

# BUILDING THE CAPACITY FOR GREATNESS



2019 STATE OF THE PORT

**WE ARE A  
CATALYST FOR  
COMMERCE**

Attracting growth,  
fostering development,  
creating jobs

**WE ARE CREATING  
THE CAPACITY FOR  
GREATNESS**

Our investments on land  
and in the water are setting  
us up for success for  
generations to come

**WE ARE DRIVING  
PRODUCTIVITY**

We continue to find  
innovative ways to improve  
our customers' experience  
and make The Port of  
Virginia a premier global  
gateway

**Q & A**

# MANY PLAYERS – ONE GOAL

A safe, sustainable and successful Commonwealth economy.



The image is a collage of six aerial photographs showing various port and industrial facilities. The top-left photo shows a river winding through a landscape with a large parking lot filled with vehicles and some industrial buildings. The top-middle photo shows a large, flat, rectangular area in a body of water, possibly a reclaimed land or a large storage yard, with several cranes along the shore. The top-right photo shows a large industrial yard with many long, low buildings and a large blue and white ship docked at a pier. The bottom-left photo shows a large parking lot filled with many colorful shipping containers. The bottom-middle photo shows a large industrial yard with many colorful shipping containers and several cranes. The bottom-right photo shows a large industrial yard with many colorful shipping containers and a large blue and white ship docked at a pier. In the center of the collage is a teal square with white text.

SIX TERMINALS  
UNLIMITED  
POTENTIAL



# RECORD-SETTING VOLUMES

We have handled over 2 million TEUs during Fiscal Year 2019

Overall volume is up 2% over FYTD 2019

Vessel calls are down 7% over FYTD 2019

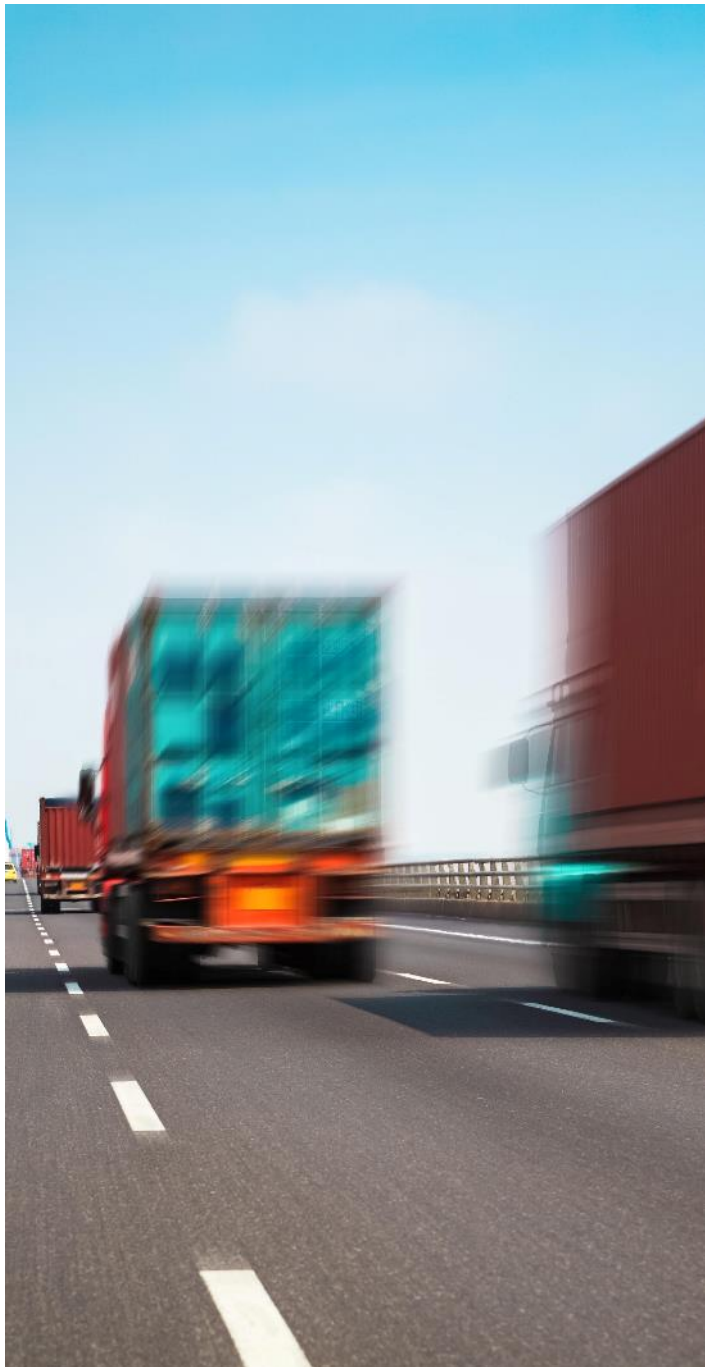
Our Richmond Marine Terminal Barge service has moved more than 24,000 containers to date this year.

40,476  
419,053  
772,579

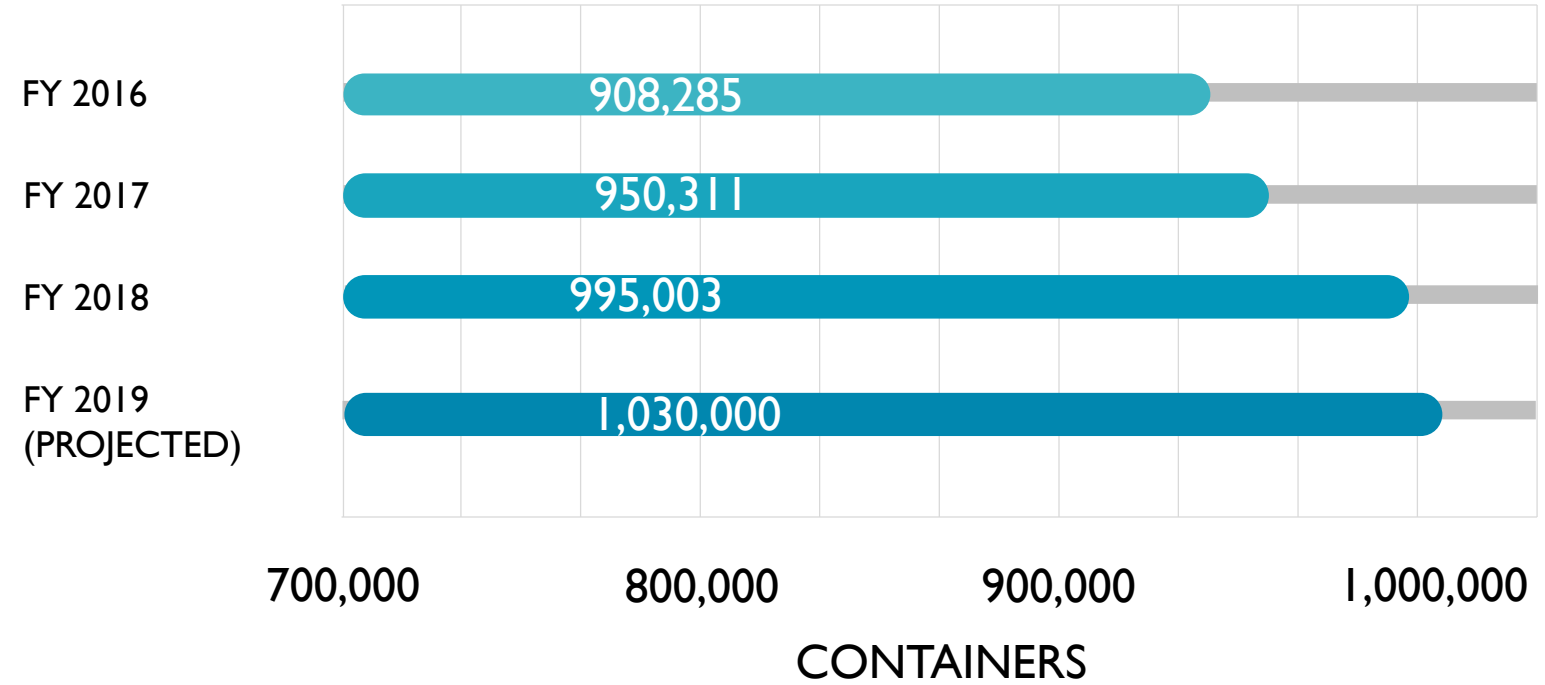
3%

34%

63%



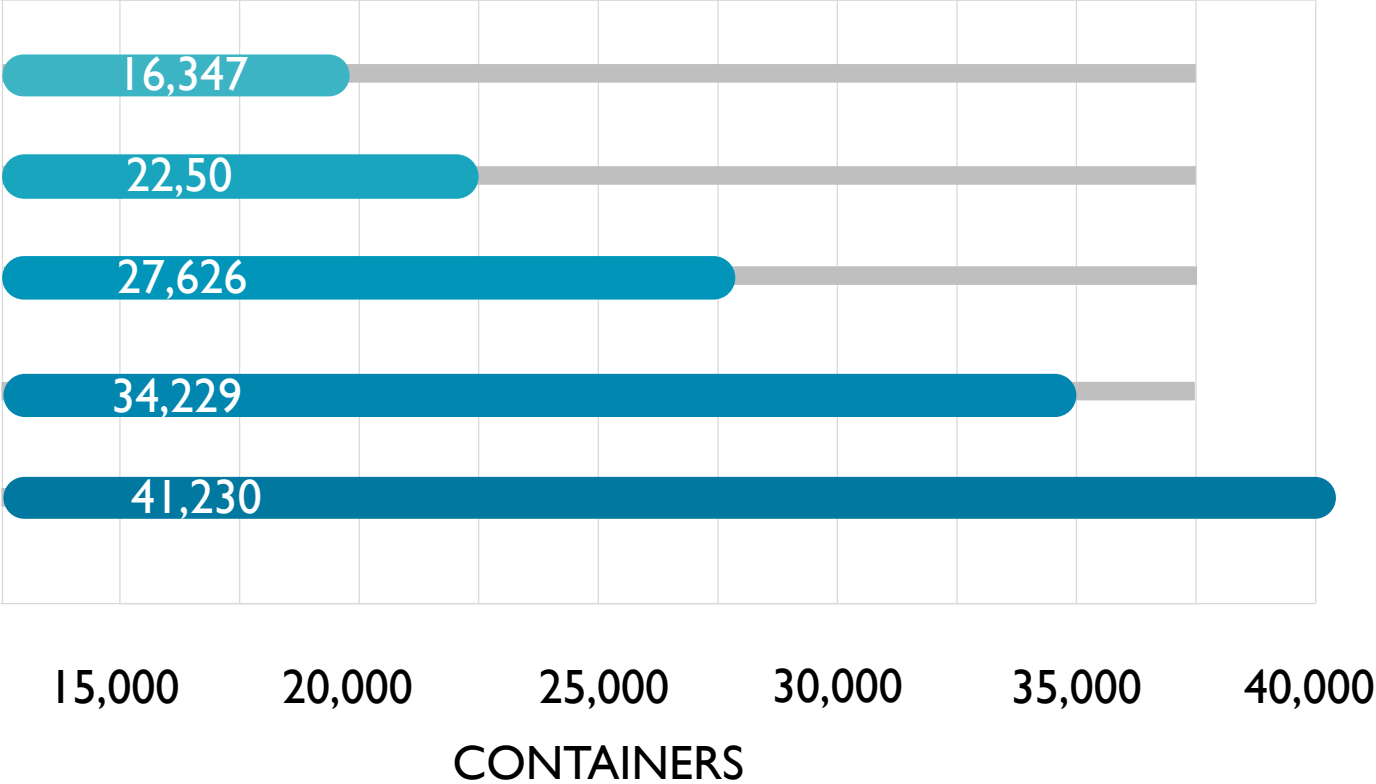
# GROWTH AT THE GATES





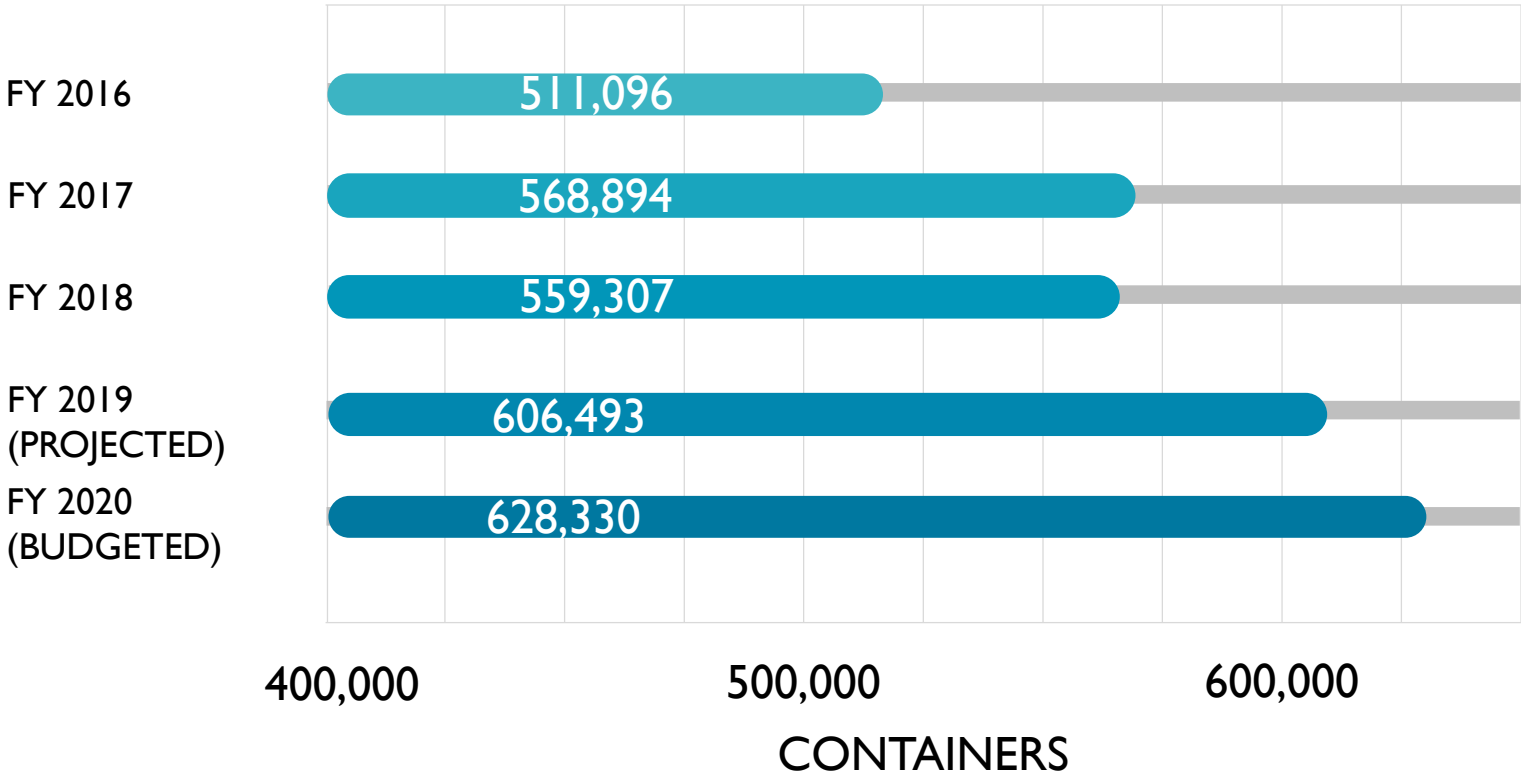
# GROWTH ON THE BARGE

FY 2016  
FY 2017  
FY 2018  
FY 2019  
(PROJECTED)  
FY 2020  
(BUDGETED)





# GROWTH ON THE RAIL





USING THE PORT OF VIRGINIA  
TO MOVE YOUR CARGO BY RAIL?

**THAT'S SMART.**

**SMART  
STACK**

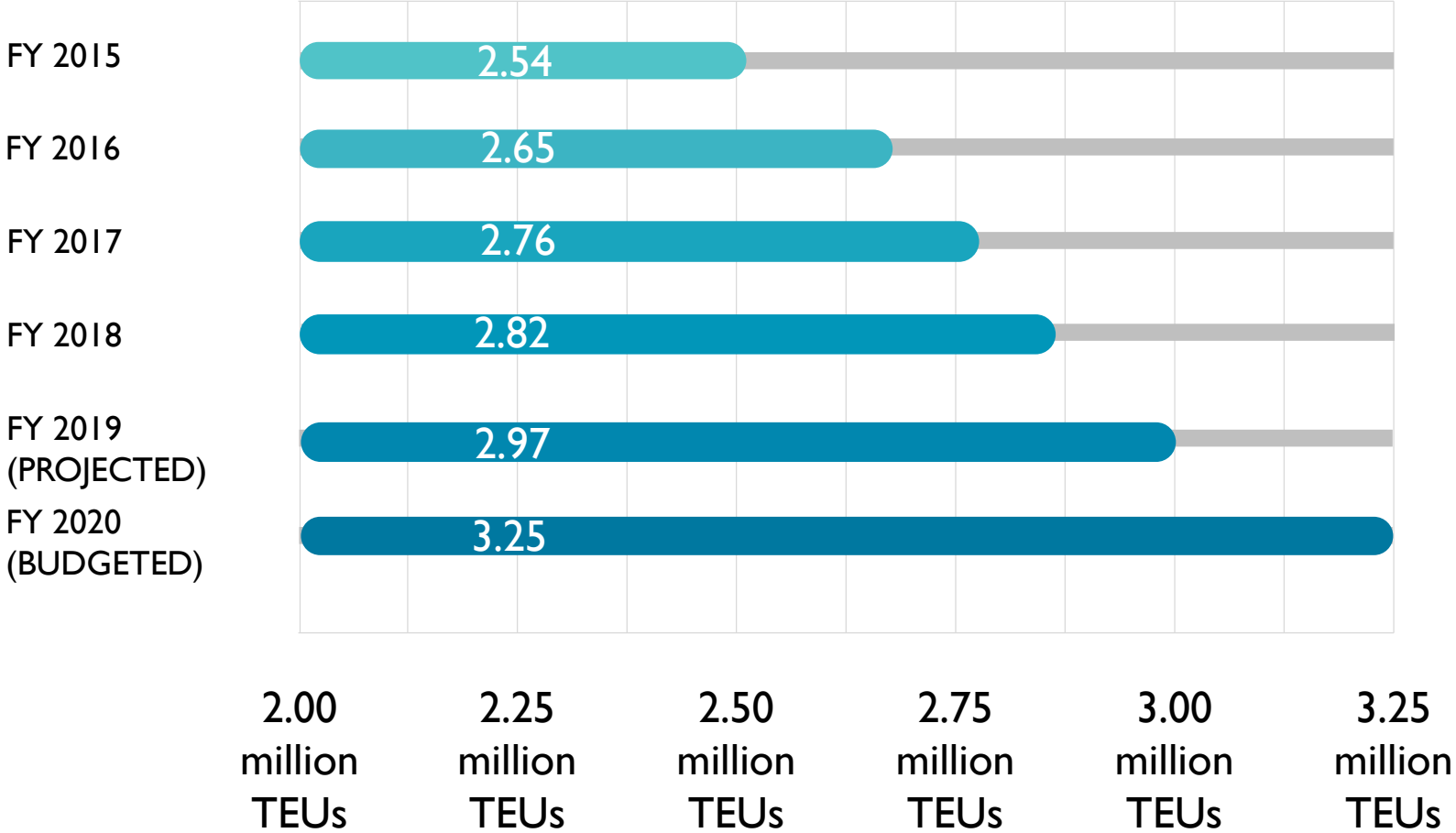
RAIL SERVICE BY THE PORT OF VIRGINIA



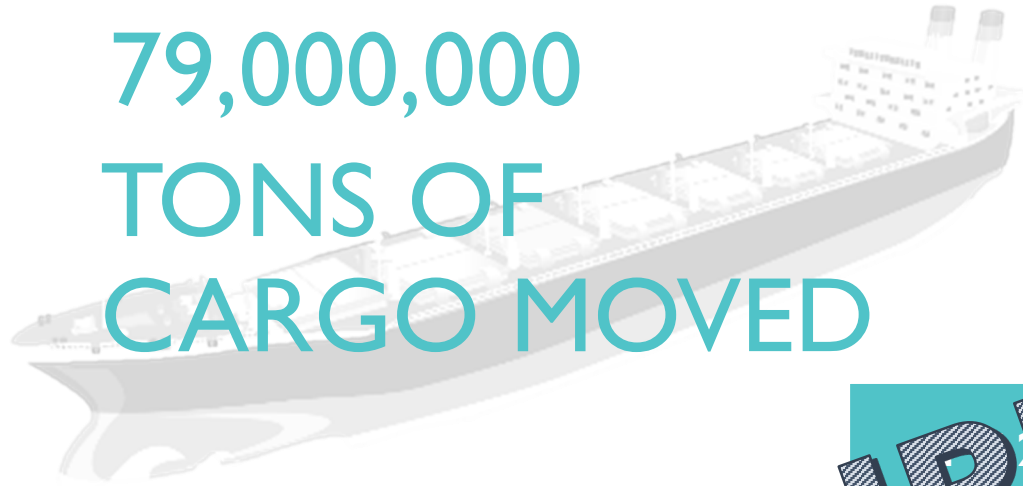


# RECORD-SETTING VOLUMES

We are handling more than 400,000 TEUs more than we did in FY2015 – a 15% increase.



79,000,000  
TONS OF  
CARGO MOVED



530,800  
JOBS IN  
VIRGINIA

**UPDATE  
COMING IN 2020**

2013 ECONOMIC  
IMPACTS OF  
VIRGINIA'S MARINE  
INDUSTRY



\$88.4 BILLION  
IN SPENDING



10.1%  
OF VA GSP



# PROTECTING THE COUNTRY STARTS IN VIRGINIA.

**We are a strategic port for the US Military.**

In 2018, the port began working closely with the U.S. Army Surface Deployment and Distribution Command (SDDC) to cement our status as one of the country's 16 strategic ports for deploying military personnel and equipment around the world.



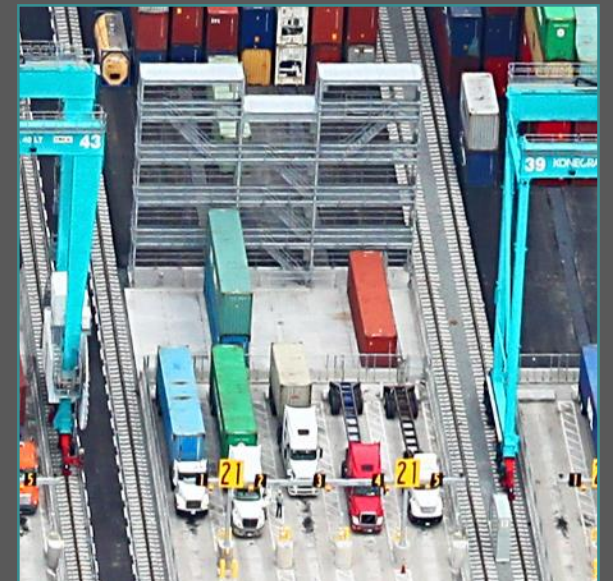
# THE FASTEST MOVE IS THE ONE YOU DON'T HAVE TO MAKE.

We're working with partners to place on-terminal  
transload facilities to increase their speed to market.



# WE'RE STONE-COLD SERIOUS ABOUT REFRIGERATED CARGO.

Our recent completion of the **USDA Cold-Treatment pilot program** and the fact that we're **increasing our capacity for refrigerated cargo by 66%** means we're stone-cold serious about going after this growing market sector.





## WE BELIEVE

quick, reliable access to goods leads to a stronger economy – and a better life – for our customers, communities, our commonwealth and our country.



# CATALYSTS FOR COMMERCE: FYTD 2019



**37 BUSINESSES**  
announced they were locating or  
expanding their business in Virginia



More than  
**2,300,000 SQUARE FEET**  
built or under development



More than  
**\$920 MILLION**  
invested across Virginia



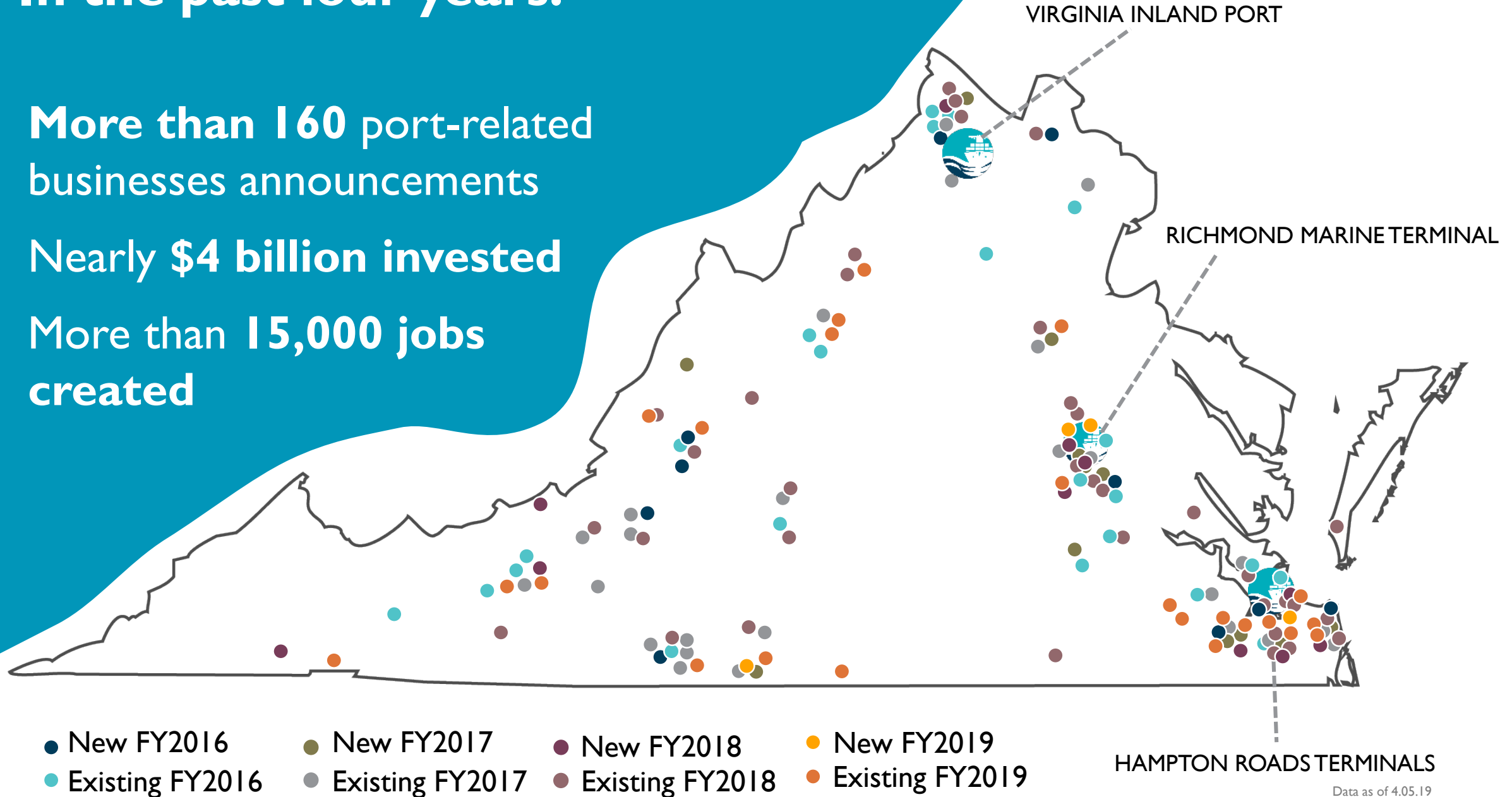
More than  
**2,400 JOBS**  
created across Virginia

Data as of 4.05.19



# In the past four years:

- More than 160 port-related businesses announcements
- Nearly \$4 billion invested
- More than 15,000 jobs created



Data as of 4.05.19



# PORTSMOUTH

230,000 sq ft new facility  
\$60 million investment  
60 new jobs



# VIRGINIA BEACH

**WORLD**  
DISTRIBUTION SERVICES

140,000 sq ft expansion  
35 new jobs





# TARGET

\$2.25 million invested

225 new jobs

SUFFOLK



# HANOVER COUNTY



# *Cascades*

\$275,000,000 investment

140 new jobs





## CHESTERFIELD

460,000 sq ft industrial complex  
Near future CSX expansion  
60 new jobs



**RICHMOND**

**brother**<sup>®</sup>

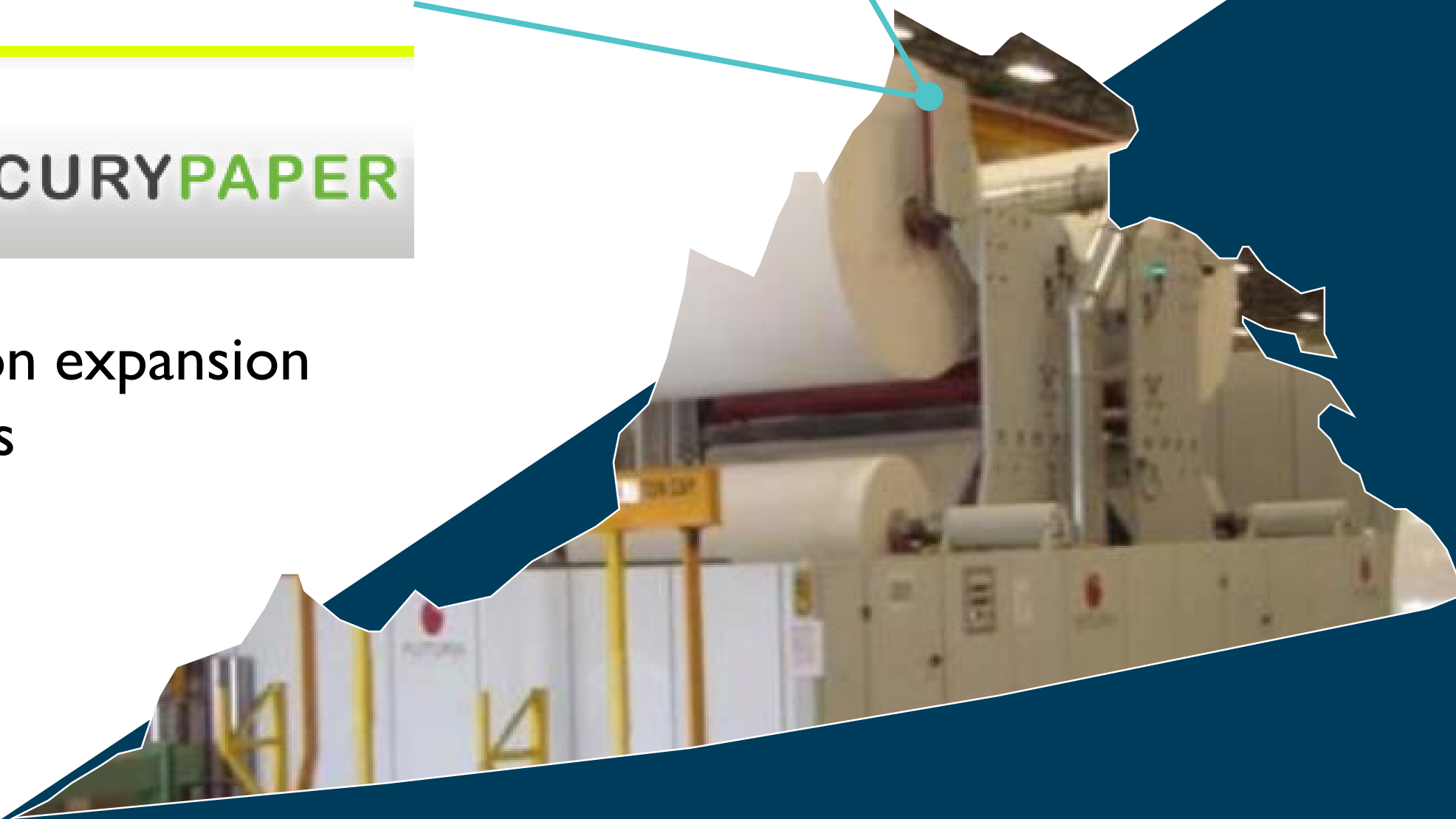
Relocating East Coast distribution  
461,700 sq ft  
60 new jobs



# STRASBURG



\$17.2 million expansion  
73 new jobs





# WINCHESTER



287,000 sq ft

Ready in August 2019



# WINCHESTER



250,000 sq ft cold storage facility  
\$41,600,000 investment  
88 new jobs





ABOUT

- ◻ OUR ENVIRONMENT
- ◻ OUR COMMUNITIES
- ◻ OUR PEOPLE
- ◻ OUR PORT

# 20 SUSTAINABILITY. ON A LARGER SCALE. 18



SCROLL



See our commitment firsthand at  
[www.portofvirginia.com/sustainability](http://www.portofvirginia.com/sustainability)

4.5 ACRES



OF OYSTER REEF CREATED



31,500



TRUCKS REMOVED FROM HIGHWAY BY BARGE



1 IN 3



PORT EMPLOYEES PARTICIPATED IN CONTINUING EDUCATION



16TH STRAIGHT



RIVER STAR AWARD



5,000



LBS OF DEBRIS

REMOVED FROM THE CHESAPEAKE BAY



MORE CAPACITY

SAME NORFOLK INTERNATIONAL TERMINAL FOOTPRINT



OF FOOD

DONATED TO FOODBANKS



firsthand at <http://dit.ly/POVSustainability>



# BUILDING THE CAPACITY FOR GREATNESS

We end one chapter of our infrastructure improvements and begin a new era of service.



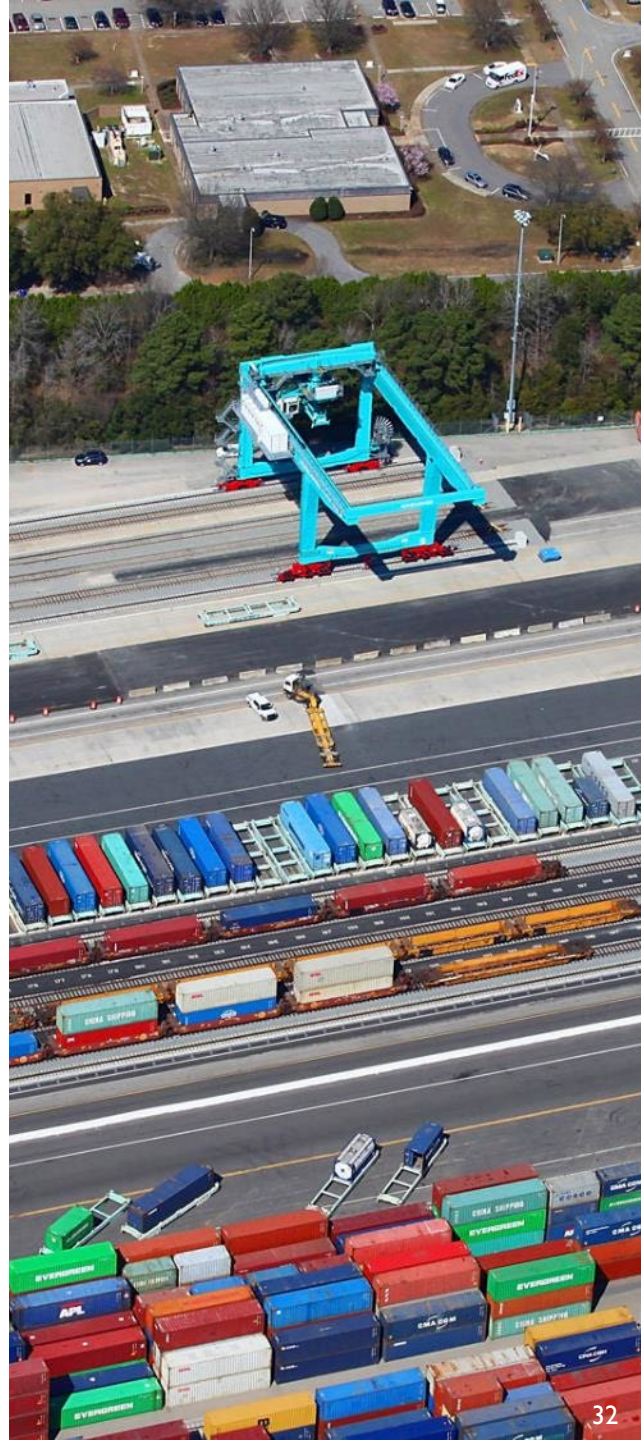
**RENDERING...**



# REALITY



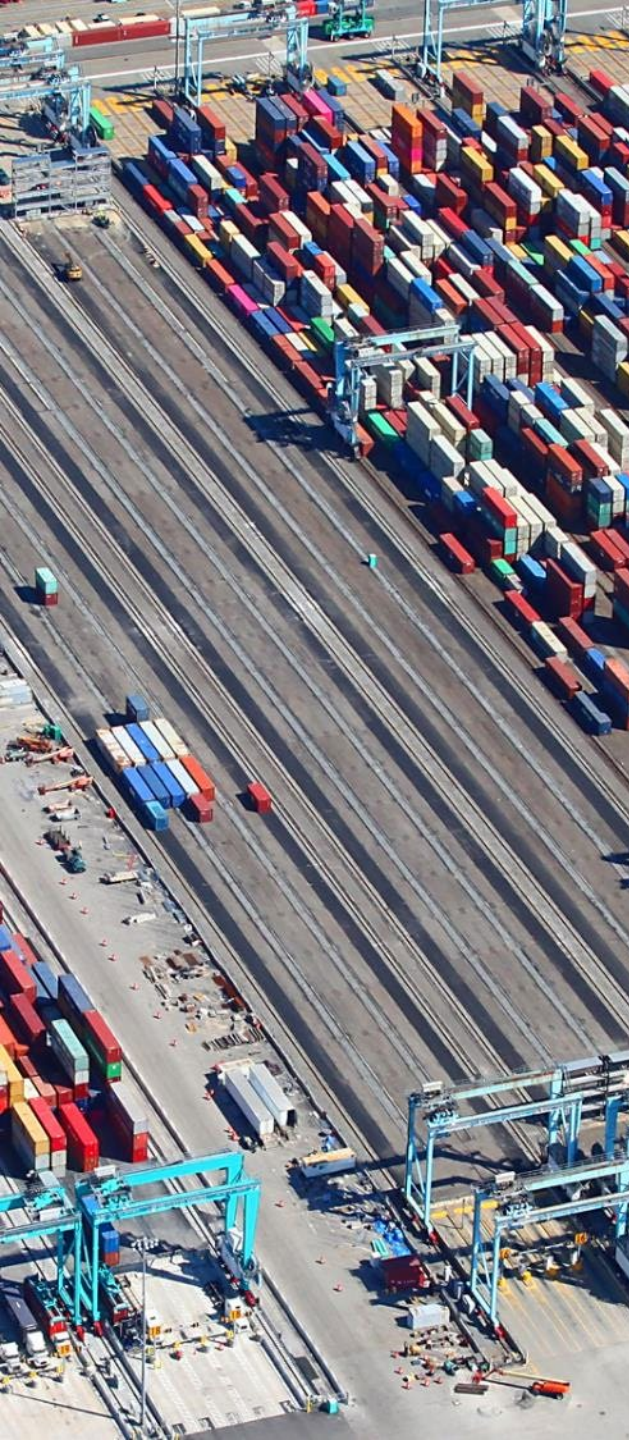
VIRGINIA INTERNATIONAL  
GATEWAY  
DOUBLING  
RAIL SERVICE







VIRGINIA INTERNATIONAL  
GATEWAY  
EXTENDED  
BERTH



VIRGINIA INTERNATIONAL  
GATEWAY  
DOUBLING  
STACK CAPACITY



VIRGINIA INTERNATIONAL  
GATEWAY

4 ADDITIONAL  
TRUCK GATES

# RENDERING.....



# REALITY



# TWO MORE CRANES FOR NIT!



# A MINDFUL APPROACH





**New Drop Lot  
Bulkhead and Fender repair  
Pavement Resurfacing**



**2<sup>nd</sup> barge in service  
Daily sailings  
12 bills of lading at RMT**



In 2018, we received \$15.5 million in federal grant dollars to **double rail capacity at our Virginia Inland Port**, add equipment, and build a new highway bridge grade separation.





2,500 new chassis added to the pool in 2018.  
New build chassis now constitute **30% of our overall fleet.**

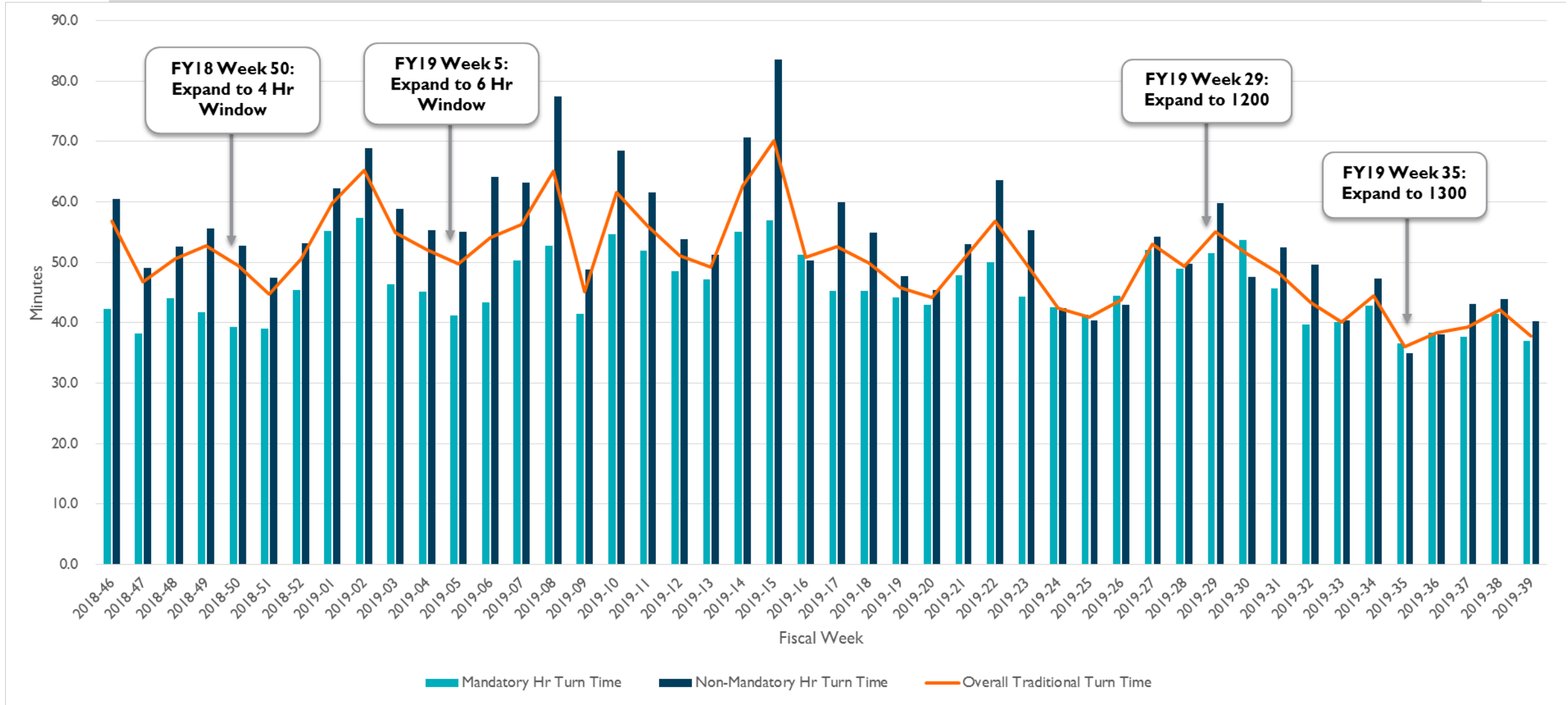


The port is adding **300 new chassis per month** from July 2019 – June 2020.



**TURNING THE TIDE:  
TRUCK RESERVATION SYSTEM IS  
DRIVING EFFICIENCY**

# TRS IMPACT ON TURN TIMES - NIT



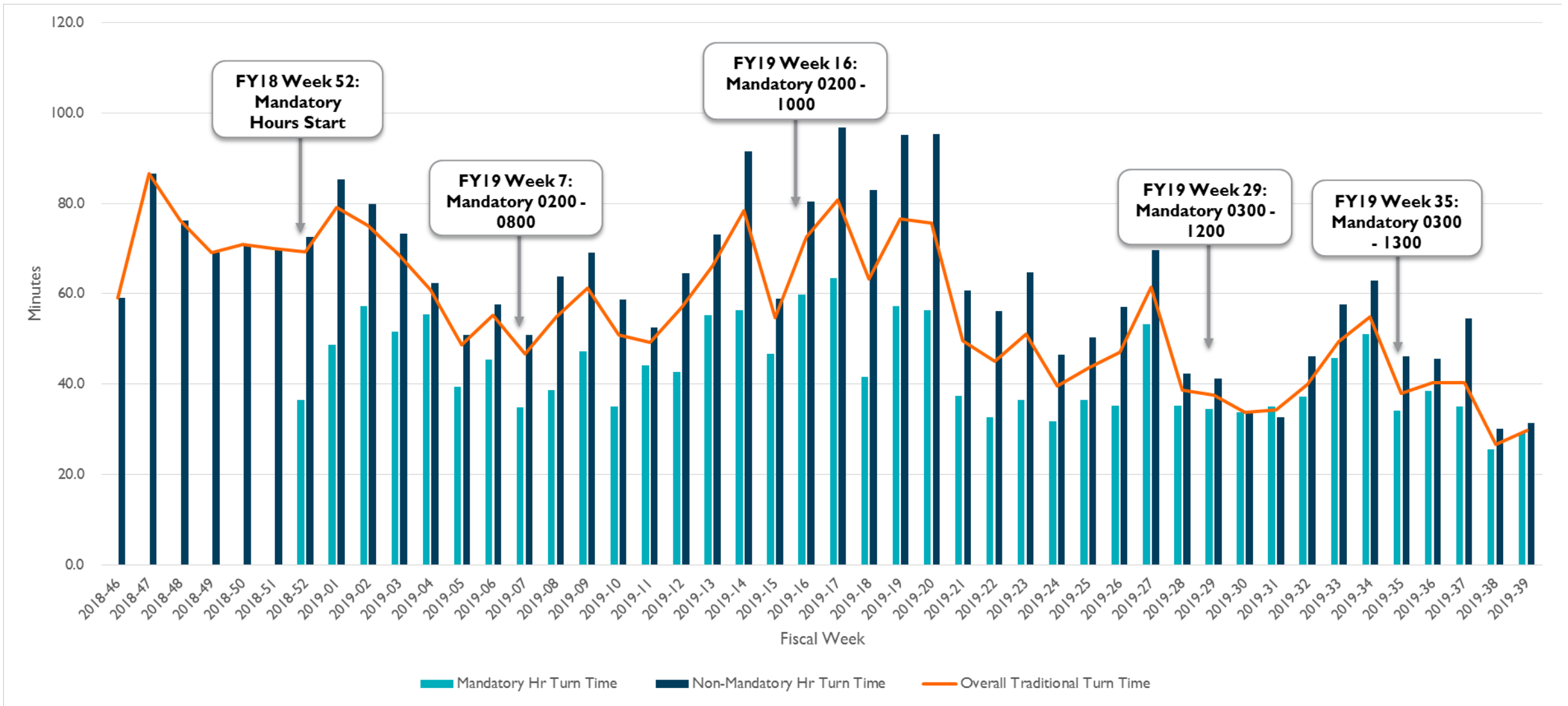
# GATE PERFORMANCE COMPARISON – NIT

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<b>NIT</b>	<b>Mandatory</b>	<b>Non-Mandatory</b>
<b>Traditional Turn Time</b>	38.75	40.94
<b>Expanded Turn Time</b>	43.97	52.34
<b>Container Moves</b>	24,849	11,409
<b>% of Total</b>	68.53%	31.47%

March 2019

# TRS IMPACT ON TURN TIMES - VIG



# GATE PERFORMANCE COMPARISON - VIG

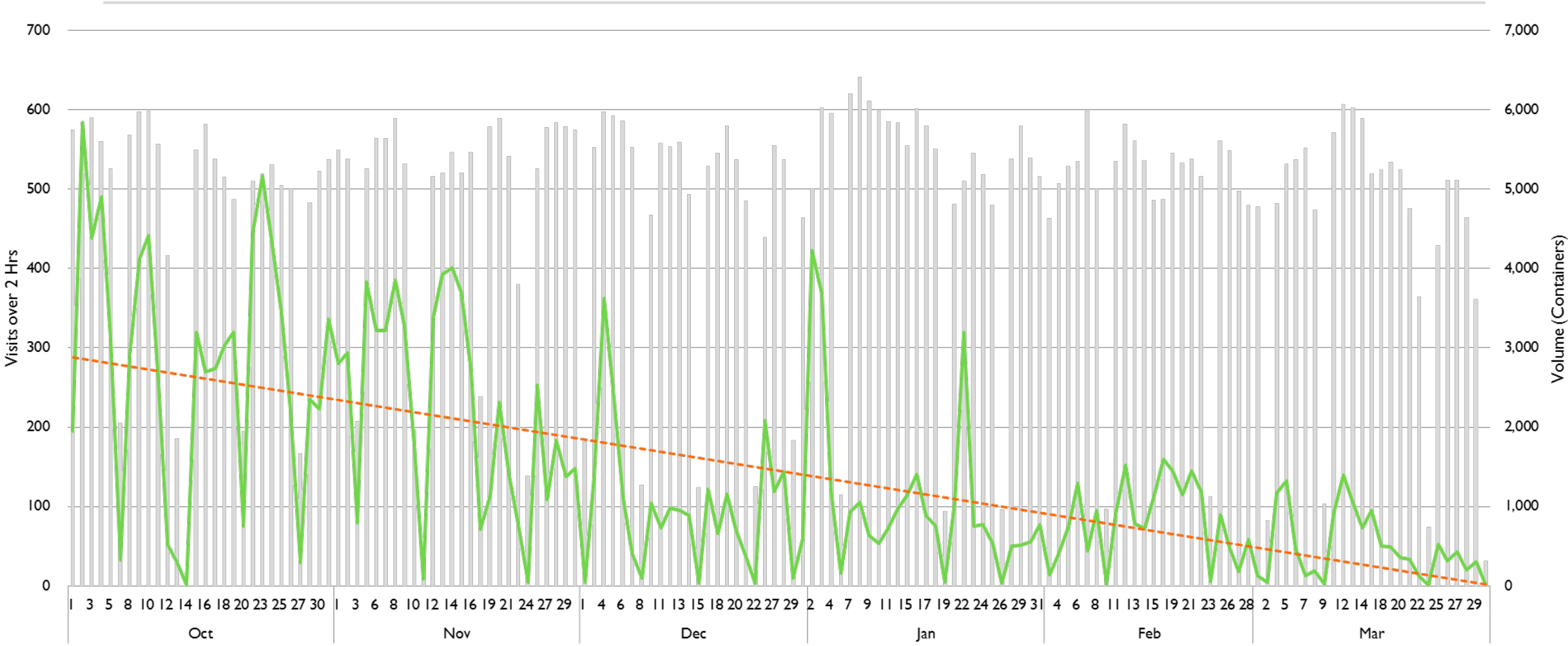
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<b>VIG</b>	<b>Mandatory</b>	<b>Non-Mandatory</b>
<b>Traditional Turn Time</b>	32.18	41.50
<b>Expanded Turn Time</b>	37.79	52.61
<b>Container Moves</b>	27,452	10,914
<b>% of Total</b>	71.55%	28.45%

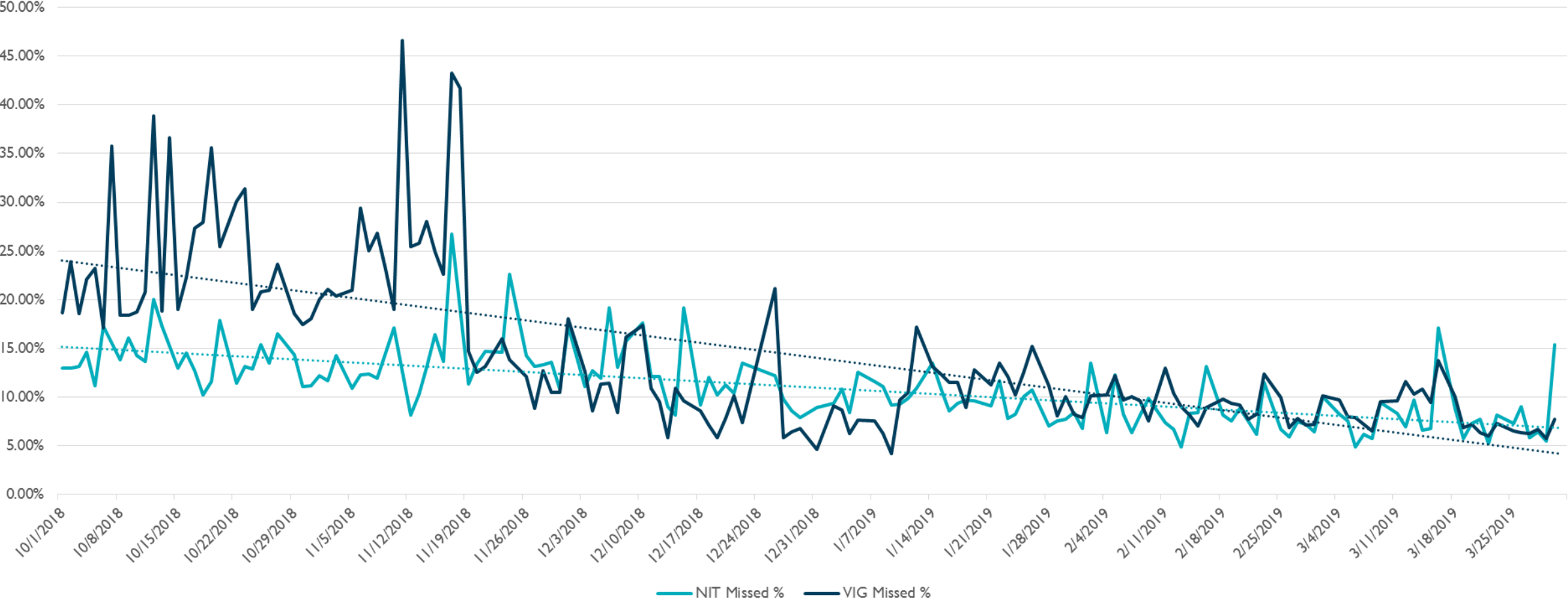
March 2019



# POV TRUCK VISITS WITH TURN TIME OVER 2 HOURS

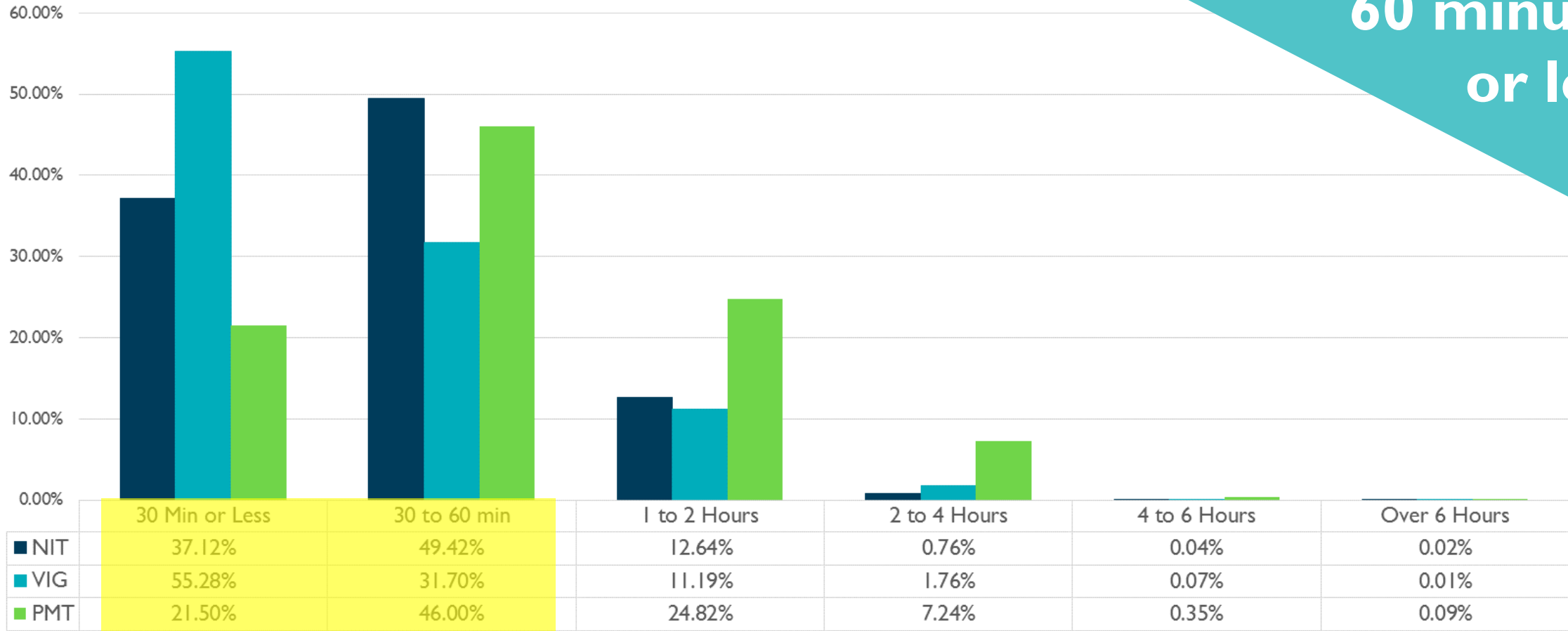


# MISSED RESERVATIONS



# DRIVING GATE PRODUCTIVITY

85% of all truck moves last month were done in 60 minutes or less.



**POV**      **44.89%**      **40.58%**      **12.75%**      **1.68%**      **0.07%**      **0.02%**



WIDER  
DEEPER  
SAFER  
2020





**AAPA 2019**  
**VIRGINIA**  
REVOLUTIONIZING AMERICA'S FIRST PORT

**THE INDUSTRY IS  
COMING TO VIRGINIA  
IN OCTOBER**

October 13-16, 2019  
108th AAPA Convention  
[www.AAPAVirginia2019.com](http://www.AAPAVirginia2019.com)



THE PORT OF  
**VIRGINIA**®