

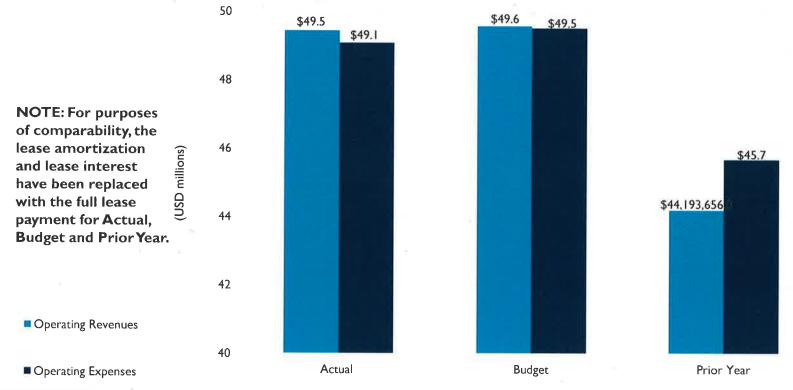
#### **AGENDA**

January Financial Results



#### **OPERATING REVENUES AND EXPENSES:**

For the Month Ended January 31, 2019

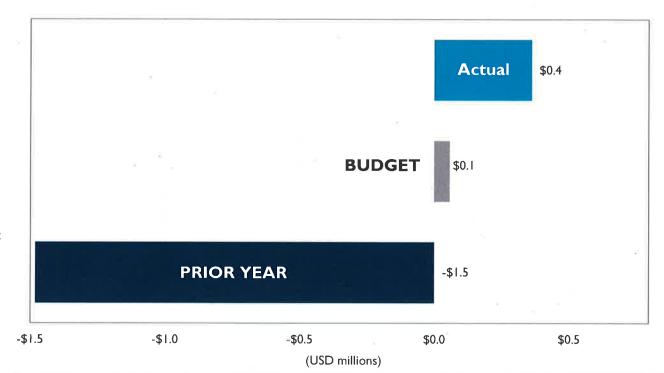




#### **OPERATING INCOME (LOSS):**

#### For the Month Ended January 31, 2019

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.

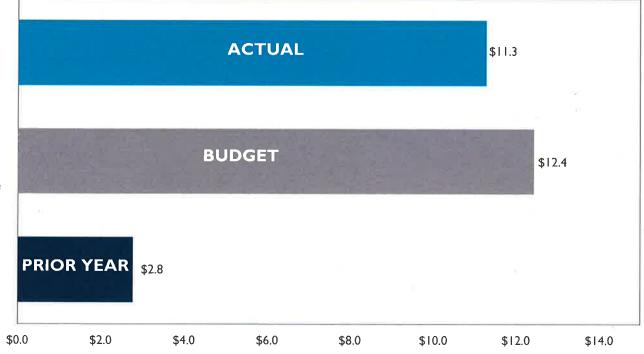




#### **CHANGE IN NET POSITION:**

For the Month Ended January 31, 2019

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, 2019

360

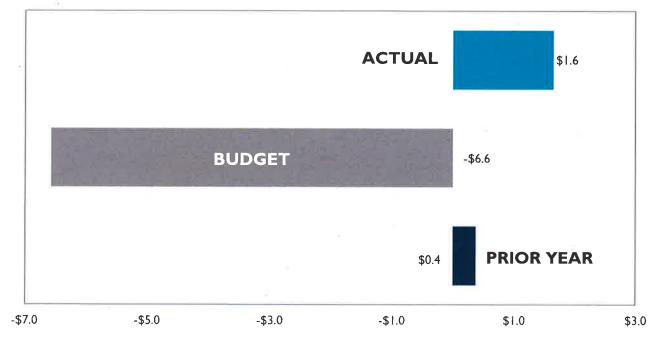
\$344.1 \$337.5 340 \$333.4 \$331.8 320 **NOTE:** For \$307.8 \$308.2 purposes of 300 comparability, the lease amortization and lease interest 280 have been replaced with the 260 full lease payment for Actual, Budget and Prior Year. 240 220 Operating Revenues 200 ■ Operating Expenses Actual Budget Prior Year



#### **OPERATING INCOME (LOSS):**

#### For the Seven Months Ended January 31, 2019

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.



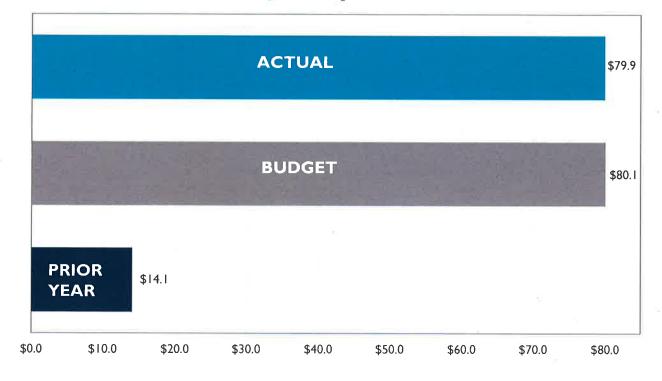




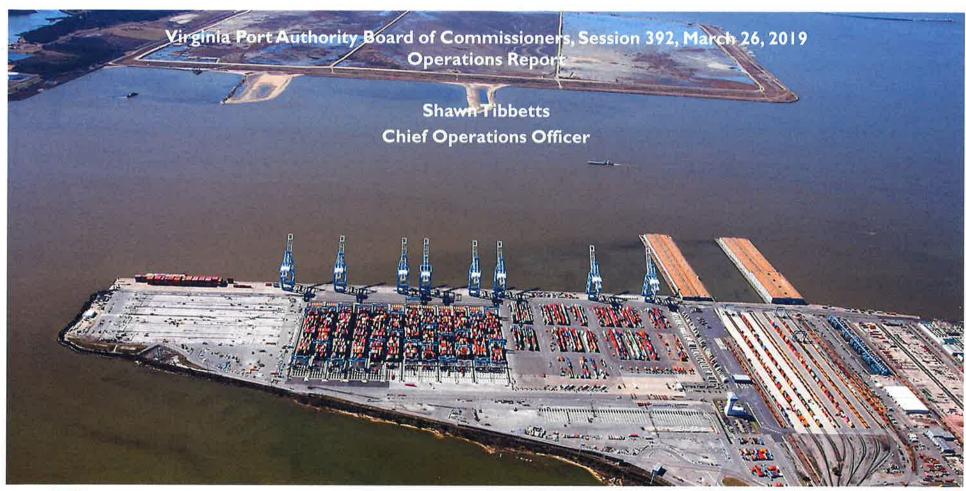
#### **CHANGE IN NET POSITION:**

For the Seven Months Ended January 31, 2019

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.

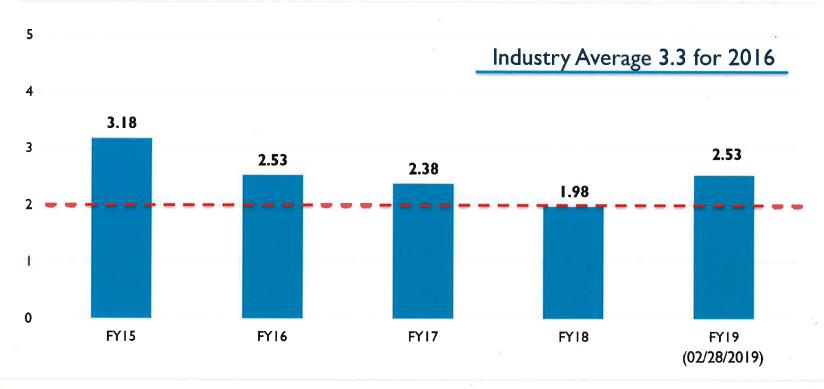






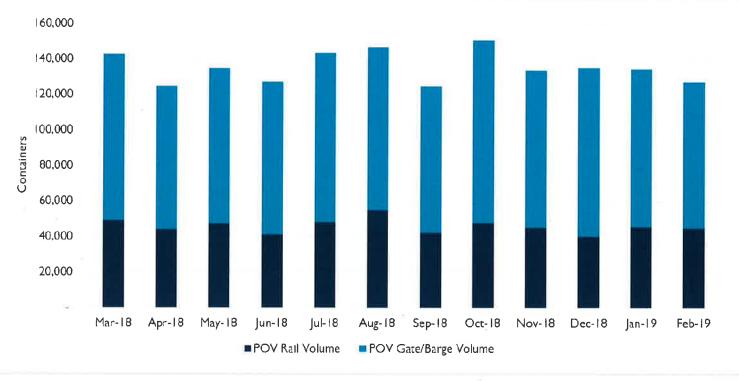


#### **POV OSHA LOST WORK DAY RATE**



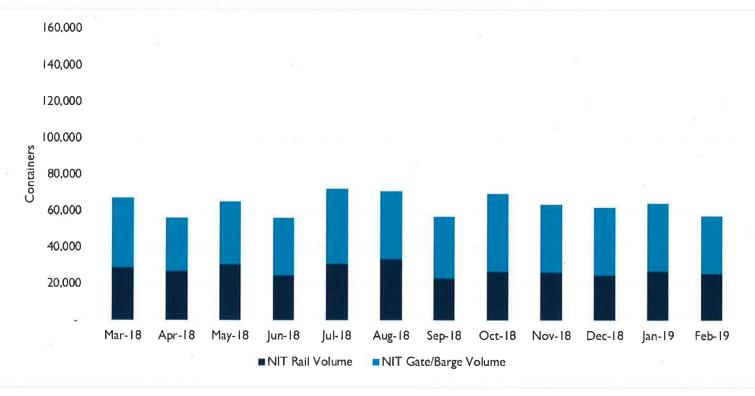


#### POV RAIL VS GATE/BARGE VOLUME



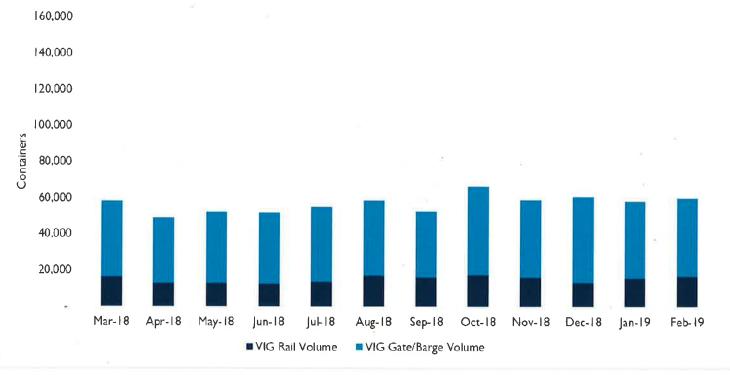


### **NIT RAIL VS GATE/BARGE VOLUME**



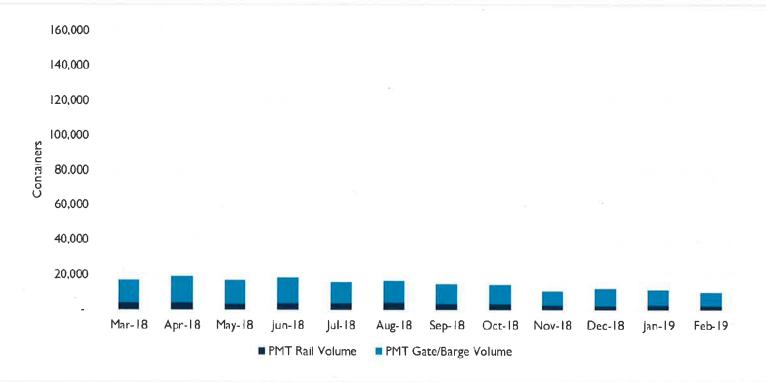


## **VIG RAIL VS GATE/BARGE VOLUME**



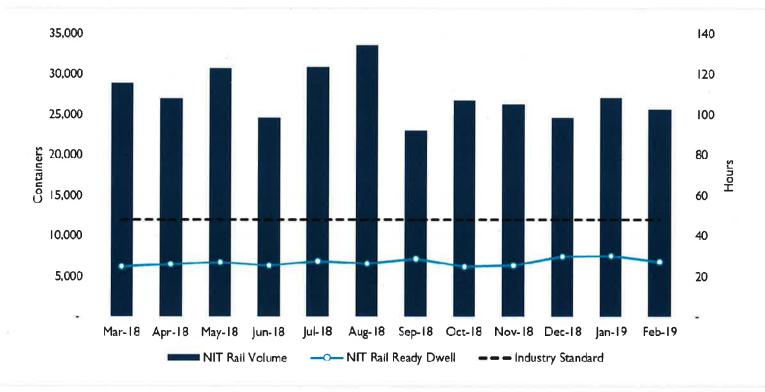


#### PMT RAIL VS GATE/BARGE VOLUME



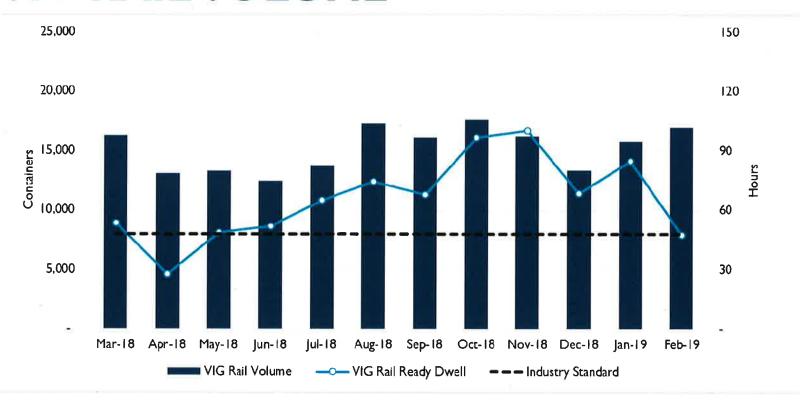


#### **NIT RAIL VOLUME**



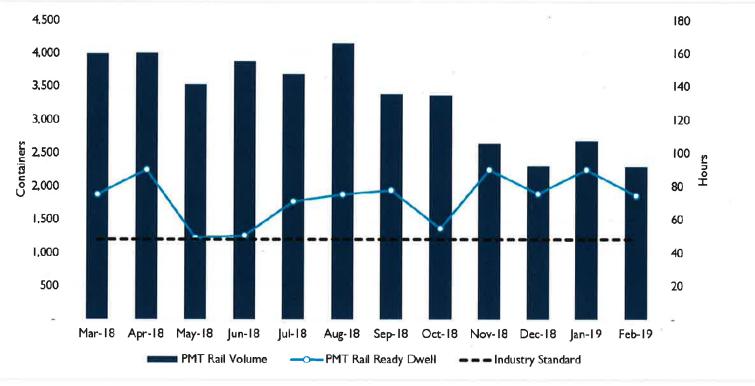


### **VIG RAIL VOLUME**



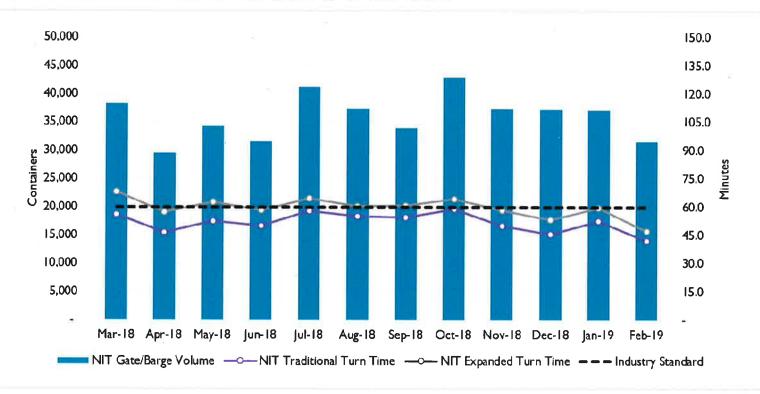


### **PMT RAIL VOLUME**



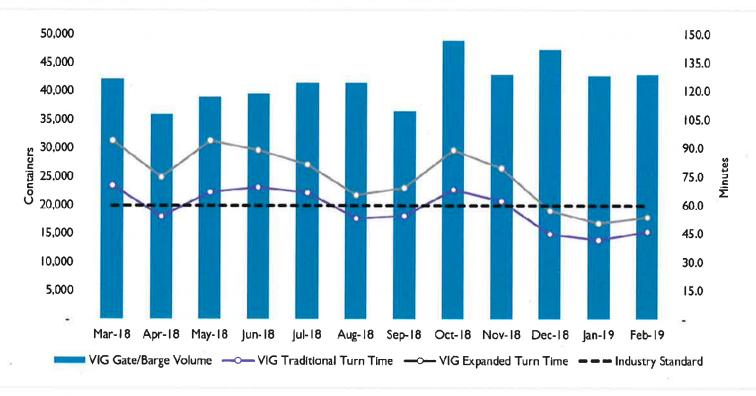


#### **NIT GATE TURN TIMES**



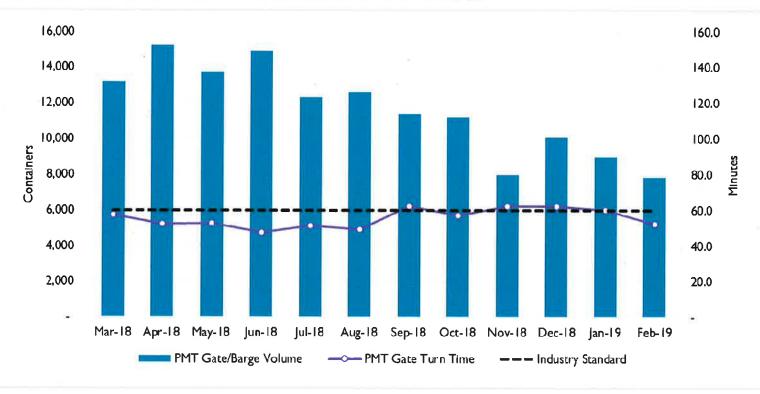


#### **VIG GATE TURN TIMES**



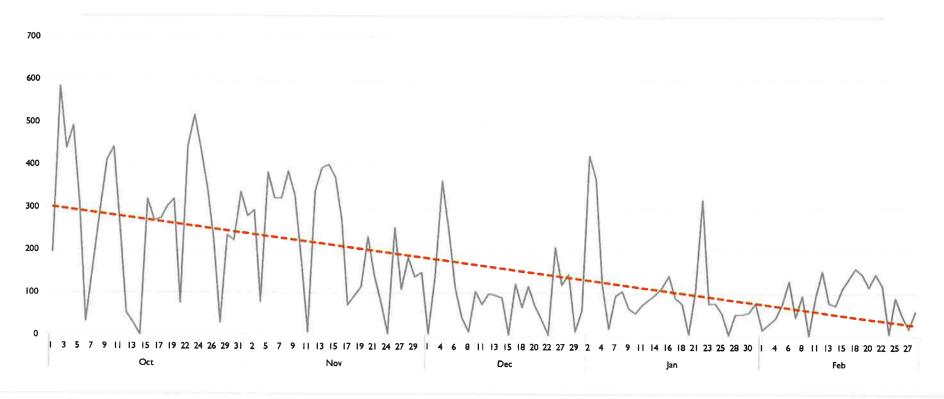


#### **PMT GATE TURN TIMES**



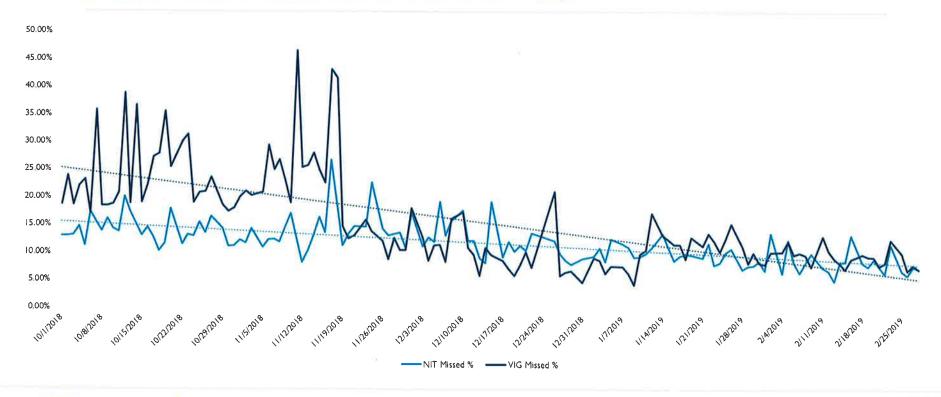


#### POYTRUCK VISITS WITH TURN TIME OVER 2 HOURS



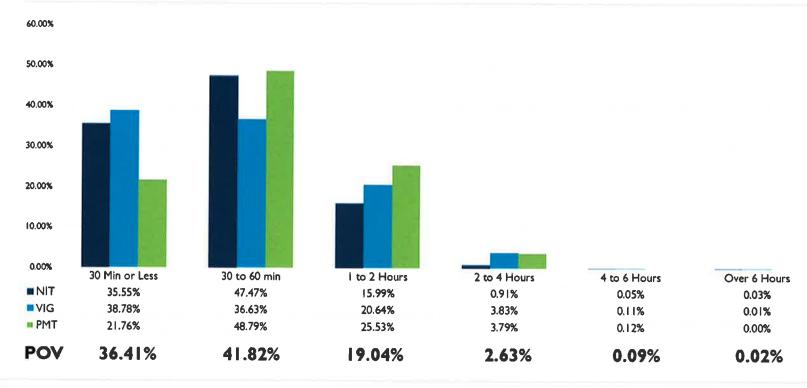


### **MISSED RESERVATIONS**



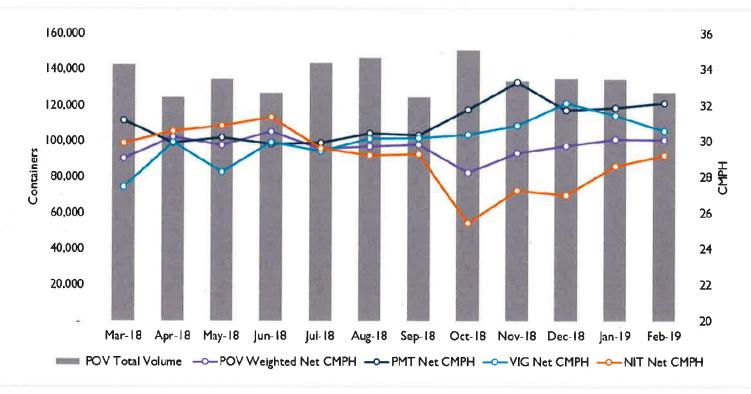


#### TRADITIONAL TURN TIME - FEB 2019

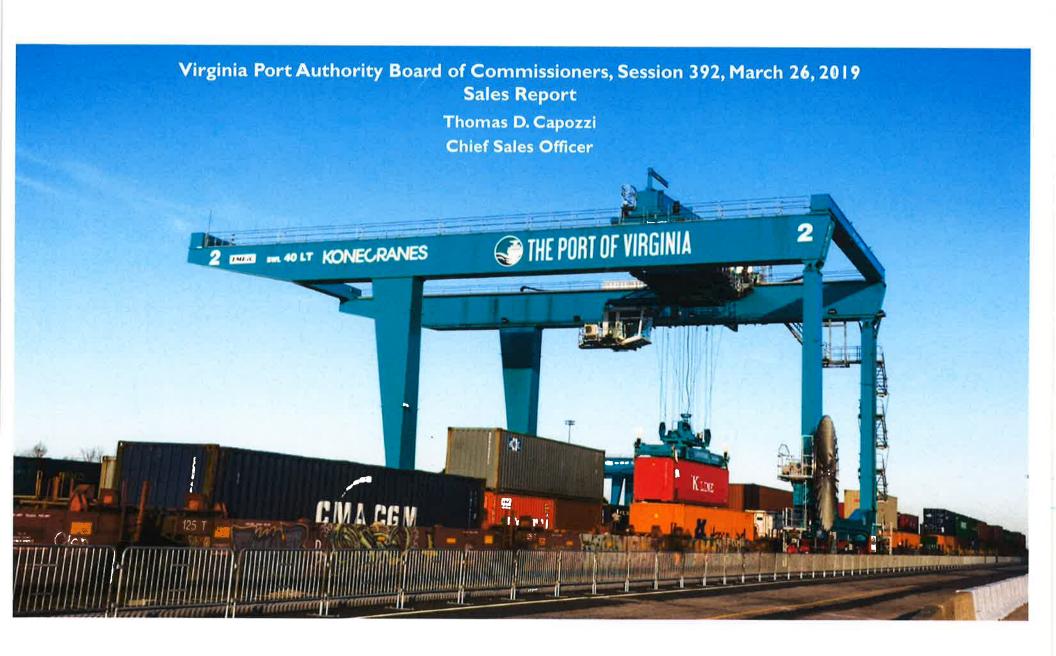




#### **NET CRANE MOVES PER HOUR**







#### **DIRECTOR OF BREAKBULK & RO-RO SALES**



The Port of Virginia welcomes Aaron Katrancha as the new Director of Breakbulk and Ro-Ro Sales.

Aaron most recently served as Senior Port
Development Manager with Norfolk Southern (NS).
His professional experience with NS also includes
international and domestic intermodal sales, as well as
economic analysis.

# POV VOLUMES FYTD July - Feb 2019

	FY 2018	FY 2019	Change	% Change
Total TEUs	1,895,495	1,952,665	57,170	3.0%
Export Loaded TEUs	652,010	623,327	(28,683)	-4.4%
Export Empty TEUs	349,405	402,957	53,552	15.3%
Import Loaded TEUs	878,251	912,728	34,477	3.9%
Import Empty TEUs	15,829	13,653	(2,175)	-13.7%
Total Containers	1,073,918	1,096,960	23,042	2.1%
General Cargo Tonnage	14,509,188	14,403,152	(106,036)	-0.7%
Container Tonnage	14,380,588	14,283,994	(96,594)	-0.7%
Breakbulk Tonnage	128,600	119,158	(9,442)	-7.3%
Total Rail Containers	377,229	370,120	(7,109)	-1.9%
VIP Containers	24,255	26,846	2,591	10.7%
<b>Total Barge Containers</b>	33,120	35,290	2,170	6.6%
RMT Containers	17,469	22,090	4,621	26.5%
<b>Total Truck Containers</b>	663,569	691,550	27,981	4.2%
Ship Calls	1,141	1,066	(75)	-6.6%
Vehicle Units	24,474	16,454	(8,020)	-32.8%



### RAIL INITIATIVE



- Will increase rail volume by 47,000 containers at the port
- Represents an 8.5% increase over FY2018

#### **GROWTH AT RMT**



- Brother International and Bissell
   Distribution Centers will open in
   2nd quarter 2019
- Scoular \$2 million expansion for on-terminal agricultural transload facility
- Second barge going operational by 2nd quarter 2019



#### RETAIL INDUSTRY LEADERS ASSOCIATION

CONFERENCE







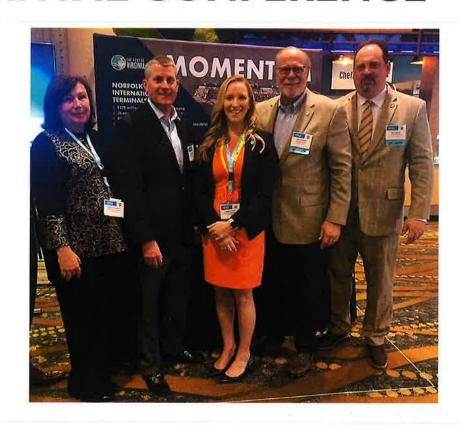
## PROJECT LOGISTICS ALLIANCE PARTNERSHIP





### TRANSPACIFIC MARITIME CONFERENCE







# **TPM REGATTA**





#### **PORT SALESTEAM**



- Sales team will be in week of May 6-10
- Focus on training and aggressive market share capture
- Will participate in VMA International
   Trade Symposium

#### RAIL EXPANSION EVENT AT VIG



Attendance is limited so make your plans now.
Email Lauren Creech at LCreech@VIT.org for questions or to RSVP







## PORT OF VIRGINIA PROJECT UPDATE

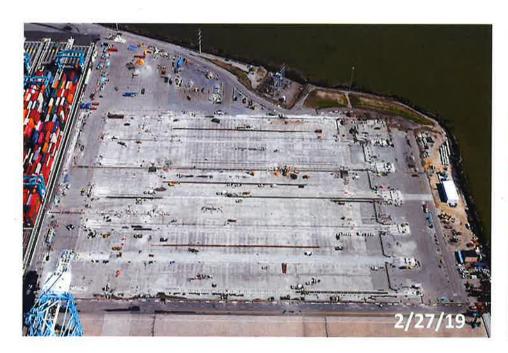
PROJECT	BUDGET	SCHEDULE
VIG Phase II		
NIT Vessel Auto Stow		
NIT Optimization		
Finance Projects – Billing		
Finance Projects – PeopleSoft		
Business Intelligence		
IT Business Continuity		
RMG Refurbishment		

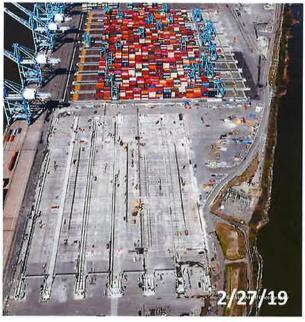


## **SNIT OPTIMIZATION UPDATE - PHASE I**



## **SNIT OPTIMIZATION UPDATE- PHASE 2**





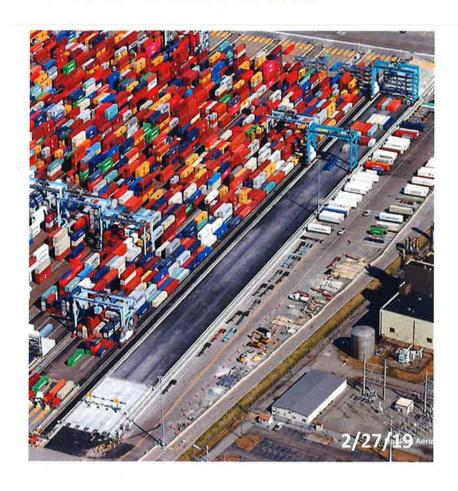
## **SNIT RE-PHASING**

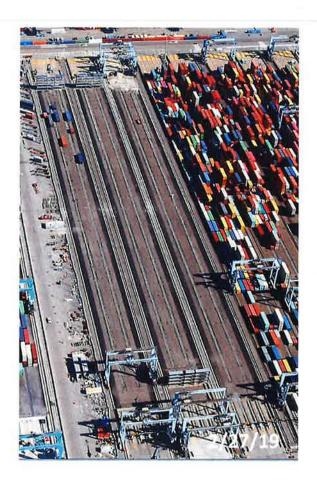


## **VIG EXPANSION UPDATE**

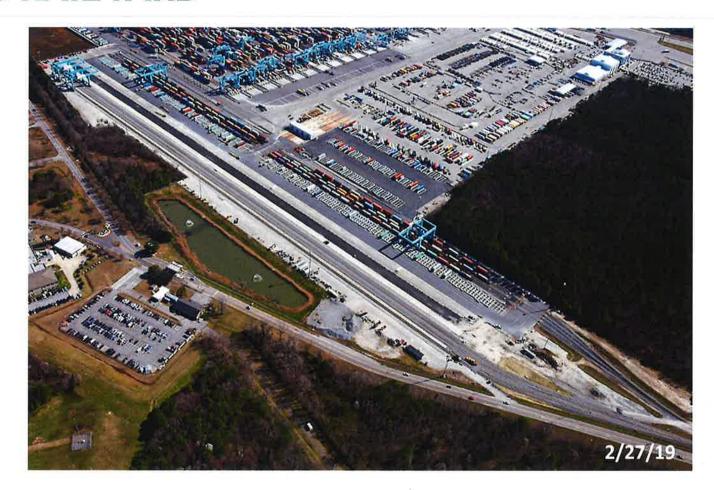


## **VIG STACK YARD**

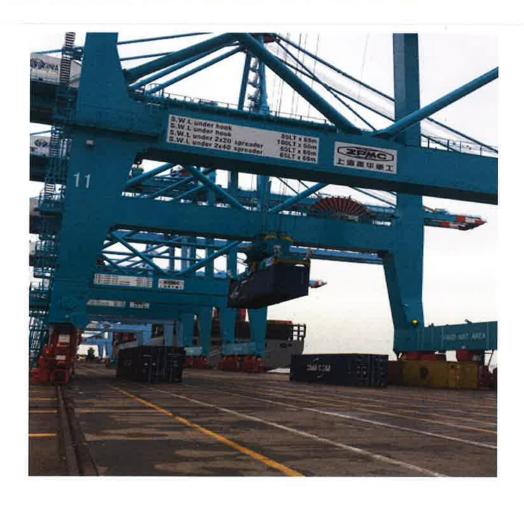




## **VIG RAIL YARD**



## SHIP TO SHORE CRANE UPDATE



### TARGETING AND TESTING

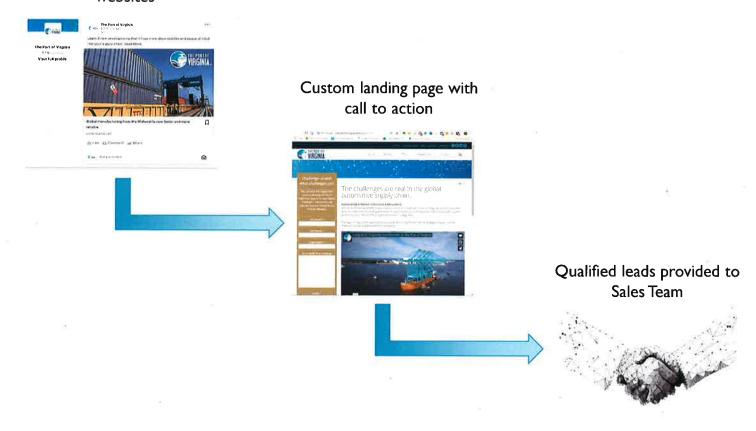
A new digital campaign tests two strategic growth markets







## Ads on LinkedIn and targeted websites



# Virginia Port Authority Board of Commissioners, Session 392, March 26, 2019 Human Resources Report

Jim Bibbs, Chief Human Resources Officer





## Records Management

Partnered with IQBG

Colleague Interviews

Laserfiche Utilization

**Development Workshops** 

Training

Strategy and Roadmap





## **Talent Management**











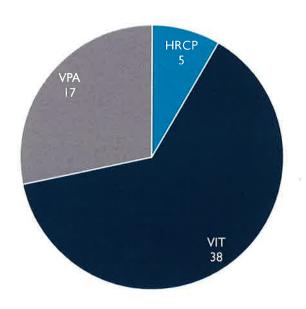
#### **Recruitment Metrics** New 31% 16 14 14 13 12 Backfill 12 69% 10 8 2 0 Jul Aug Sep Oct Feb Nov Dec Jan Mar Apr May Jun



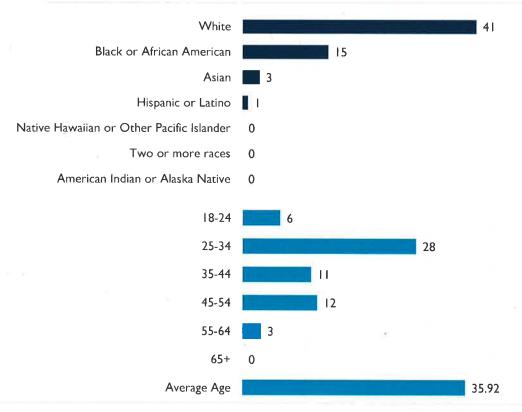
## **Recruitment Metrics**

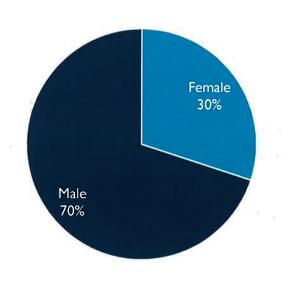






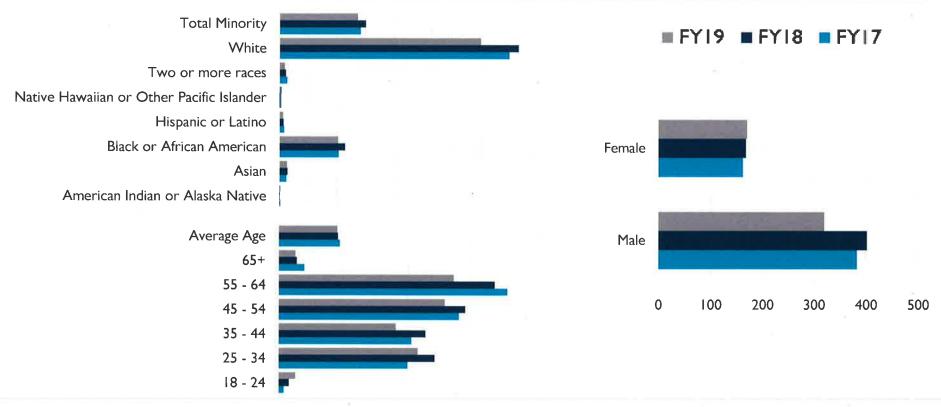
# **New Hire Demographics**





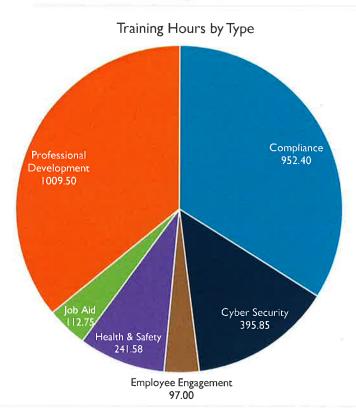


# **POV** Demographics





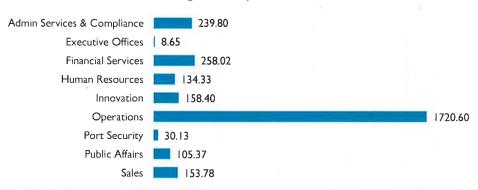
# **Training Metrics**



#### Training Hours by Source



#### Training Hours by Business Unit







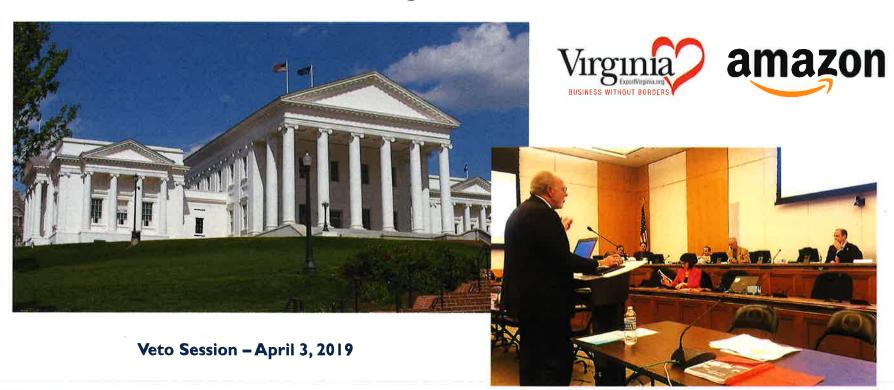
## FEDERAL GOVERNMENT AFFAIRS



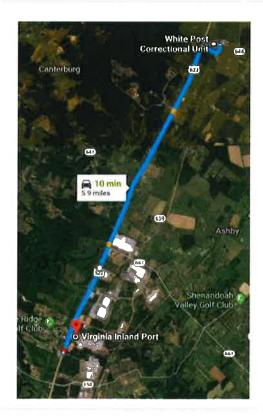


## **STATE & LOCAL GOVERNMENT AFFAIRS**

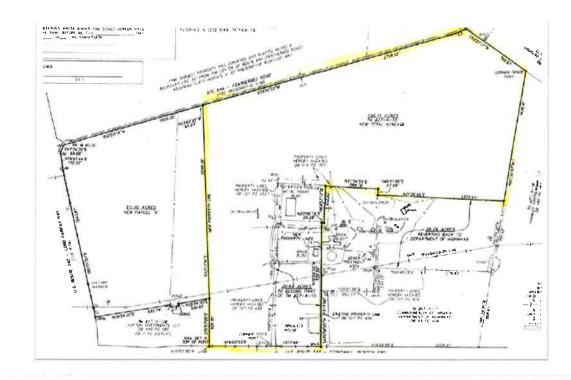
2019 Legislative Session



## **CLARKE COUNTY PROPERTY**

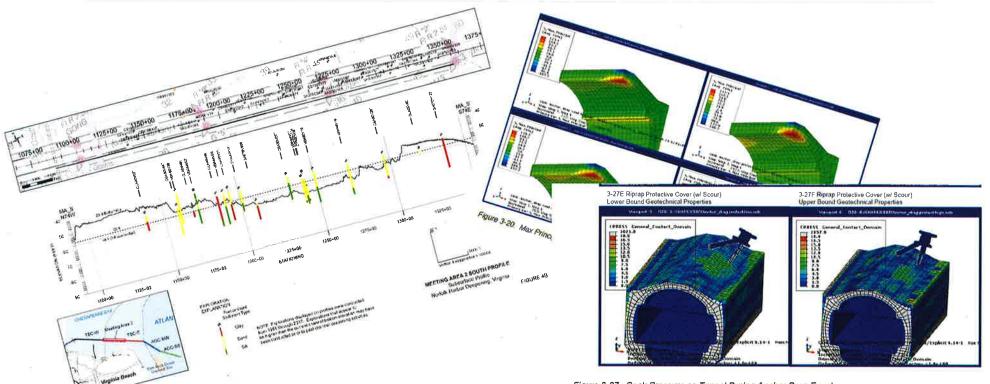


### White Post Correctional Camp 7





## **NORFOLK HARBOR & CHANNELS DEEPENING**







## RMT PROJECT DEVELOPMENT



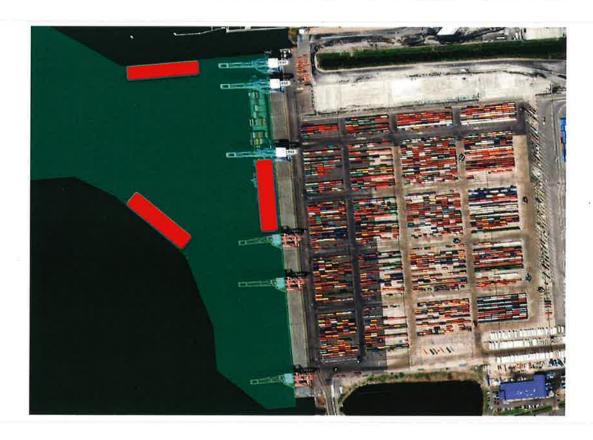


## **NIT WAREHOUSE DEMO & NNMT CMI CRANE REHAB**





## **NORTH NIT MAINTENANCE DREDGING**





## FY 2019 ECONOMIC DEVELOPMENT TOTALS

#### **36 ANNOUNCEMENTS**





MORETHAN 2,100,000 SQ. FT. OF SPACE



CREATED 2,396 JOBS

INVESTED MORE THAN \$868 MILLION



Source: POV Economic Development March 2019



### SINCE LAST BOARD MEETING...

- Announcements: I I
- Square Footage: Over 865,000
- Investment: Over \$90.5Million
- Jobs Created: 454



Cloverleaf Cold Storage



## **MIRT & EMERGENCY OPERATIONS**

### **SAR Forum**

- 178 attendees
- 35 Agencies
- 32 Vessels





## HOST PORT FOR ANNUAL CONVENTION





