

Virginia Port Authority Board of Commissioners, Session 393, May 21, 2019



Stewards of Tomorrow

Virginia International Gateway, May 01, 2019

AGENDA

- Committee Reports and Chief Reports
 - Aid to Local Ports and Waterway Maintenance Fund Grants
 - Finance and Audit
 - Growth and Operations
 - Administration and Compliance
 - Innovation
 - Human Resources
 - Public Affairs

AID TO LOCAL PORTS FY20

City	Total Project Cost	Amount Requested	Proposed Allocation	Carryover Request
Accomack: Greenbackville Harbor Phase III (pier & wave curtain replacement)	\$320,777	\$125,000	\$125,000	\$114,958
Accomack: Quinby Harbor bulkhead & dock replacement	\$292,500	\$125,000		\$82,500
Cape Charles: In-shore breakwater	\$500,000	\$375,000	\$251,397	\$100,000
Chincoteague: Floating dock @ downtown park	\$132,000	\$99,000		\$75,097
Hampton: Seafood Initiative				\$50,000
Newport News: SIP East Bulkhead refurbishment & modifications	\$1,029,441	\$772,080	\$386,040	
Norfolk: Downtown Waterfront Rehabilitation – East	\$1,850,000	\$500,000		\$82,500 (ERT)
Northampton: Floating dock @ Willis Wharf	\$42,750	\$32,063	\$32,063	
Northampton: Kayak launch @ Morley's Wharf	\$15,000	\$11,250		
Onancock: Improvements to town marina				\$116,291.84
Poquoson: Messick Point Breakwater, Phase 2				\$202,125
Portsmouth: Elizabeth River Project	\$82,500	\$60,000		
Portsmouth: Portside Project				\$109,036.68
Richmond: Intermediate Terminal Restroom & Pavilion				\$81,848
Saxis: Town harbor improvements	\$198,000	\$148,500	\$148,500	\$35,444.71
Suffolk: Constant's North Park	\$657,472	\$150,000		
Tangier: Town harbor improvements	\$245,200	\$143,082		\$57,925
Wachapreague: Marina repairs	\$76,000	\$57,000	\$57,000	
TOTALS	\$4,091,640	\$2,472,975	\$1,000,000	\$1,107,726.23



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NEW ALP PROJECTS FY20



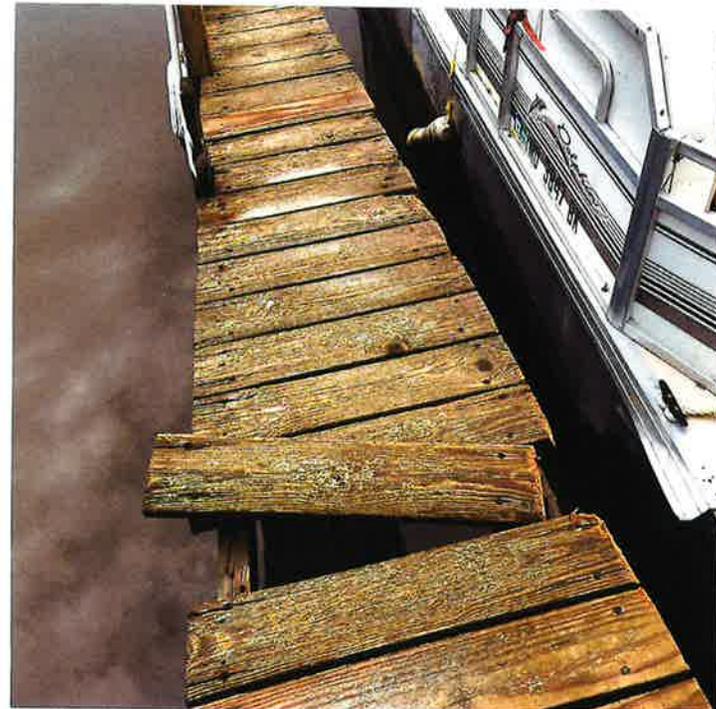
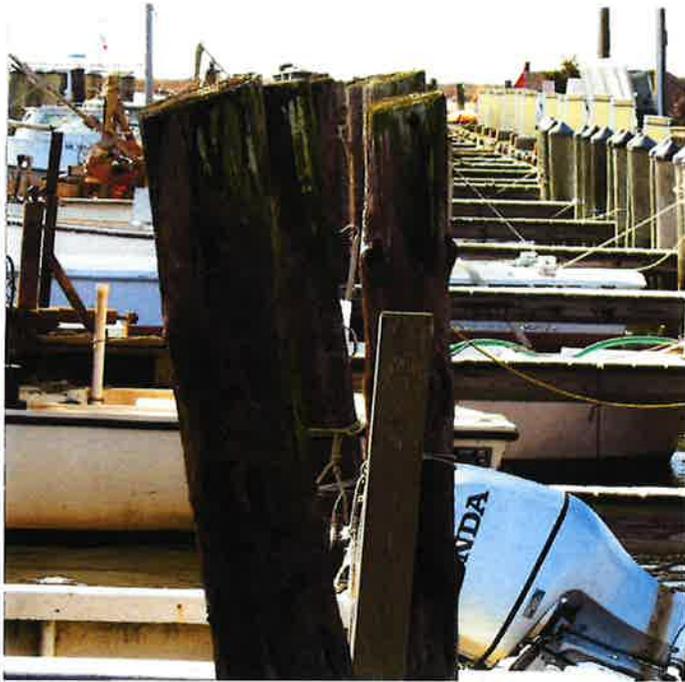
FY20 NEW ALP PROJECTS

Newport News – Seafood Industrial Park



FY20 NEW ALP PROJECTS

Town of Saxis – Marina Improvements



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COMPLETED ALP PROJECT: COUNTY OF ACCOCMACK – GREENBACKVILLE HARBOR



COMPLETED ALP PROJECT: TOWN OF WACHAPREAGUE



WATERWAY MAINTENANCE FUND FY20

City	Total Project Cost	Amount Requested	Proposed Allocation
Accomack: Quinby Channel	\$188,000	\$188,000	\$188,000
Gloucester: Aberdeen Creek	\$3,217,528	\$117,528	\$117,528
Gloucester: Timberneck Creek	\$3,015,328	\$115,328	\$115,328
Mathews: Davis Creek	\$2,432,148	\$132,128	\$132,128
Mathews: Hole in the Wall	\$1,129,395	\$129,395	\$129,395
Northampton: Kings Creek	\$197,000	\$197,000	\$197,000
Stafford: Aquia Harbour	\$80,000	\$80,000	\$0.00
Total	\$10,259,399	\$959,379	\$879,379



FY20 NEW WMF PROJECTS



FY20 NEW WMF PROJECTS

Accomack County: Quinby Channel Dredging

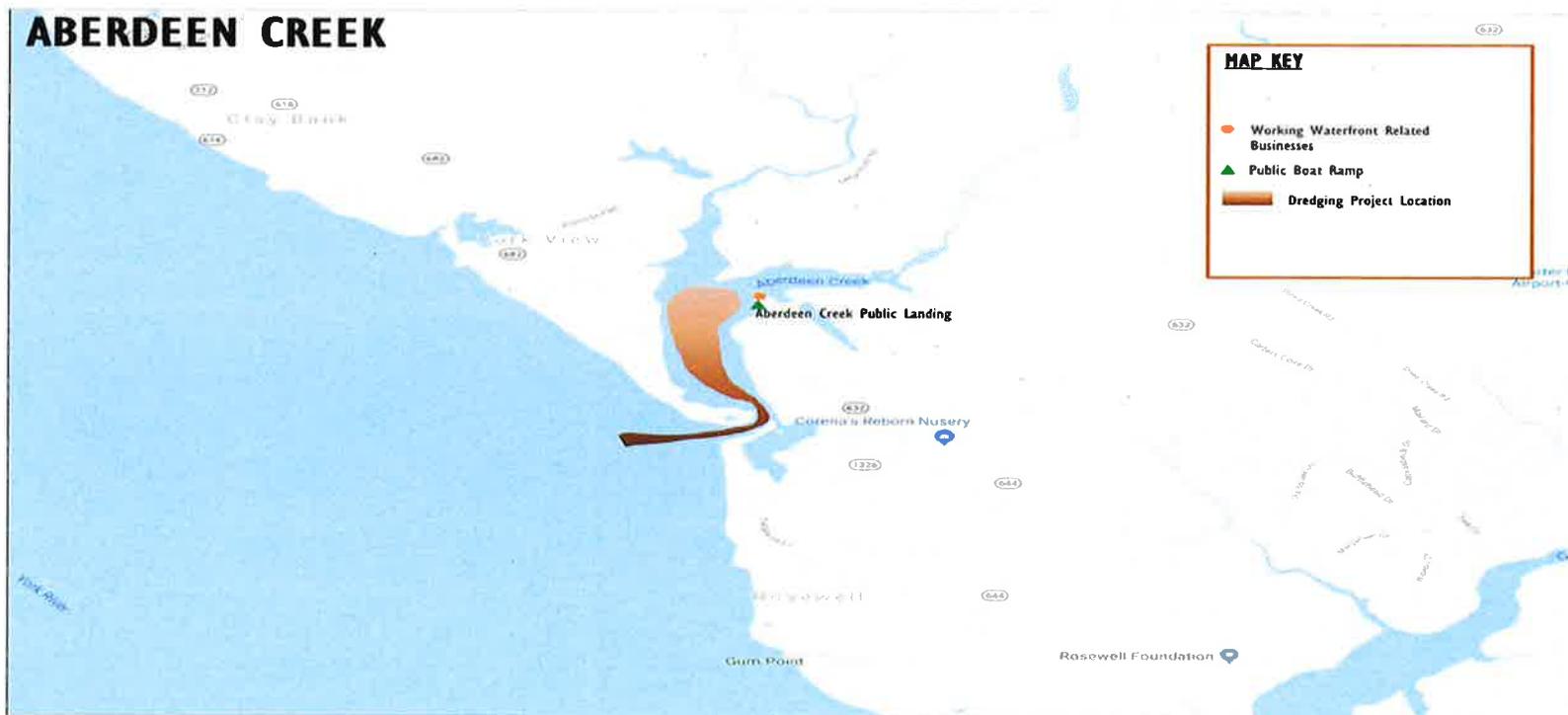


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FY20 NEW WMF PROJECTS

Gloucester County: Aberdeen Creek



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FINANCE and AUDIT COMMITTEE

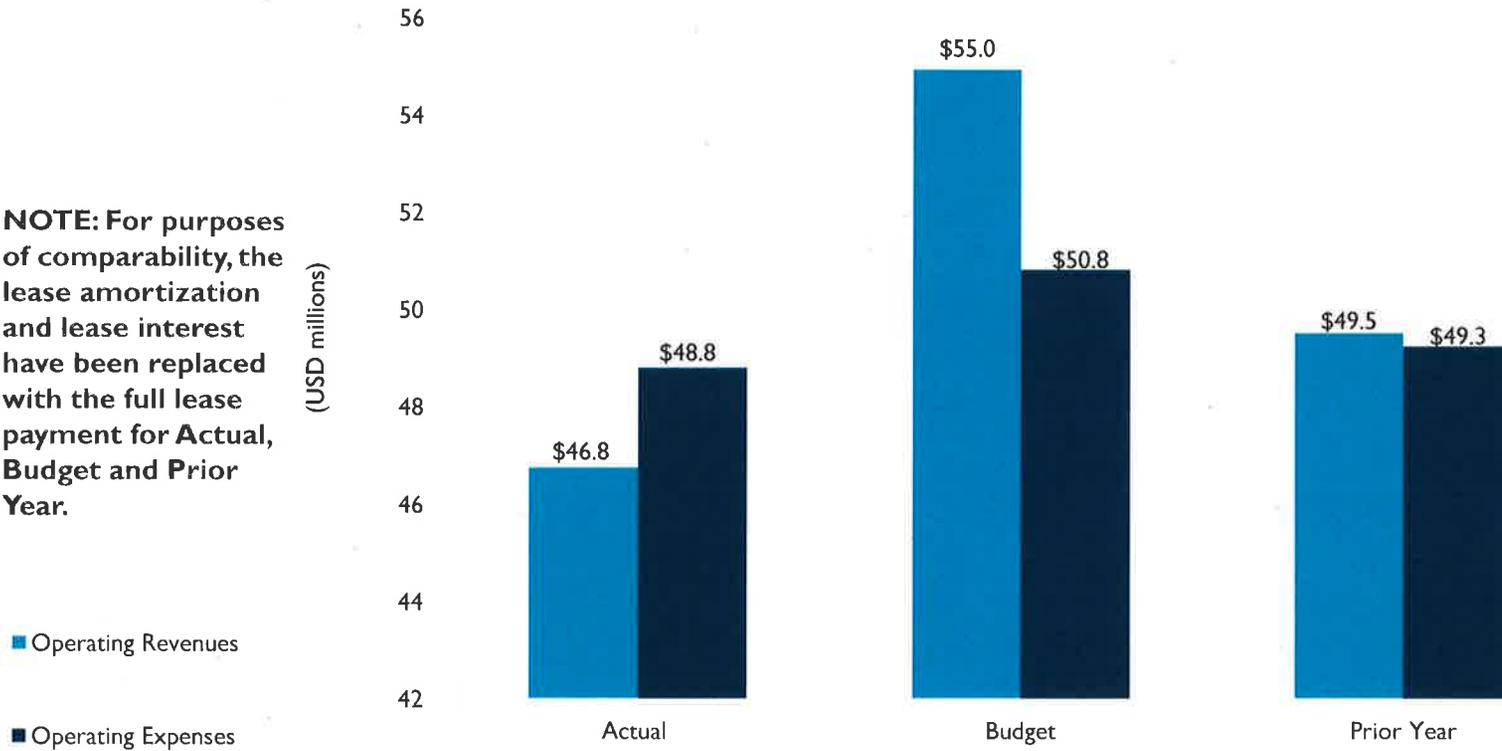
Rodney W. Oliver
Chief Financial Officer

MARCH FINANCIAL PERFORMANCE

OPERATING REVENUES AND EXPENSES:

For the Month Ended March 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.



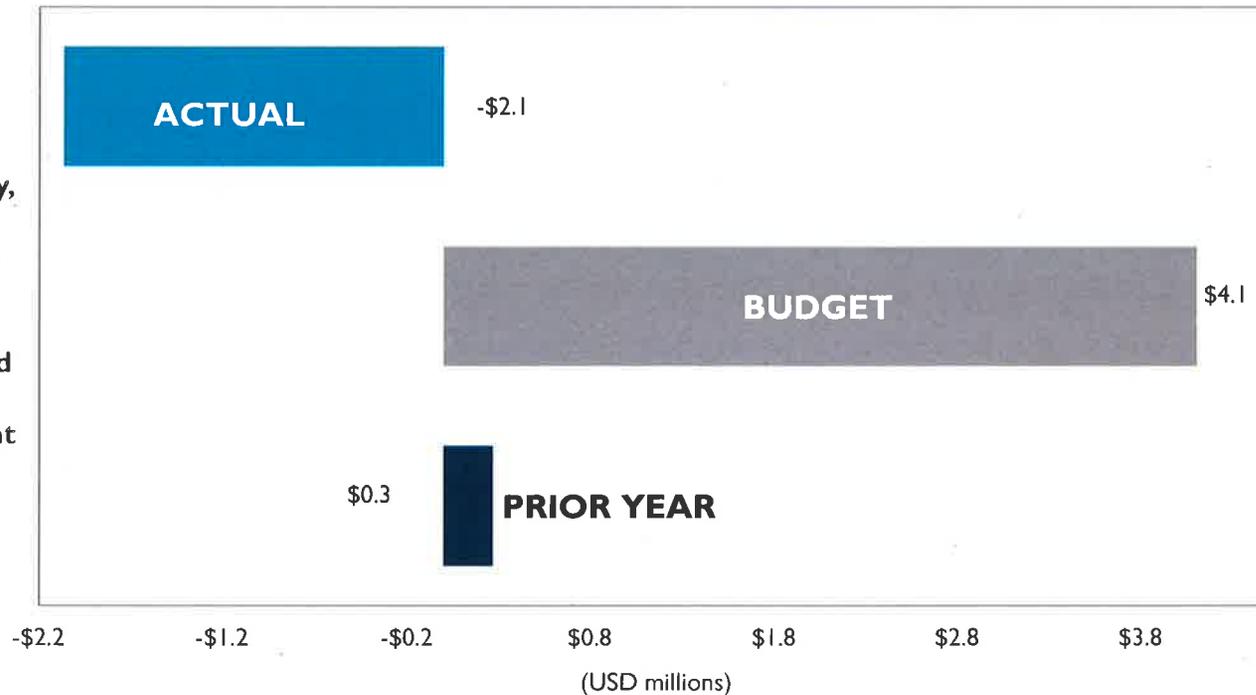
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OPERATING INCOME (LOSS):

For the Month Ended March 31, 2019

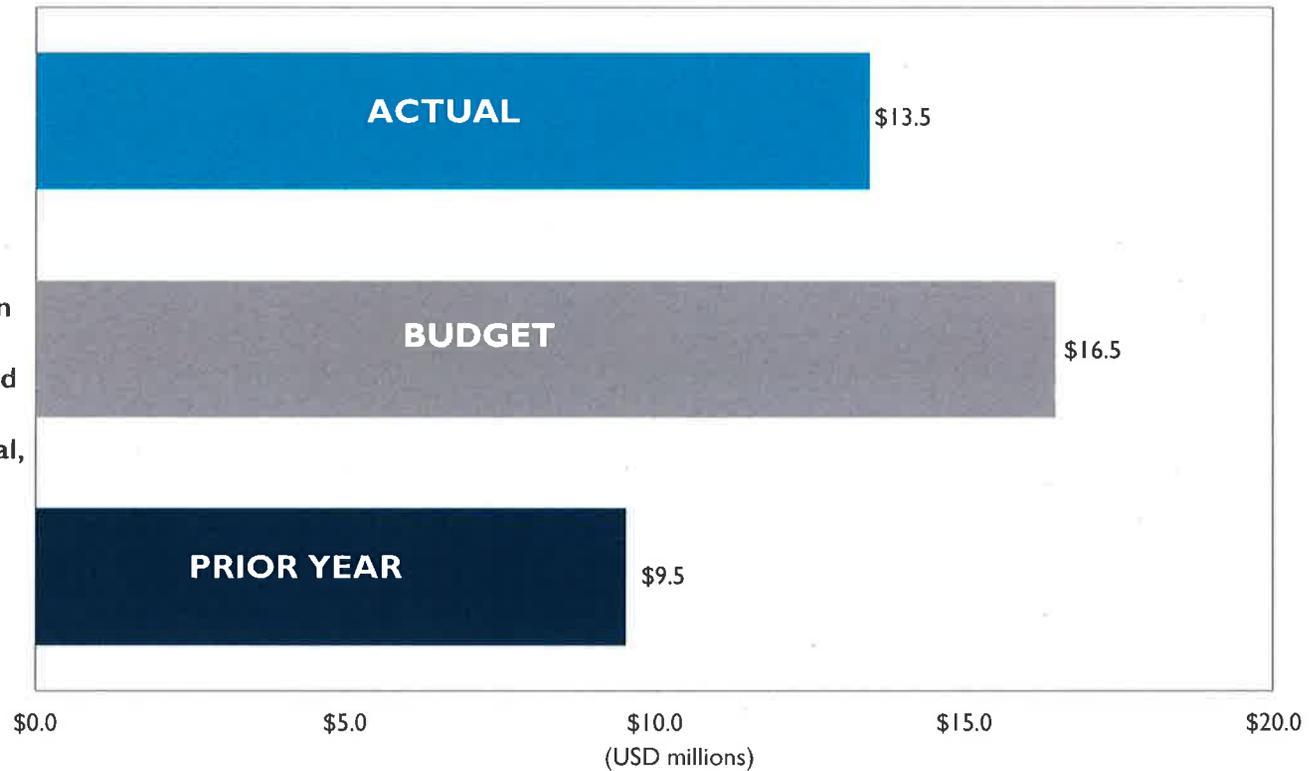
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CHANGE IN NET POSITION:

For the Month Ended March 31, 2019

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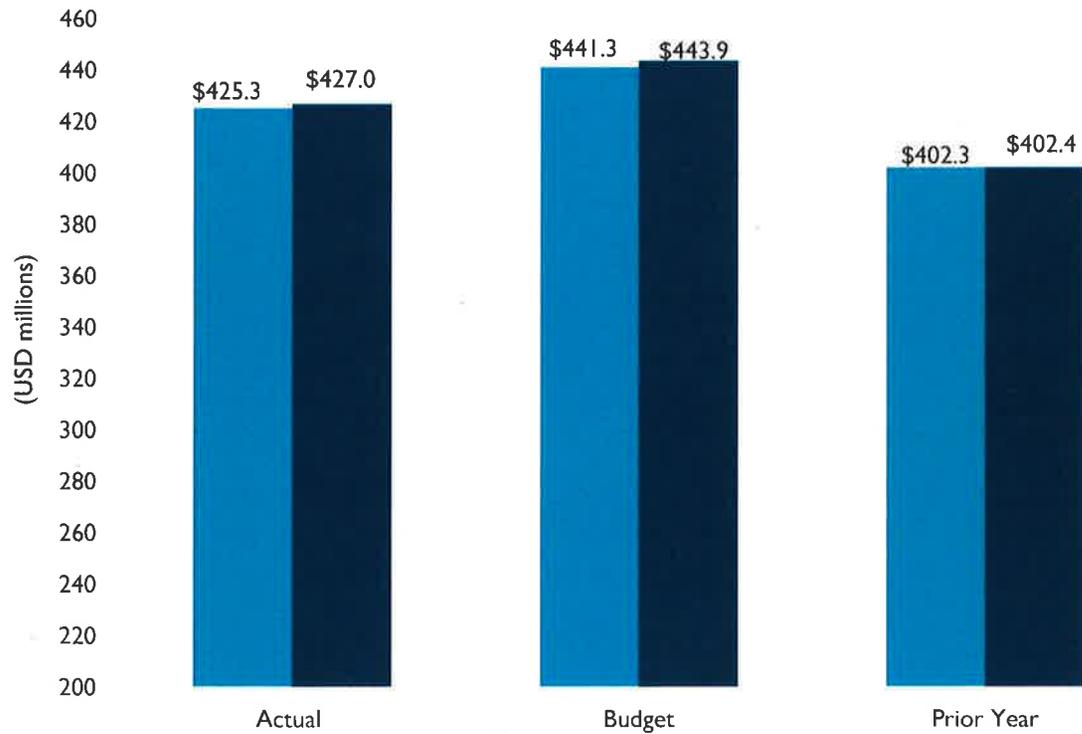


OPERATING REVENUES AND EXPENSES:

For the Nine Months Ended March 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
 ■ Operating Expenses



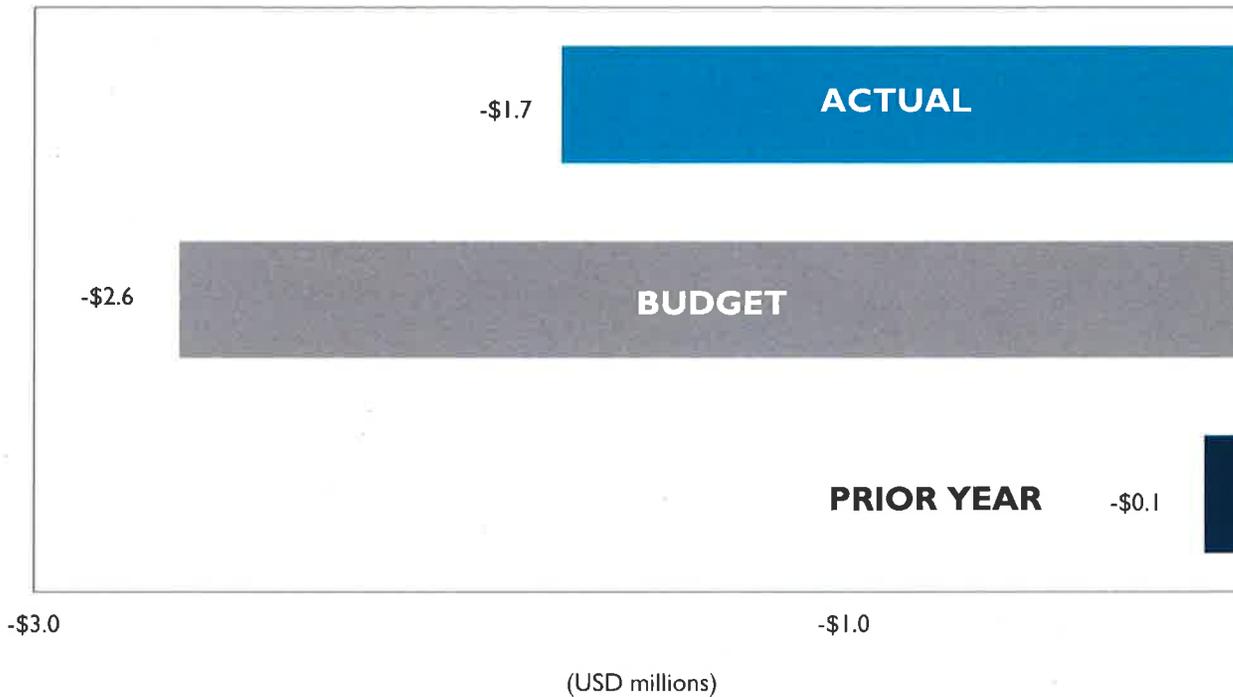
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Stewards of Tomorrow

OPERATING INCOME (LOSS):

For the Nine Months Ended March 31, 2019

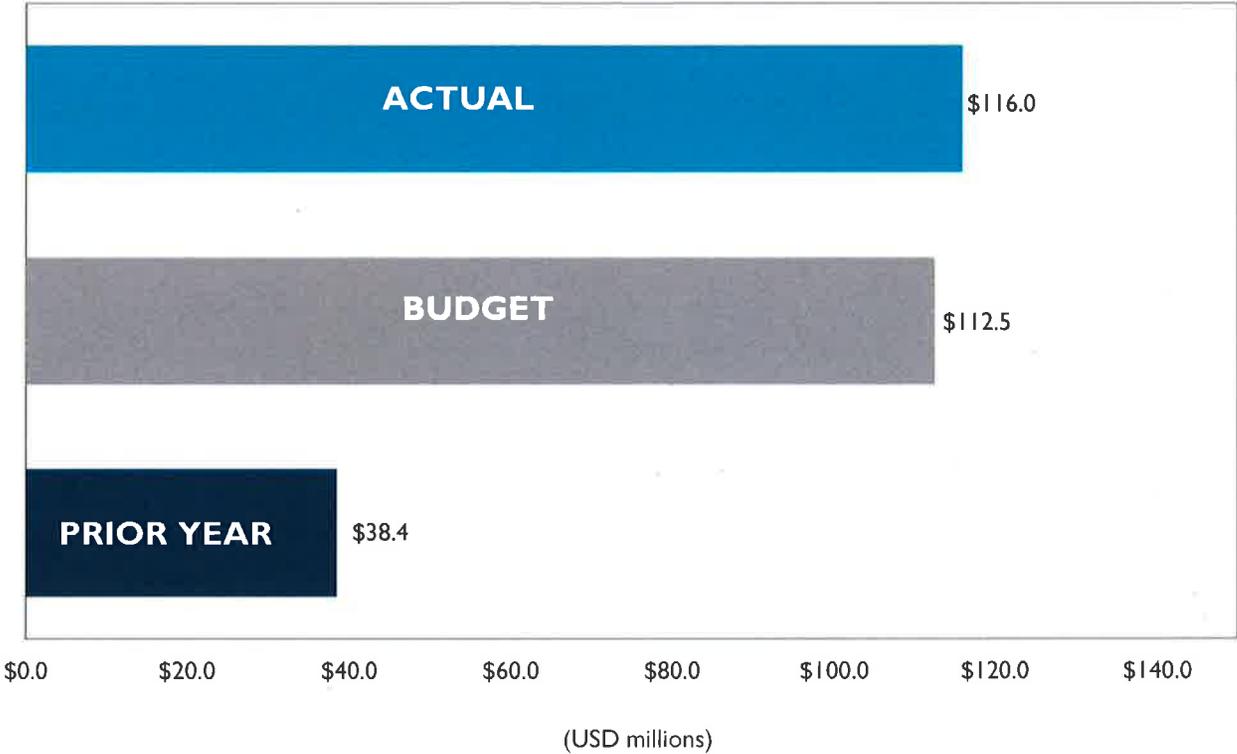
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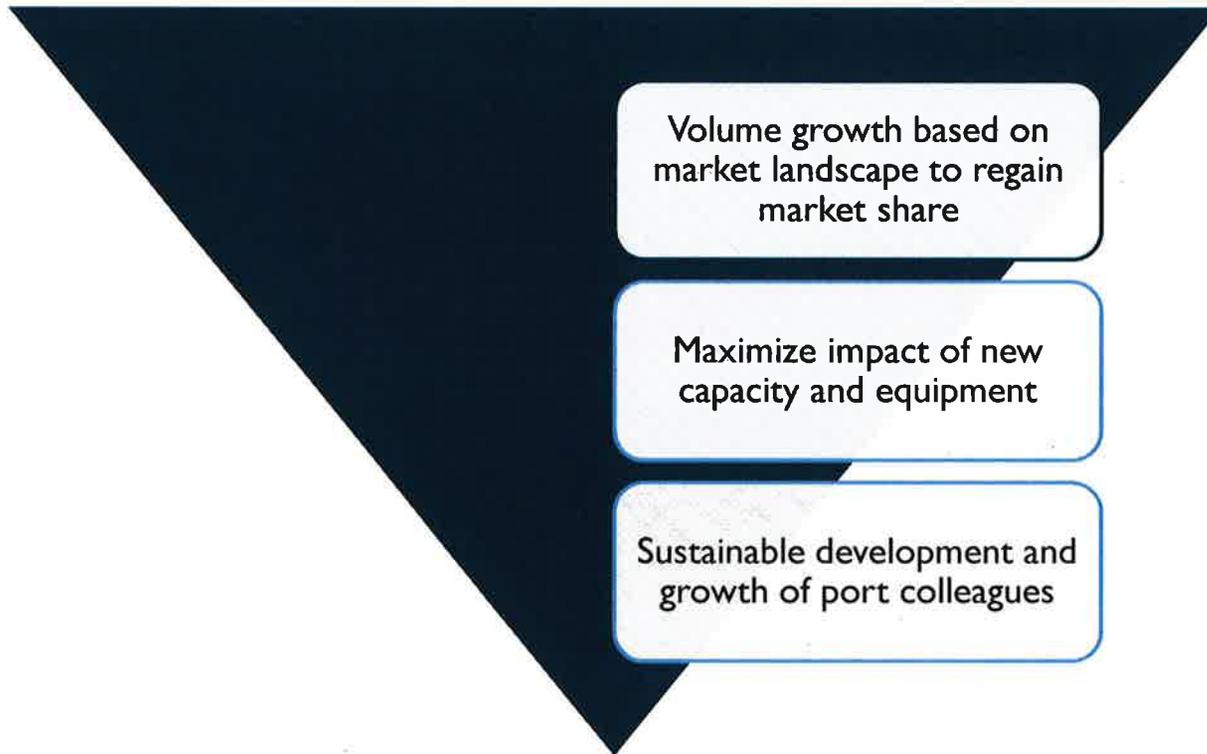


VPA CONSOLIDATED FY20 ANNUAL BUDGET



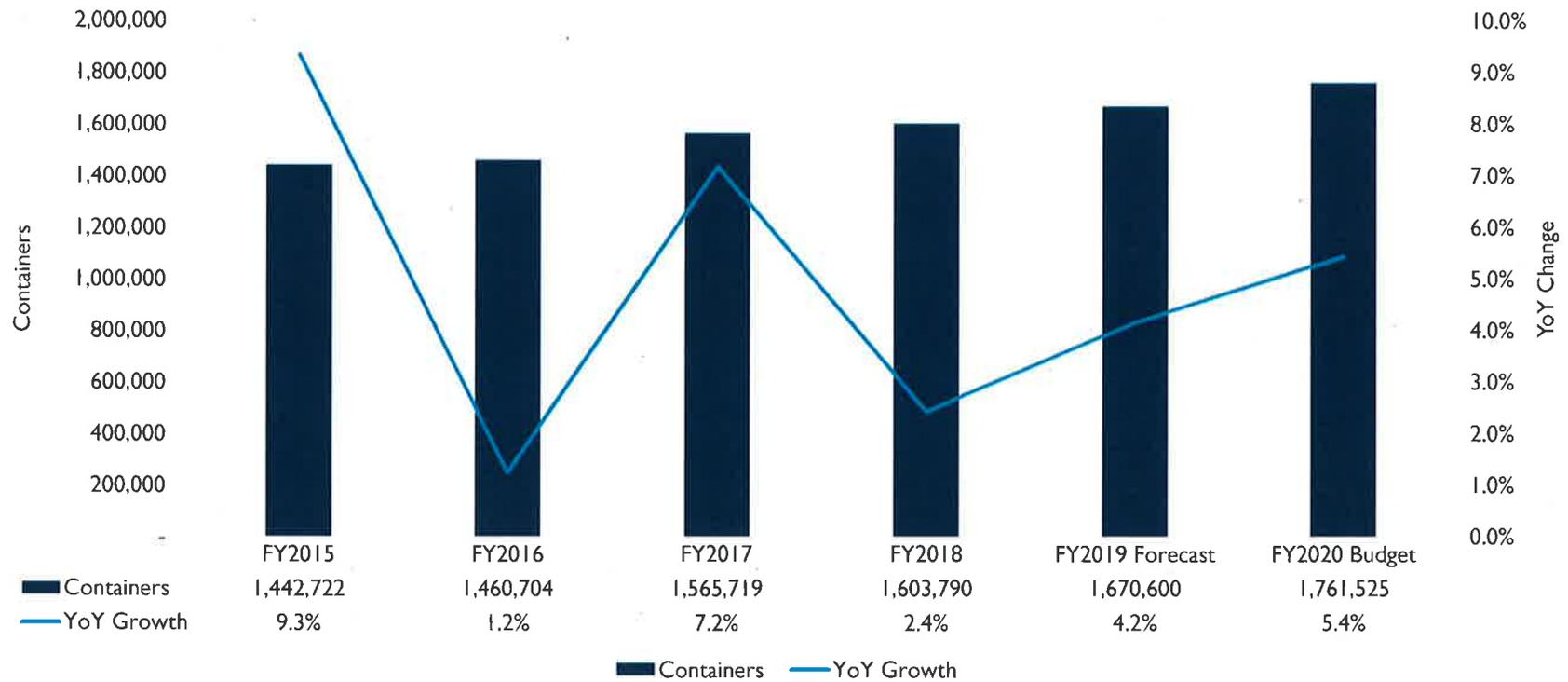
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Mindful approach to the process



FY20 Budget

Steady growth in container volume



Projected volumes

Terminal	FY 2019 projected as of 03/22/19	FY 2020	Percent Change
NIT	783,976 containers	747,667 containers	-4.6%
VIG	737,572 containers	914,093 containers	23.9%
PMT	149,052 containers	99,765 containers	-33.1%
Total container volume	1,670,600	1,761,525	+5.4%
NNMT	23,600 vehicles	33,600 vehicles	+42.4%
VIP	40,000 containers	42,120 containers	+5.3%
RMT	34,230 containers	41,230 containers	+20.5%

Main assumptions

Volume Growth: 5.4%

CPI: 2.5%

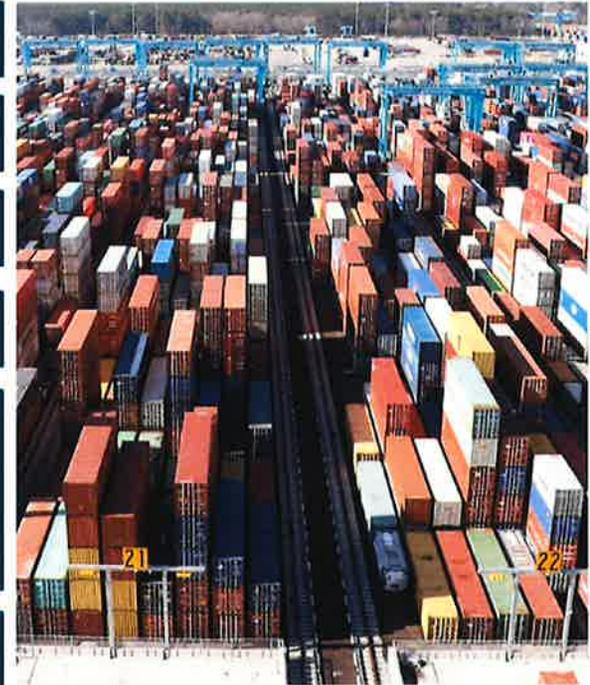
Labor: 4.0%

Schedule of Rates: 3.25%

No New Headcount Planned for FY20

- Annual Pay Increase for Colleagues: 2.5%
- Cost of Benefits Increase: 5.0%

New Capacity Delivered as Planned



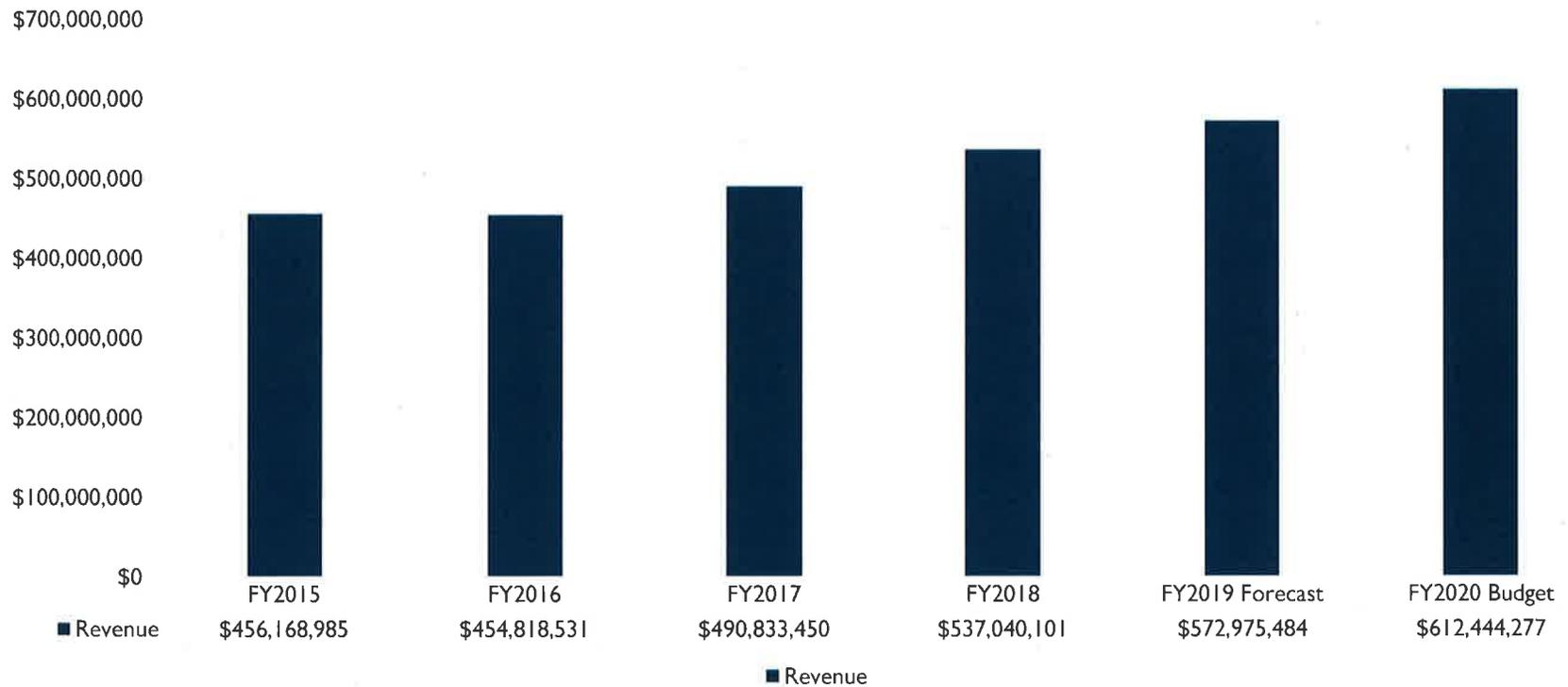
FY20 Budget

FY20 Income Statement

	FY19 Budget	FY19 Forecast <i>as of Mar 22, 2019</i>	FY20 Budget <i>as of Mar 22 2019</i>	FY20 Budget vs FY19 Forecast	
				Change	% Change
NIT Volume	748,310	783,976	747,667	(36,309)	-4.6%
VIG Volume	805,548	737,572	914,093	176,521	23.9%
PMT Volume	176,592	149,052	99,765	(49,288)	-33.1%
Total Volume	1,730,450	1,670,600	1,761,525	90,925	5.4%
Terminal operating revenues	\$577,791	\$556,955	\$593,224	36,269	6.5%
Other revenues	\$11,939	\$11,275	\$12,320	1,045	9.3%
Operating revenues - Grants	\$4,495	\$4,745	\$6,900	2,155	45.4%
Total operating revenues	\$594,225	\$572,975	\$612,444	39,469	6.9%
Terminal labor	\$147,282	\$138,147	\$141,853	\$3,706	2.7%
Terminal expenses	\$113,020	\$106,478	\$115,202	\$8,724	8.2%
Terminal maintenance	\$115,294	\$113,839	\$121,158	\$7,319	6.4%
General and administrative	\$63,583	\$63,264	\$66,487	\$3,223	5.1%
Facility rental	\$87,580	\$88,003	\$91,062	\$3,059	3.5%
Depreciation and amortization	\$67,131	\$61,739	\$74,496	\$12,757	20.7%
Total operating expenses	\$593,889	\$571,471	\$610,259	\$38,788	6.8%
Operating income / (loss)	\$336	\$1,504	\$2,185	\$681	45.2%

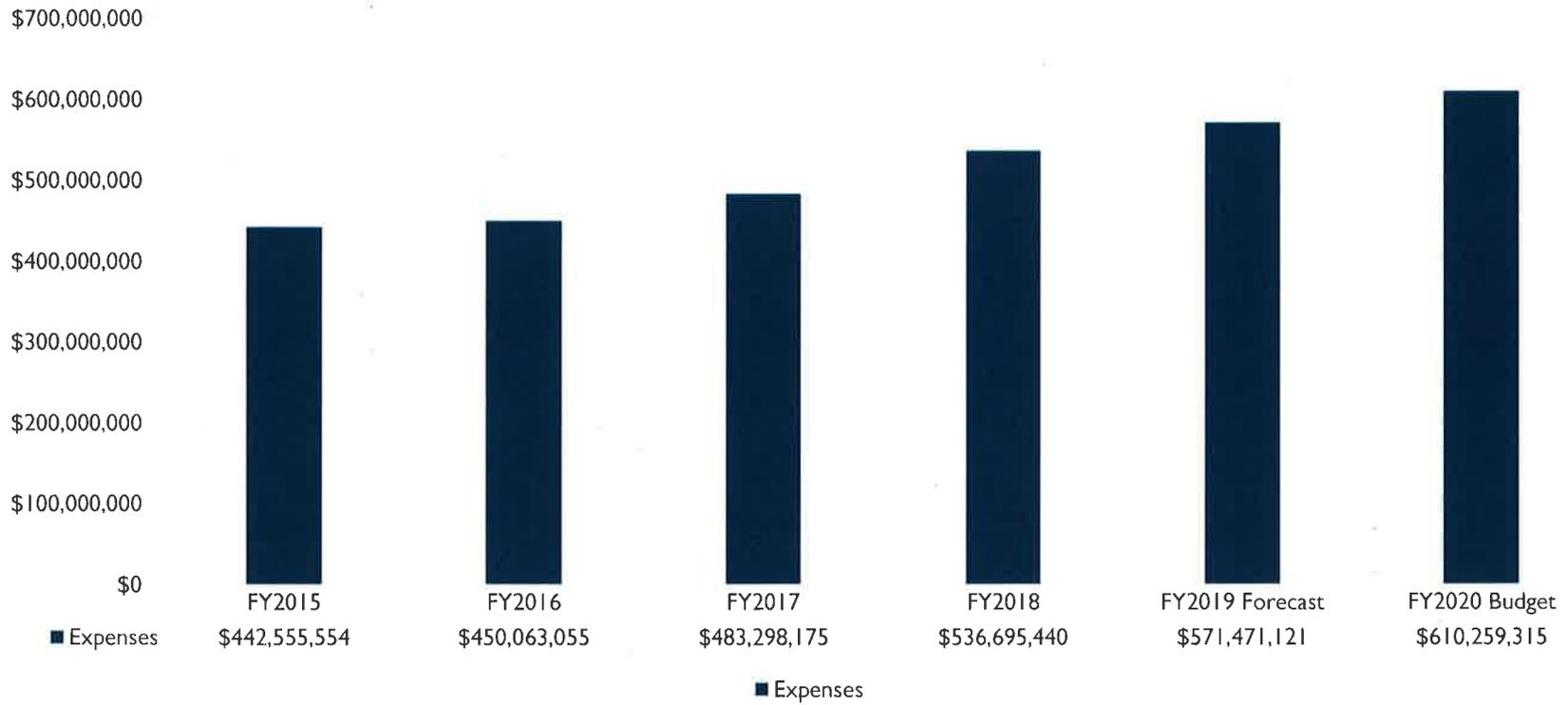
FY20 Budget

Revenue trends continue in a positive direction



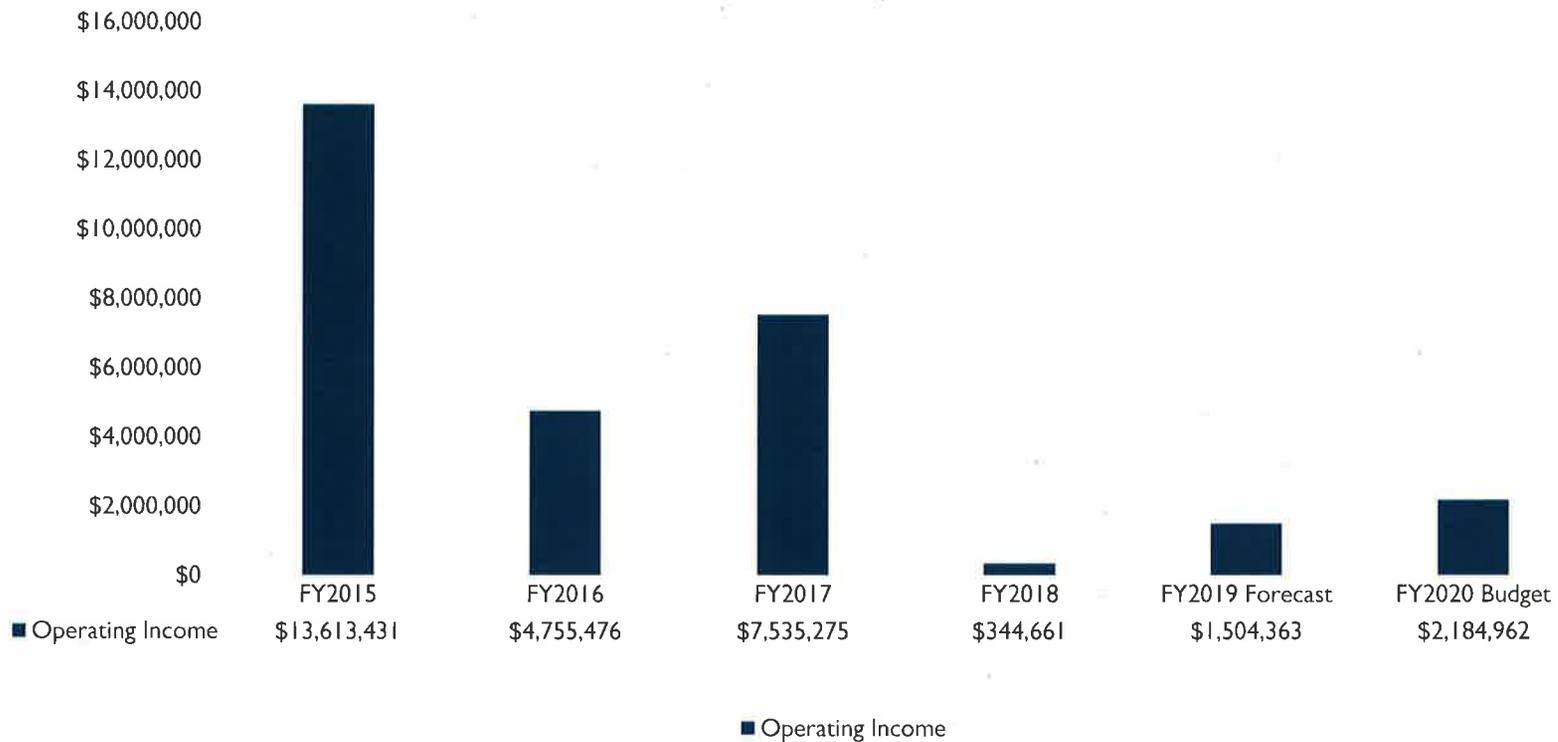
FY20 Budget

Expense trends



FY20 Budget

Run Rate Operating Income Trends



FY20 Budget

Mapping Changes Impact

	FY20 Budget <i>Prior to Mapping Changes</i>	Changes	FY20 Budget <i>Post Mapping Changes</i>
Terminal operating revenues	\$593,223,931	\$-	\$593,223,931
Other revenues	12,320,346	-	12,320,346
Operating revenues - Grants	6,900,000	-	6,900,000
Total operating revenues	612,444,277	-	612,444,277
Terminal operations	257,055,196	14,528,114	271,583,310
Terminal maintenance	121,157,959	(6,698,127)	114,459,832
General and administrative	66,487,482	(10,386,209)	56,101,273
Facility rental	91,062,471	-	91,062,471
Depreciation and amortization	74,496,205	-	74,496,205
Total operating expenses	610,259,313	(2,556,222)	607,703,091
Operating income / (loss)	2,184,964	2,556,222	4,741,186
Non Operating income / (loss)	211,380,866	(2,556,222)	208,824,644
Change in Net Position	213,565,830	-	213,565,830

FY20 Budget

Capital Outlay Budget

CAPITAL PROJECTS	
55 ft Dredging-FY20 and thereafter portion	\$ 340,000,000
Container Handling Equipment	60,125,000
NIT CRY Expansion	20,618,600
VIP Rail Expansion	11,022,650
Improvements to Container Handling Facilities	4,845,600
IT, excluding N4	6,657,916
N4 Related	3,025,000
NNMT Dredging	3,000,000
Ship-to-Shore Crane Upgrades	2,000,000
Shuttle Truck Refurbishment	1,600,000
RMT Dredging	1,000,000
Miscellaneous other	3,638,500
Total	\$ 457,533,266

SUMMARY OF SOURCES	
State Grants	\$ 213,098,875
Federal Grants	159,205,437
Terminal Revenue Paygo	43,307,375
MELP	37,000,000
CPF Paygo	4,921,579
Total	\$ 457,533,266



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FY20 Budget

Exceeding our bond requirements

Measure	Minimum Requirement	FY2019		FY2020	
		Budget FY2019	FY2019 Current Forecast	2016 Masterplan Projection for FY2020	Budget FY2020
Aggregate Net Revenue Coverage	1.10	1.36	1.34	1.35	1.44
Aggregate Adjusted Net Revenue Coverage	1.25	1.56	1.52	1.49	1.60
Net Revenue Coverage	1.00	1.26	1.24	1.28	1.35



FY20 Budget

Summary

- Aggressively increase market share
- Maximizing use of new capacity and technology
- Making sustainable investments
- Positive cash flow and improving debt service coverage ratios

Questions?

ADMINISTRATION SERVICES AND COMPLIANCE REPORT

Matt Barnes-Smith
Vice President, Administration Services and Compliance



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FY 16 – FY 19 YTD SWaM RESULTS

FY	VPA Discretionary Expenditures	Total SWaM Dollars	% SWaM Dollar Growth	Goal Set	Goal Actual
FY16	\$50,315,411	\$9,559,928	-21.00%	42.00%	19.00%
FY17	\$68,710,428	\$8,389,543	-12.00%	20.00%	12.21%
FY18	\$189,518,850	\$61,330,069	587.00%	22.50%	32.36%
FY19 Q1-Q3	\$109,341,256	\$51,939,566	142.75% *	27.50%	47.50%

* Compared to FY18 Q1-Q3

Real Estate



Shuttle Trucks

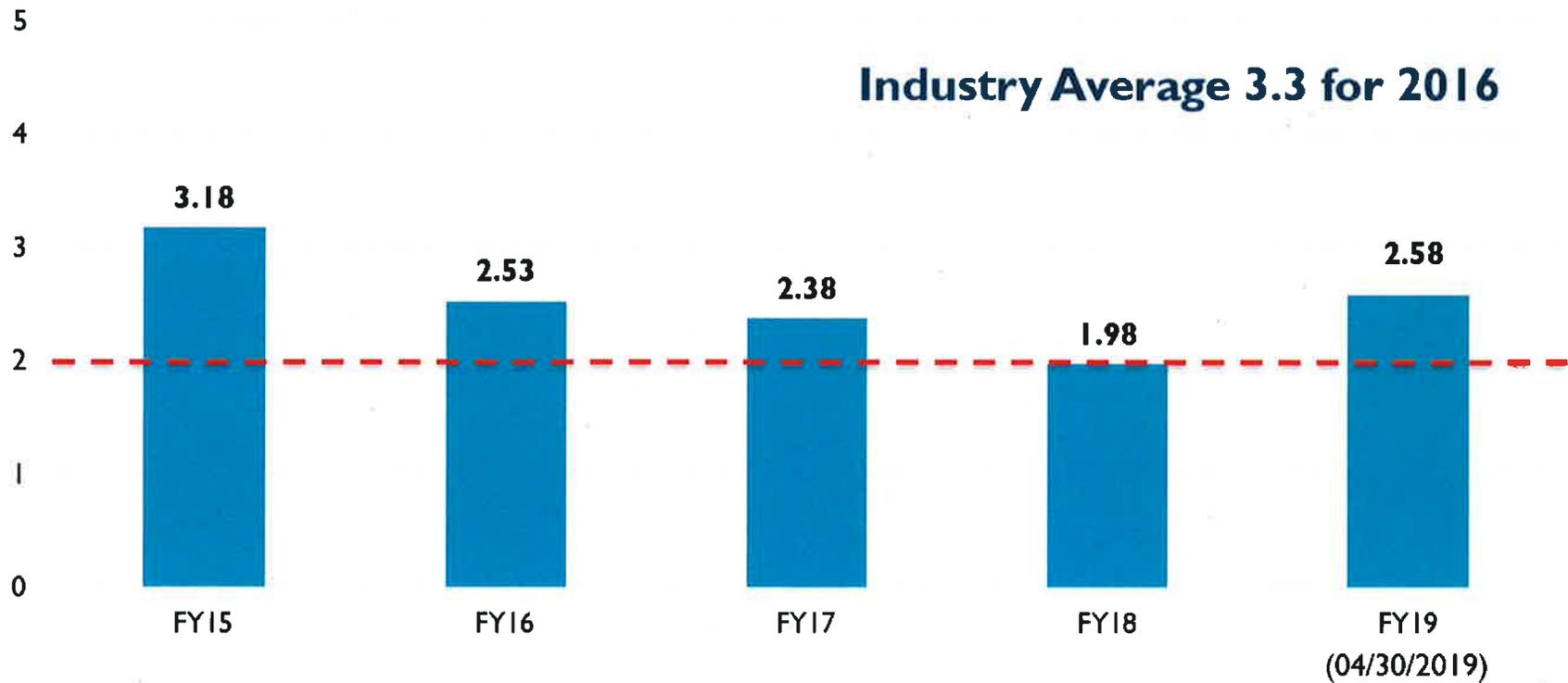


Questions?

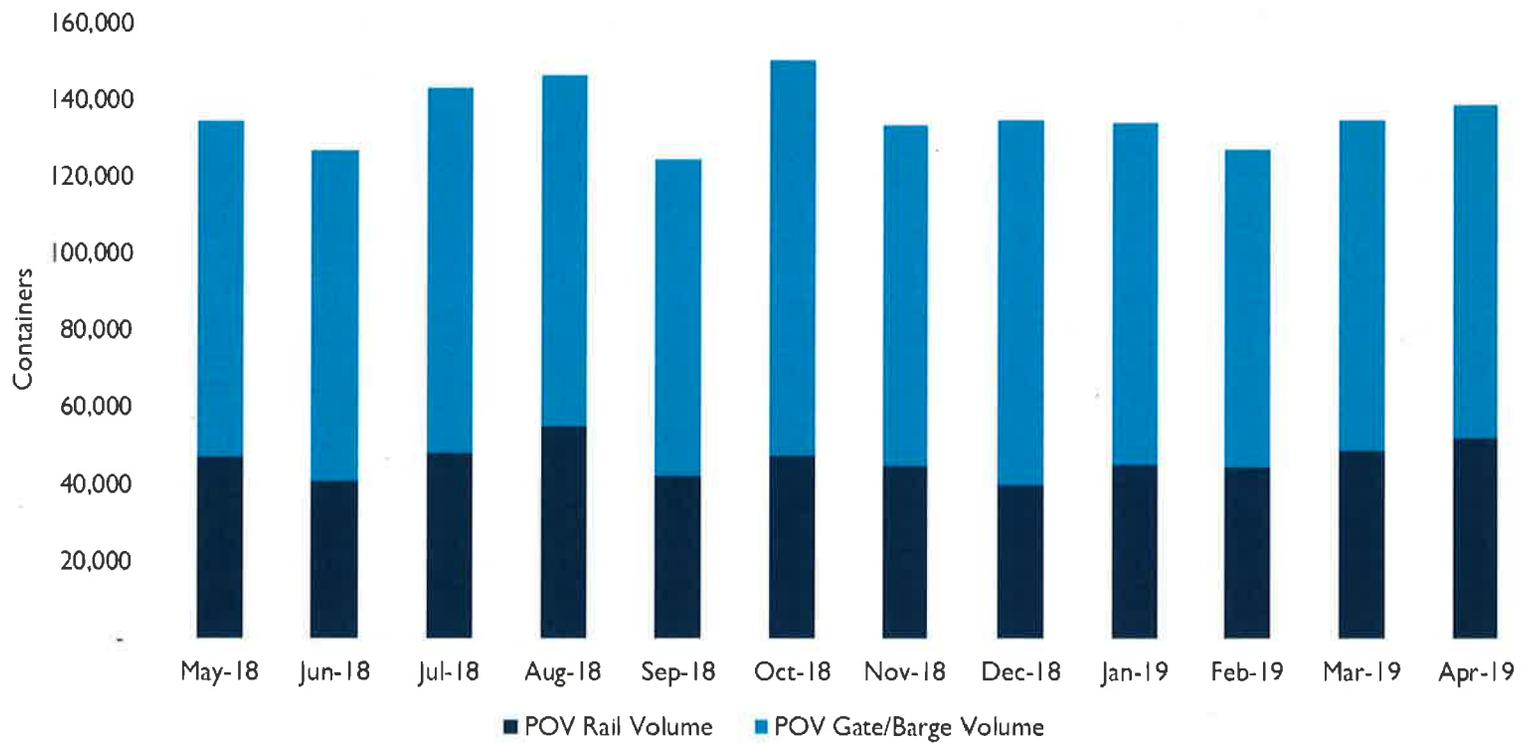
OPERATIONS REPORT

Kevin Price
Senior Vice President, Operations & Maintenance

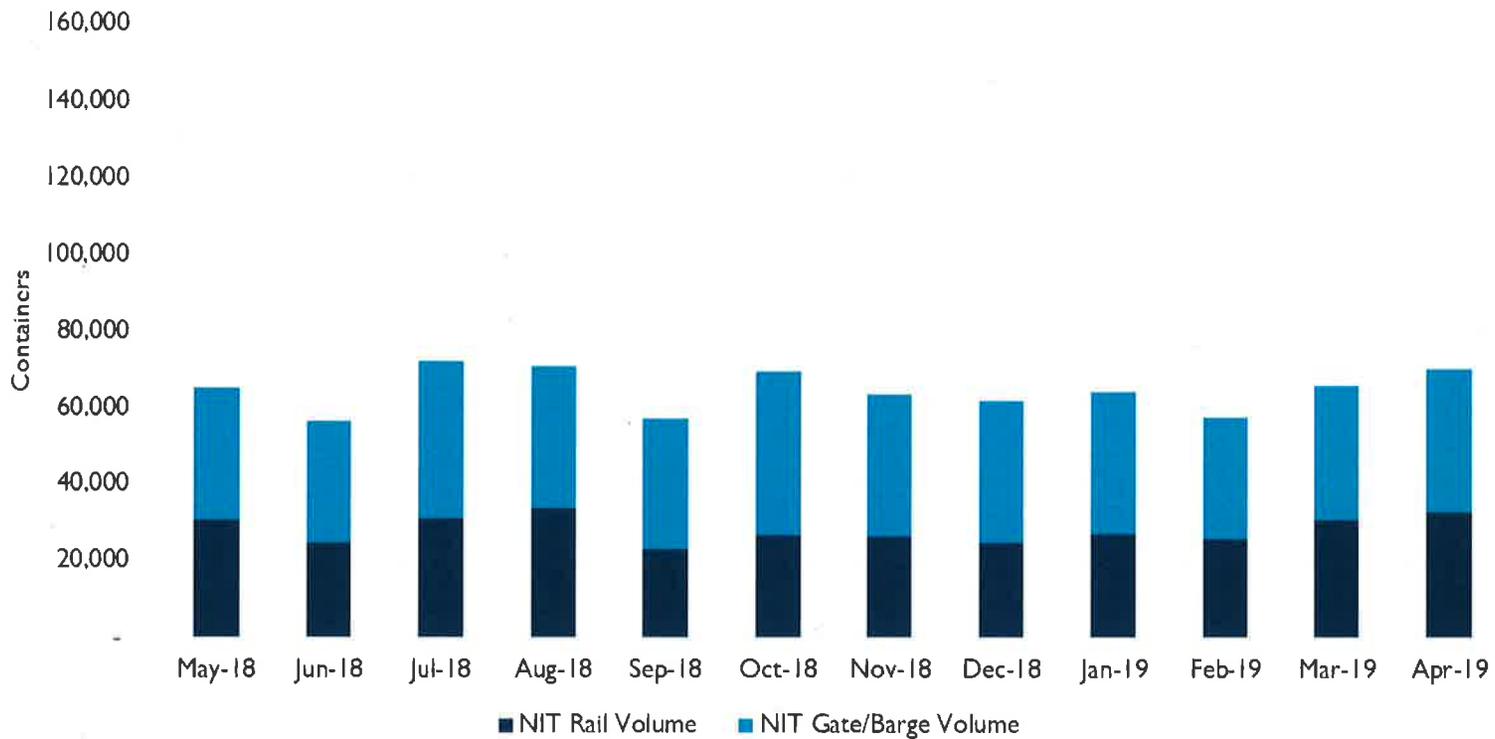
POV OSHA LOST WORK DAY RATE



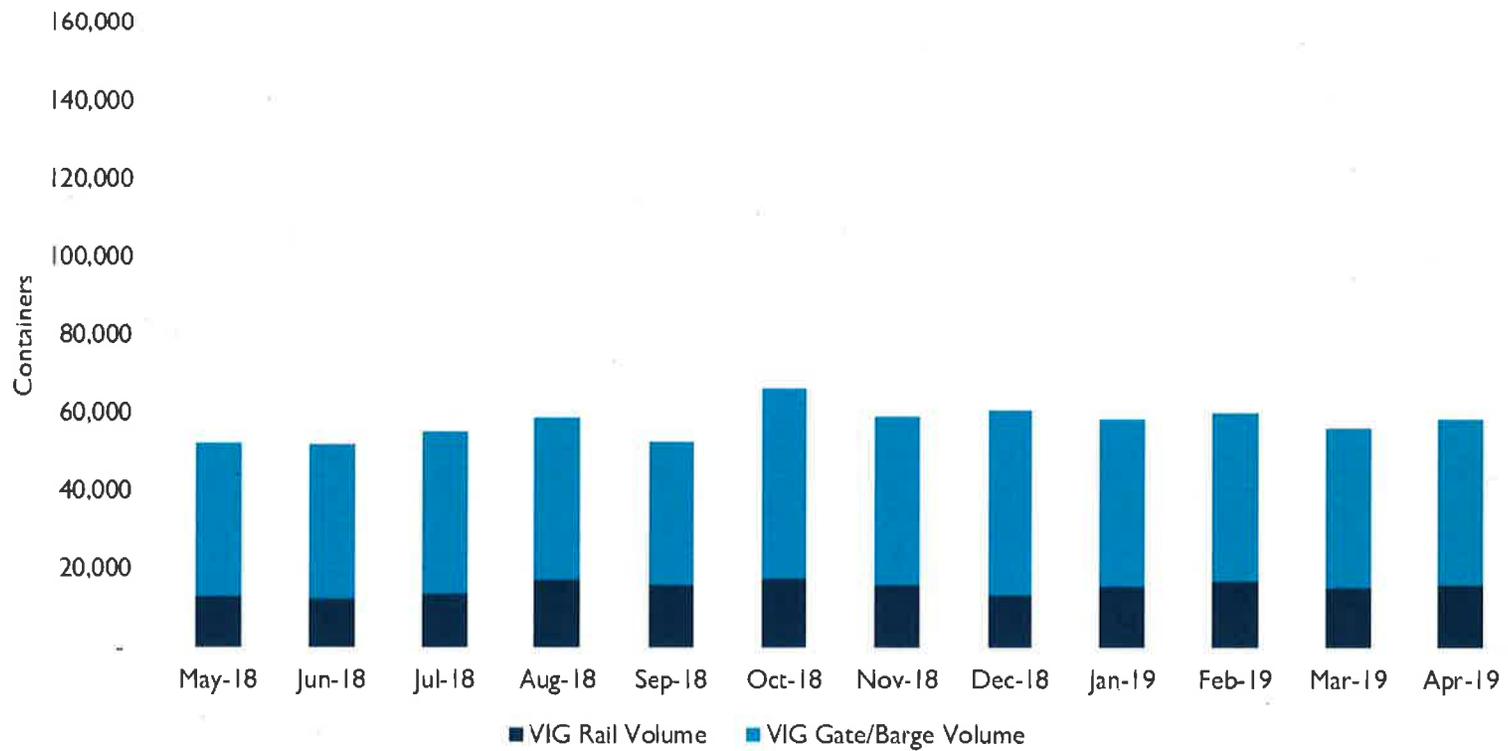
POV RAIL VS GATE/BARGE VOLUME



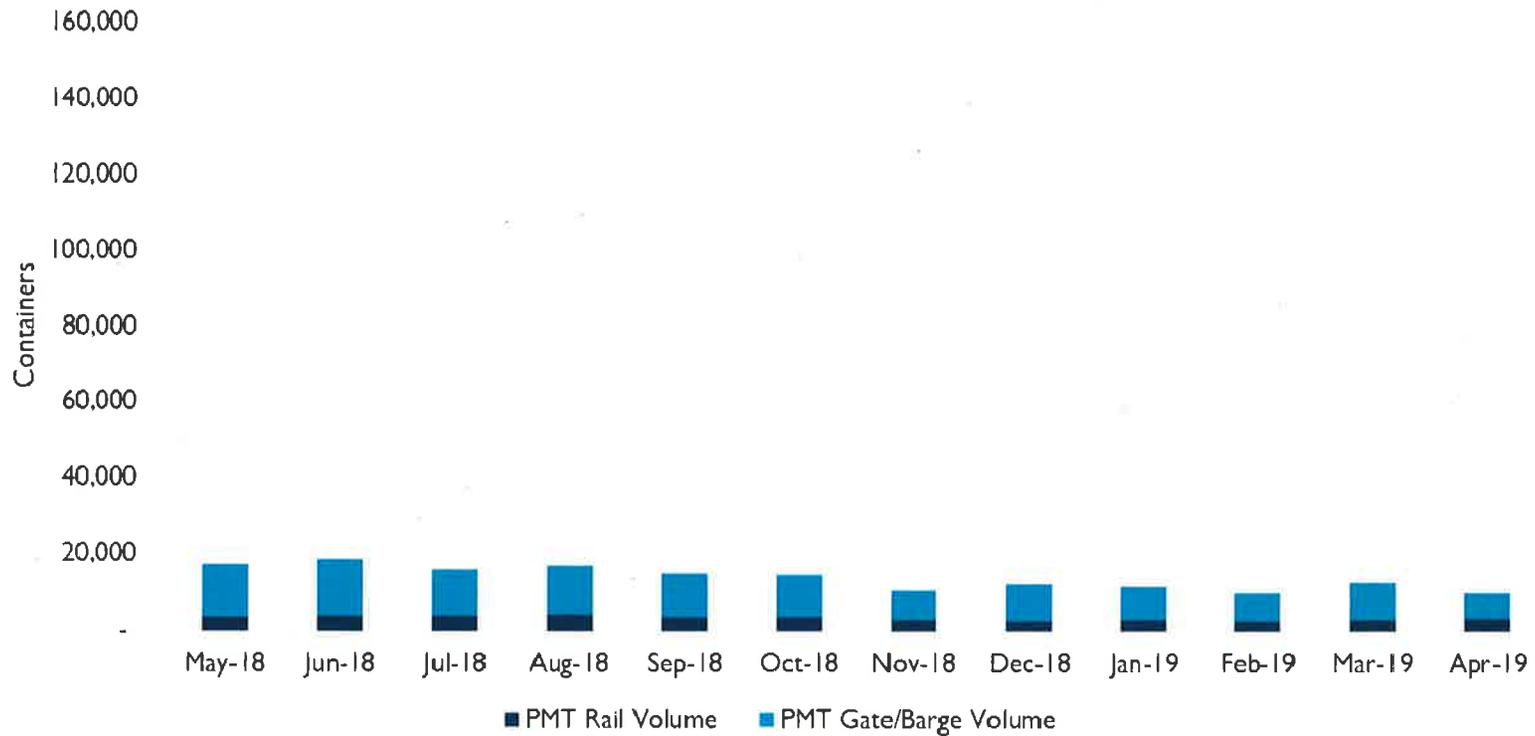
NIT RAIL VS GATE/BARGE VOLUME



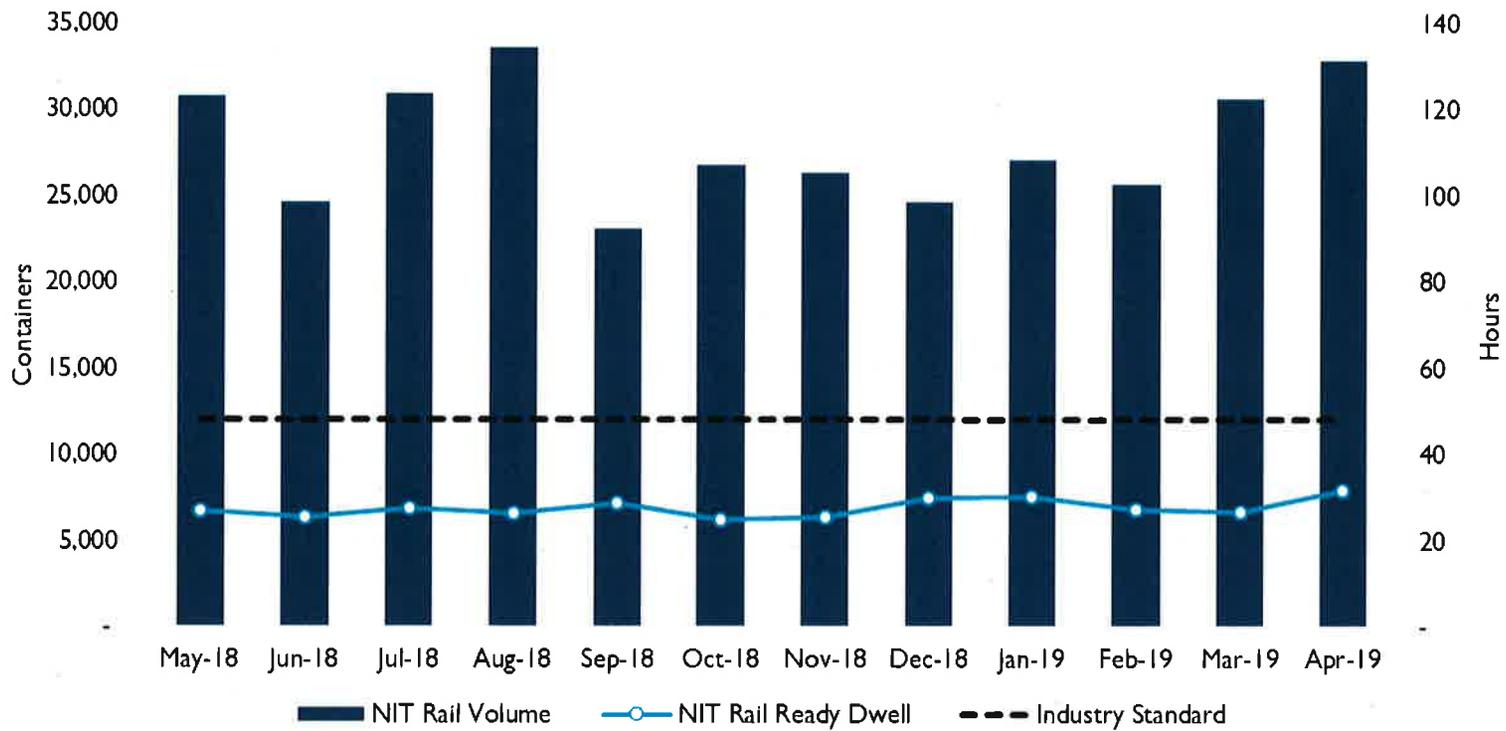
VIG RAIL VS GATE/BARGE VOLUME



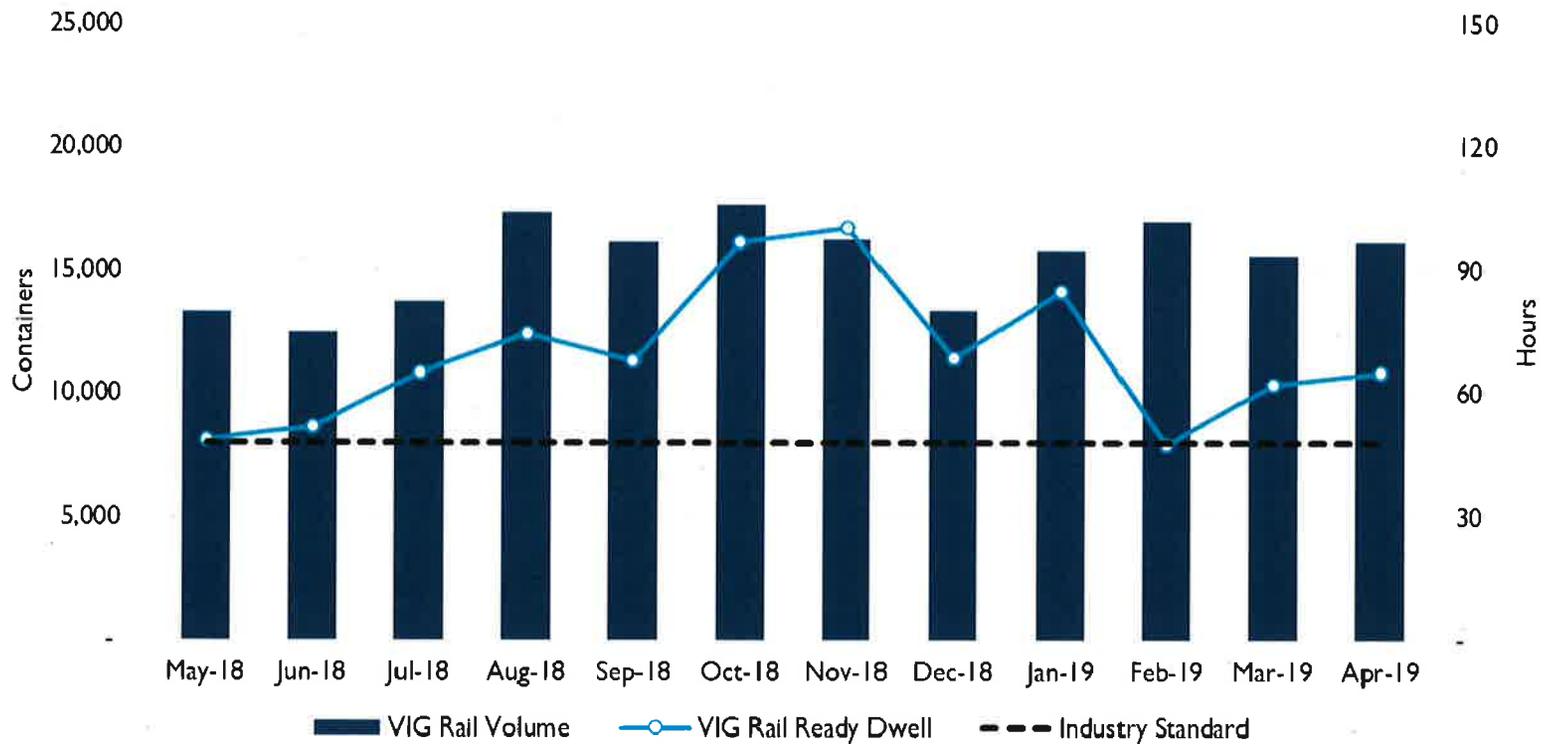
PMT RAIL VS GATE/BARGE VOLUME



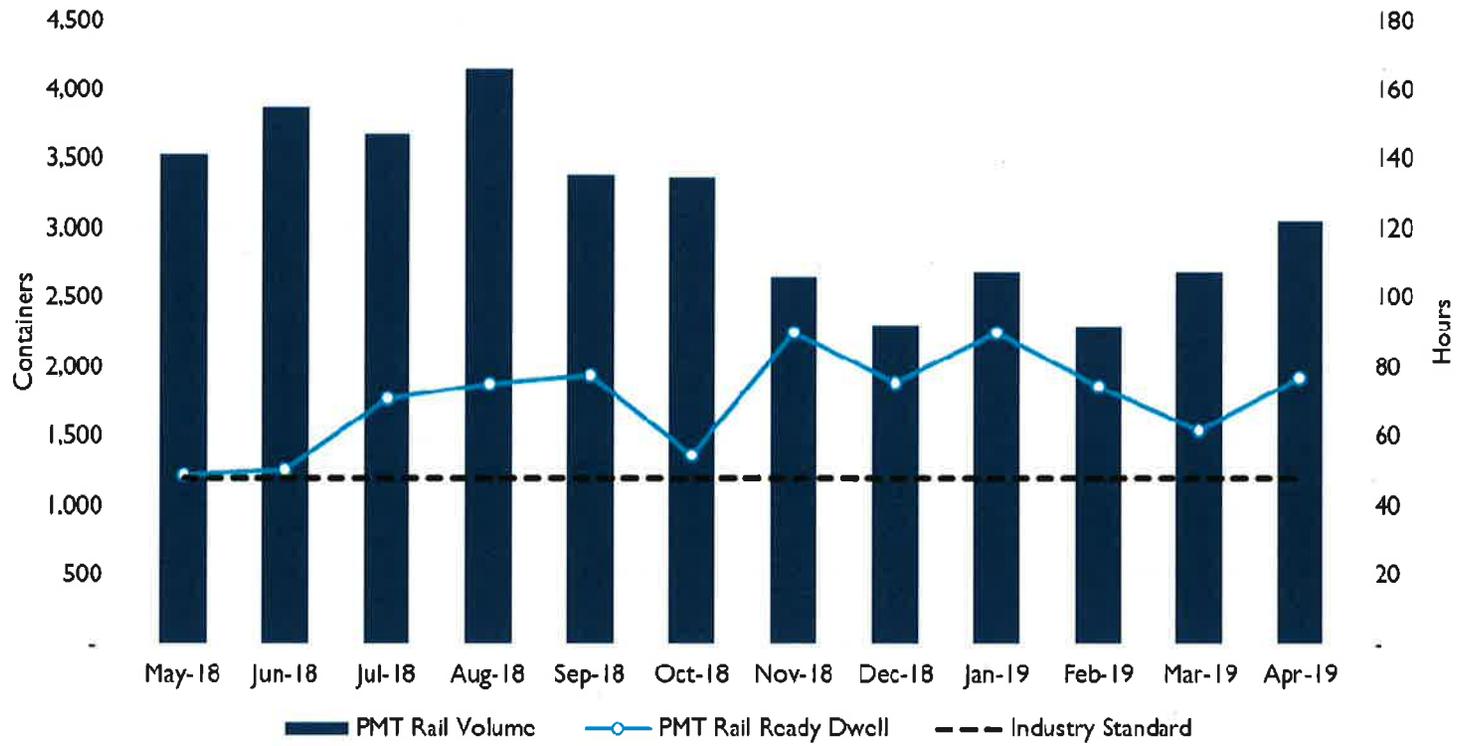
NIT RAIL VOLUME



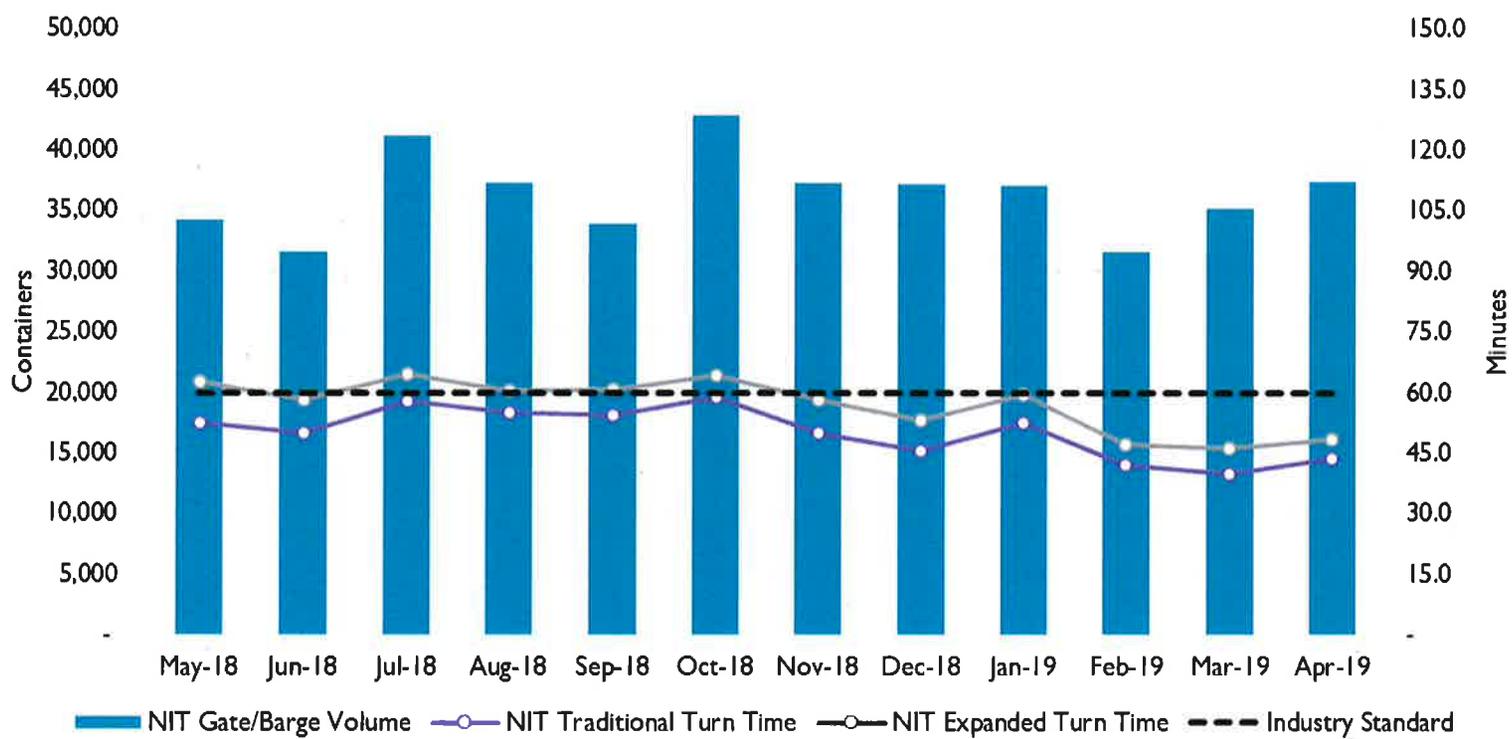
VIG RAIL VOLUME



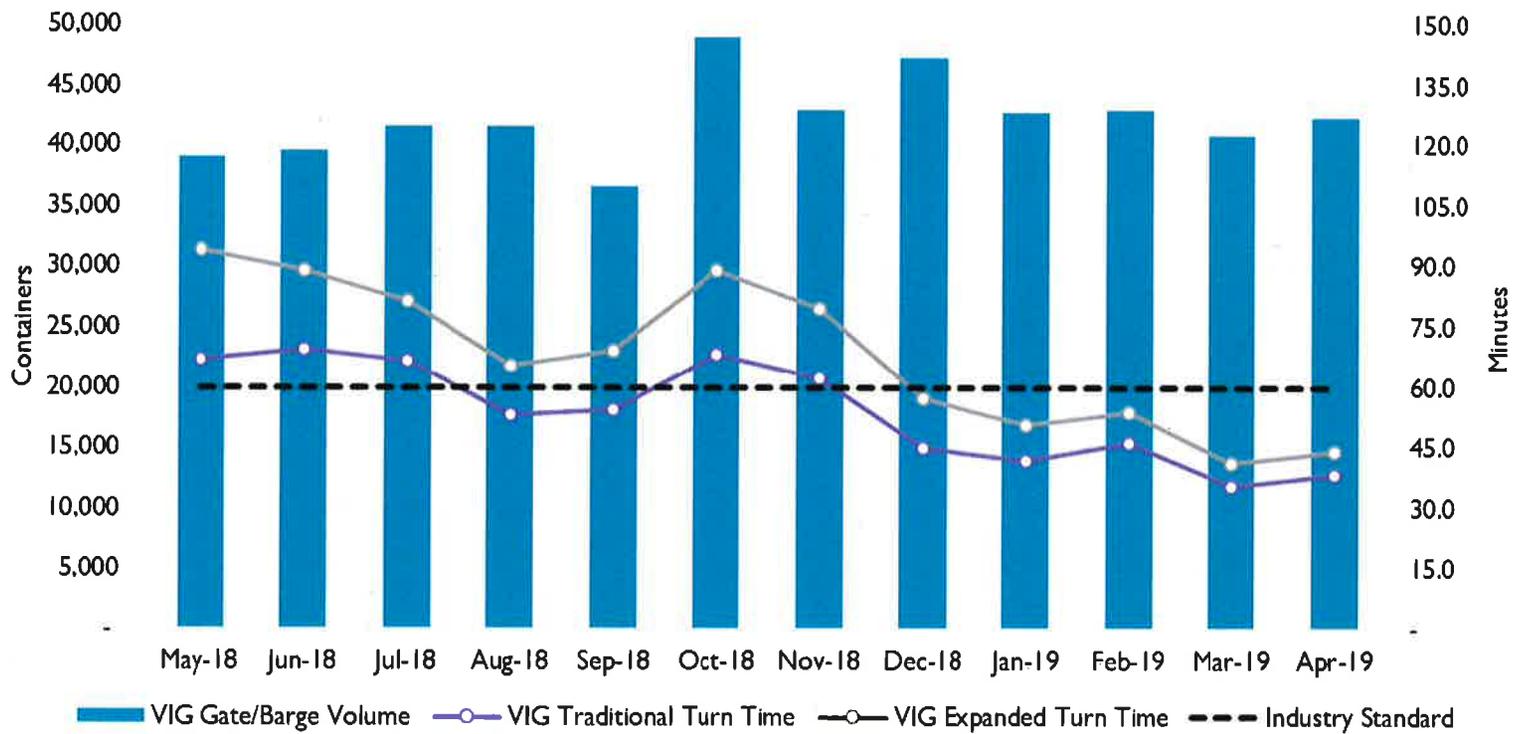
PMT RAIL VOLUME



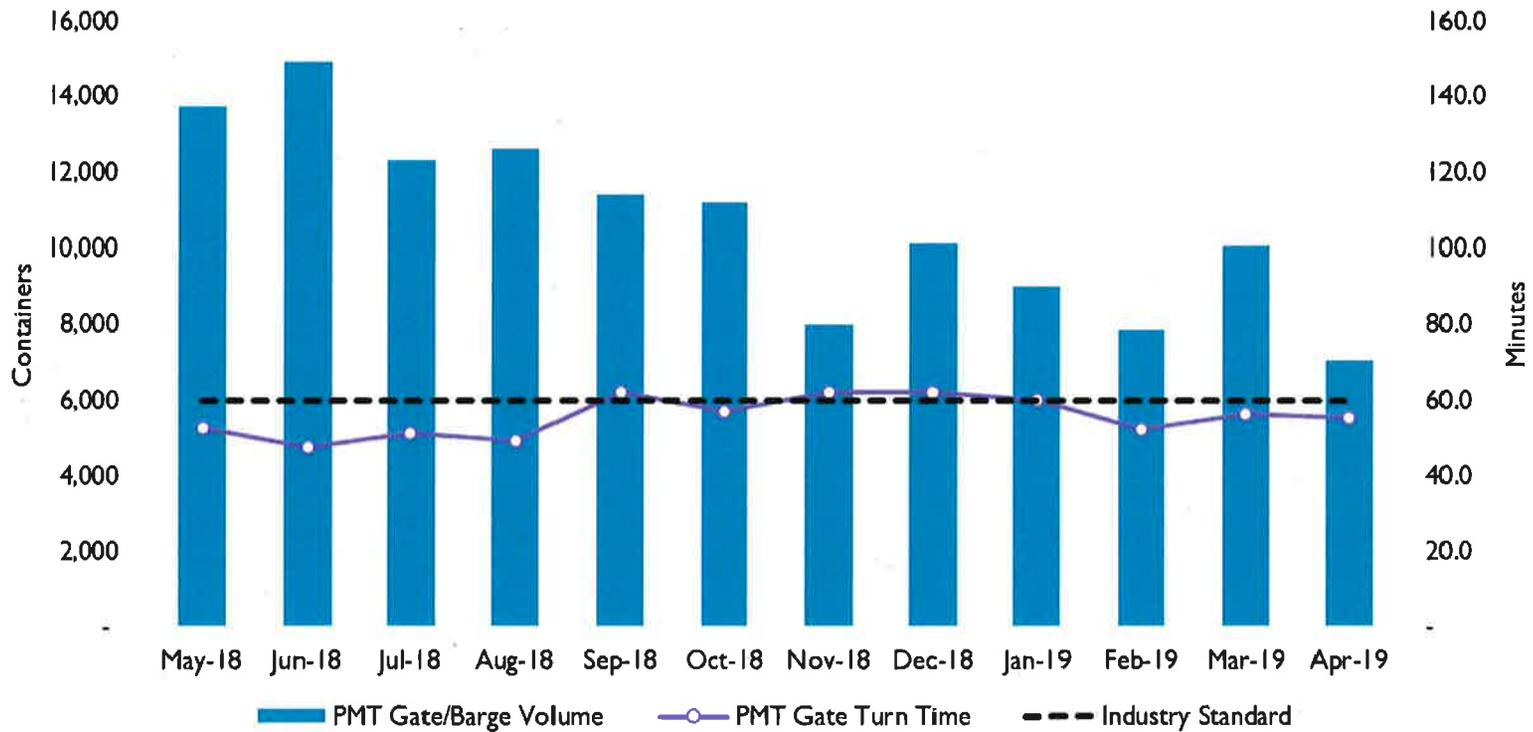
NIT GATE TURN TIMES



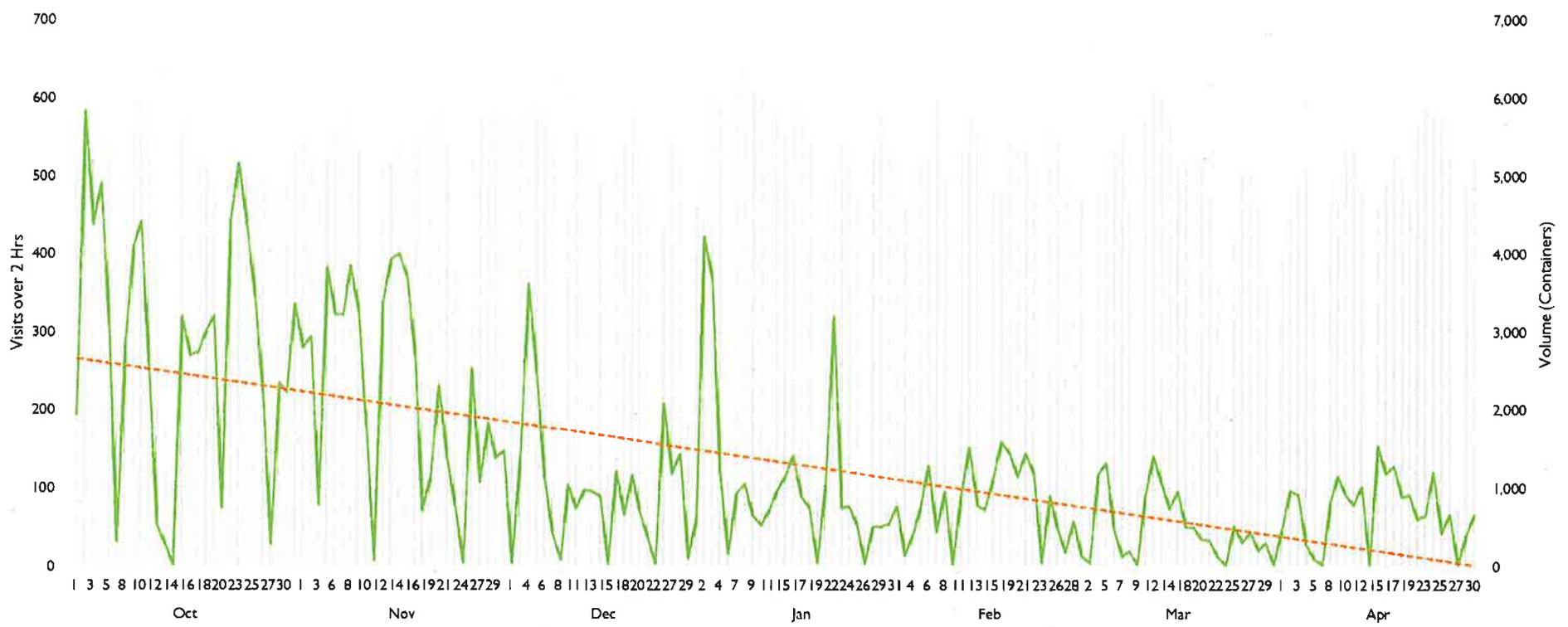
VIG GATE TURN TIMES



PMT GATE TURN TIMES

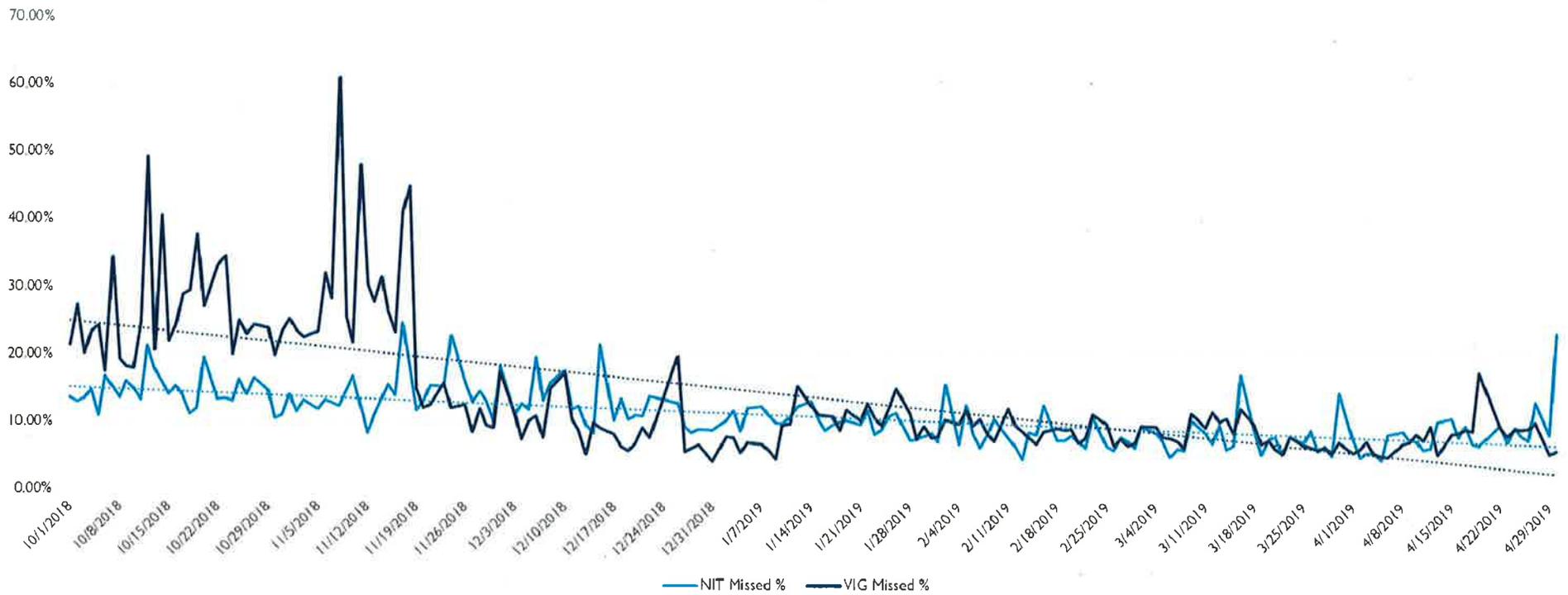


POV TRUCK VISITS WITH TURN TIME OVER 2 HOURS

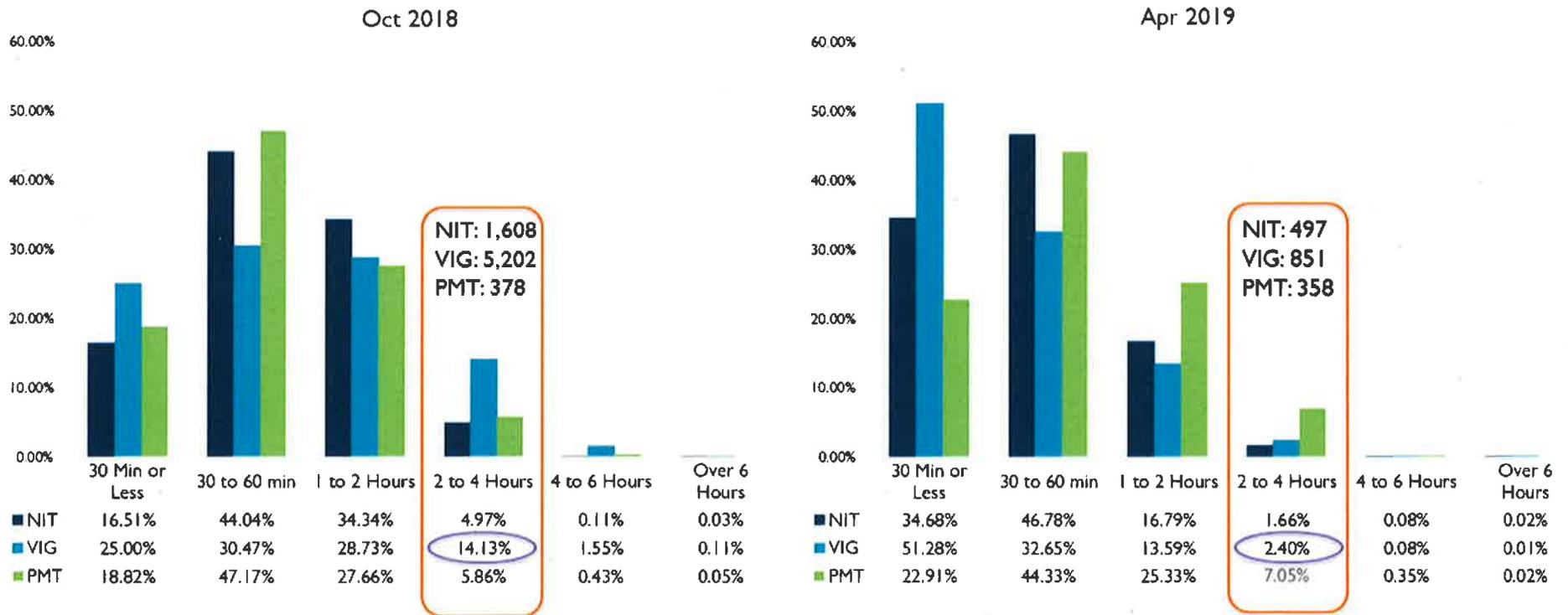


Stewards of Tomorrow

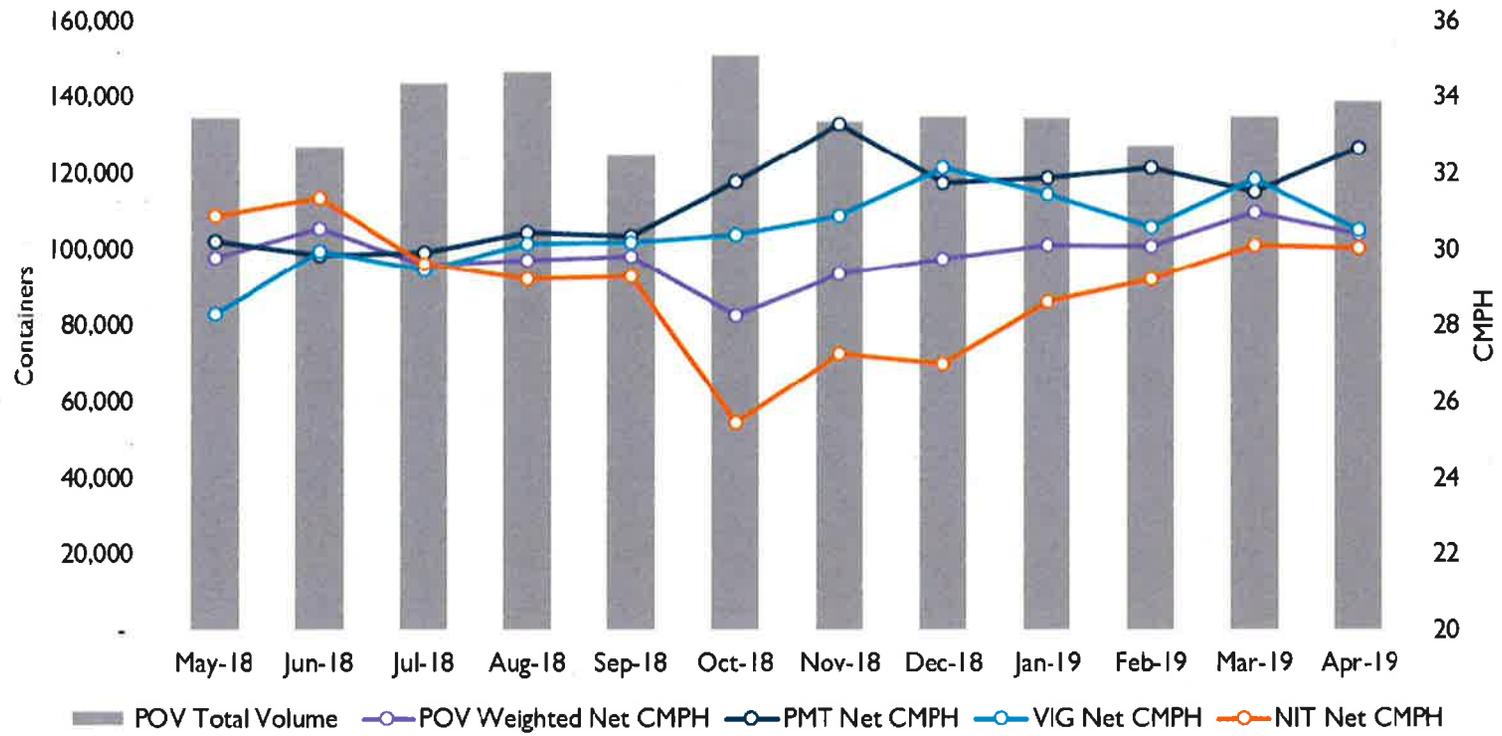
MISSED RESERVATIONS



TRADITIONAL TURN TIME – OCT 2018 vs APR 2019



NET CRANE MOVES PER HOUR



Questions?

SALES REPORT

Joseph O'Brien
Vice President, Ocean Carrier Sales



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PORT OF VIRGINIA VOLUMES – FYTD (April 2019)

	FY 2018	FY 2019	Change	% Change
Total TEUs	2,367,006	2,438,633	71,627	3.0%
Export Loaded TEUs	836,909	797,987	(38,923)	-4.7%
Export Empty TEUs	420,868	483,248	62,381	14.8%
Import Loaded TEUs	1,088,981	1,139,033	50,053	4.6%
Import Empty TEUs	20,249	18,365	(1,883)	-9.3%
Total Containers	1,341,723	1,371,102	29,379	2.2%
General Cargo Tonnage	18,430,325	18,308,319	(122,006)	-0.7%
Container Tonnage	18,269,869	18,163,470	(106,399)	-0.6%
Breakbulk Tonnage	160,456	144,849	(15,607)	-9.7%
Total Rail Containers	470,575	471,105	530	0.1%
VIP Containers	29,881	33,124	3,243	10.9%
Total Barge Containers	40,941	45,381	4,440	10.8%
RMT Containers	22,293	27,787	5,494	24.6%
Total Truck Containers	830,207	854,616	24,409	2.9%
Ship Calls	1,431	1,320	(111)	-7.8%
Vehicle Units	27,005	20,011	(6,994)	-25.9%

DIRECTOR OF OCEAN CARRIER SALES



Tony Salino is The Port of Virginia's new director of ocean carrier sales bringing to the position extensive experience in transportation industry.

Salino's last position was director of refrigerated business development for the North Carolina State Ports Authority. His work experience also includes time spent with ocean carriers Zim, CMA-CGM, NYK and Evergreen. He received a bachelor's degree from Old Dominion University.

INCREASE OF PORK TO CHINA



INTERMODAL SOUTH AMERICA



“CONECT” CONFERENCE



ANNUAL SALES MEETING IN NORFOLK



Questions?

INNOVATION REPORT

Joseph P. Ruddy
Chief Innovation Officer

MOVING YOUR RAIL CARGO THROUGH THE PORT OF VIRGINIA? **THAT'S SMART.**

DOUBLE STACK RAIL SERVICE TO THE
MIDWEST IN UNDER TWO DAYS?
THAT'S SMART.



**INTRODUCING SMART STACK™ -
RAIL SERVICE BY THE PORT OF VIRGINIA.**

Exempli quare debet ad animi, commendatur ad quodque illi, sed ab eorum tempore inchoant ut laboris et aliquid. Ut enim ad verum veniam, quae nostrum amantibus, utimus, velut in ut aliquid in ea commoda persequatur. Quia eum more debet in reprehensum in voluptate nihil esse cum dolore in fugat nulla paratur.



DWELL TIMES UNDER 36 HOURS?
THAT'S SMART.



**INTRODUCING SMART STACK™ -
RAIL SERVICE BY THE PORT OF VIRGINIA.**

Exempli quare debet ad animi, commendatur ad quodque illi, sed ab eorum tempore inchoant ut laboris et aliquid. Ut enim ad verum veniam, quae nostrum amantibus, utimus, velut in ut aliquid in ea commoda persequatur. Quia eum more debet in reprehensum in voluptate nihil esse cum dolore in fugat nulla paratur.



REACHING 14 MIDWEST MARKETS
BY RAIL IN TWO DAYS OR LESS?
THAT'S SMART.



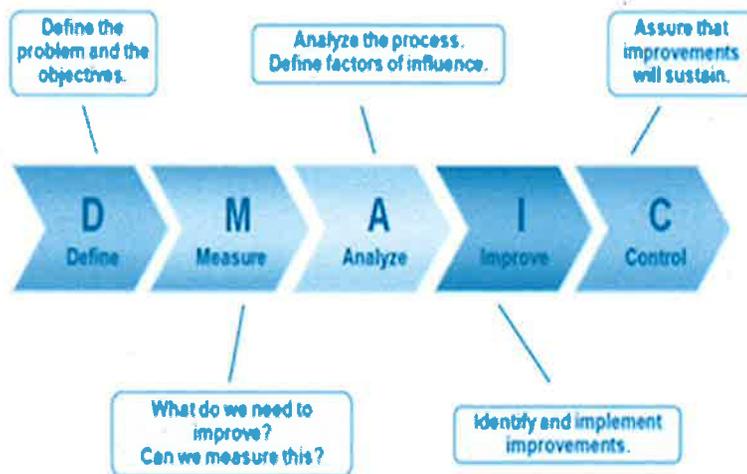
**INTRODUCING SMART STACK™ -
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IMPROVING OUR PROCESSES

Our colleagues are using skills learned in the Catalyst Academy to improve port processes and the customer experience



On-going Projects

- Vessel Productivity
- Supply Management
- Dispute Resolution
- Chassis Tire
- Invoice Charges
- ...

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



SNIT Phase III

Phase III construction
begins



SNIT Phase II

Phase II construction



SNIT Truck Staging Area

Truck Staging Area

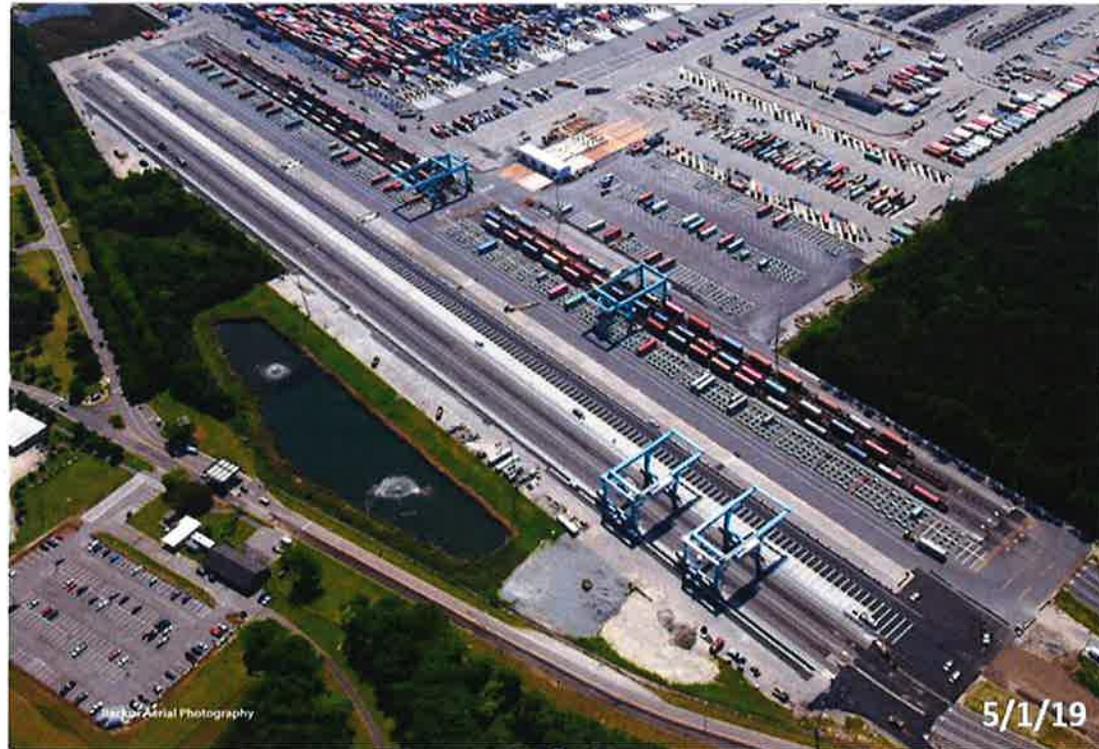
- Live testing began on 4/22/19
- Full implementation on 5/6/19



VIG Project Update



Rail Yard



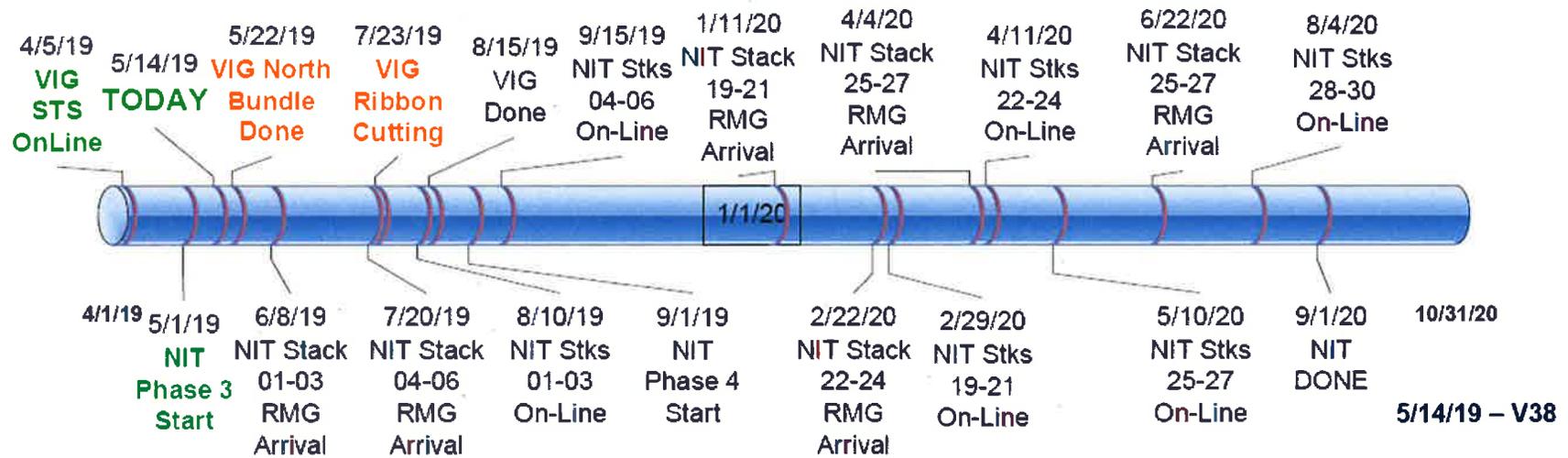
Rail Yard

North Rail Bundle - Paving and Striping





Timeline



Questions?



Stewards of Tomorrow

HUMAN RESOURCES REPORT

Wina Giddens

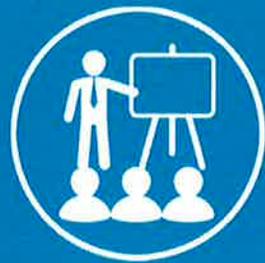
Director, Human Resources – Benefits & HRIS



Stewards of Tomorrow

Talent Management

P.I.V.O.T.



Pulse Survey



COLLEGE ROADSHOW

Talk with representatives who can help you chart your future at the port.



June 5th

WTC (Port Cafe)

9:00 a.m. - 11:30 a.m.

POC (Training Room Hall)

1:00 p.m. - 3:30 p.m.



June 6th

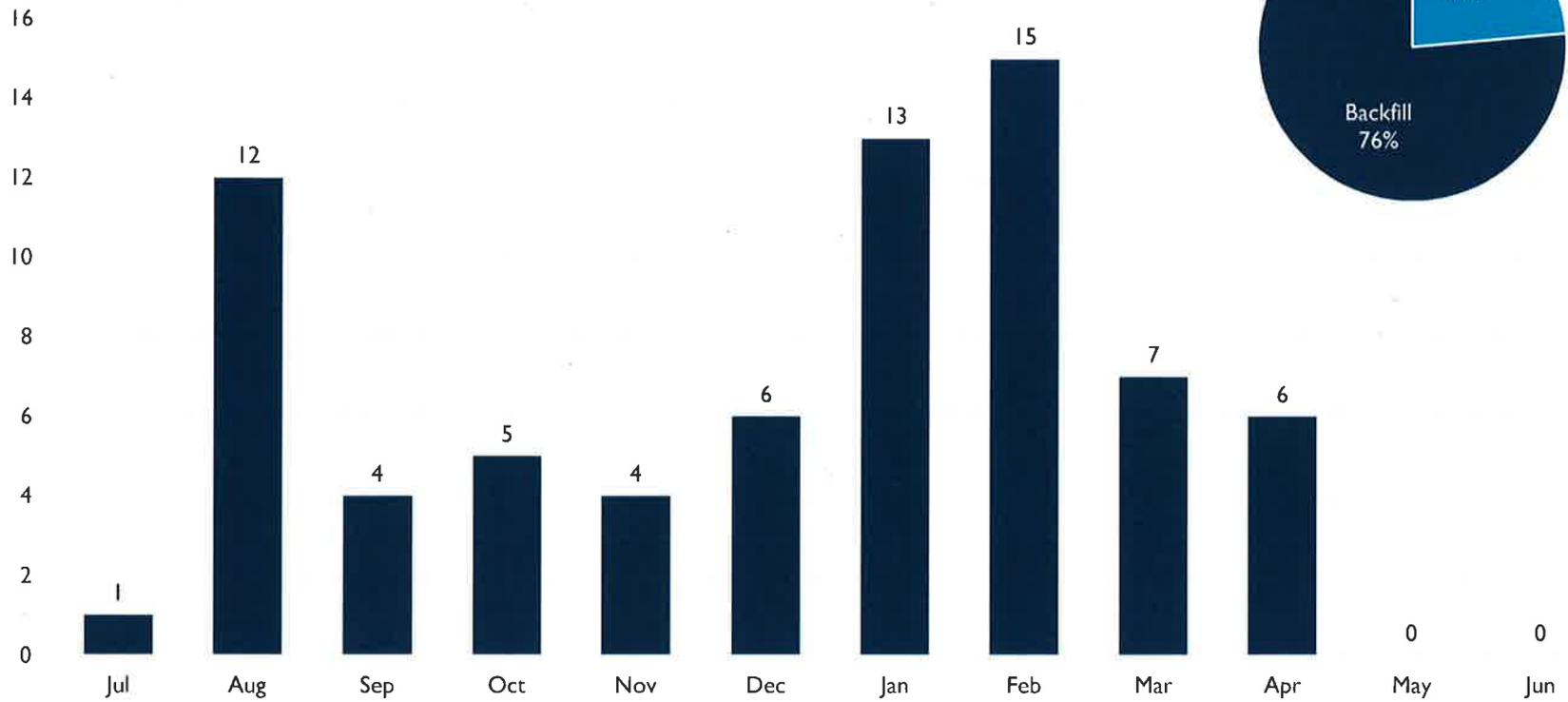
VIG (Executive Lobby)

9:00 a.m. - 12:00 p.m.



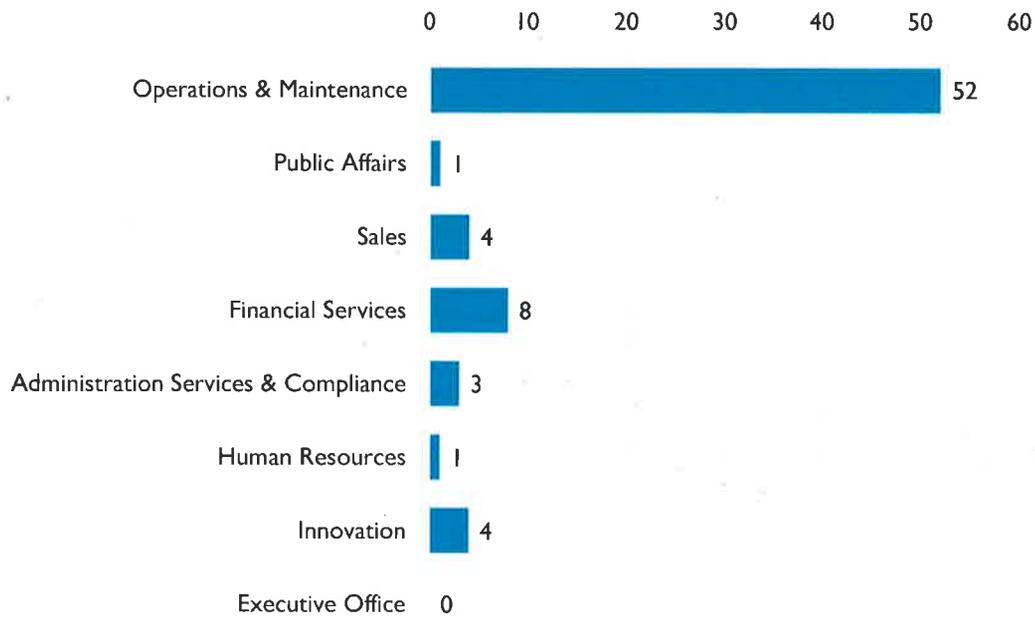
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Recruitment Metrics

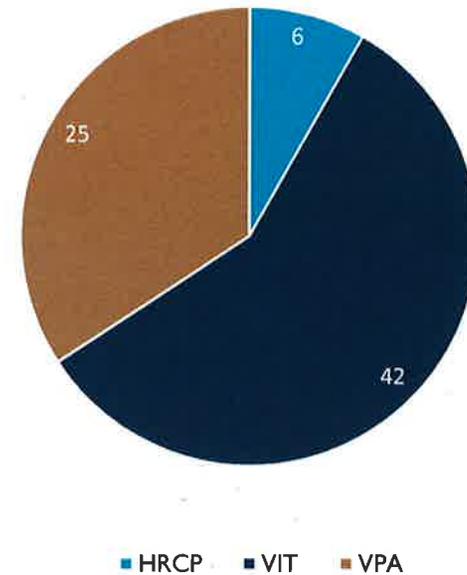


Recruitment Metrics

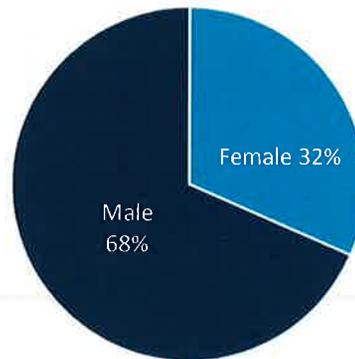
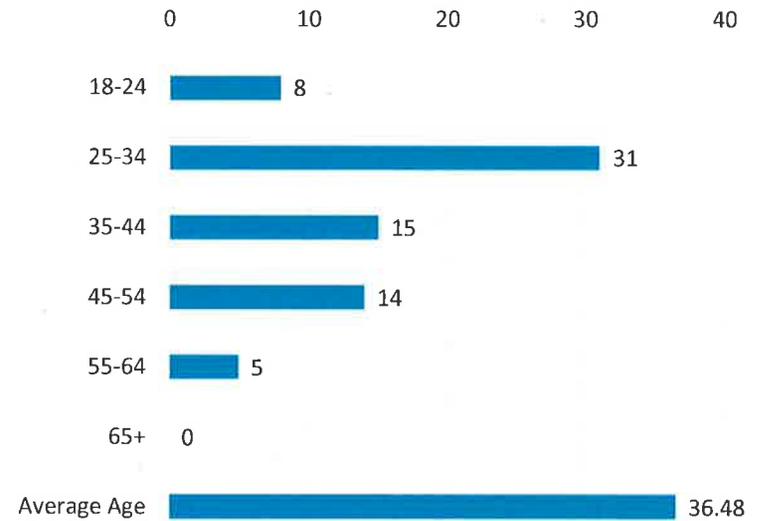
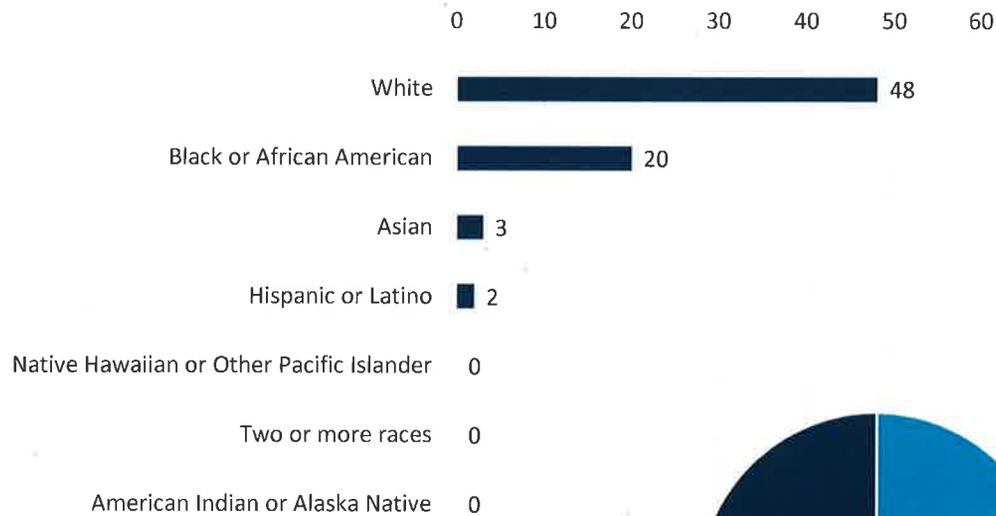
New Hires by Business Unit



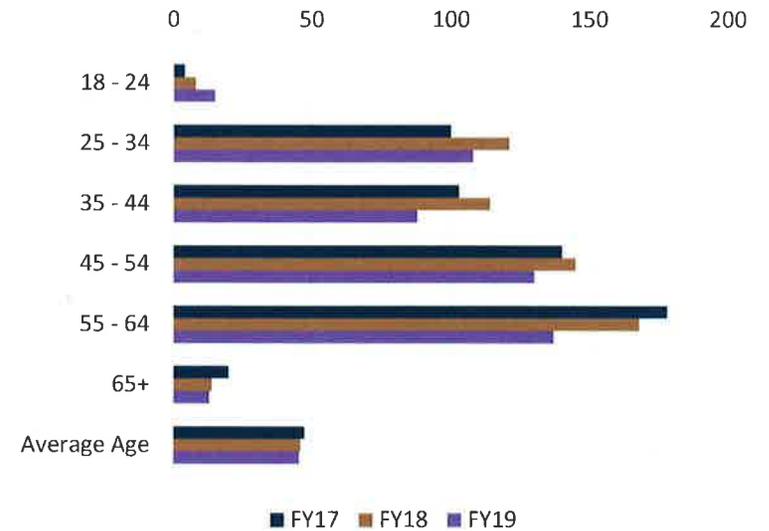
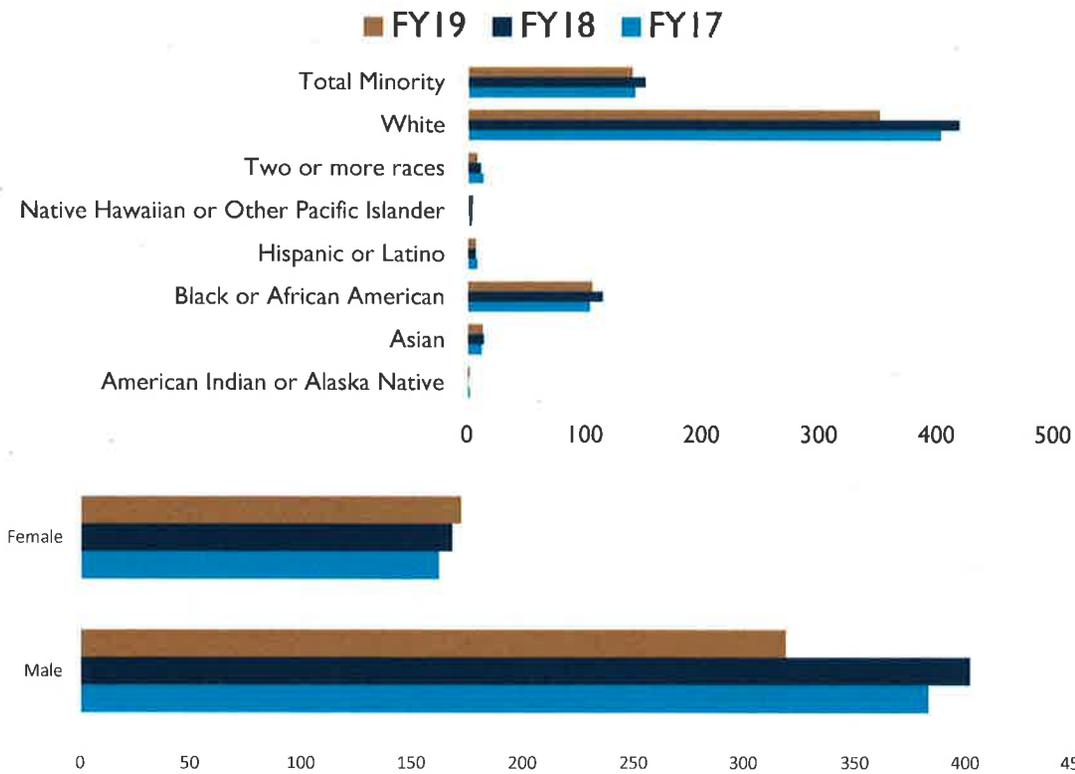
New Hires by Entity



New Hire Demographics

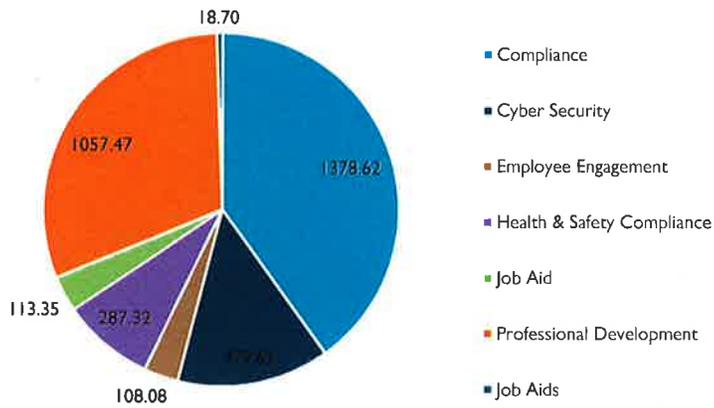


POV Demographics

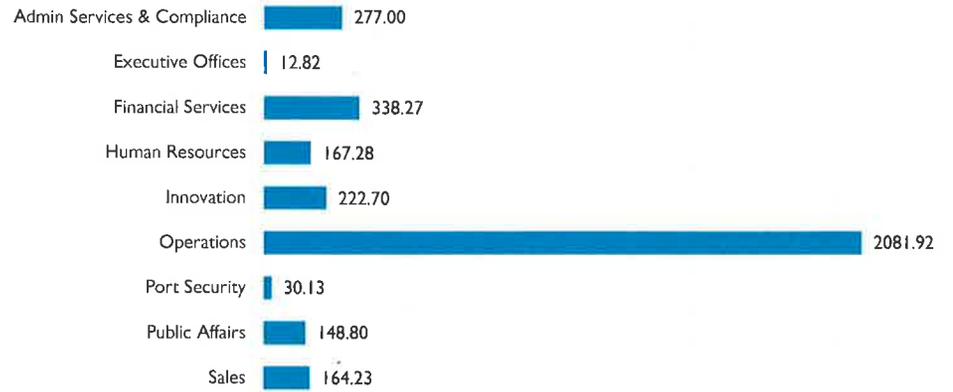


Training Metrics

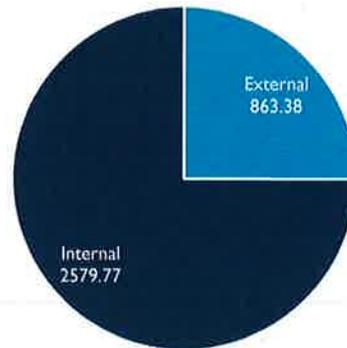
Training Hours by Type



Training Hours by Business Unit



Training Hours by Source



Questions?

PUBLIC AFFAIRS REPORT

Cathie Vick
Chief Public Affairs Officer



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FEDERAL GOVERNMENT AFFAIRS

Congress of the United States
Washington, DC 20515

April 4, 2019

The Honorable Nita Lowey
Chairwoman, House Committee on
Appropriations
H-305 The Capitol
Washington, D.C. 20515

The Honorable Marcy Kaptur
Chairwoman, House Subcommittee on
Energy and Water Development, and Related
Agencies
H-305 The Capitol
Washington, D.C. 20515

The Honorable Kay Granger
Ranking Member, House Committee on
Appropriations
1016 Longworth House Office Building
Washington, D.C. 20515

The Honorable Mike Simpson
Ranking Member, House Subcommittee on
Energy and Water Development, and Related
Agencies
1016 Longworth House Office Building
Washington, D.C. 20515

Dear Chairwoman Lowey, Ranking Member Granger, Chairwoman Kaptur, and Ranking
Member Simpson:

As the Committee prepares its FY20 Energy and Water Appropriations Bill, we respectfully
request that you adequately fund the Army Corps of Engineers civil works program at \$2.6
billion and include bill language directing at least one construction new start for navigation.

Breaking down this request by accounts, we are requesting the subcommittee provide the coastal
navigation program with no less than \$2.128 billion, of which at least \$500 million should be for
Construction projects, \$1.59 billion for Harbor Maintenance Trust Fund-related Operations and
Maintenance (O&M) work, and \$50 million for the Donor and Energy Ports program.

Sincerely,


ROBERT C. "BOBBY" SCOTT
Member of Congress


ROBERT J. WITTMAN
Member of Congress


GERALD E. CONNOLLY
Member of Congress


W. MORGAN GRIFFITH
Member of Congress


DONALD S. BEYER JR.
Member of Congress


A. DONALD MCEACHIN
Member of Congress


BEN CLINE
Member of Congress


ELAINE E. LURIA
Member of Congress


DENVER LEE RIGGLEMEN III
Member of Congress

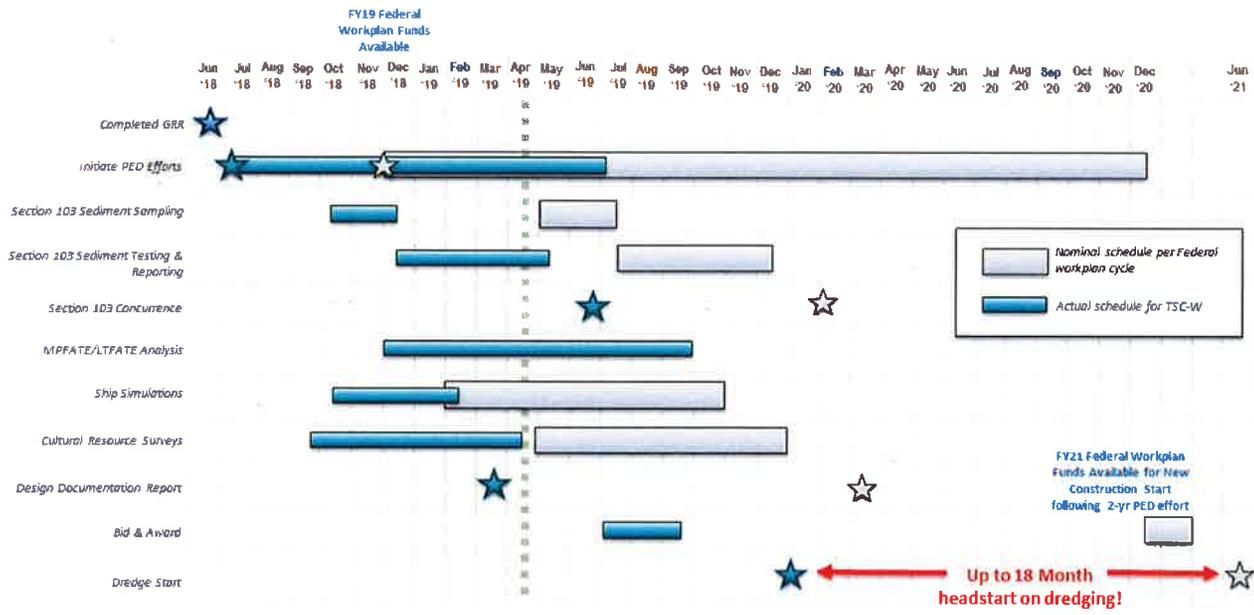

ABIGAIL D. SPANBERGER
Member of Congress


JENNIFER WEXTON
Member of Congress

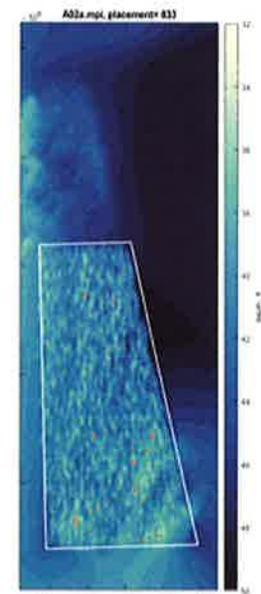


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NORFOLK HARBOR & CHANNELS DEEPENING



Single DNODS cell placement MPFATE (Non-conforming)



Two-cell placement MPFATE (Conforms)

STATE & LOCAL GOVERNMENT AFFAIRS

2019 Reconvene Legislative Session



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2019 STATE OF THE PORT

Thank you Virginia Maritime Association and HRGCC



Richmond State of the Port



Tour of the VIP after SOTP

ISO 14001 (EMS) AUDIT



- Recertification audit completed in April
- “Best integration of EMS” the auditor has ever seen



THE PORT OF
VIRGINIA

→ ABOUT

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

2018 SUSTAINABILITY. ON A LARGER SCALE.



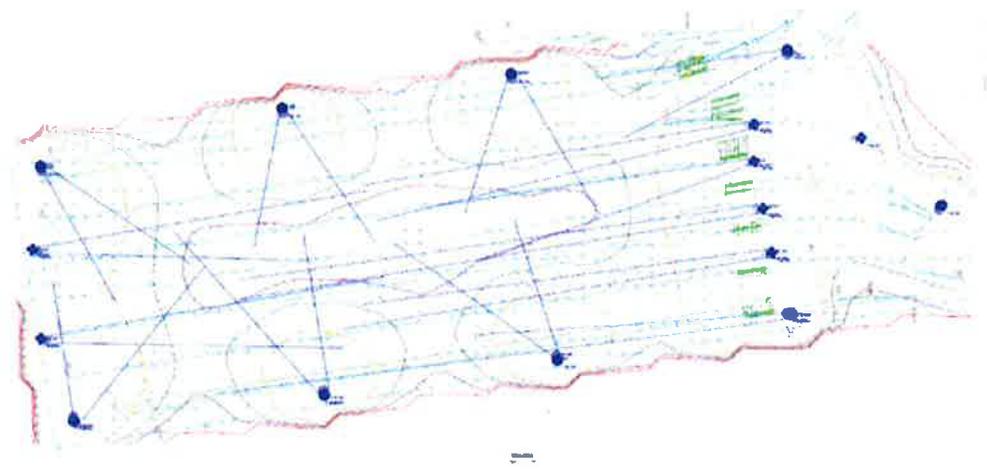
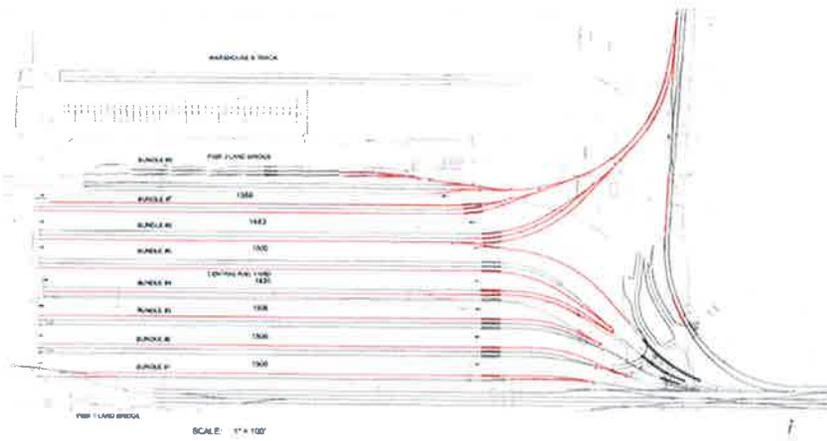
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the PDF

SCROLL



See our commitment firsthand at
www.portofvirginia.com/sustainability

NIT CENTRAL RAIL YARD EXPANSION



RMT PROJECT DEVELOPMENT

VIRGINIA PORT AUTHORITY

THE PORT OF VIRGINIA

RICHMOND MARINE TERMINAL
BULKHEAD REPAIR

DATE: APRIL 1, 2019

PROJECT LOCATION

NO.	DESCRIPTION	DATE
1	ISSUED FOR PERMIT	04/01/19
2	ISSUED FOR CONSTRUCTION	04/01/19
3	ISSUED FOR OPERATION	04/01/19

PROJECT LOCATION

RICHMOND MARINE TERMINAL
DROP LOT AND GATE IMPROVEMENTS

RICHMOND, VIRGINIA

30% SUBMITTAL
APRIL 1, 2019

INDEX OF DRAWINGS

NO.	DESCRIPTION
1	GENERAL NOTES
2	PROPOSED IMPROVEMENTS
3	EXISTING CONDITIONS
4	UTILITY LOCATIONS
5	PROPOSED LOT LAYOUT
6	PROPOSED GATE LAYOUT
7	PROPOSED PAVING
8	PROPOSED LIGHTING
9	PROPOSED SIGNAGE
10	PROPOSED FENCE
11	PROPOSED SECURITY
12	PROPOSED DRAINAGE
13	PROPOSED EROSION CONTROL
14	PROPOSED LANDSCAPING
15	PROPOSED UTILITIES
16	PROPOSED ACCESS
17	PROPOSED SAFETY
18	PROPOSED MAINTENANCE
19	PROPOSED INSPECTION
20	PROPOSED RECORD

LOCATION MAP

VICINITY MAP

TITLE SHEET
GI001



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FY 2019 ECONOMIC DEVELOPMENT TOTALS

40 ANNOUNCEMENTS



MORE THAN 2,500,000 SQ. FT.
OF SPACE



CREATED
2,652 JOBS

INVESTED MORE
THAN \$1.9 BILLION



Source: POV Economic Development May 2019

SINCE LAST BOARD MEETING...



212,437 sq ft new facility
\$60 million investment
60 new jobs



Portsmouth, VA

MIRT & EMERGENCY OPERATIONS

- **POV TTX**
 - Recovery from a active shooter
 - Highlighted POV internal COOP Processes
- **SDDC Updates**
 - Contract under development
 - Attended Strategic Ports Conference



HOST PORT FOR ANNUAL CONVENTION



Questions?



THE PORT OF
VIRGINIA

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STEWARDS OF TOMORROW

INNOVATION

HELPFULNESS

ACCESSIBILITY

MINDFULNESS

FORTITUDE

SUSTAINABILITY