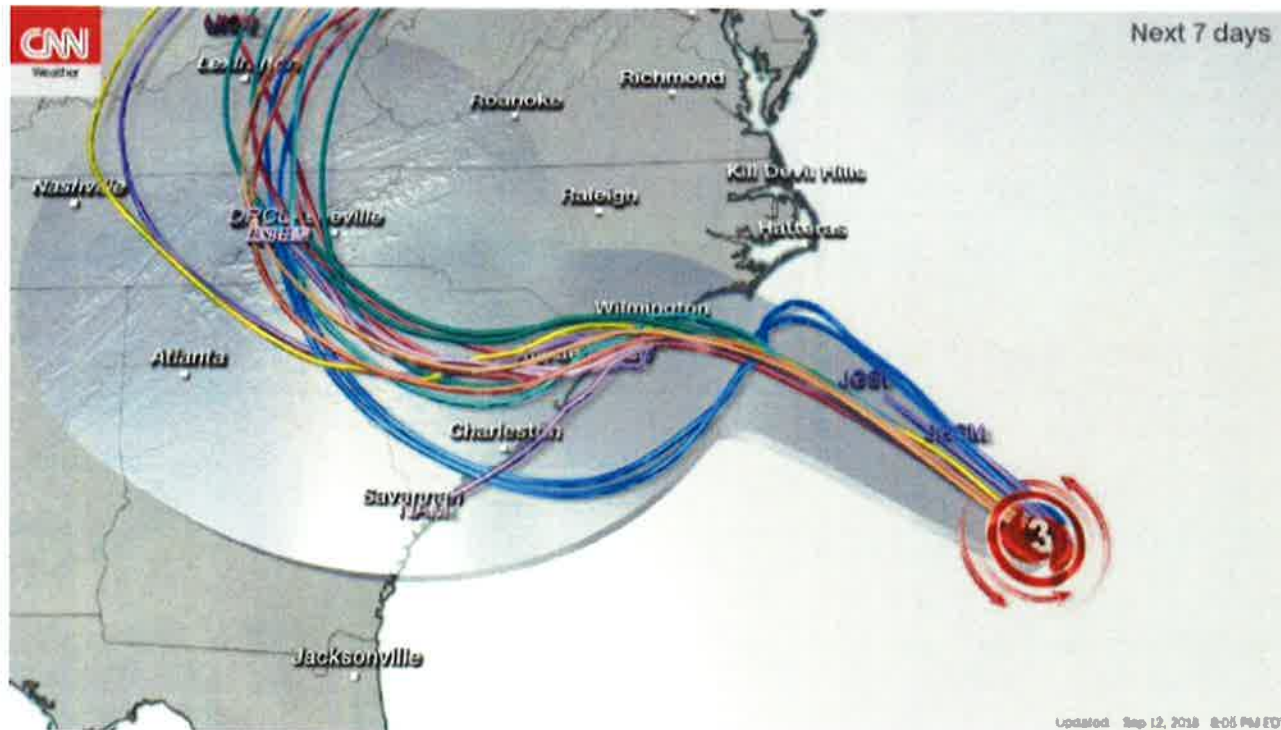
Shawn Tibbetts
Chief Operations Officer



POV OSHA LOST WORK DAY RATE



EXTREME WEATHER IMPACTS



NNMT & PMT - CURRENT EVENTS



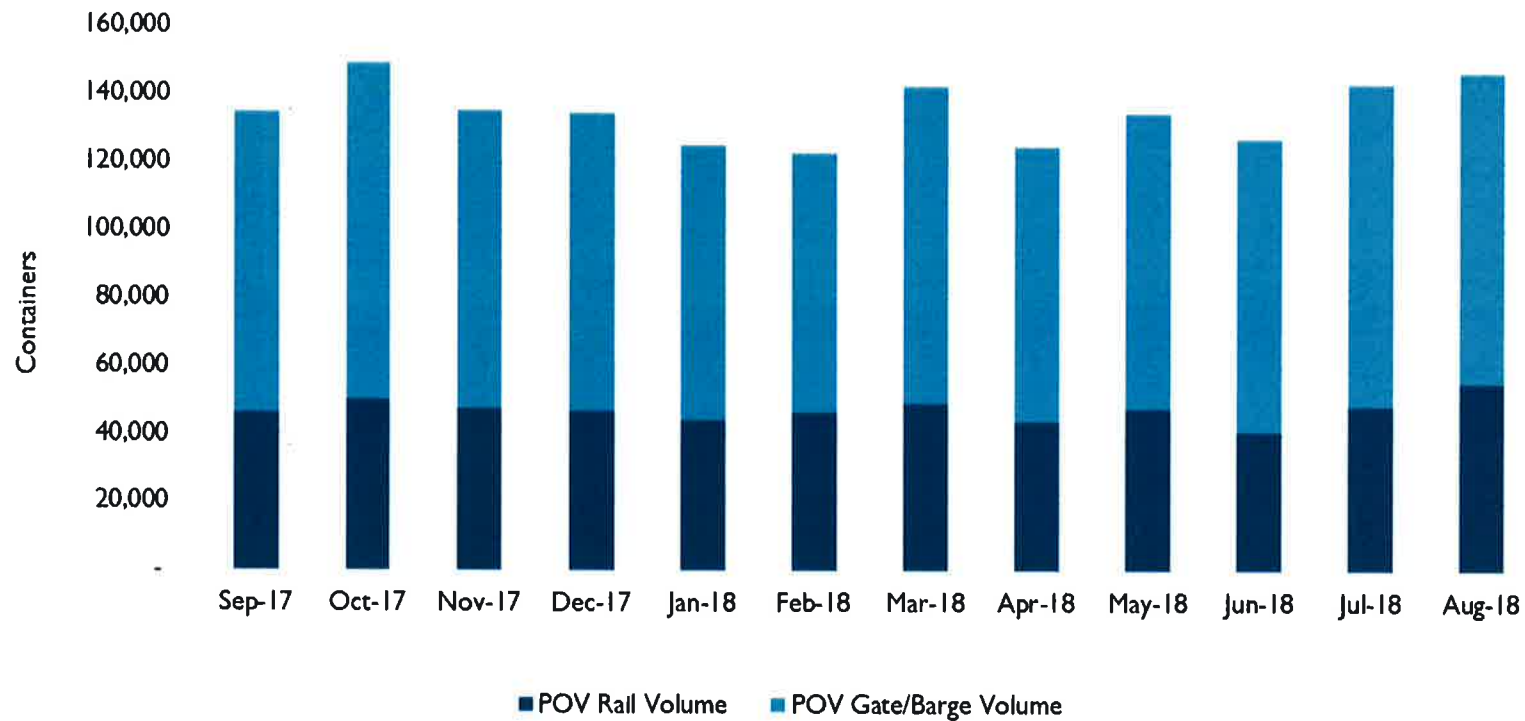
- Lay Berth Opportunity
- Stevedoring
- GM Automotive Bid
- CMI Crane
- Container Volume Transition

RMT - CURRENT EVENTS

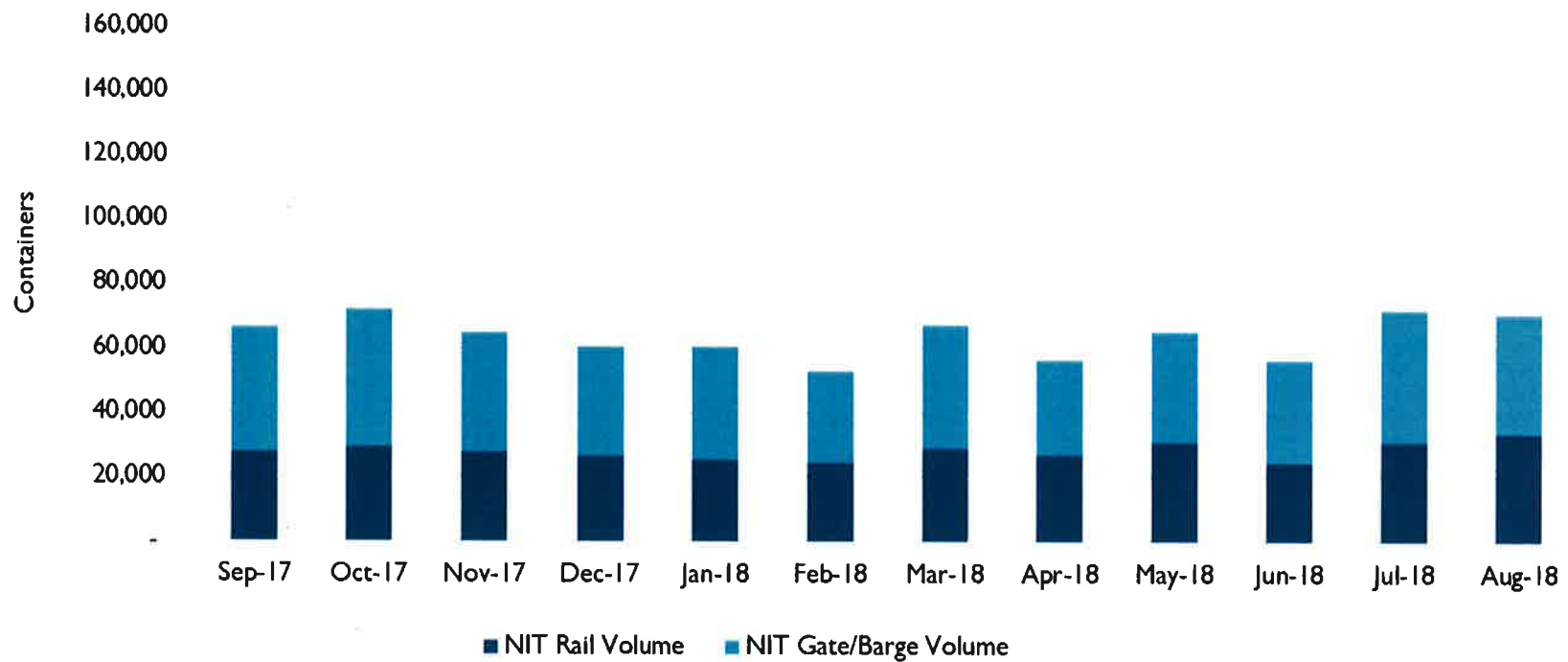


- Nucor Steel Coils
- Scoular Expansion
- Additional Barge Capacity

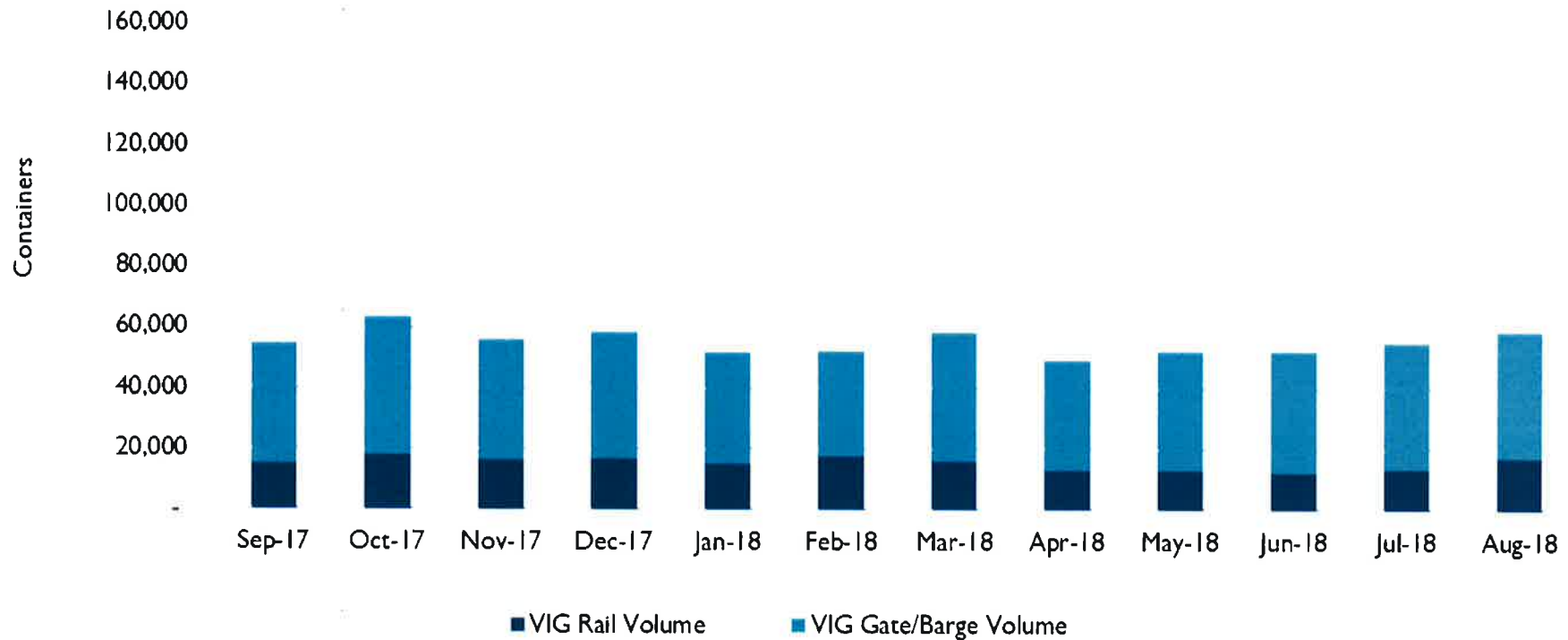
POV RAIL VS GATE/BARGE VOLUME



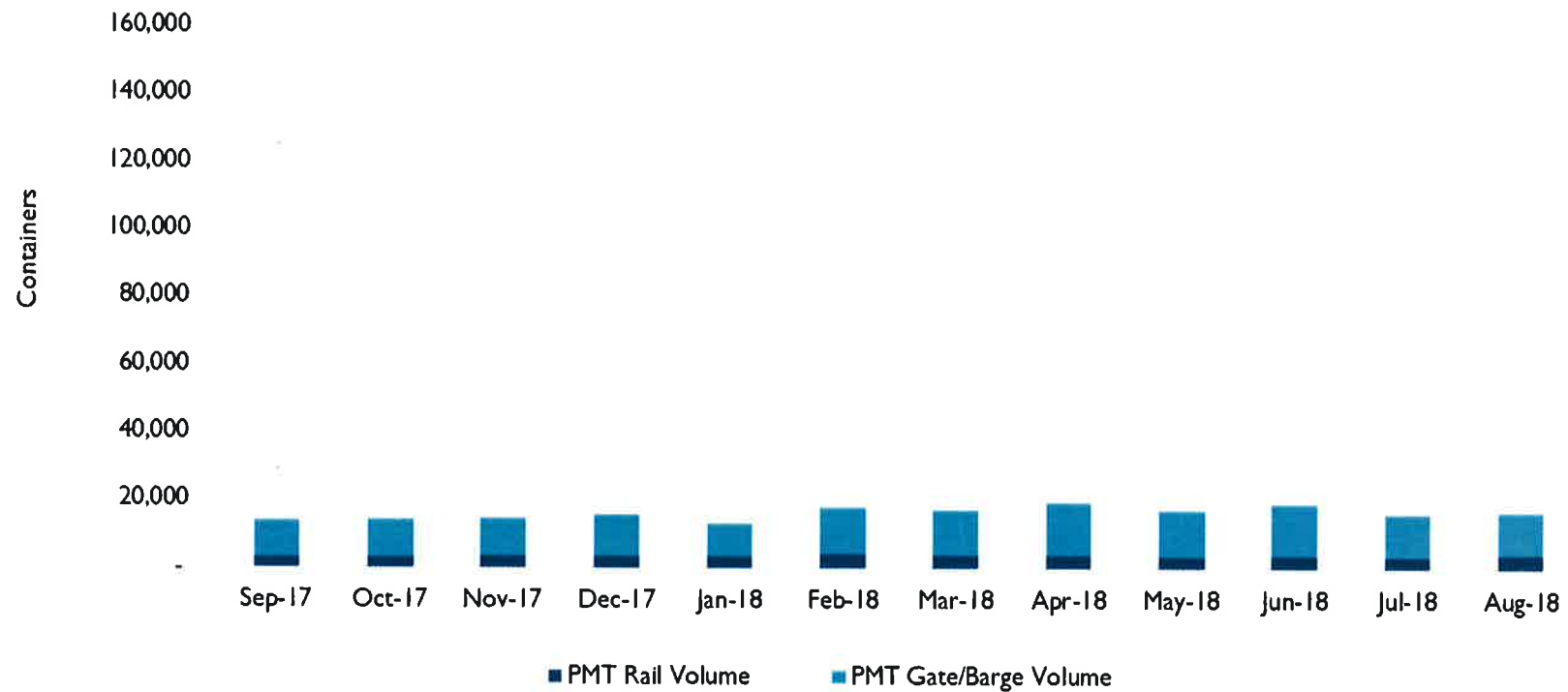
NIT RAIL VS GATE/BARGE VOLUME



VIG RAIL VS GATE/BARGE VOLUME



PMT RAIL VS GATE/BARGE VOLUME

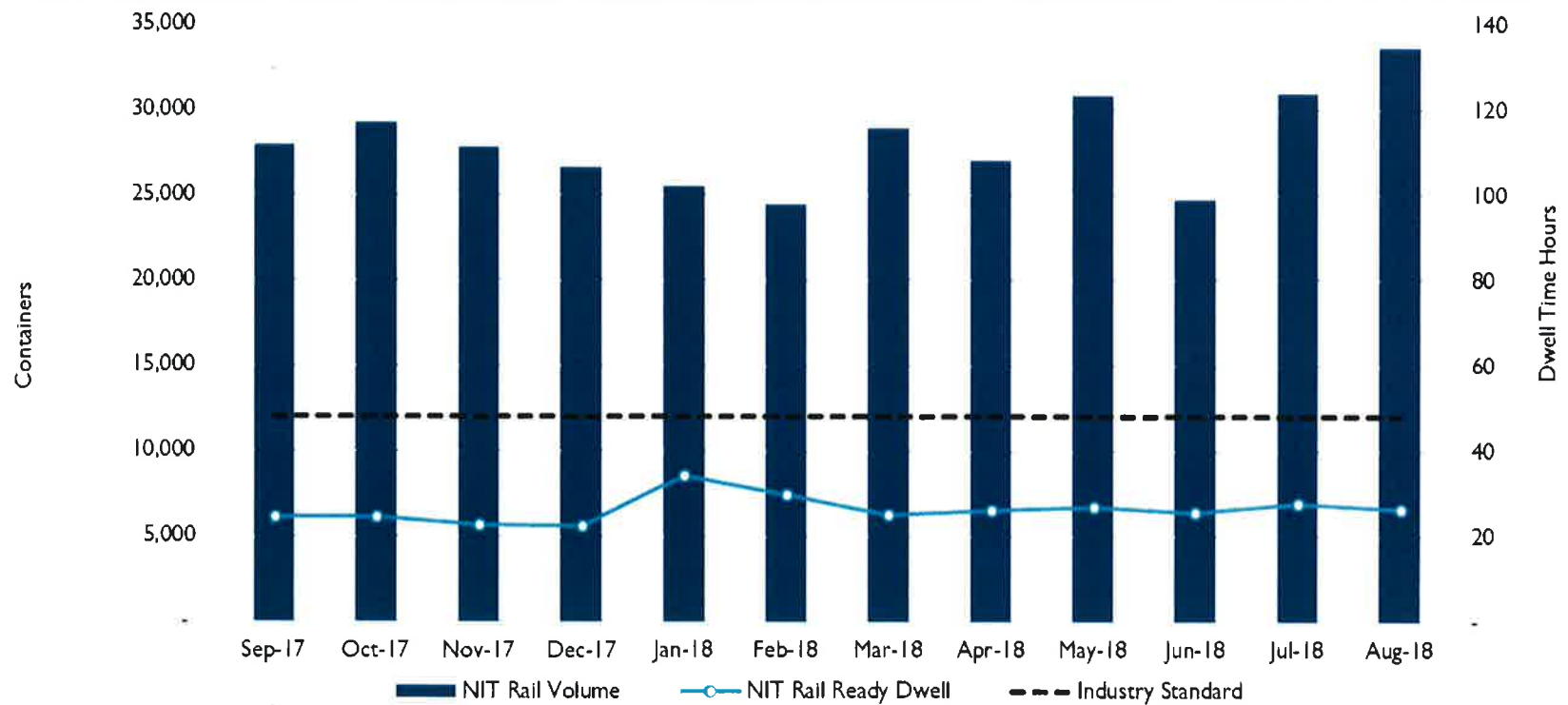


RAIL - CURRENT EVENTS

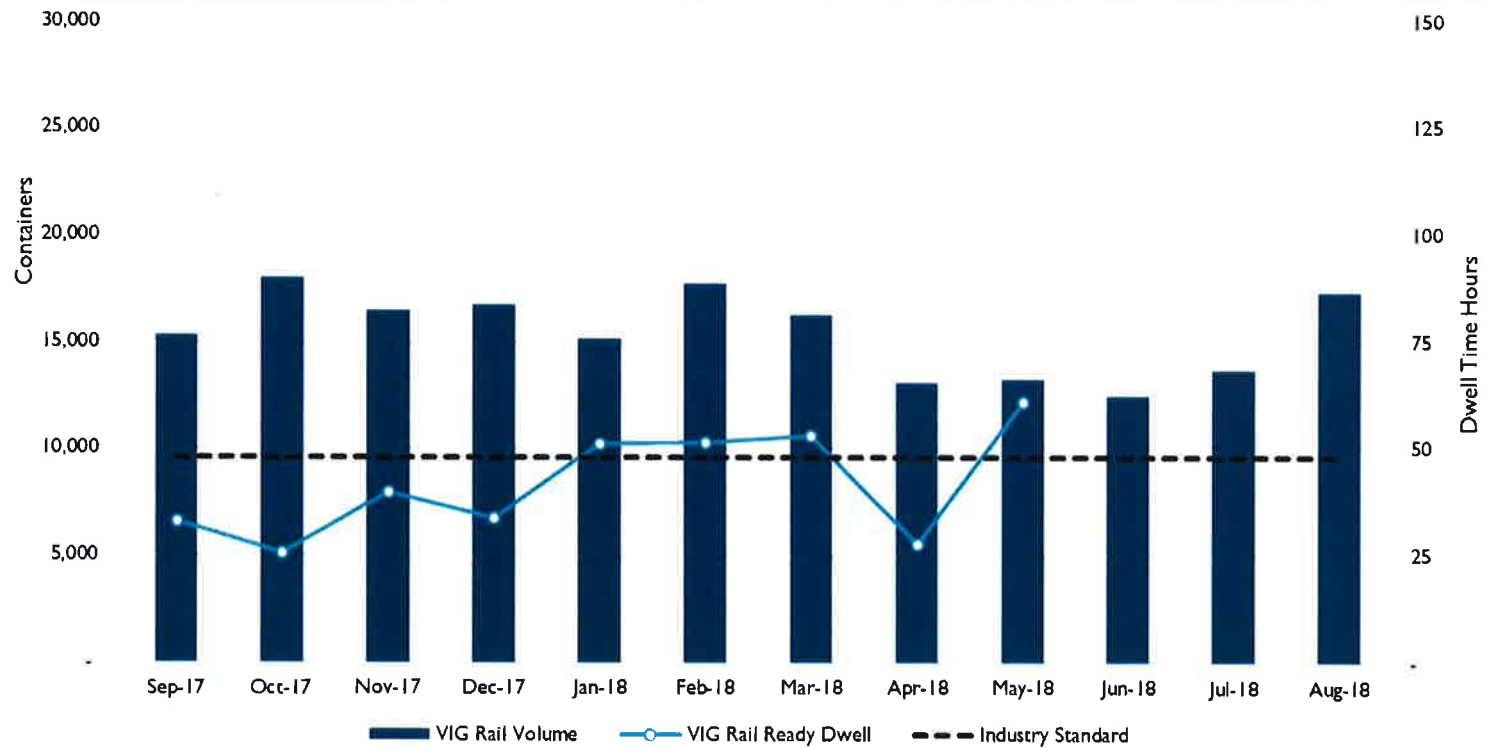


- Rail volume in August was a **new record at 55,152 containers**, up 10.2% compared to prior year
- Calendar 2018 to date rail down 0.5%
- Rail ready dwell steady at 26 hours
- Strategy for Rail Growth
 - Sales/Operations/Innovation
- NS discussions
- CSX discussions

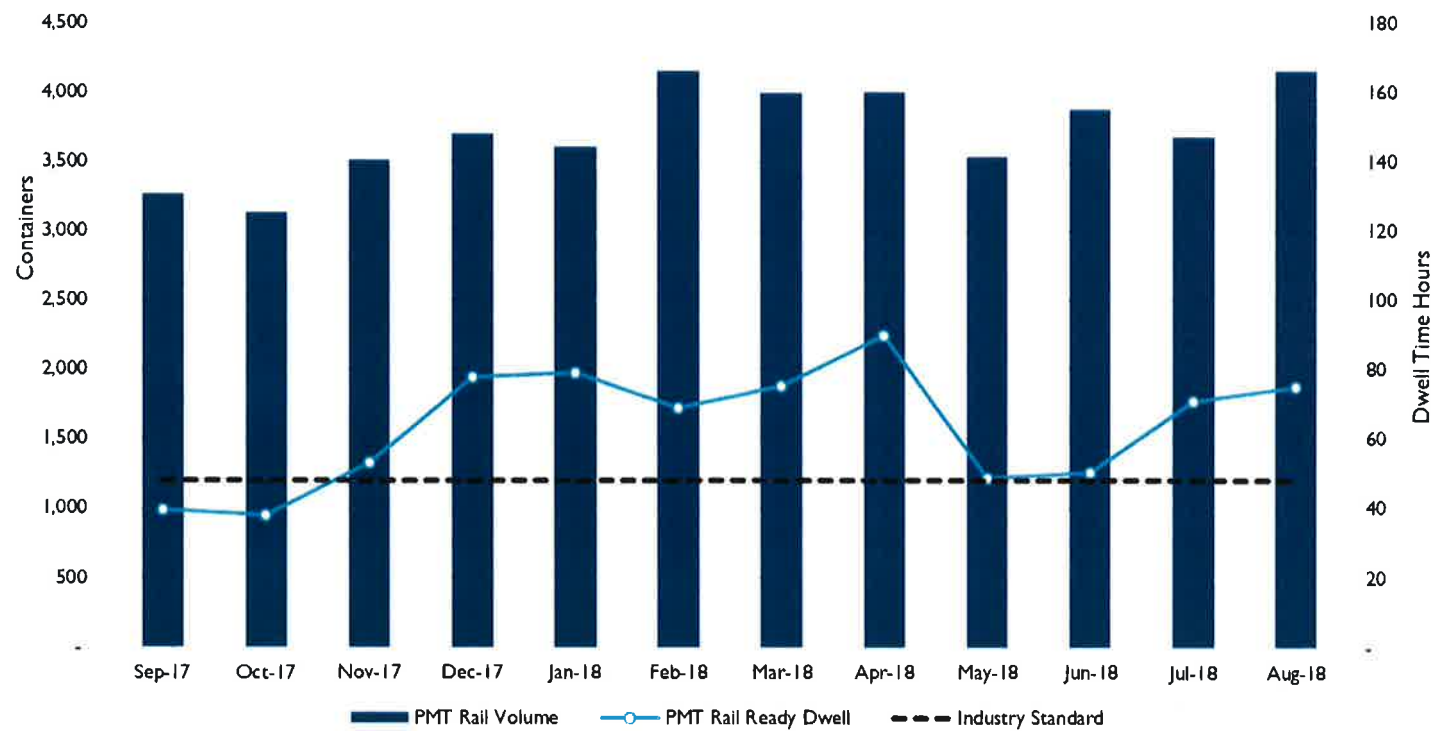
NIT RAIL VOLUME



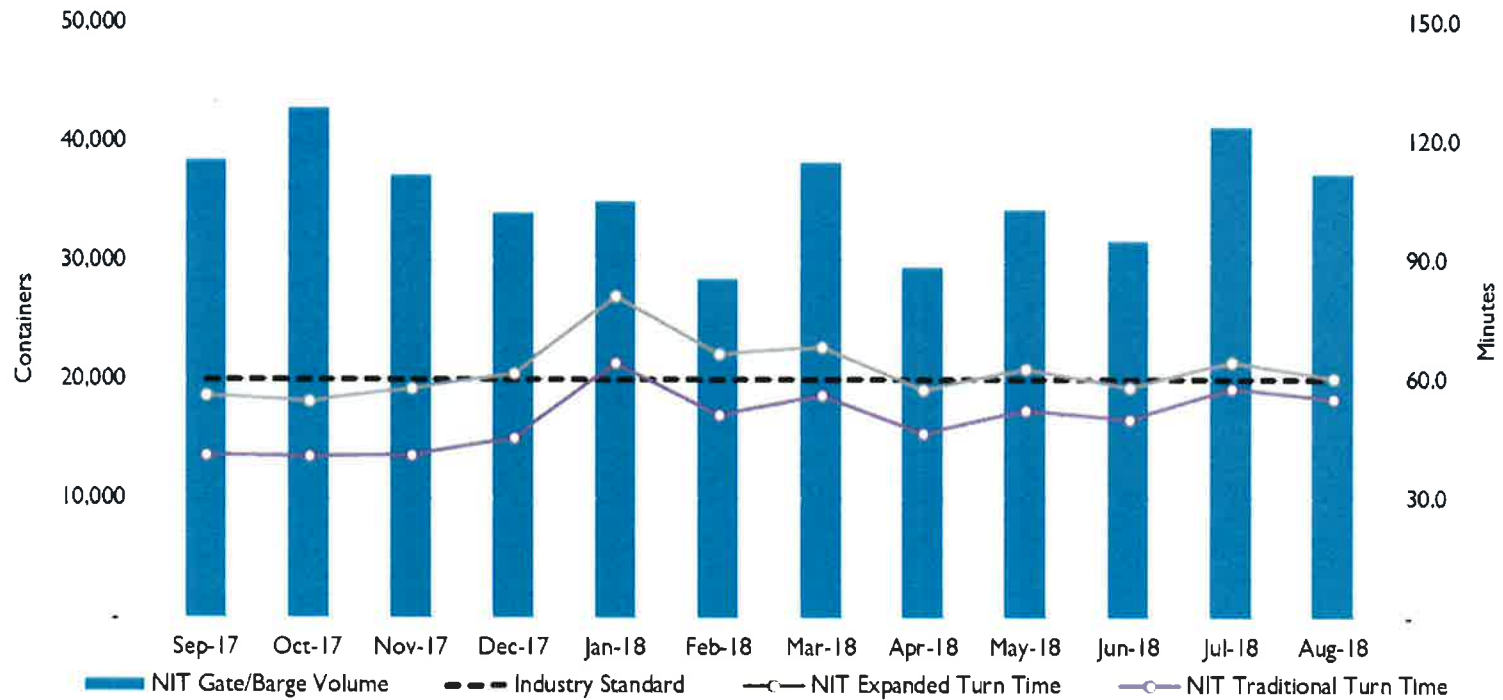
VIG RAIL VOLUME



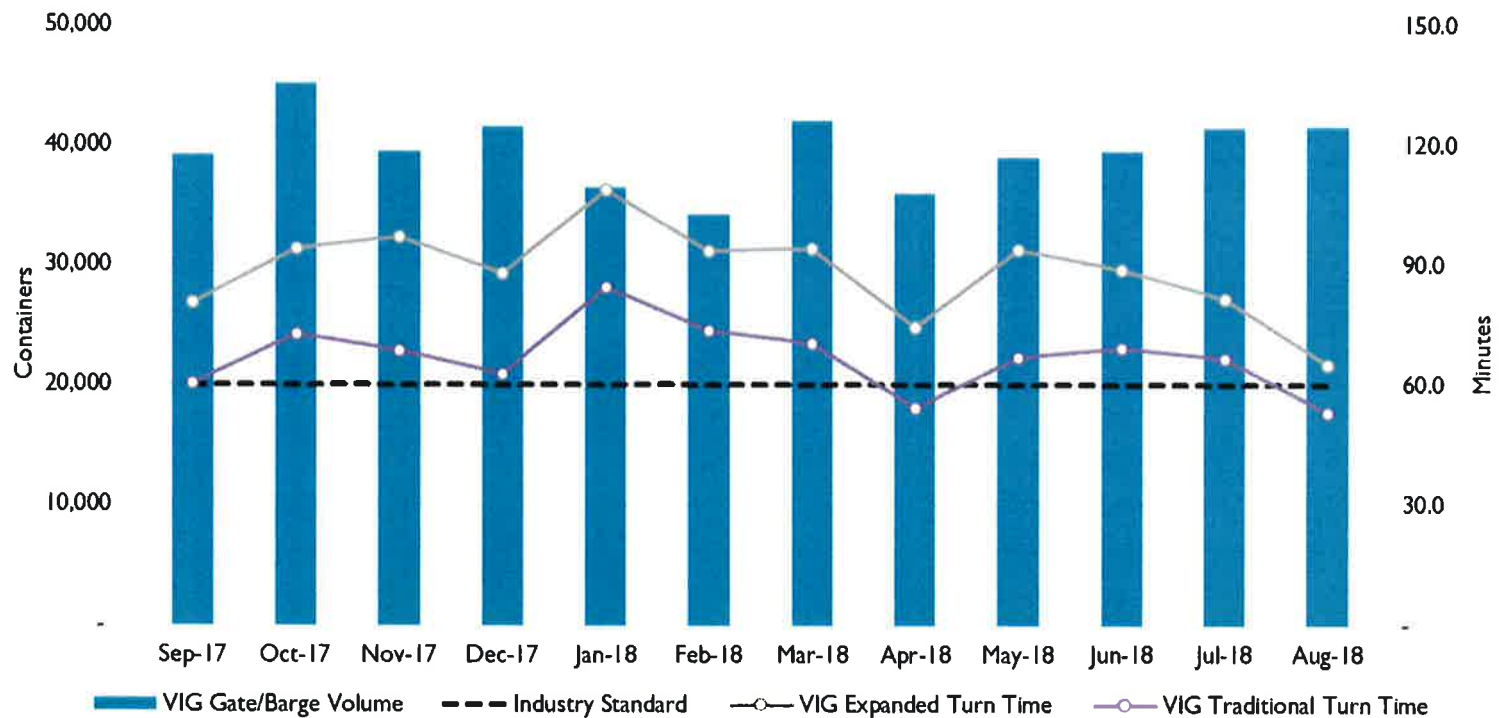
PMT RAIL VOLUME



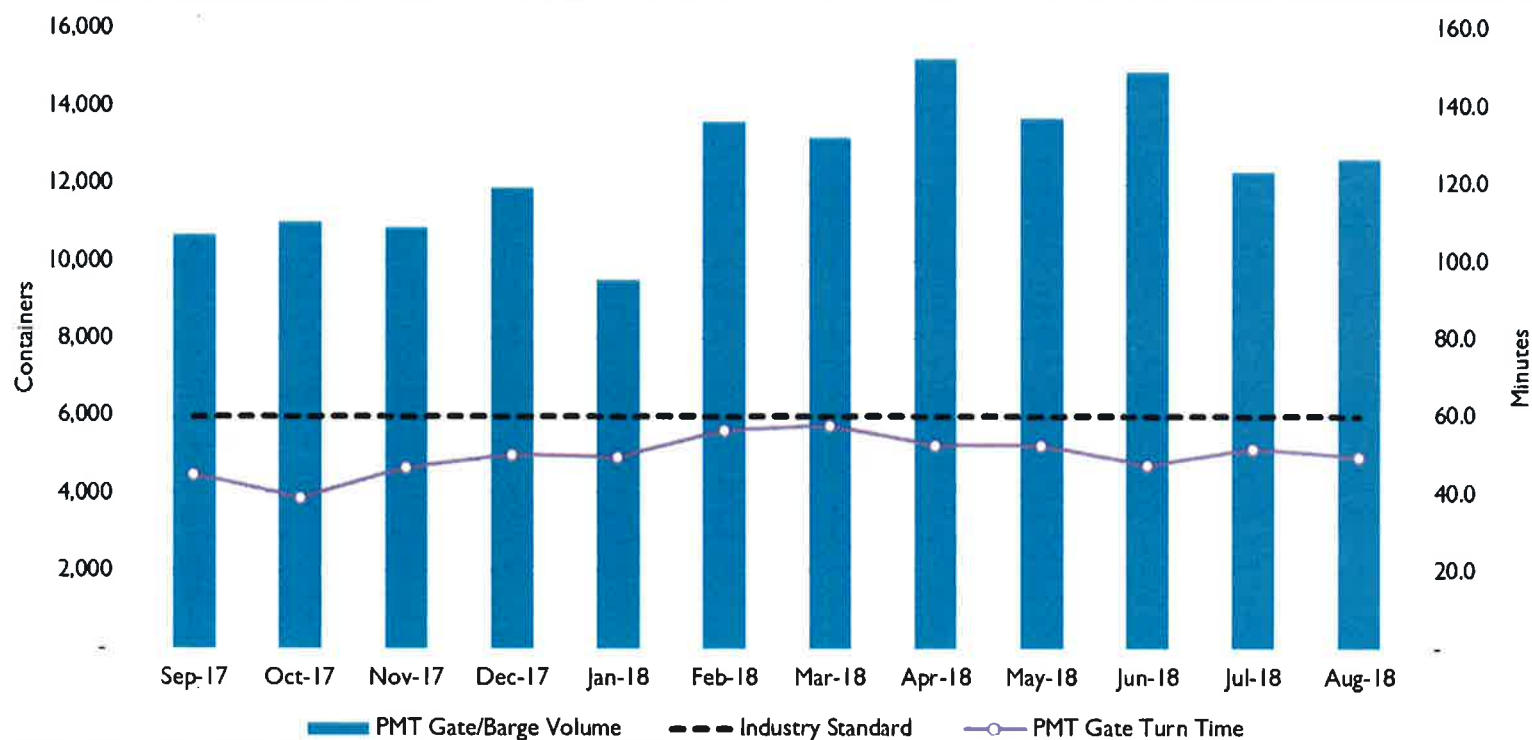
NIT GATE TURN TIMES



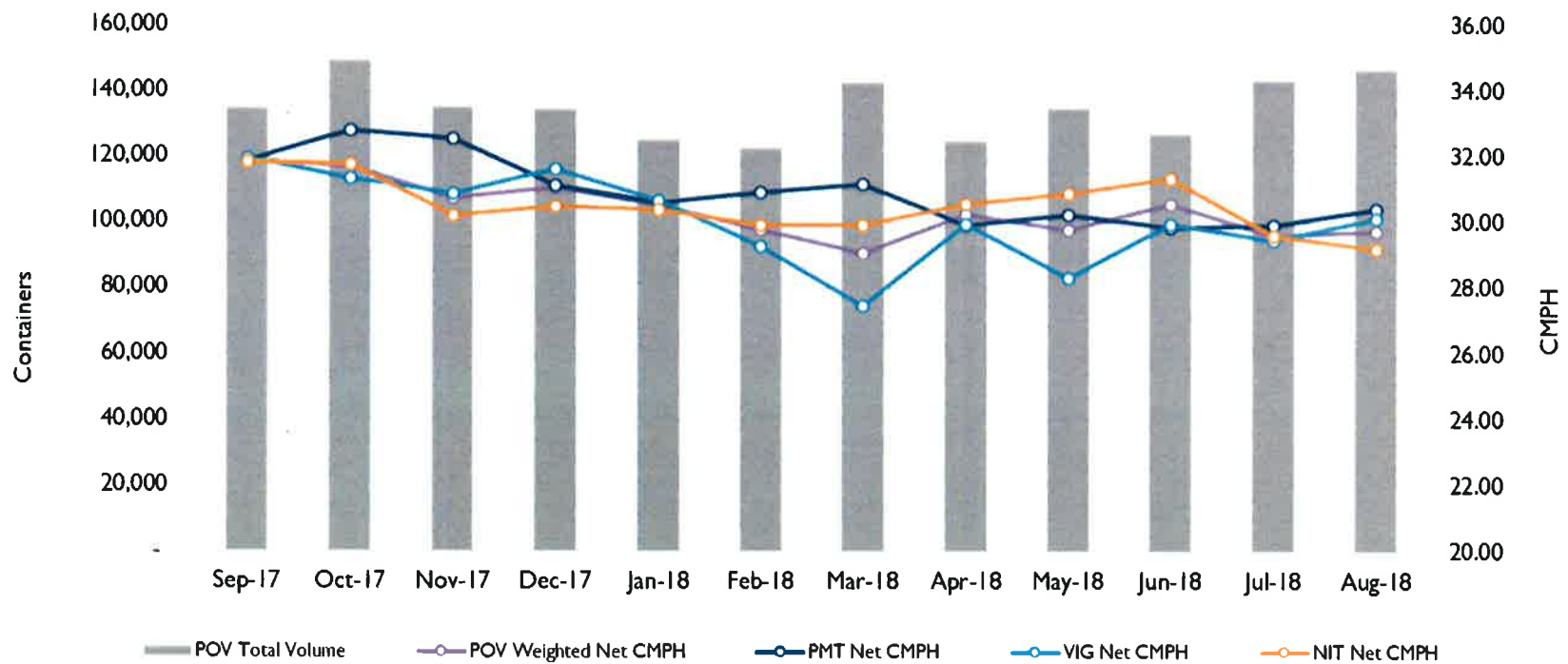
VIG GATE TURN TIMES



PMT GATE TURN TIMES



NET CRANE MOVES PER HOUR



STEWARDS OF TOMORROW

INNOVATION

HELPFULNESS

ACCESSIBILITY

MINDFULNESS

FORTITUDE

SUSTAINABILITY

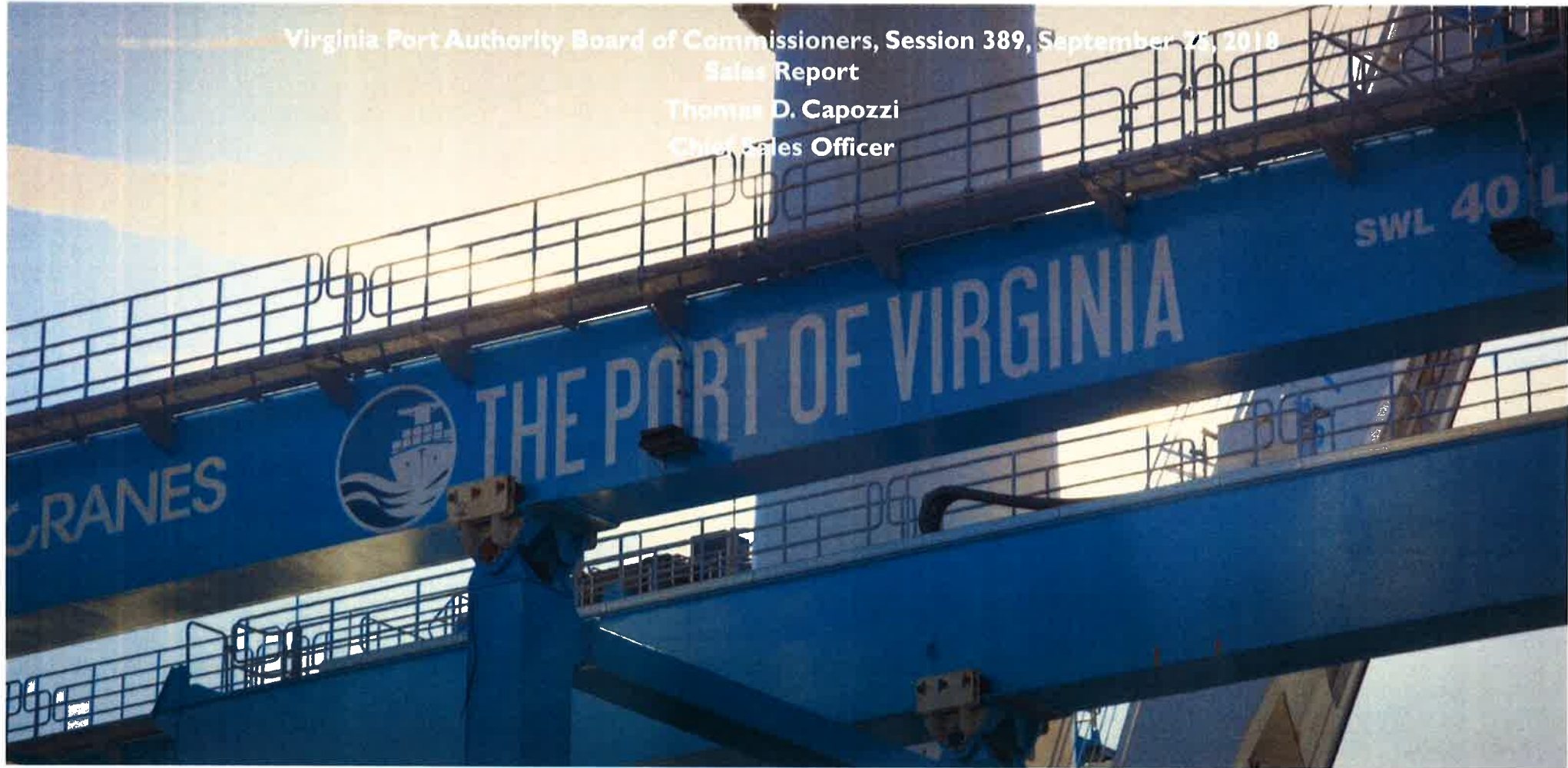


Virginia Port Authority Board of Commissioners, Session 389, September 24, 2019

Sales Report

Thomas D. Capozzi

Chief Sales Officer



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FISCAL YEAR-TO-DATE: JULY-AUGUST 2019

	FY 2018	FY 2019	Change	% Change
Total TEUs	474,835	511,500	36,665	7.7%
Export Loaded TEUs	151,133	166,365	15,233	10.1%
Export Empty TEUs	96,919	104,909	7,990	8.2%
Import Loaded TEUs	222,403	237,174	14,771	6.6%
Import Empty TEUs	4,380	3,052	(1,328)	-30.3%
Total Containers	270,930	290,257	19,327	7.1%
General Cargo Tonnage	3,487,212	3,787,061	299,849	8.6%
Container Tonnage	3,457,101	3,750,224	293,123	8.5%
Breakbulk Tonnage	30,111	36,837	6,726	22.3%
Total Rail Containers	94,627	103,505	8,878	9.4%
VIP Containers	5,995	7,533	1,538	25.7%
Total Barge Containers	7,914	10,053	2,139	27.0%
RMT Containers	3,659	6,235	2,576	70.4%
Total Truck Containers	168,389	176,699	8,310	4.9%
Ship Calls	297	287	(10)	-3.4%
Vehicle Units	6,488	5,306	(1,182)	-18.2%



TOP COMMODITIES	
EXPORT	IMPORT
Logs and Lumber	Furniture
Soybeans and Products	Auto Parts
Paper and Paperboard; Incl Waste	Plastic Products
Wood Pulp	Toys
Pet and Animal Feeds	Auto and Truck Tires and Tubes
Grocery Products	Hardware
Auto Parts	Metalware
Field Seeds and Bulbs	Paper and Paperboard; Incl Waste
Fabrics; Incl Raw Cotton	Fabrics; Incl Raw Cotton
Tobacco	Woodenware

ONE STORK MAIDEN VOYAGE



EVERGREEN'S 50TH ANNIVERSARY



BRAZILIAN FOREIGN TRADE ASSN MOU



NATIONAL RETAIL FEDERATION

			Jun-18	Jul-17
West Coast	LALB	↗	2.5%	↘ -1.3%
	Oakland	↘	-3.3%	↘ -0.6%
	Seaport Alliance	↗	0.1%	↗ 19.8%
	Vancouver	↗	15.0%	↗ 6.5%
	Prince Rupert	↘	-1.0%	↗ 5.7%
	Coast Total	↗	3.1%	↗ 2.0%
East Coast	Montreal	↗	31.8%	↗ 27.7%
	NYNJ	↗	3.7%	↗ 10.4%
	Virginia	↗	13.4%	↗ 10.0%
	Charleston	↗	2.5%	↗ 9.9%
	Savannah	↗	3.6%	↗ 14.0%
	Jacksonville	↘	-0.4%	↗ 19.0%
	Everglades	↘	-8.2%	↘ -1.7%
	Miami	↘	-7.5%	↗ 6.7%
	Coast Total	↗	5.7%	↗ 11.9%
Gulf	Houston	↗	7.0%	↗ 15.6%

Global Port Tracker North America Report September 2018

- Five of the eight ports posted an increase over June, with double-digit percentage gains at Montreal and Virginia.

STEWARDS OF TOMORROW

INNOVATION

HELPFULNESS

ACCESSIBILITY

MINDFULNESS

FORTITUDE

SUSTAINABILITY



Virginia Port Authority Board of Commissioners, Session 389, September 25, 2018

Joseph Ruddy
Chief Innovation Officer



AGENDA

- Marketing and Communications Update
- Projects Update

EFFECTIVE MESSAGING CONTINUES

FROM JULY 1 to SEPTEMBER 1, 2018

782 MENTIONS

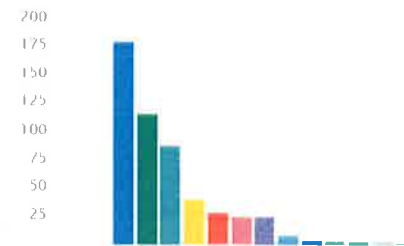
\$1.28 MILLION IN AD EQUIVALENCY

Key Messages

🔍 ⚙️ ✕

The Port of Virginia

Jul 1, 2018 - Sep 1, 2018



Filter by message type

🔍 +

tariffs	180
capacity	116
economic development	88
55 feet	41
\$350 million	29
wider, deeper, safer	26



Stewards of Tomorrow®

PORT PROJECTS - UPDATE

PROJECT	BUDGET	SCHEDULE
VIG Phase II	●	●
NIT PDS	●	●
NIT Optimization	●	●
Finance Projects (Billing + PSFT)	●	●
Business Intelligence	●	●
IT Business Continuity	●	●

STACK YARD



Above: Stacks 18-21 construction

Below: Stack 18 & 19 LSTZ

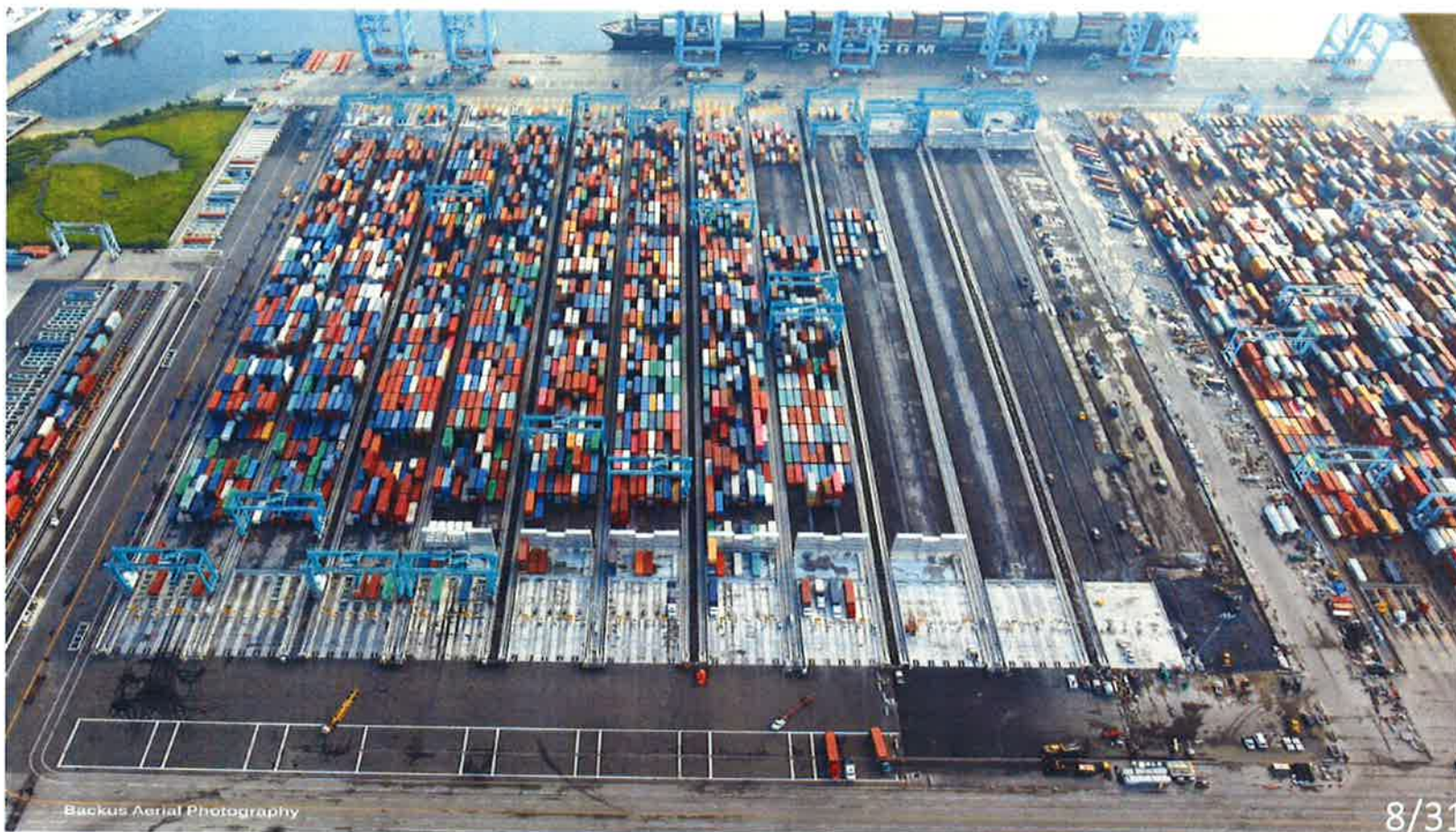


STACK YARD

Stacks 2 & 3

Refurbishment
and preparations
to begin the
waterside reefer
racks





WHARF EXTENSION



Stewards of Tomorrow®

RAILYARD



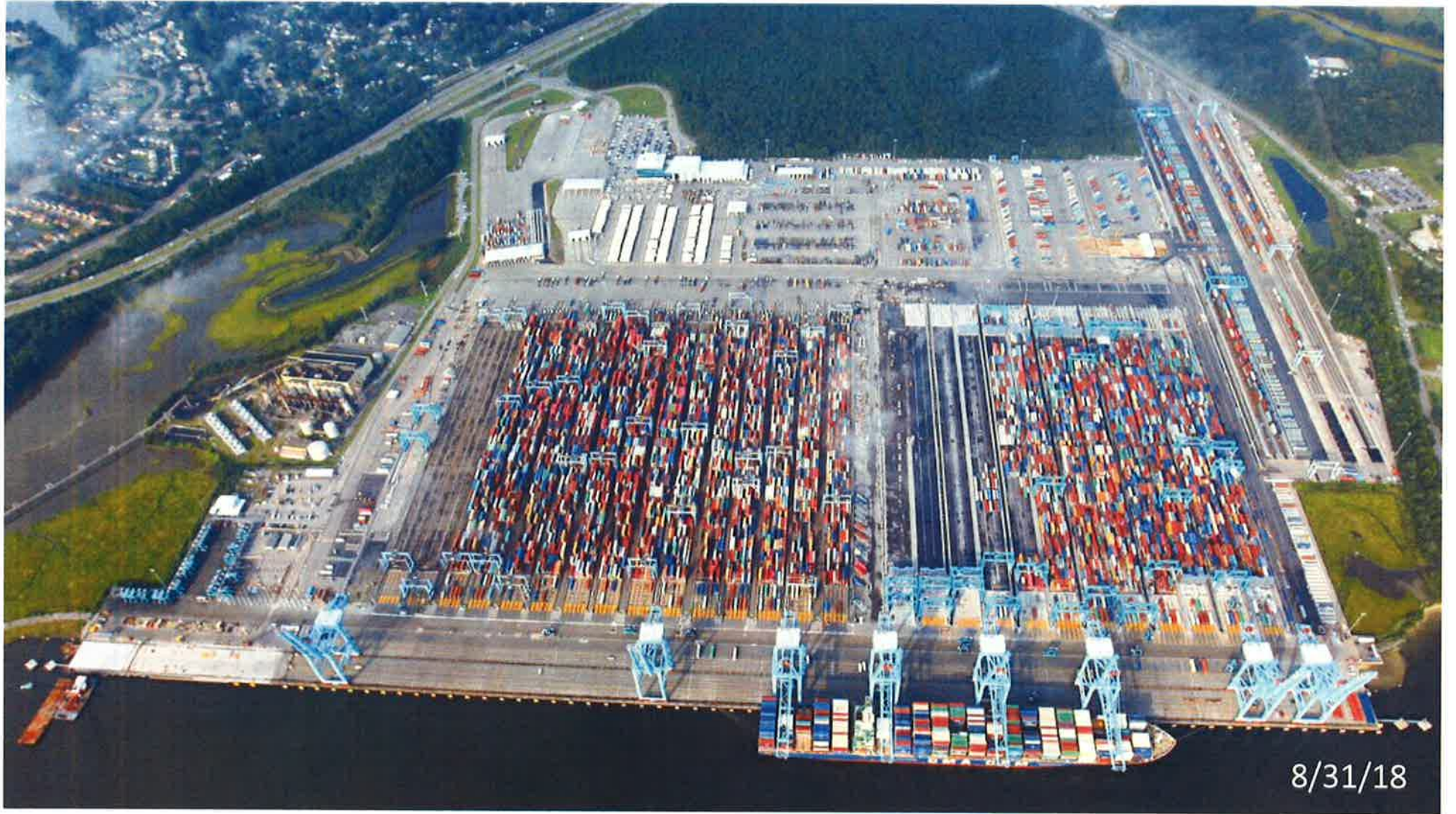
GATE LANES



Stewards of Tomorrow®

SHIP TO SHORE CRANE RELOCATION





8/31/18

SOUTH NIT



Stewards of Tomorrow

SNIT LANDSIDE TRANSFER ZONE



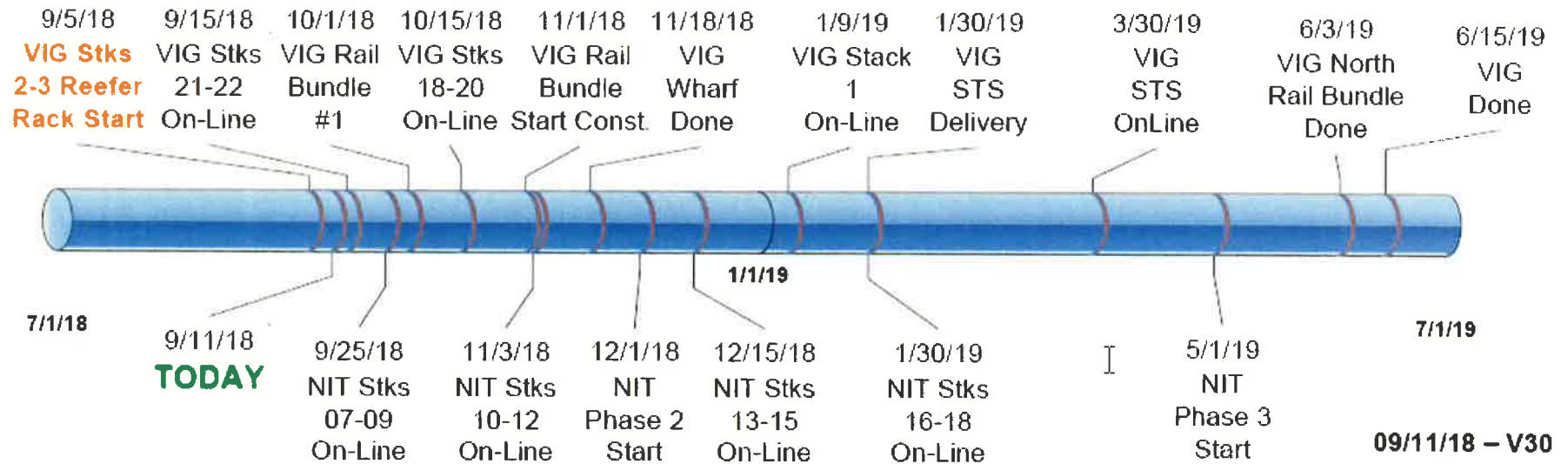
SNIT STACK YARD





TIMELINES

12 Month Horizon



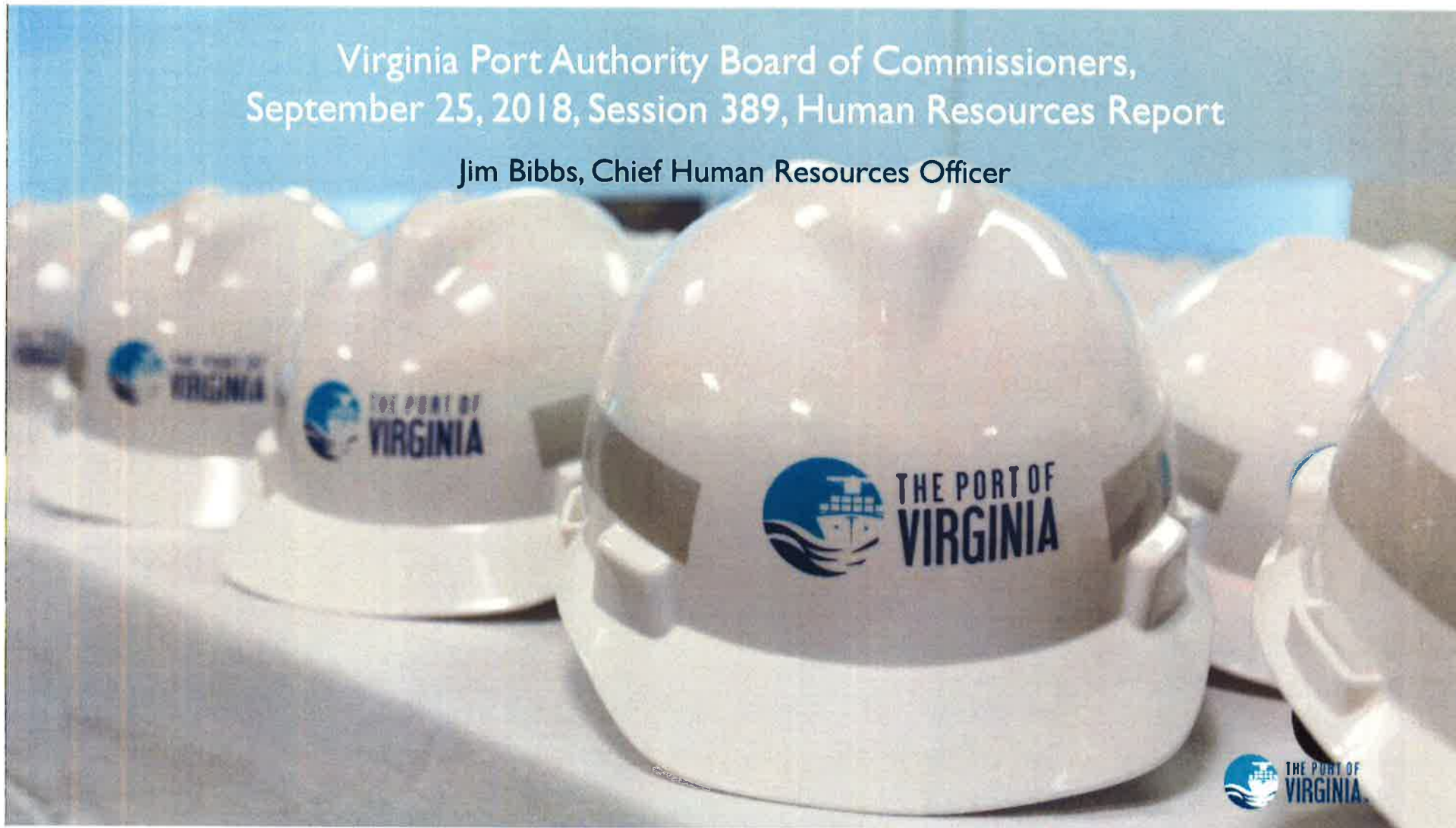
STEWARDS OF TOMORROW

INNOVATION
HELPFULNESS
ACCESSIBILITY
MINDFULNESS
FORTITUDE
SUSTAINABILITY



Virginia Port Authority Board of Commissioners,
September 25, 2018, Session 389, Human Resources Report

Jim Bibbs, Chief Human Resources Officer



AGENDA

Talent Management

FY19 Initiatives

Aspiring Leadership Development Program

Outreach Ambassador Program

Metrics

Wellness, benefits and financial

Recruitment

Training

Demographics

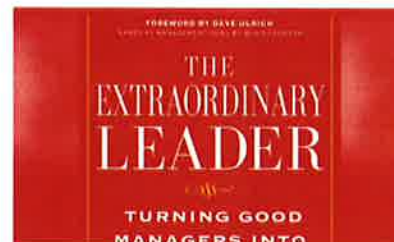
FY19 TALENT MANAGEMENT INITIATIVES



Book Galley



Myers Briggs (MBTI)



Zenger Folkman



Stewardship Captain

ASPIRING LEADERSHIP DEVELOPMENT PROGRAM

Launched July 2018



Administration Services & Compliance

Justin Wakeman, Marissa Blanco,
Susan Bradley

Financial Services

Franz Olivar, Laura Langton

Innovation

Deb Martin, Melissa Katz, Vanessa Evans

Operations

Andy Booth, Chris Green,
David Bocanegra, Donna Ripley,
Leena Yi, Lisa Kingsbury-Tiff,
Matthew Tonkovic, Patrick Koch,
Toshanna Curran, Trey Hill

Public Affairs

Melissa Fularon

Sales

Brian Bashara, Linda Press

OUTREACH AMBASSADOR PROGRAM

Empower our colleagues to champion our brand



- Career Fairs
- Employer Panels
- Info Sessions
- Career Development
- Info Tables
- General Representation
- In-House Events
- New Hire Orientation Hosts



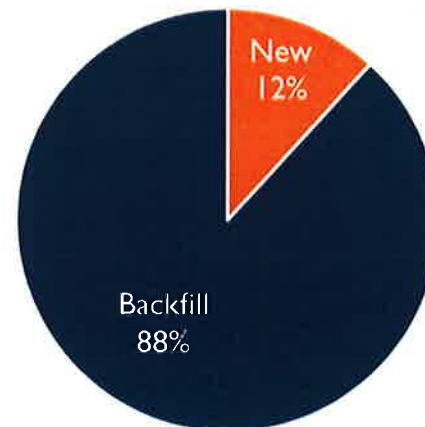
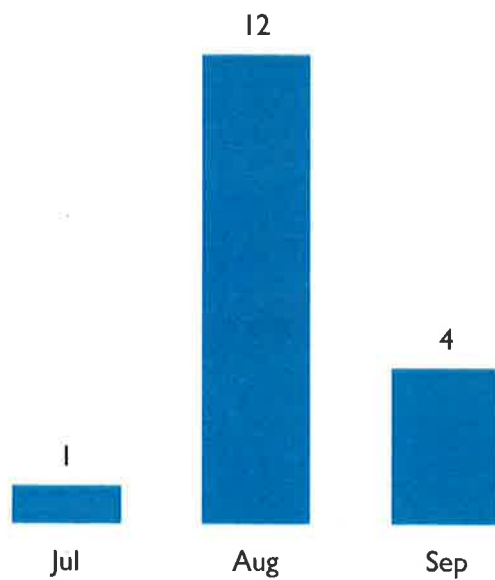
Support our overall workforce development efforts



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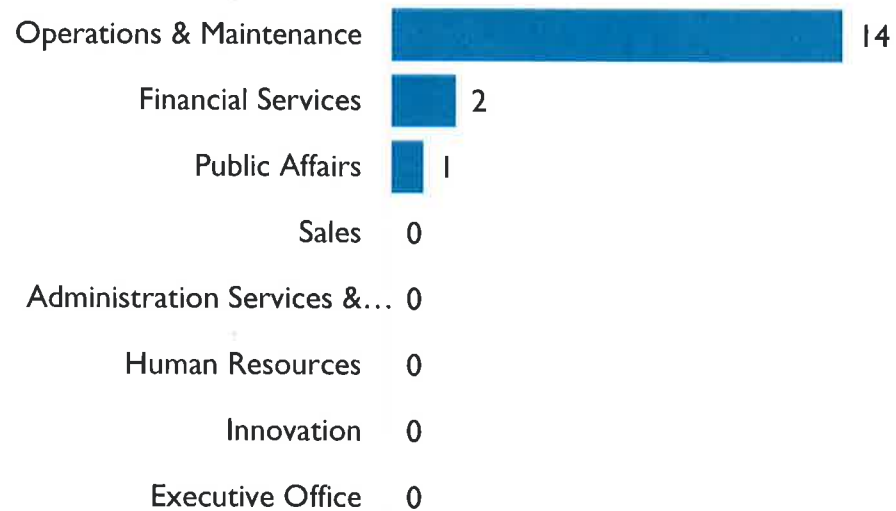
RECRUTIMENT METRICS

FY 19 New Hires

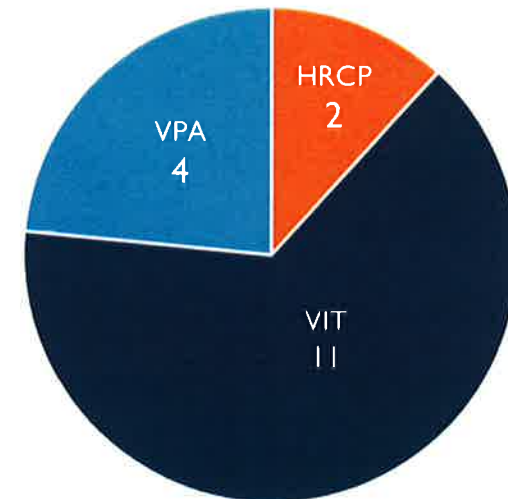


RECRUITMENT METRICS

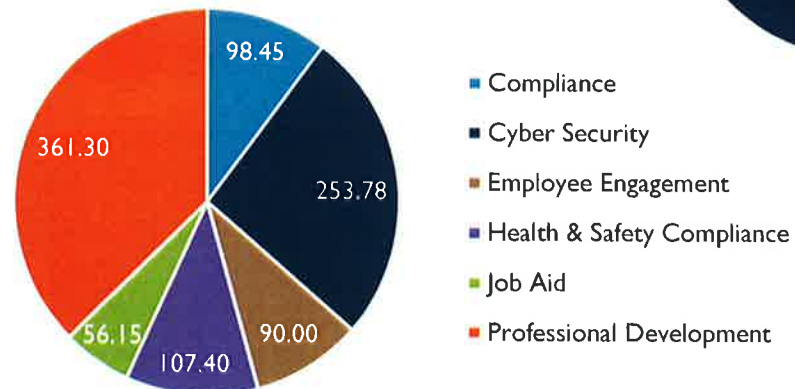
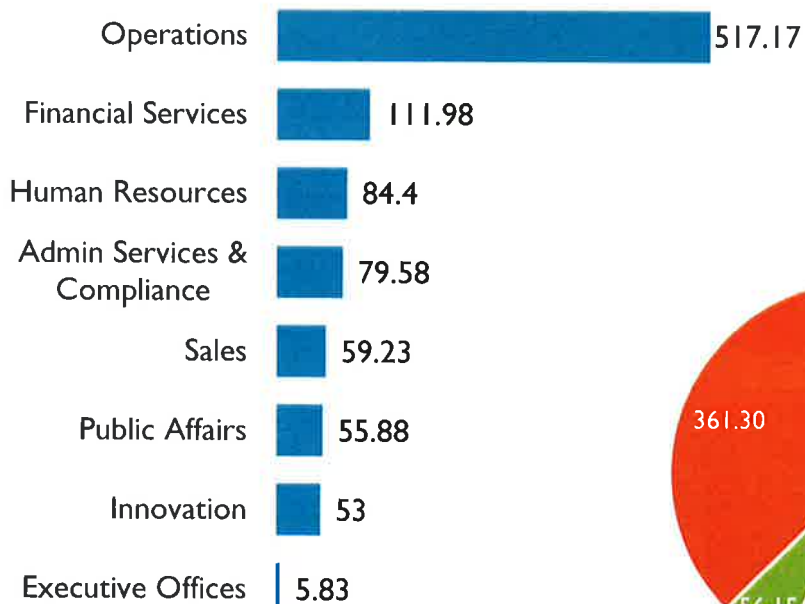
New Hires by Business Unit



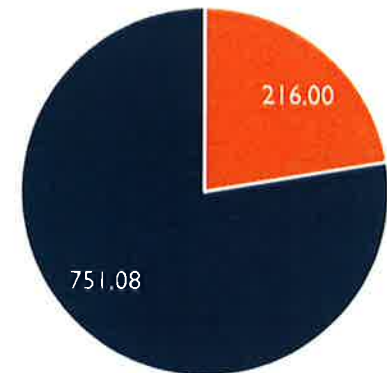
New Hires by Entity



TRAINING HOUR METRICS

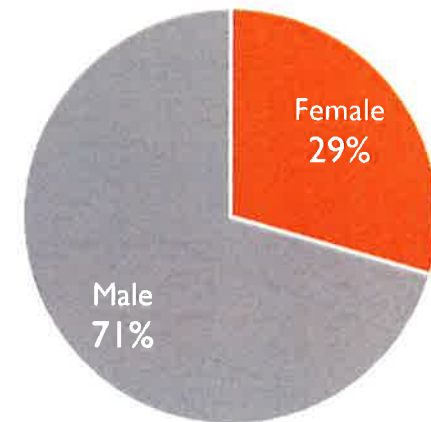
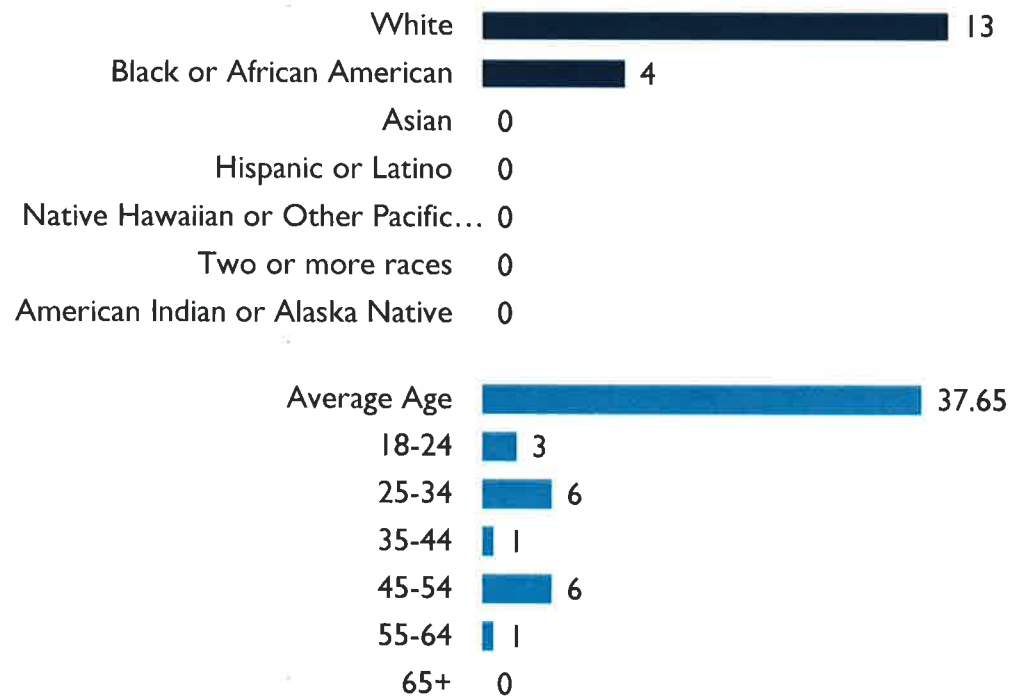


External
Internal

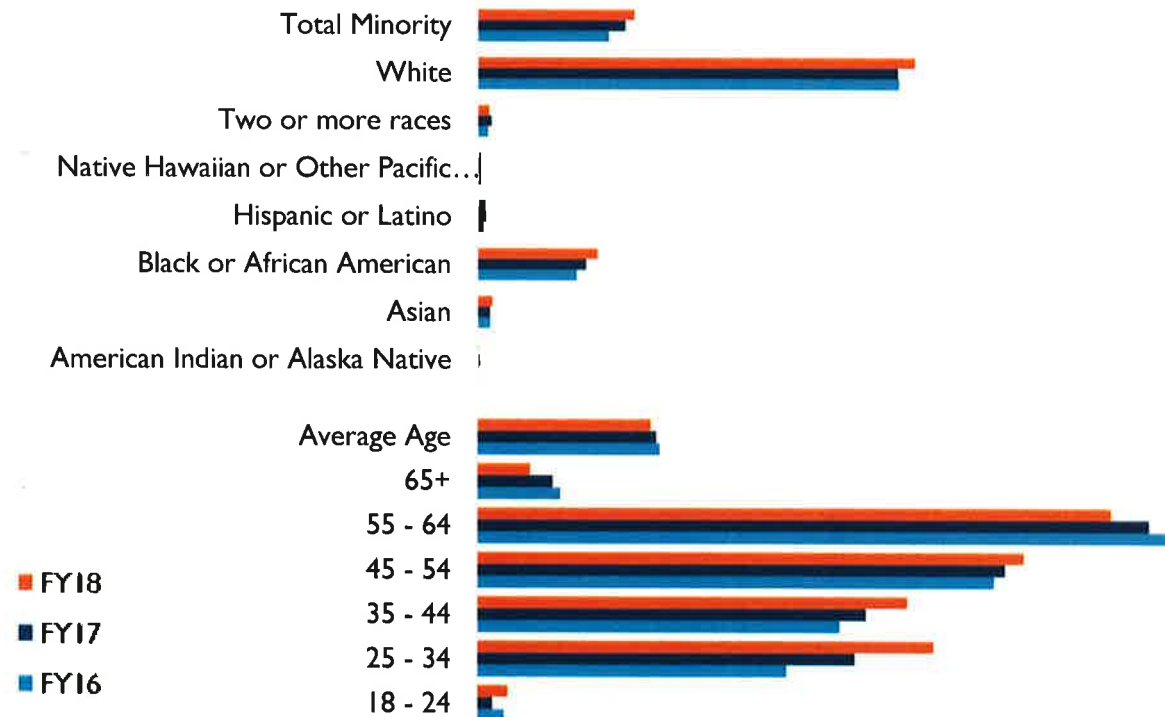


Compliance
Cyber Security
Employee Engagement
Health & Safety Compliance
Job Aid
Professional Development

NEW HIRE DEMOGRAPHICS



POV DEMOGRAPHICS



STEWARDS OF TOMORROW

INNOVATION

HELPLESSNESS

ACCESSIBILITY

MINDFULNESS

FORTITUDE

SUSTAINABILITY



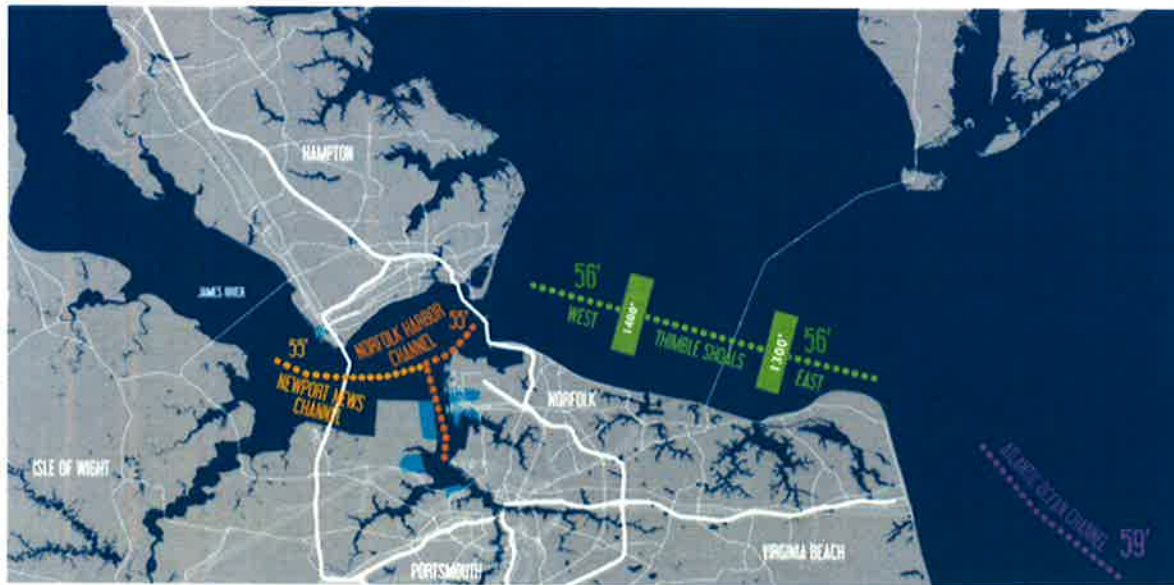
Virginia Port Authority Board of Commissioners, Session 389, September 25, 2018
Public Affairs Update
Cathie Vick
Chief Public Affairs Officer



**THE PORT OF
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NORFOLK HARBOR DEEPENING PROJECT



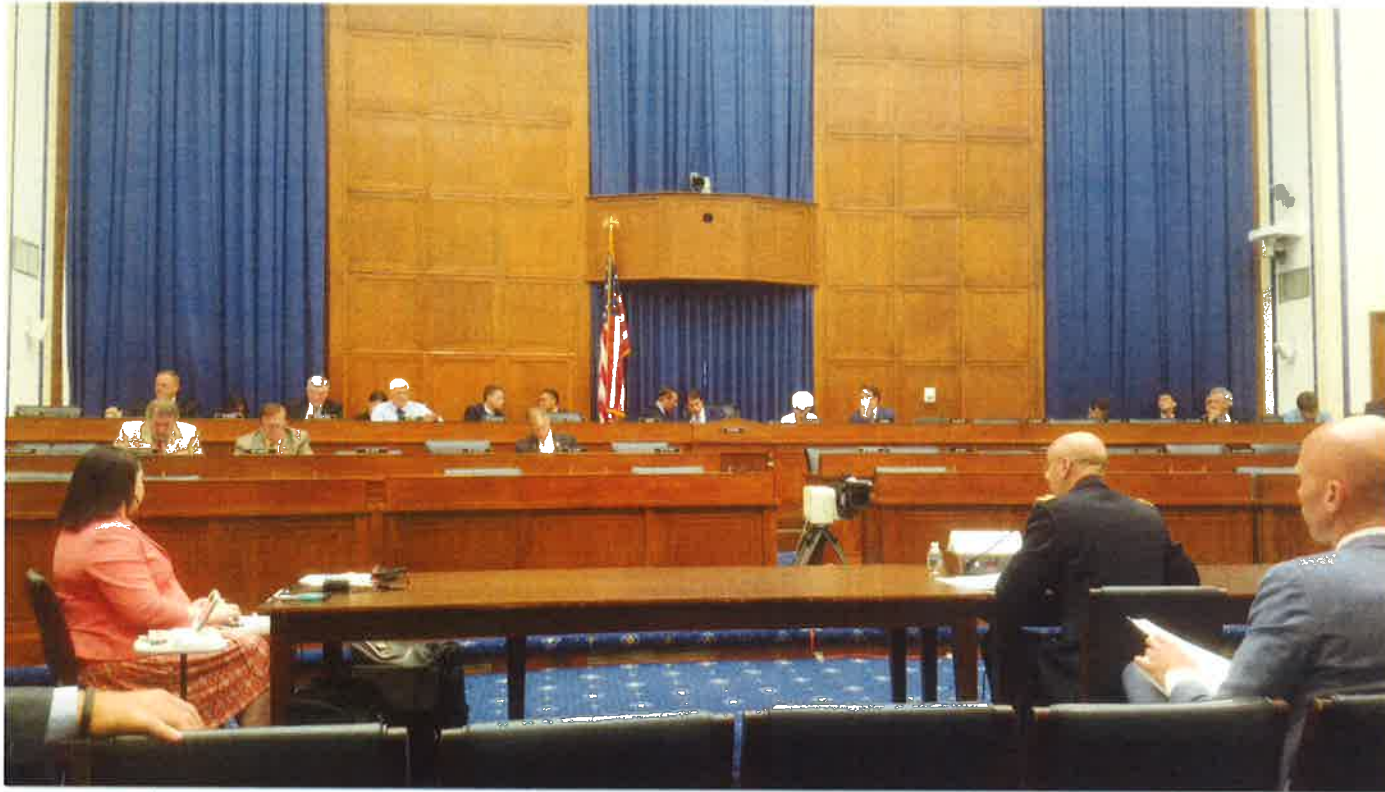
Pre-construction Engineering & Design: Underway

Ship Simulation: Oct '18

Env. Modeling: Oct '18 – Mar '19

Dredging Begins: Jan '20

FEDERAL GOVERNMENT AFFAIRS - WRDA



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FEDERAL GOVERNMENT AFFAIRS – SECTION 301 TARIFFS



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STATE & LOCAL GOVERNMENT AFFAIRS



Port Tours with Legislators



**Port Host Cities Taskforce
in partnership with VEDP**



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CY 2018 ECONOMIC DEVELOPMENT TOTALS

33 ANNOUNCEMENTS



**MORE THAN 1,800,000 SQ. FT.
OF SPACE**



**CREATED
1,535 JOBS**

**INVESTED MORE
THAN \$554 MILLION**



Source: POV Economic Development 09/2018



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SINCE LAST BOARD MEETING...

- Announcements: 6
- Investment: Over \$331 Million
- Square Footage: Over 290,000
- Jobs Created: 270



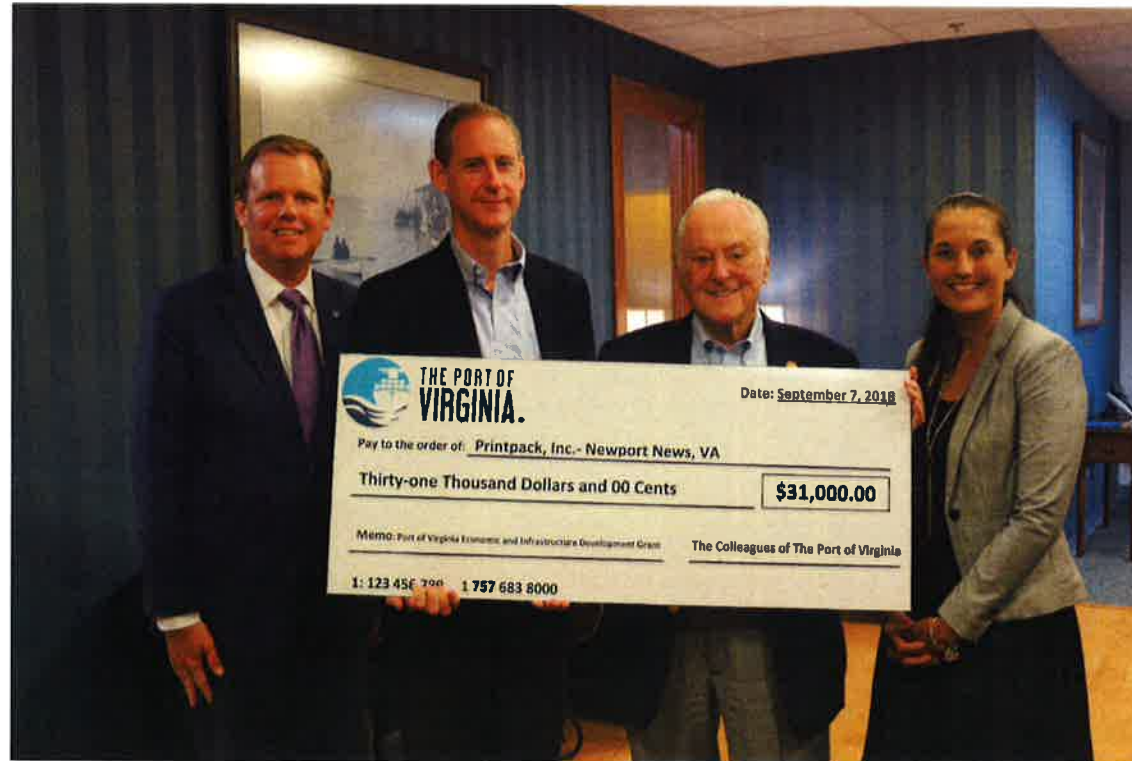
InterChange Cold Storage in Rockingham County



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POV GRANT



NORFOLK INTERNATIONAL TERMINALS SOUTH BERTH DREDGING PROJECT

Phase I

Will allow the safe handling of ships 1200' Length overall (LOA) x 168' beam (aprox. 366m x 51.2m), ~14K TEUs

Phase II

Will allow the safe handling of ships 1309' LOA x 177' beam (aprox. 399m x 54m), ~17K TEUs



PHASE I AUGUST 2018

Start dredging
Cost \$10.5M



SEPTEMBER 2018

Access channel widened
Widens berth itself to allow ships
to pass each other on berth



LATE FALL 2018 PHASE I COMPLETE

Safe movement of ULCVs up to
1200' LOA and 168' beam.
Decreases time the ship obstructs
the federal channel while turning



PHASE II CALENDAR YEAR 2019

Safe movement of ULCVs up to
1309' LOA and 177' beam.
Allows for entire ship turning procedure
outside federal channel. Cost \$8M



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NIT WAREHOUSE DEMOLITION



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GRANT-FUNDED RMT REPAIRS



VIRGINIA |

GRANT FUNDED TOP LOADER



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MIRT & EMERGENCY OPERATIONS



- Multiple Regional SAR Cases
- SDDC Efforts
- Mass Rescue EX
- 2018 DHS Grant Awards to POV
 - \$1,902,490.00 PSG Grant
 - \$150,000.00 UASI Grant



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STEWARDS OF TOMORROW

INNOVATION

HELPFULNESS

ACCESSIBILITY

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