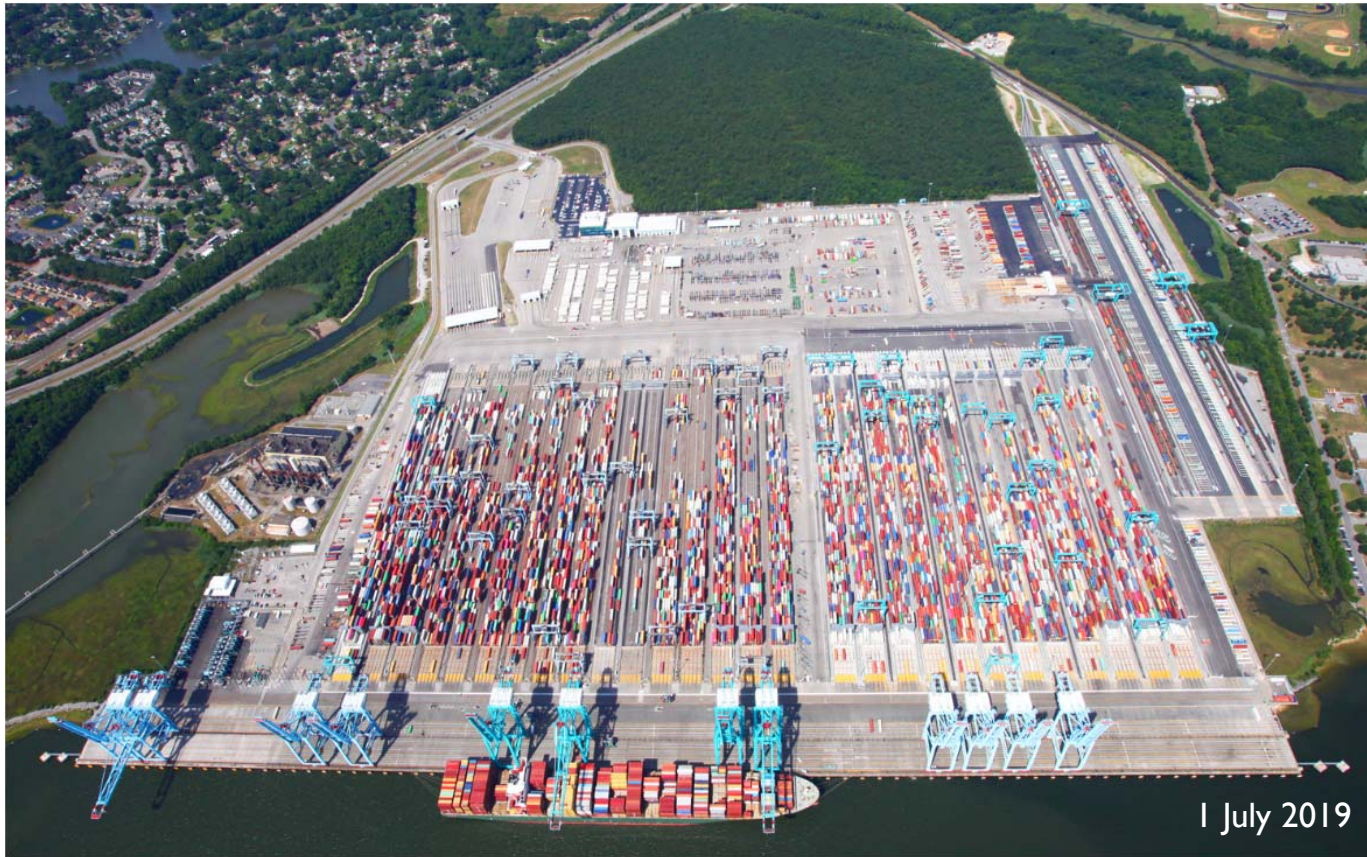


Virginia Port Authority Board of Commissioners, Session 395, July 23, 2019



AGENDA

- Committee Reports and Chief Reports
 - Finance and Audit
 - Growth and Operations
 - Innovation
 - Human Resources
 - Public Affairs

FINANCE and AUDIT COMMITTEE

Rodney W. Oliver
Chief Financial Officer

MAY FINANCIAL PERFORMANCE

OPERATING REVENUES AND EXPENSES:

For the Month Ended May 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.

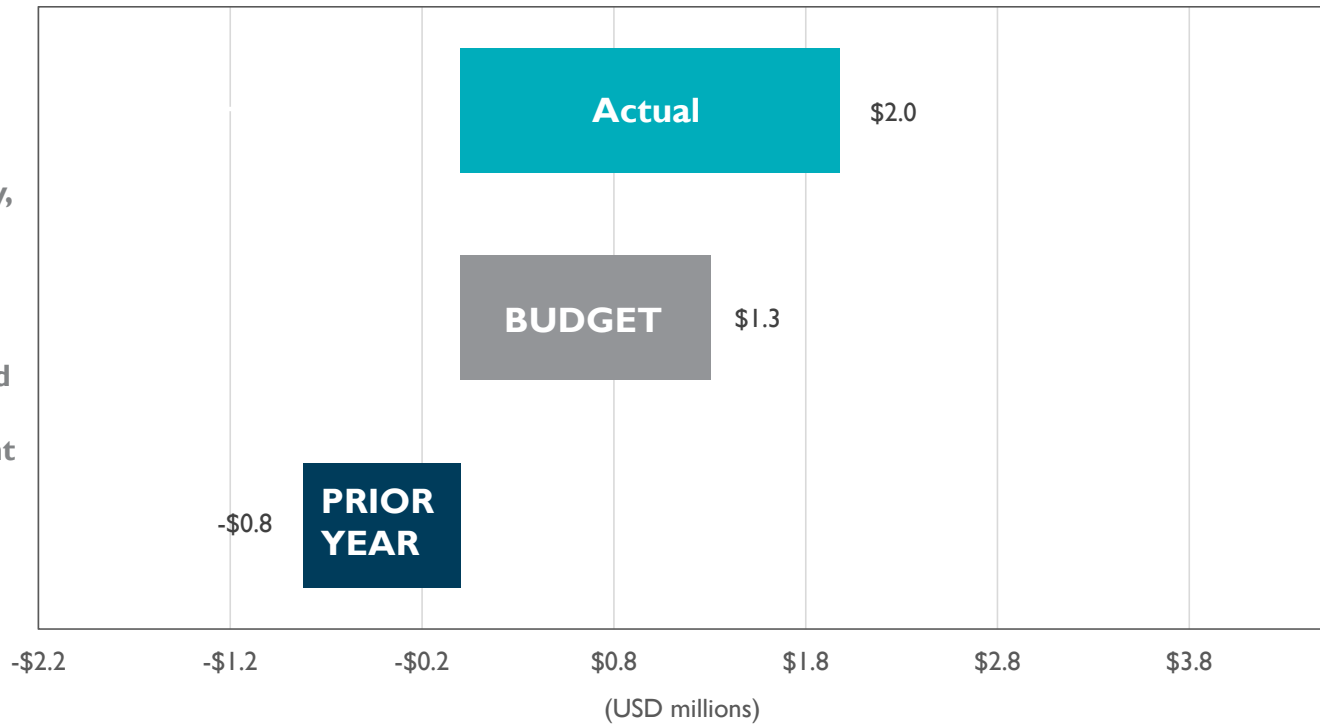


OPERATING INCOME (LOSS):

For the Month Ended May 31, 2019

TAB 04 MAY 19

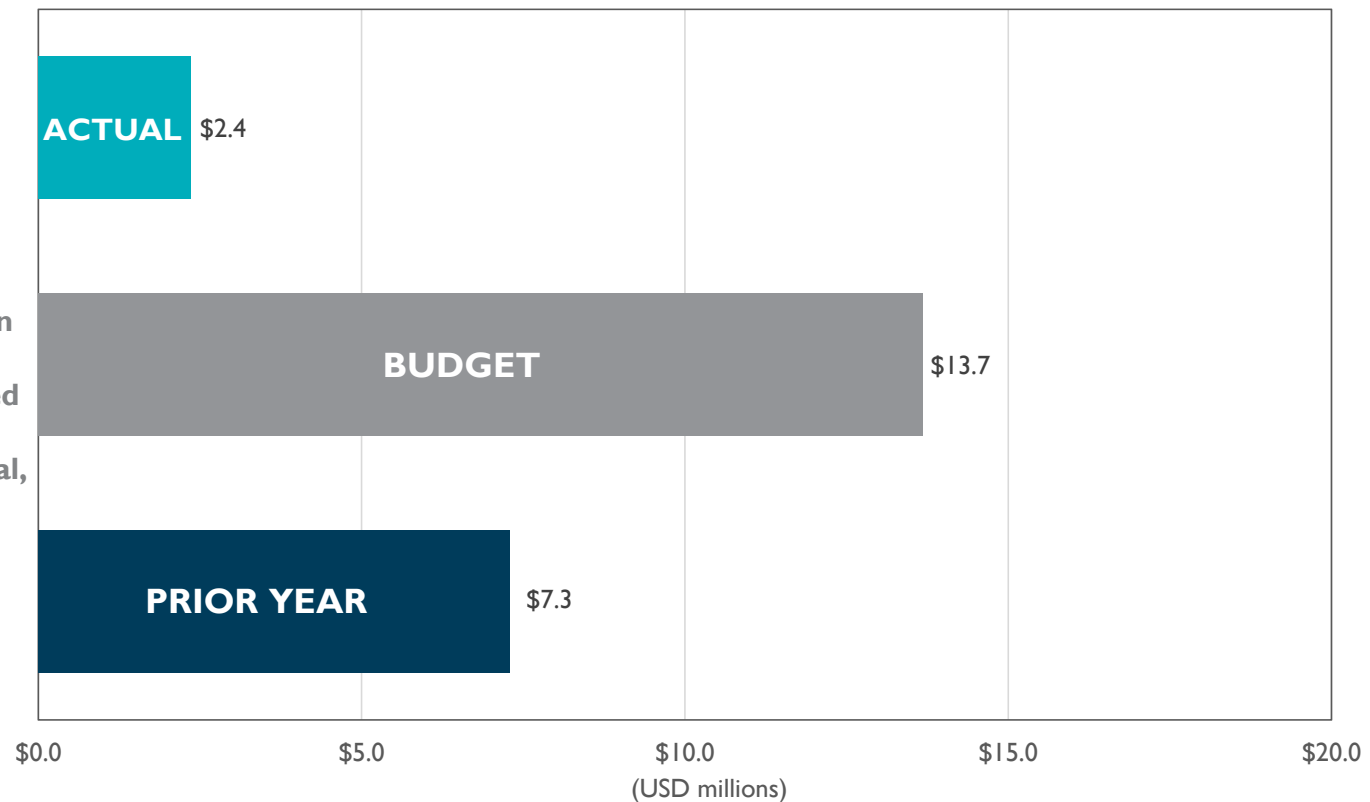
NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.



CHANGE IN NET POSITION:

For the Month Ended May 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.



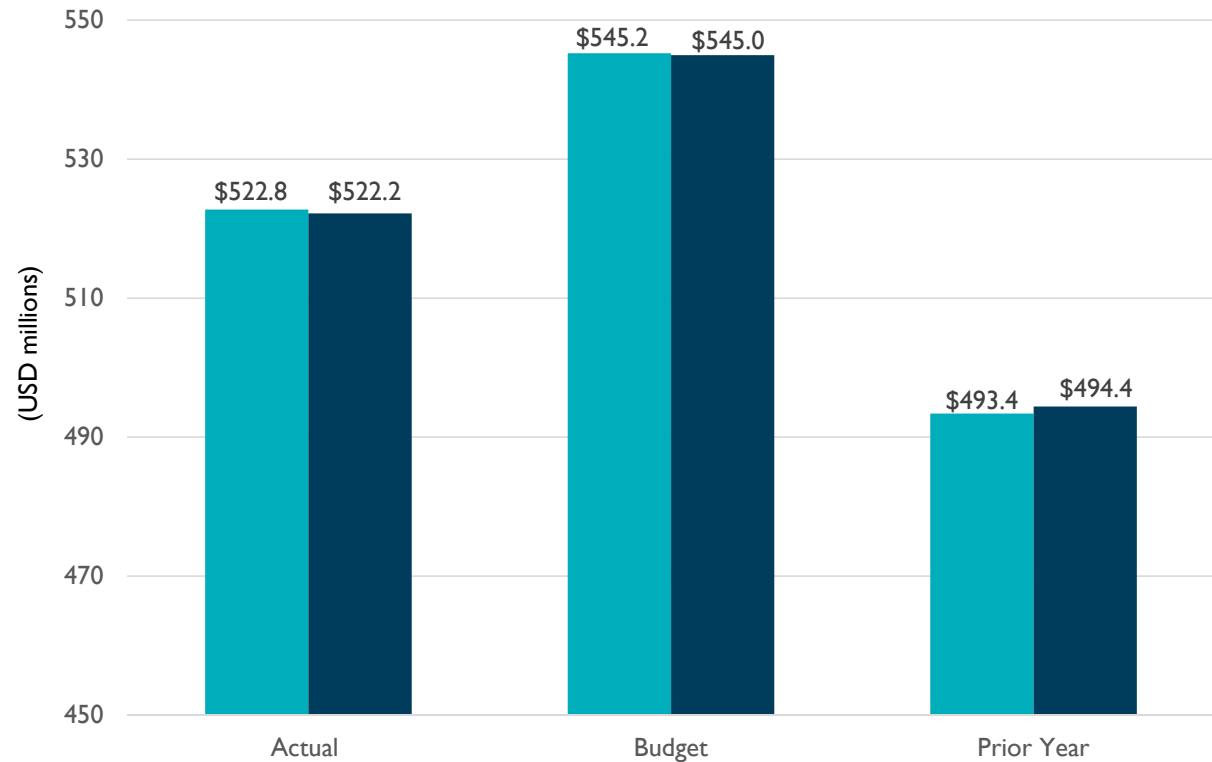
OPERATING REVENUES AND EXPENSES:

For the Eleven Months Ended May 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

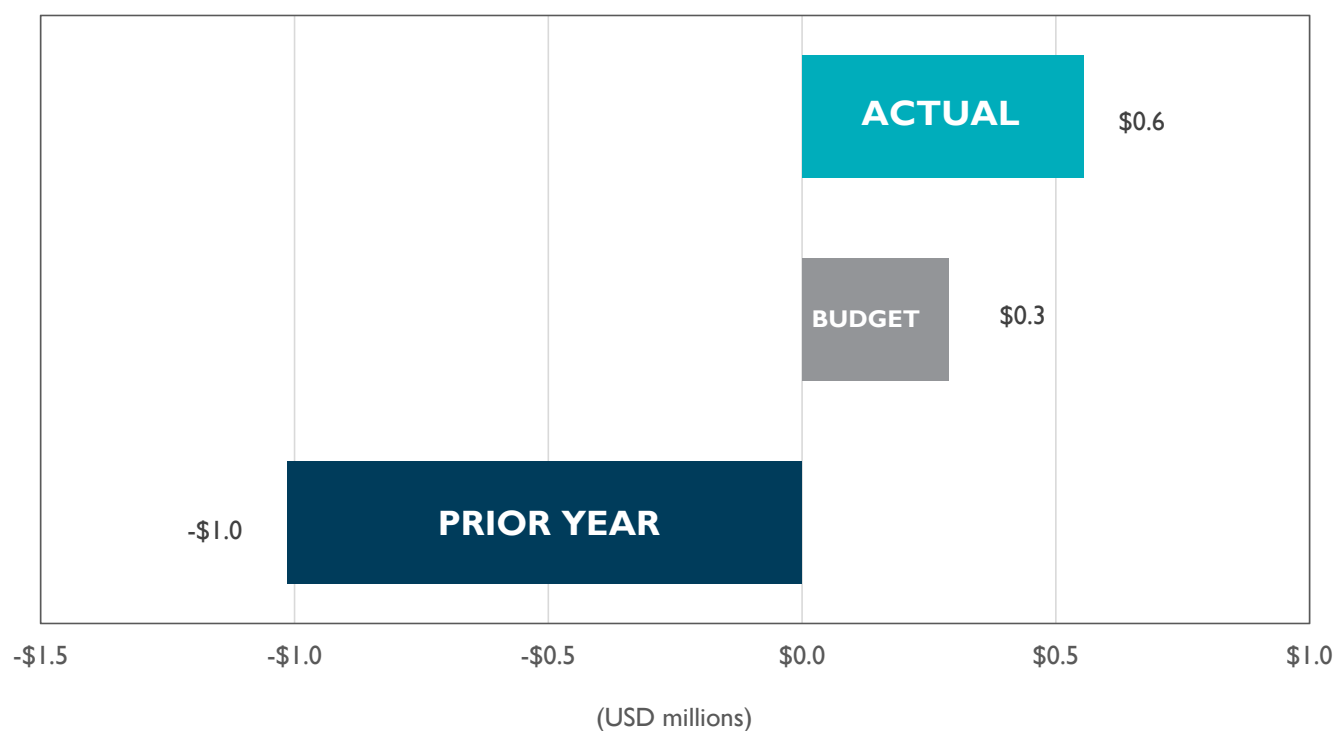
■ Operating Expenses



OPERATING INCOME (LOSS):

For the Eleven Months Ended May 31, 2019

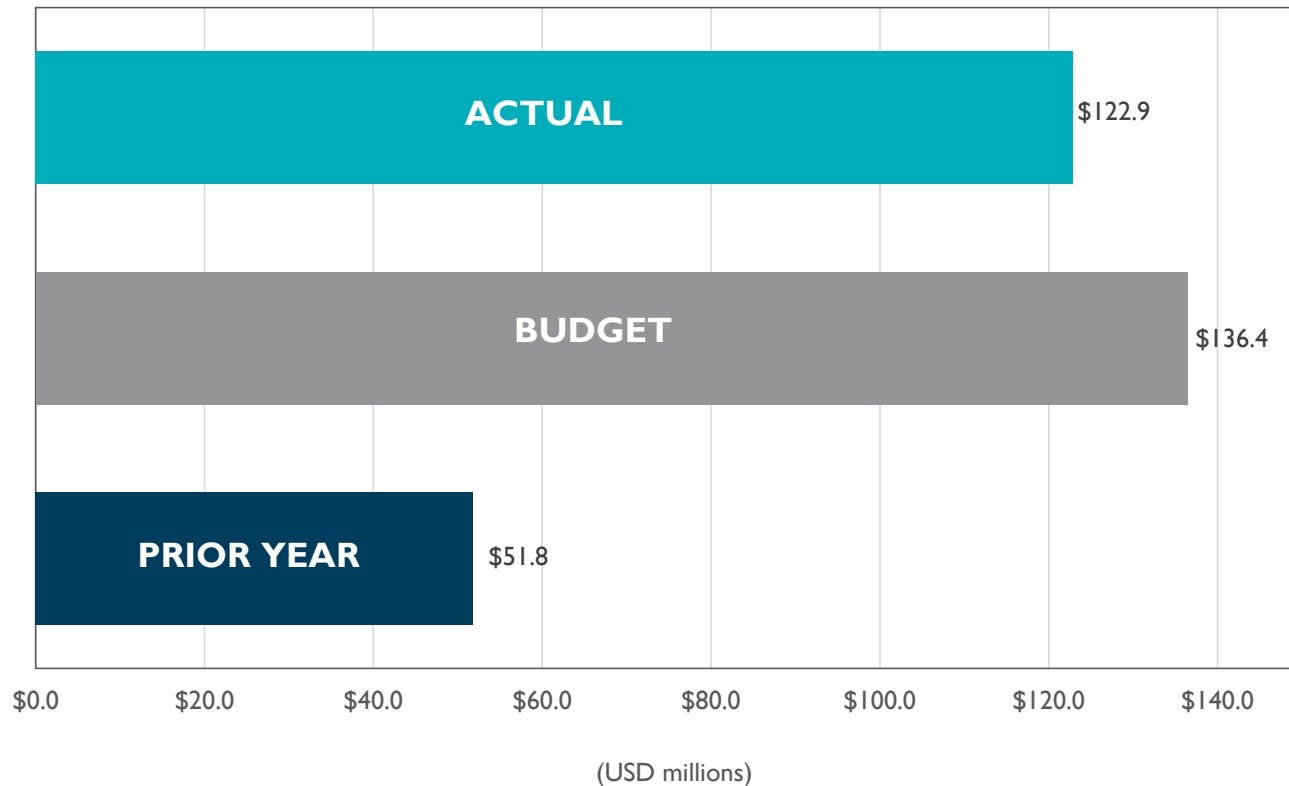
NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.



CHANGE IN NET POSITION:

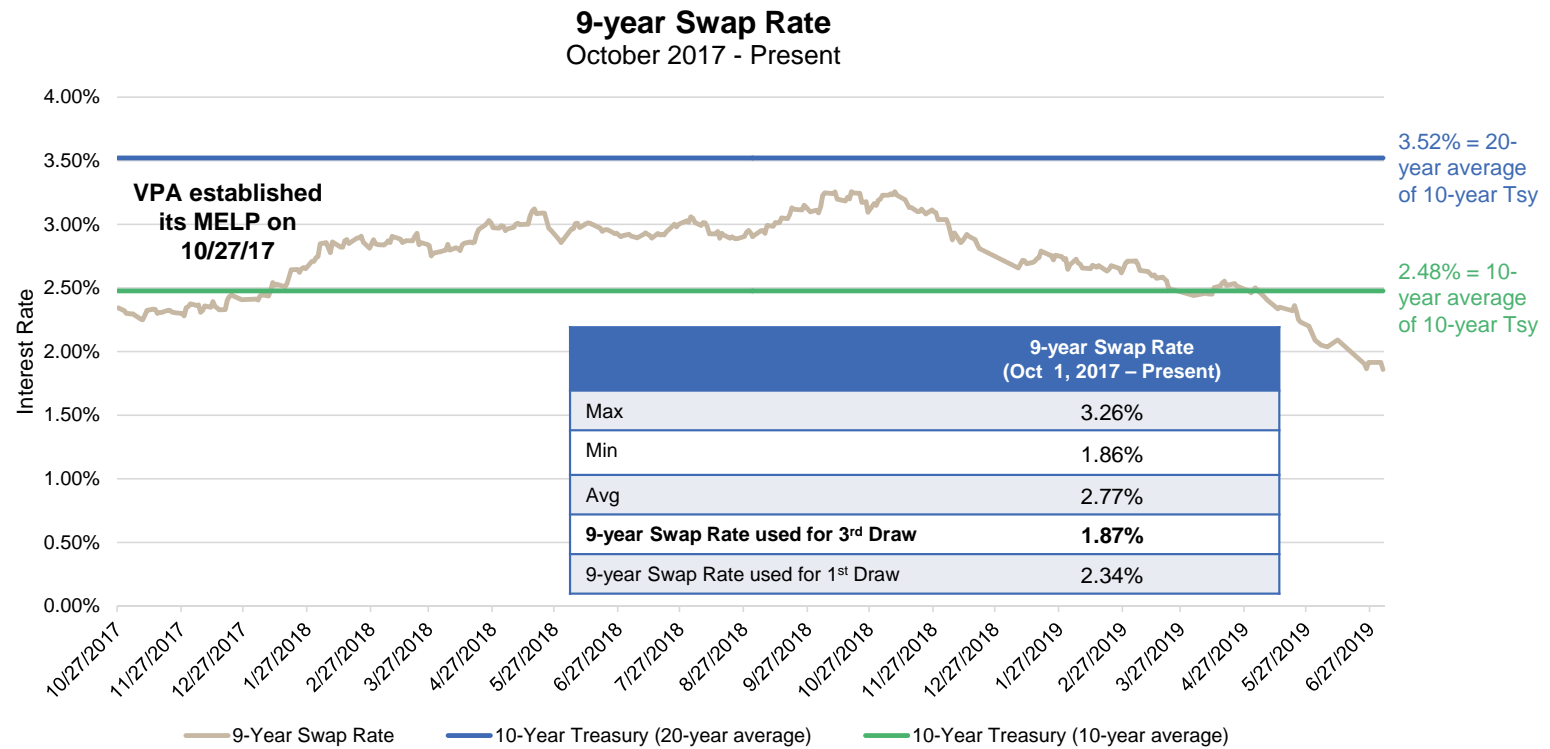
For the Eleven Months Ended May 31, 2019

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.





Recent Interest Rates





Overview of the Third Draw under the Port's Master Equipment Lease Program

The Port intends made its third draw under the Master Equipment Lease Program (MELP) for approximately \$22 million on July 15, 2019. Original funding available under the MELP was \$37 million, and in February of 2019, the funding amount was increased by an additional \$30 million to \$67 million. The Port now has \$15.12 million of funding remaining.

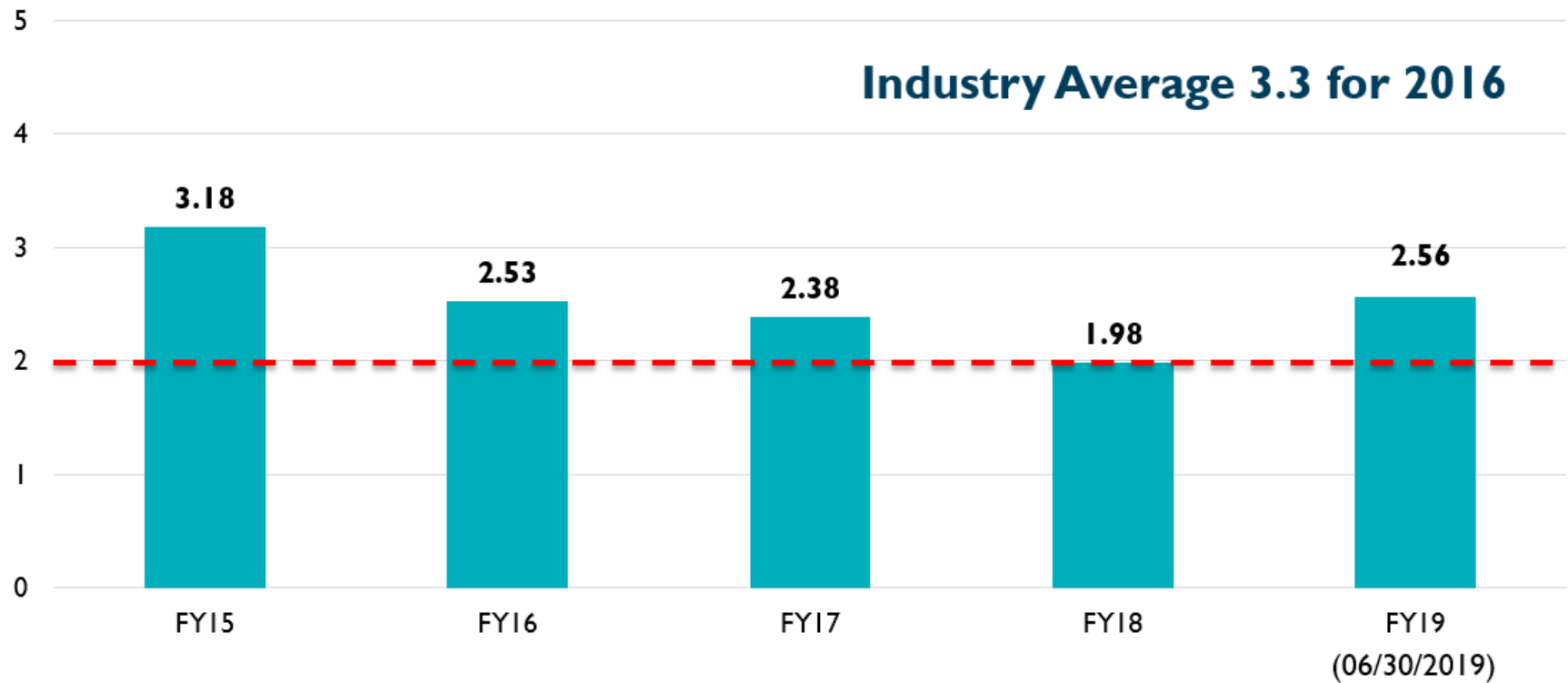
	Finalized Statistics for Draw #3	Finalized Statistics for Draw #2	Finalized Statistics for Draw #1
Funding Date	July 15, 2019	May 10, 2018	December 27, 2017
Estimated Draw Amount	\$21.95 million	\$8.15 million	\$21.78 million
Purpose	To purchase two ship-to-shore cranes	To purchase eight shuttle carriers at NIT	To purchase eight RMG cranes at NIT
Tax Status	Tax-Exempt, subject to AMT	Tax-Exempt, subject to AMT	Tax-Exempt, subject to AMT
Financing Term	15 years	10 years	15 years
Lease Payment Date	7/1/2034	7/1/2028	1/1/2033
Annual Lease Payment	\$1.77 million	\$954k	\$1.79 million
Borrowing Rate	2.52%	3.01%	2.83%

Questions?

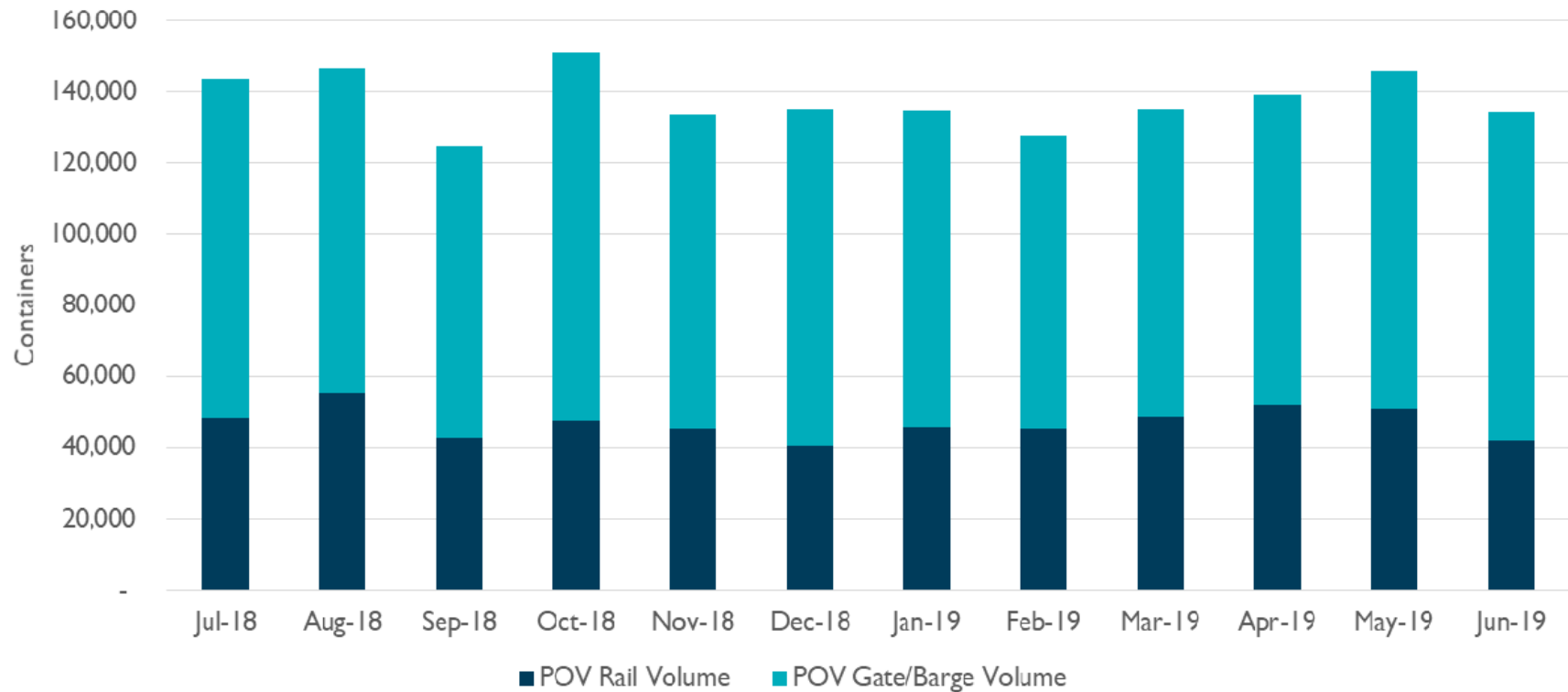
OPERATIONS REPORT

Shawn Tibbetts
President and Chief Operations Officer

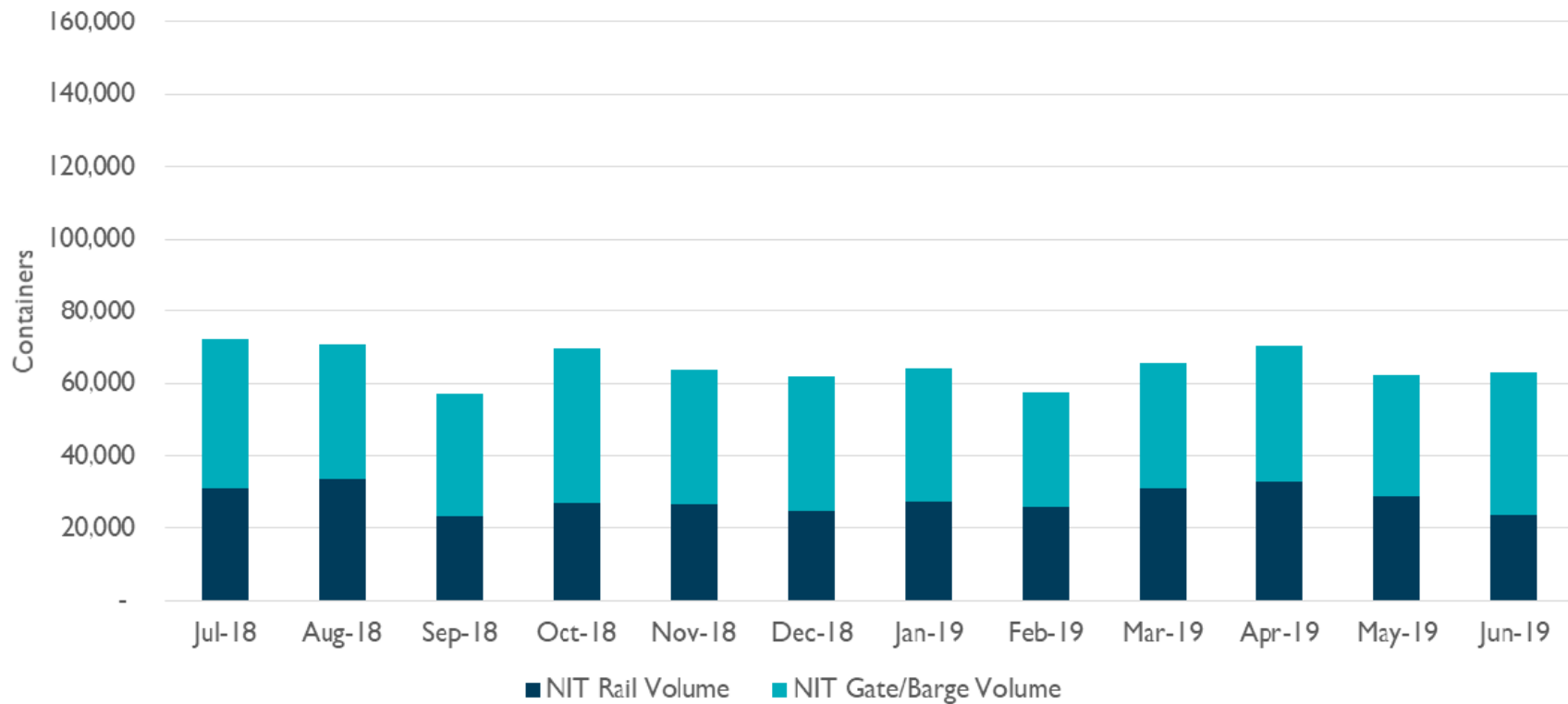
POV OSHA LOST WORK DAY RATE



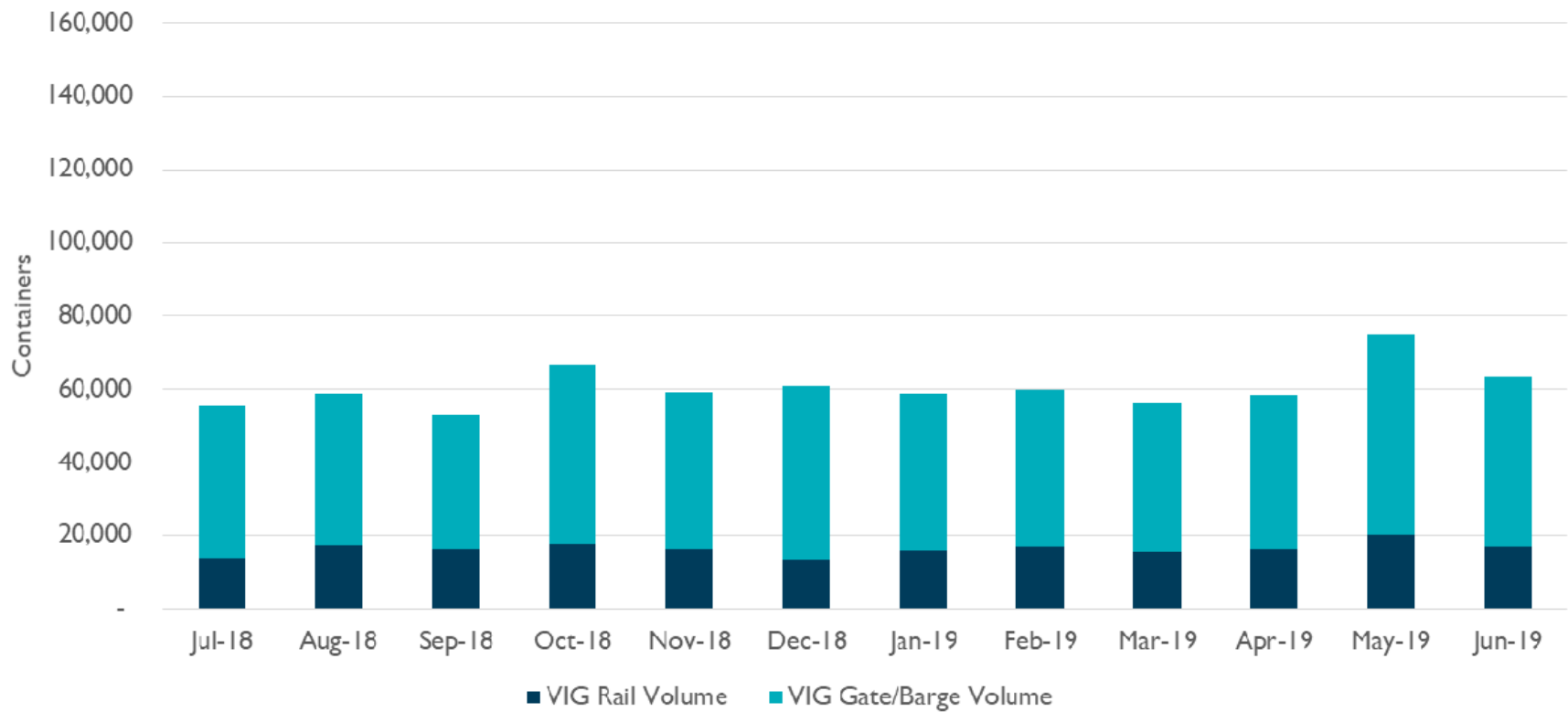
POV RAIL VS GATE/BARGE VOLUME



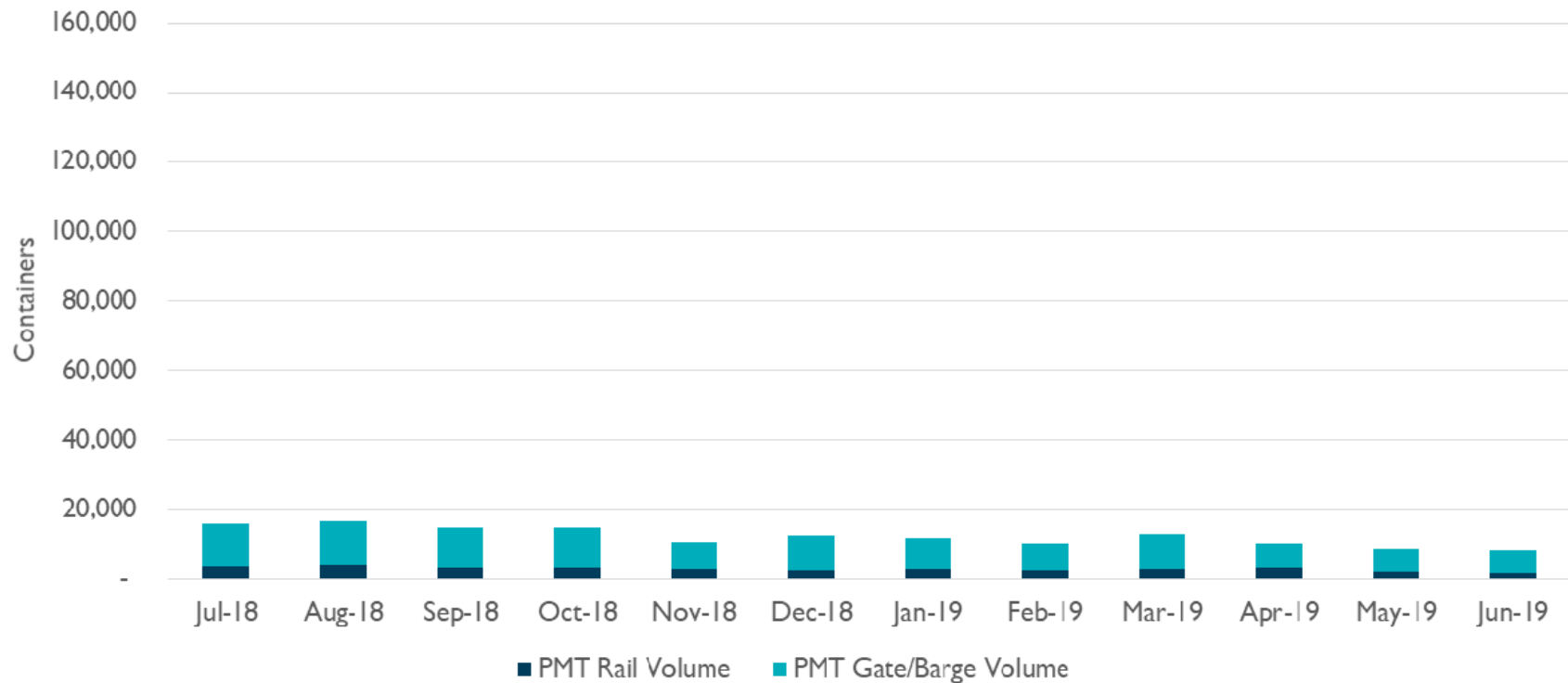
NIT RAIL VS GATE/BARGE VOLUME



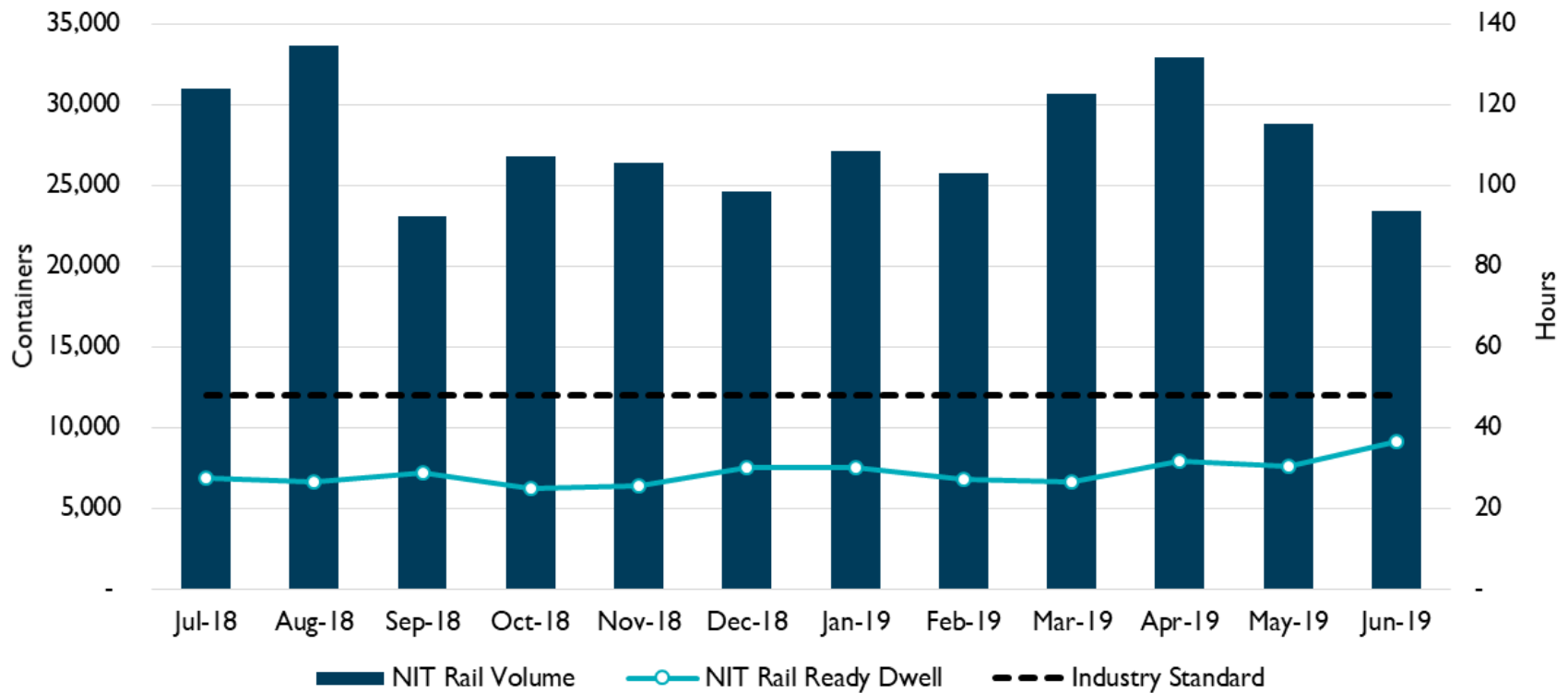
VIG RAIL VS GATE/BARGE VOLUME



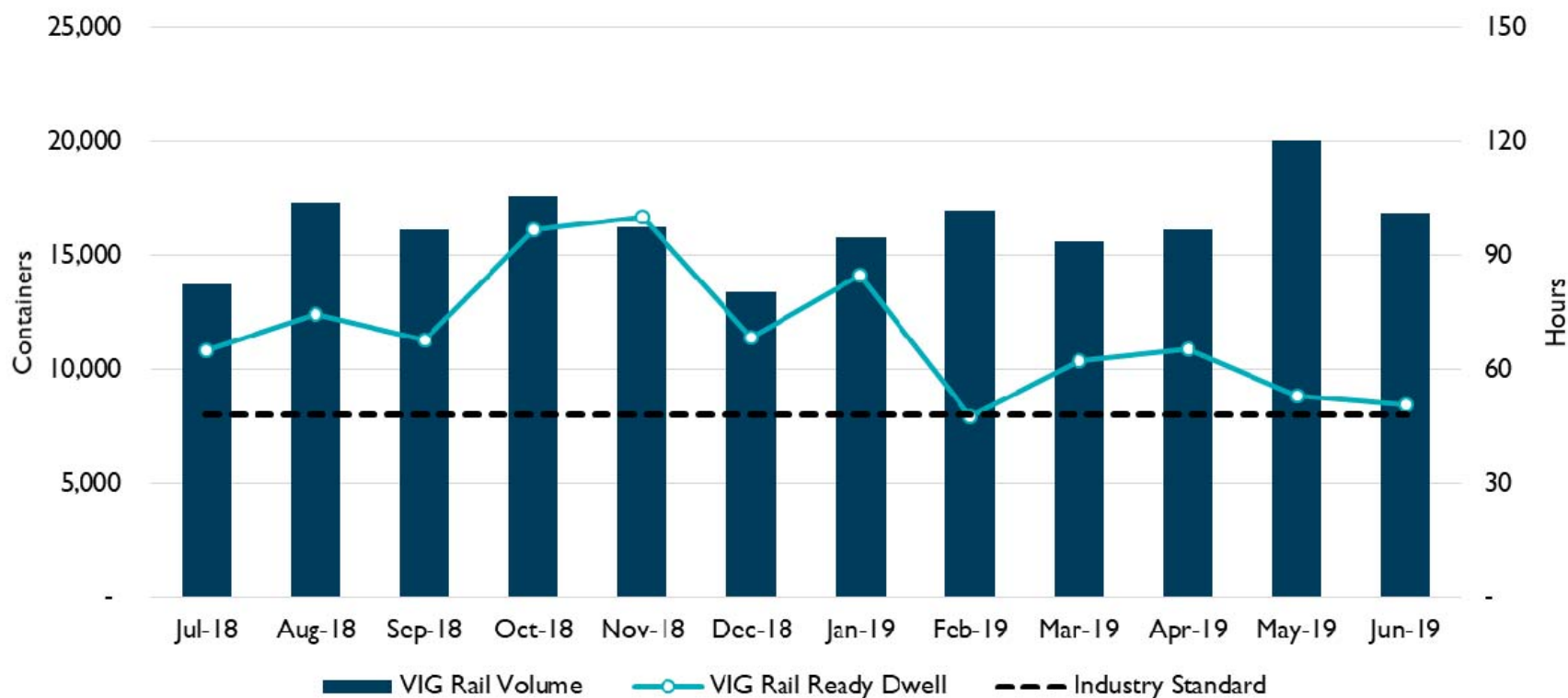
PMT RAIL VS GATE/BARGE VOLUME



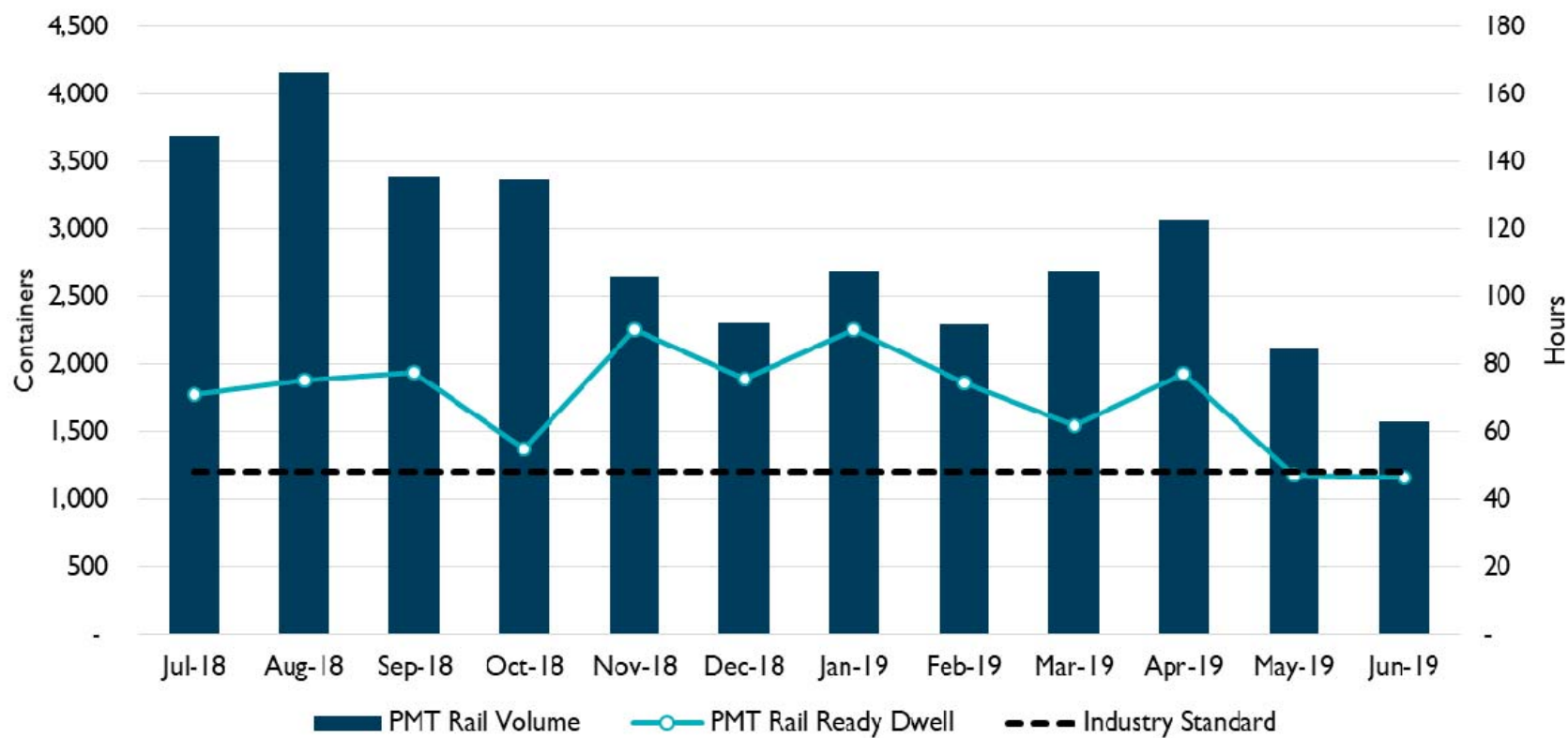
NIT RAIL VOLUME



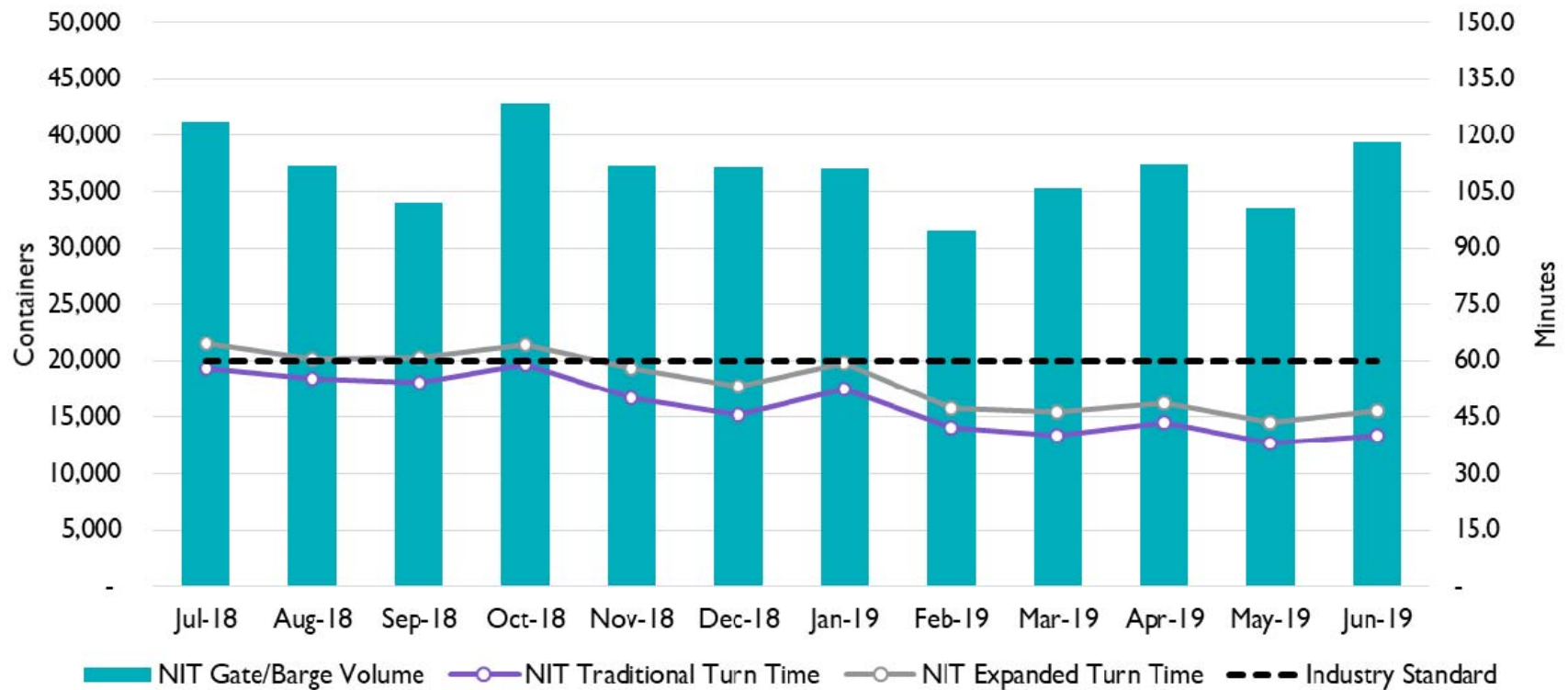
VIG RAIL VOLUME



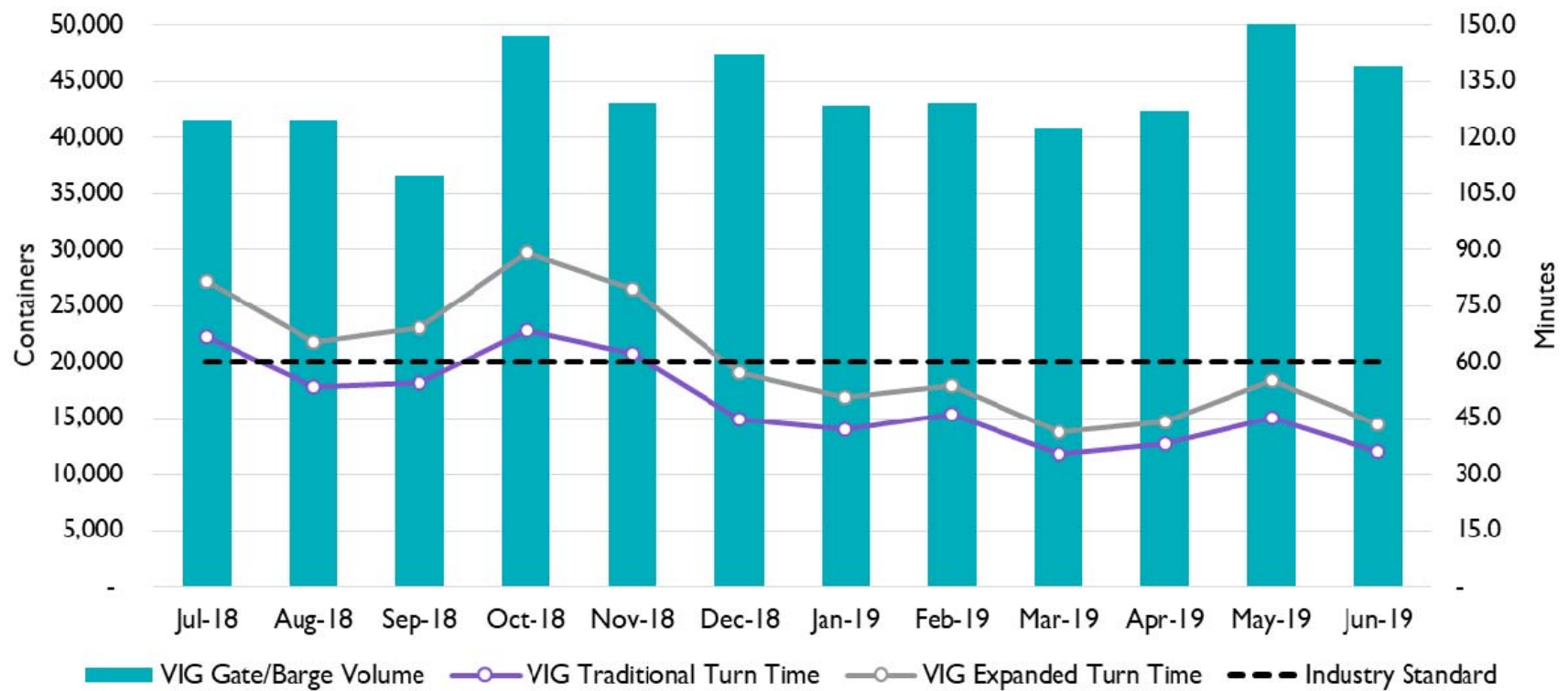
PMT RAIL VOLUME



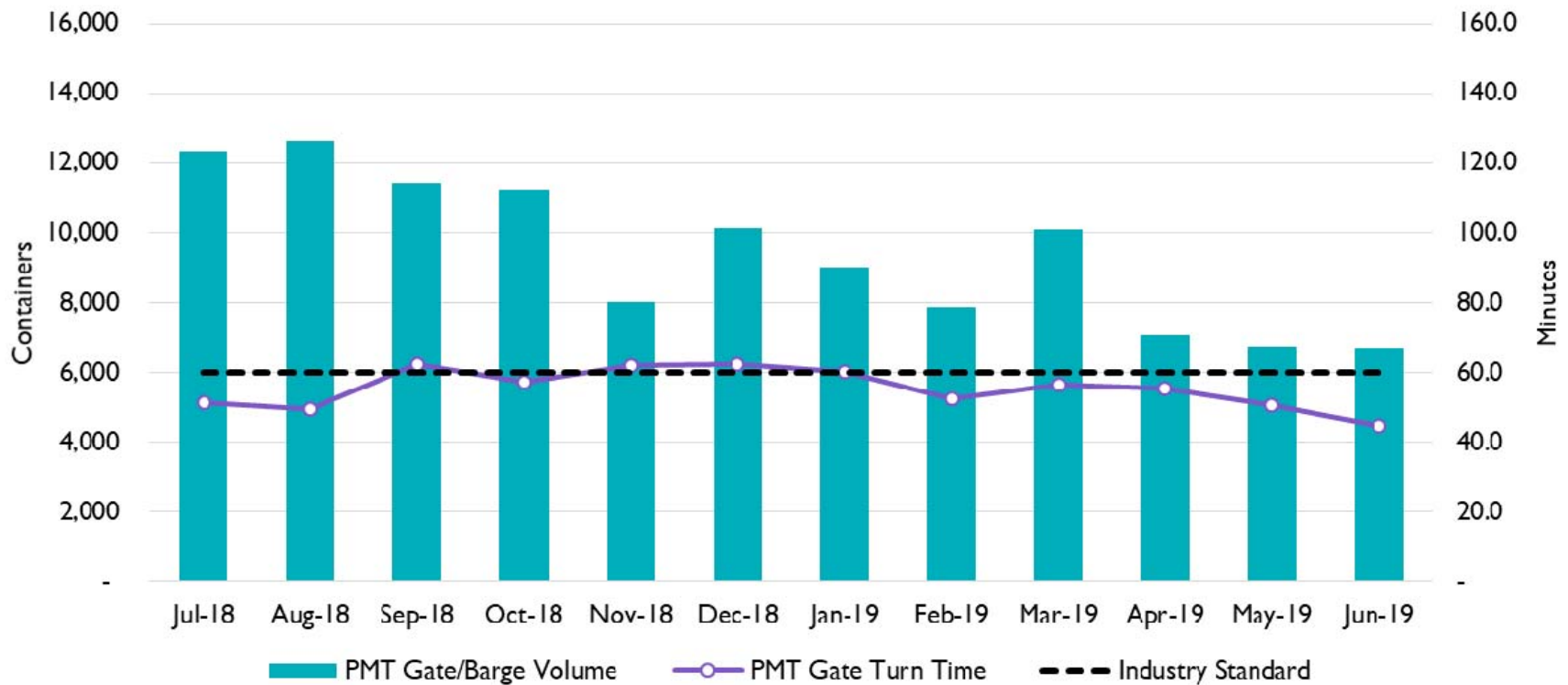
NIT GATE TURN TIMES



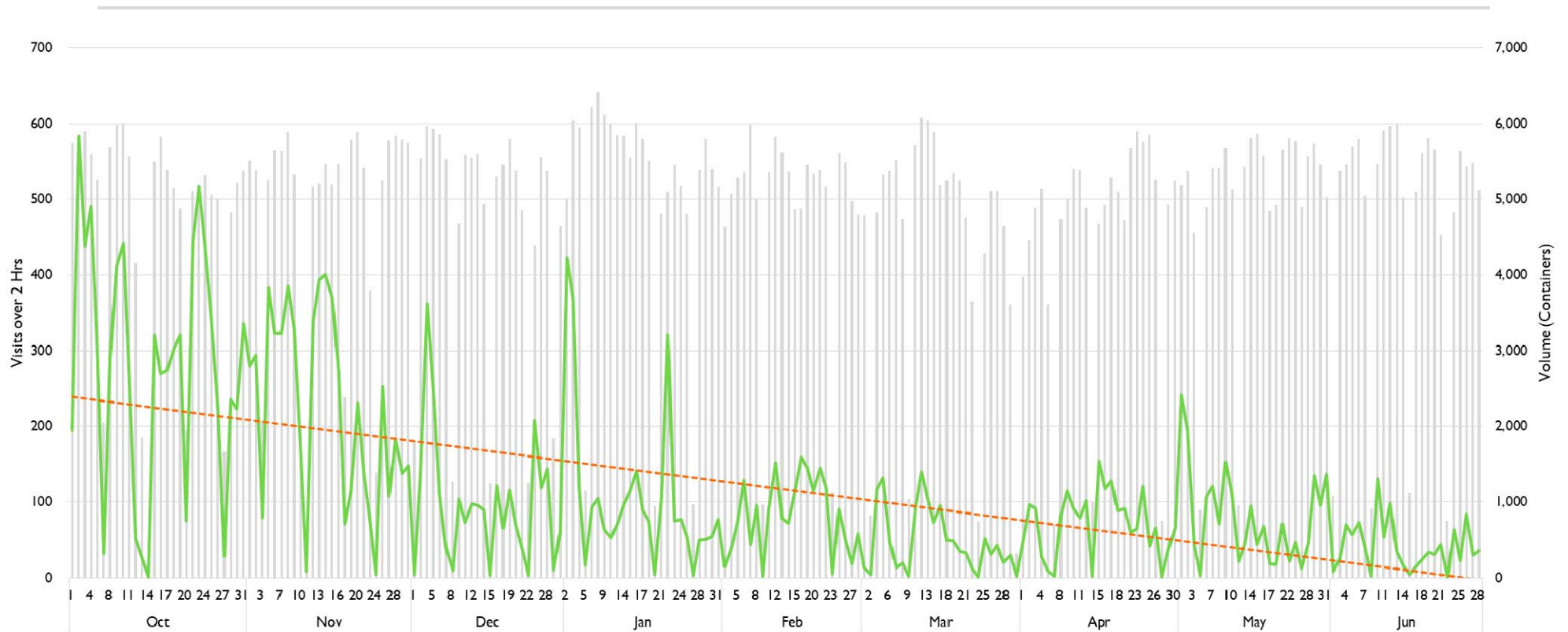
VIG GATE TURN TIMES



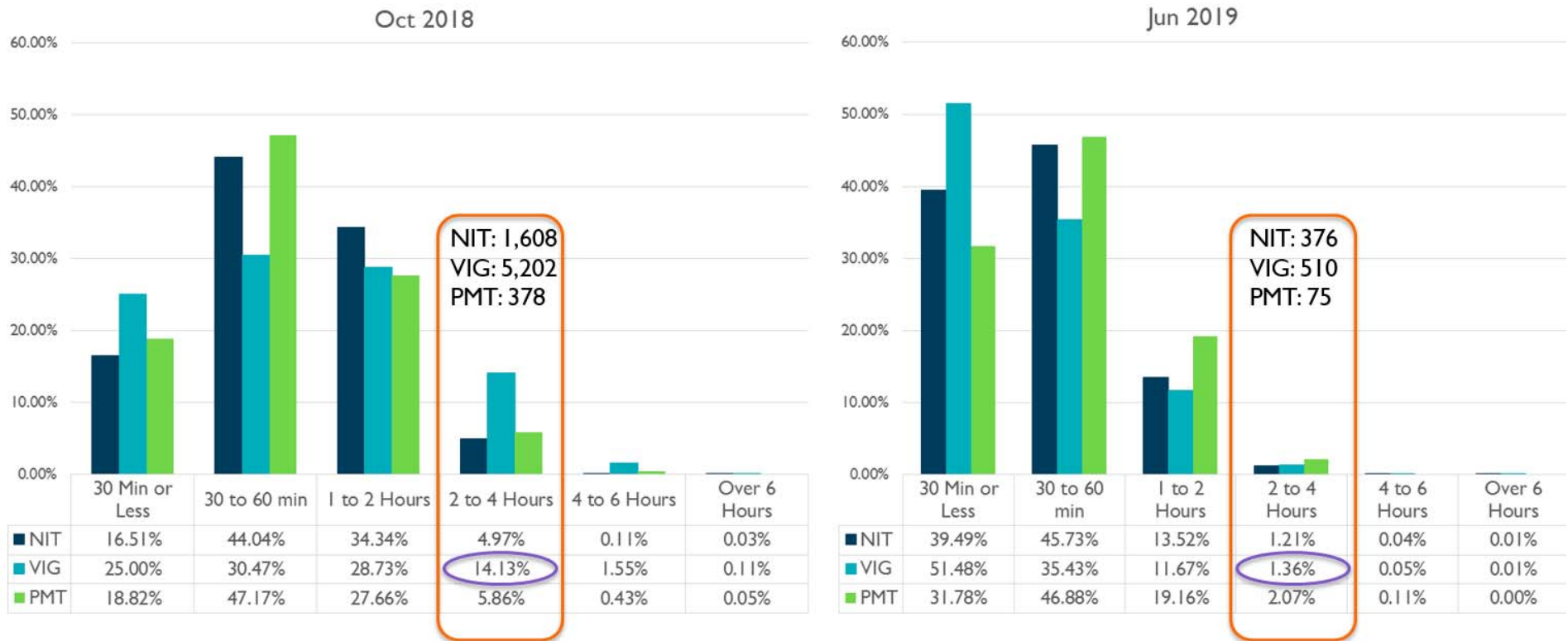
PMT GATE TURN TIMES



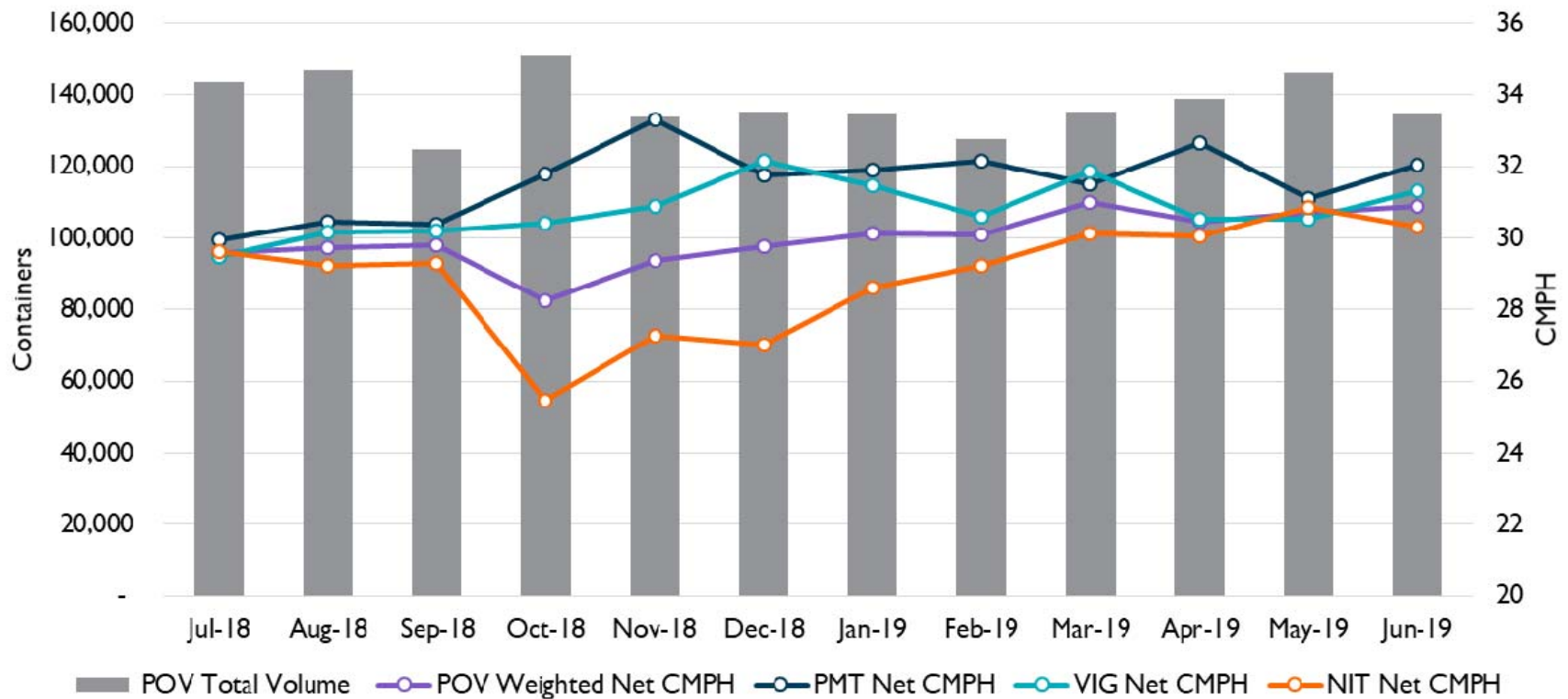
POV TRUCK VISITS WITH TURN TIME OVER 2 HOURS



TRADITIONAL TURN TIME – OCT 2018 vs JUN 2019



NET CRANE MOVES PER HOUR



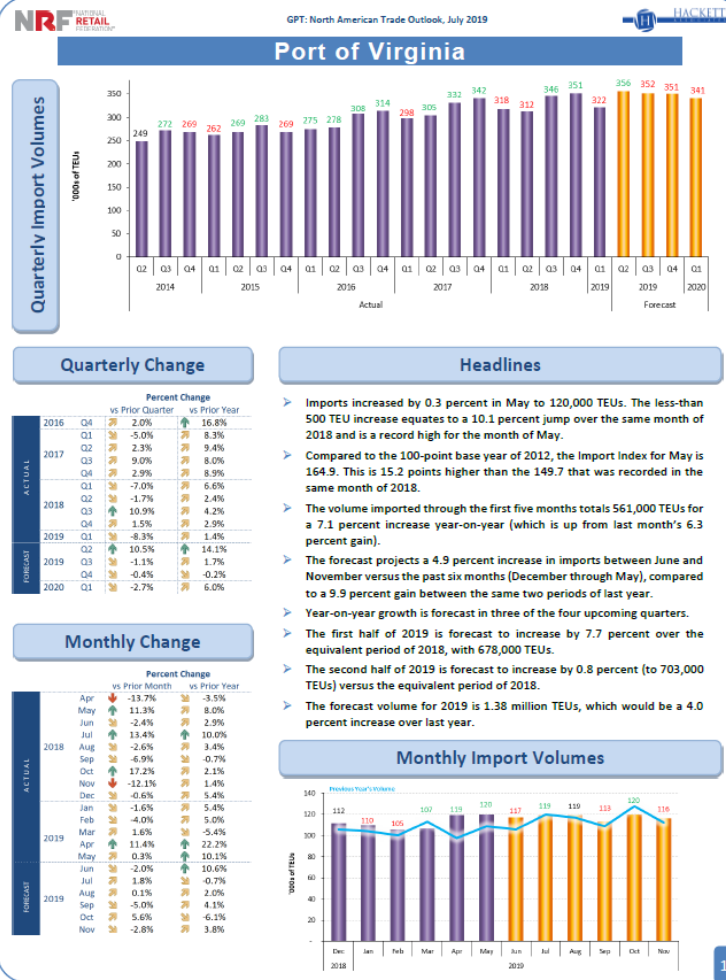
Questions?

SALES REPORT

Tom Capozzi
Chief Sales Officer

POV FISCAL YEAR-TO-DATE VOLUMES JULY-JUNE 2019

	FY 2018	FY 2019	Change	% Change
Total TEUs	2,827,736	2,938,856	111,120	3.9%
Export Loaded TEUs	1,002,662	962,586	(40,076)	-4.0%
Export Empty TEUs	497,035	583,044	86,009	17.3%
Import Loaded TEUs	1,303,528	1,371,289	67,761	5.2%
Import Empty TEUs	24,512	21,937	(2,575)	-10.5%
Total Containers	1,603,790	1,651,491	47,701	3.0%
General Cargo Tonnage	22,107,490	22,080,857	(26,633)	-0.1%
Container Tonnage	21,911,004	21,908,166	(2,838)	0.0%
Breakbulk Tonnage	196,486	172,691	(23,795)	-12.1%
Total Rail Containers	559,307	563,898	4,591	0.8%
VIP Containers	36,710	37,940	1,230	3.4%
Total Barge Containers	49,482	54,303	4,821	9.7%
RMT Containers	27,626	33,484	5,858	21.2%
Total Truck Containers	995,001	1,033,290	38,289	3.8%
Ship Calls	1,704	1,570	(134)	-7.9%
Vehicle Units	33,050	22,810	(10,240)	-31.0%



CONFERENCES ATTENDED IN FY19



SALES DIVISION FY19 WRAP UP

- Carrier Sales – Seven contracts signed representing 37.3% of our overall business
- Cargo Sales – Targeted commodities are up 1.1% despite tariff impacts
- Breakbulk/Ro-Ro – Leadership transition brings new opportunities
- Customer Service – Realigned structure and implemented a new CRM system
- Inland Terminals – RMT is up 21.2% over last FY

Questions?

INNOVATION REPORT

Joseph P. Ruddy
Chief Innovation Officer

COMMERCIAL PRICING WEBSITE: PHASE 2 COMPLETE

A NEW TOOL TO PROVIDE FAST AND ACCURATE INFORMATION.

OF
A

AboutFacilitiesToolsStewardshipContact

Customer InformationShipment InformationConfirmComplete

Customer Confirmation

Submitting this form indicates all information provided is accurate, and confirms your request for quotation from VIT based on the provided shipment details.

Once your request is processed and reviewed, you will receive your PDF quotation via the email address you provided. In case any additional information is required, a pricing specialist will contact you regarding your request.

Terms and conditions are published in the VIT Schedule of Rates (SOR) apply to all cargo moving over The Port of Virginia owned and VIT operating facilities.

Company Name	Virginia Port Authority
Contact Name	John Doe
Email Address	jdoe@portofvirginia.com
Phone Number	+1 7576832147
Country	United States
Zip Code	23510
City	Norfolk
State	Virginia
Relationship to Cargo	Ocean Carrier
Type of Shipment	Trans-Loading
Terminal	NNMT
Direction of Cargo Movement	Import
Foreign Origin Port	Durban
US Destination City	Newport News
US Destination State	Virginia
Equipment Type	20' Open Top, 40' Open Top
Commodity Category	Rubber
Please specify	Pre-Palletized or Skidded
Cargo Details	1x40ftp FR - 2 cases Each case @ 10.1ft. x 12.2 ft. 16,535 lbs. each
Cargo Hazardous	No

By checking below, you indicate you have read and agree to the above information.

Tools

Operations AlertsTracking ServicesTrucker ResourcesVessel SchedulesTerminal CamerasTax and Grant IncentivesRate / Tariff InformationOcean Services GuideCredit ApplicationWarehouse GuideInteractive Site SelectionCarbon Calculator

ACCESS STORIES

The importance of the Port of Virginia to the economy of the Commonwealth of Virginia as a whole, and the Hampton Roads region in particular, cannot be overstated.

Darryl Gosnell
President & CEO
Hampton Roads Economic Development Alliance (HREDA)

Home // Tools // Request a Quote

Request a Quote

Customer InformationShipment InformationConfirmComplete

Cargo Shipment Details

* Terminal

* Direction of Cargo Movement

* Type of Shipment

☐ Breakbulk - Cargo non-containerized and transported as individual pieces

☐ RoRo - Cargo rolled on/off vessel either self-propelled or roll trailer/mafi

☐ Trans-Loading - Flat rack, open tops, standard containers and high cubes

* Required Fields

BACKNEXT

THE PORT OF VIRGINIA

CareersCustomer ServiceMaps + DirectionsNewsroom

AboutFacilitiesToolsStewardshipContact

Operations AlertsTracking ServicesTrucker ResourcesVessel SchedulesTerminal CamerasTax and Grant IncentivesRate / Tariff InformationOcean Services GuideCredit ApplicationWarehouse GuideInteractive Site SelectionCarbon Calculator

Quote form development

Customer InformationShipment InformationConfirmComplete

Thank you for your submission.

The Port of Virginia Pricing Department has received your request. Upon review, a quotation will be provided. In case any additional information is required, a pricing specialist will contact you regarding your request.

Please take two minutes to provide us feedback on this form and how we can improve by [clicking here](#).

START NEW REQUEST

YOUR CONTAINER

Terminal and hit submit:

Terminal

HSMT

FAST FACTS - Select a PDF and hit download:

Pick a PDF

DOWNLOAD

Information

Carrier and Break-Bulk Sales

Site Communications

Port Development

Alarms

Useful Links

Trucker Resources

Tracking Services

Terminal Cameras

Maps + Directions

Services Directory

Carriers

Tax Incentive Program

Twitter Feed

The Port of Virginia

We hope you enjoyed your visit.

Follow us on Twitter

Newsroom

Testing Featured Images

November 2, 2017

As vero eos et accusamus et iusto

proidentium voluptatum deleniti

consequat quia dolorem et quia m

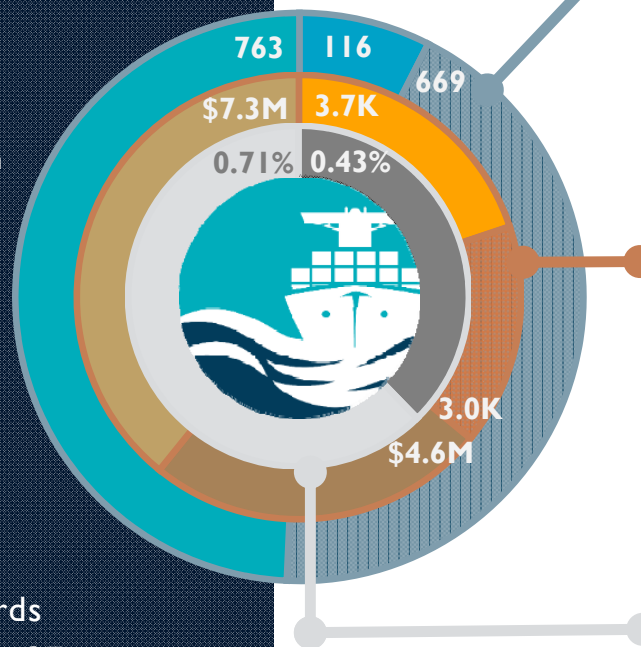
[...]

MINDFUL MESSAGING CONTINUES

Our proactive approach to feeding journalists article ideas and our helpfulness as a quick and accurate resource for pieces they're working on has further established us a "go to" for information in our industry.



The port earned 4 Communications Awards from AAPA in 2019 – bringing the total to 37 awards since 2015.



STRATEGIC MESSAGES ENTERING THE MEDIA

Congestion - 116
Capacity - 669
Cranes - 763

BETTER QUANTITY AND QUALITY OF COVERAGE

FY18 Mentions: 3,002
FY19 Mentions: 3,697 (+22%)
FY18 Ad value: \$4.6 million
FY19 Ad value: \$7.3 million (+53%)

DIGITAL AD TEST YIELDS POSITIVE RESULTS

Industry Avg LinkedIn CTR: 0.43%
POV linkedin CTR: 0.71%

PROCESS SUPPORT ACROSS THE PORT

ONGOING AND COMPLETED PROJECTS IN FY19



Operations & Maintenance

- AOM-Process Rotation Program
- Vessel Productivity Improvement
 - Training repository
 - Handheld equipment issue
 - Cargo-handling equipment uptime



Shared Services & Port-Wide

- Centralized Warehouse Planning
 - Supply Management Planning & Support
- Dispute Resolution

Process Improvement • Training • Process Documentation • Project Mentoring • Quality Management

STRATEGIC PLANNING & ANALYTICS

BERTH PLANNER & VESSEL PERFORMANCE DASHBOARD



THE PORT OF VIRGINIA PROJECTS 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



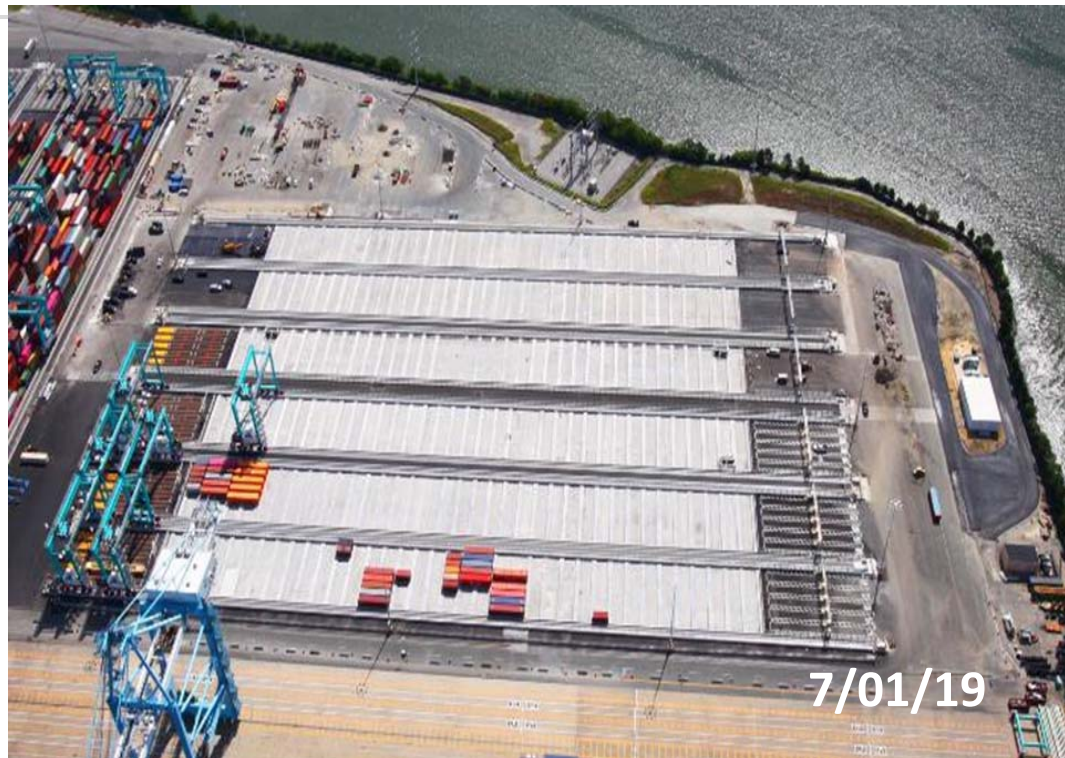
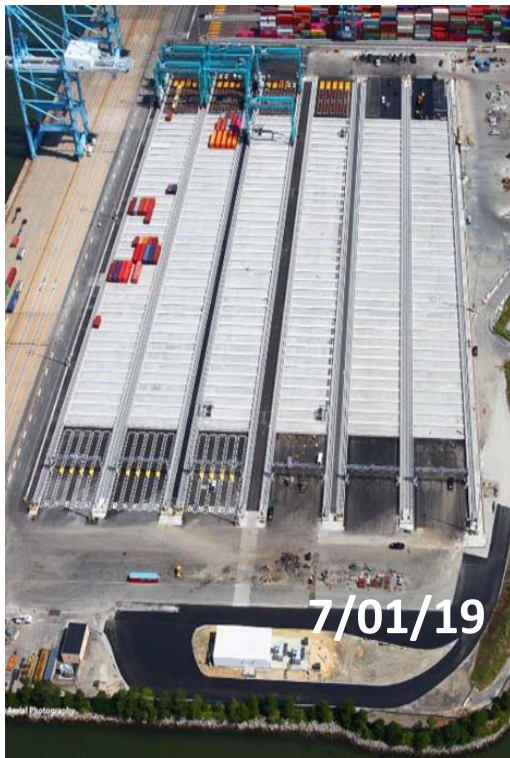
7/01/19

A MINDFUL APPROACH...CONTINUED



SNIT OPTIMIZATION UPDATE

PHASE 2

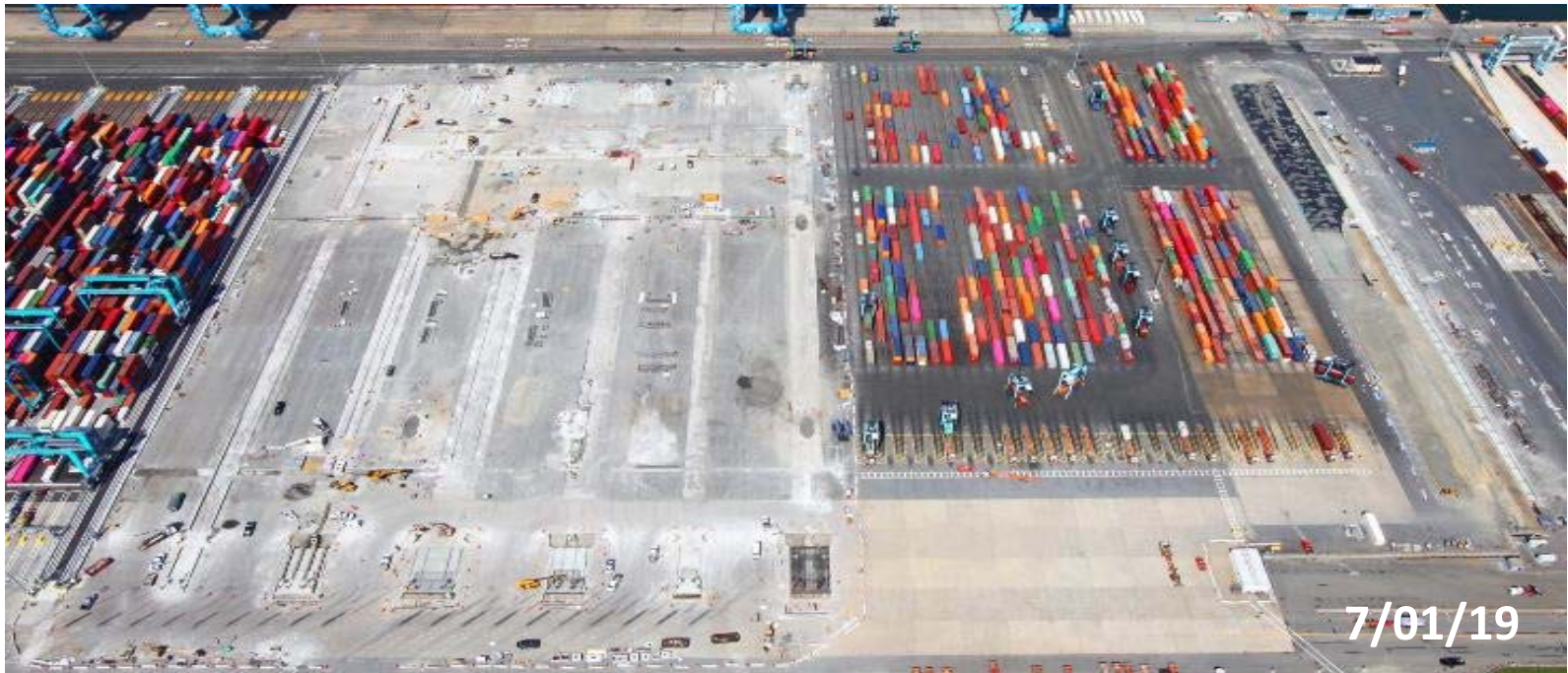


THE PORT OF
VIRGINIA

Stewards of Tomorrow

SNIT OPTIMIZATION UPDATE

PHASE 3



VIG PROJECT UPDATE



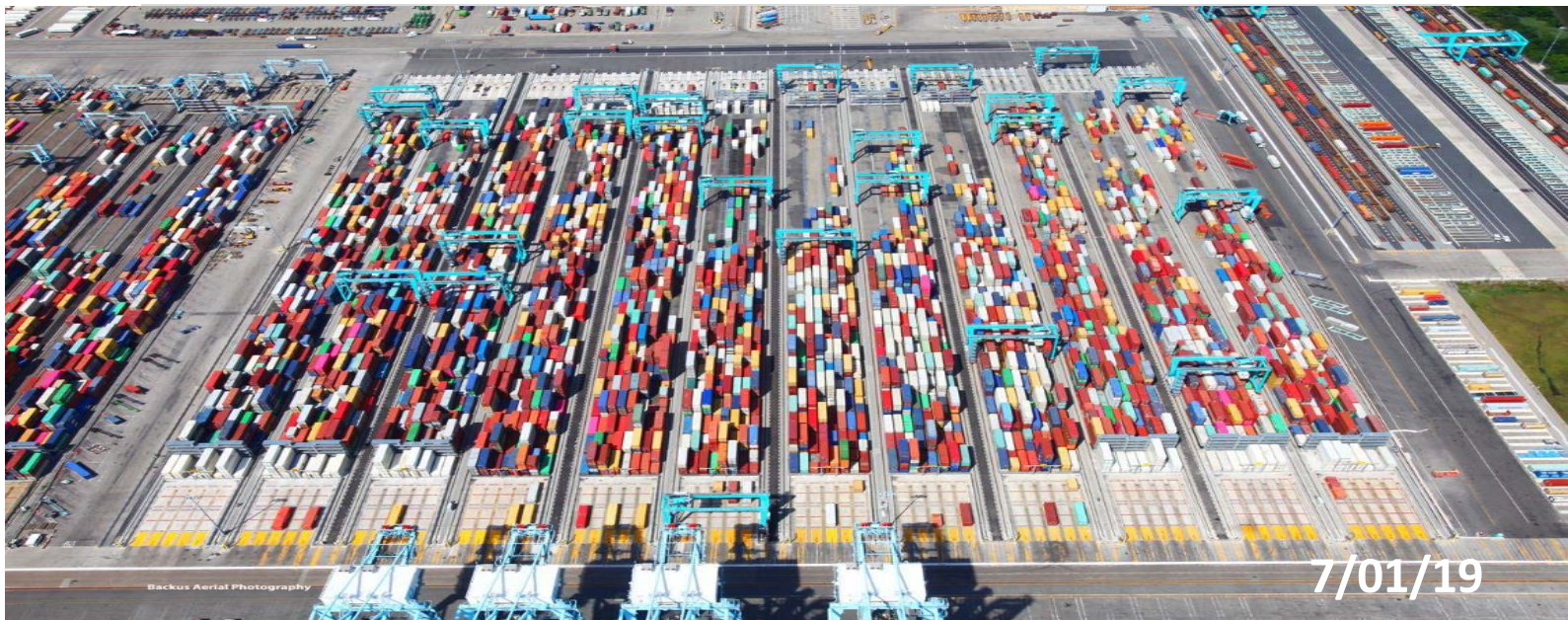
RAILYARD



THE PORT OF
VIRGINIA

Stewards of Tomorrow

STACK YARD





VIG PHASE II **RENDERING TO REALITY**



7/01/19

Questions?



THE PORT OF
VIRGINIA

Stewards of Tomorrow

HUMAN RESOURCES REPORT

Jim Bibbs
Chief Human Resources Officer



Personal
Development
Opportunities



Professional
Development
Opportunities



Summer
Internships



Metrics

Personal Development Opportunities



College Roadshow



MBTI



The Book Galley

Professional Development Opportunities



Outreach Ambassador

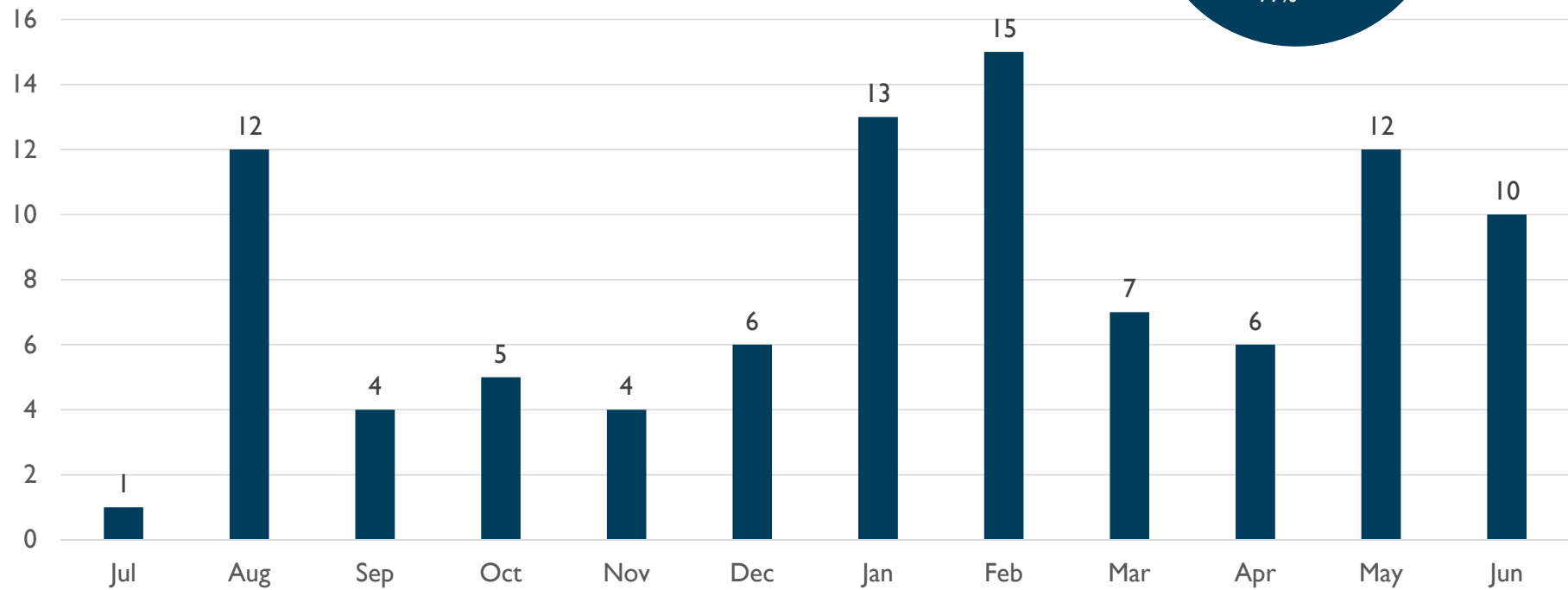
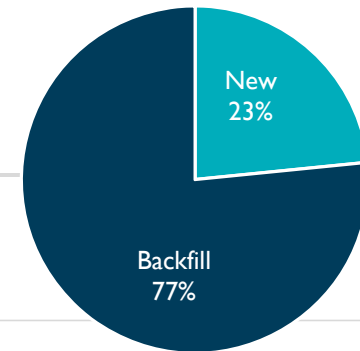
Toastmasters

Leadership Development
Program

Summer Interns 2019

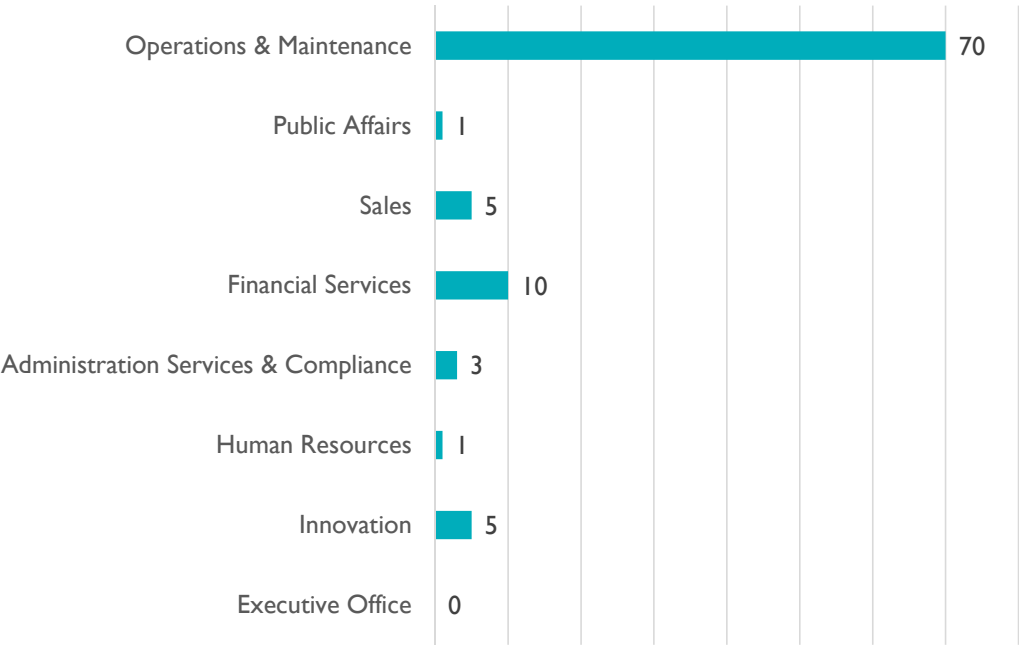


Recruitment Metrics

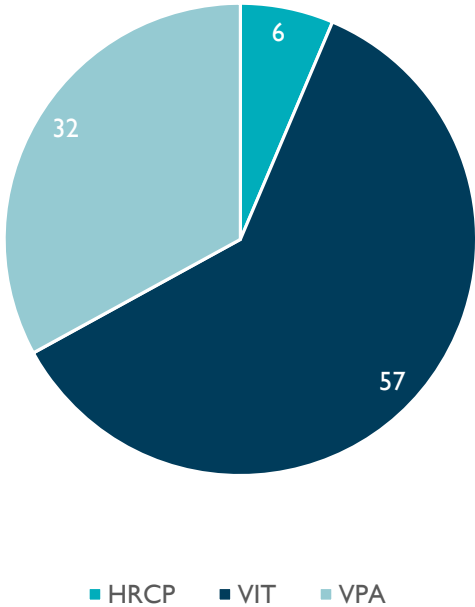


Recruitment Metrics

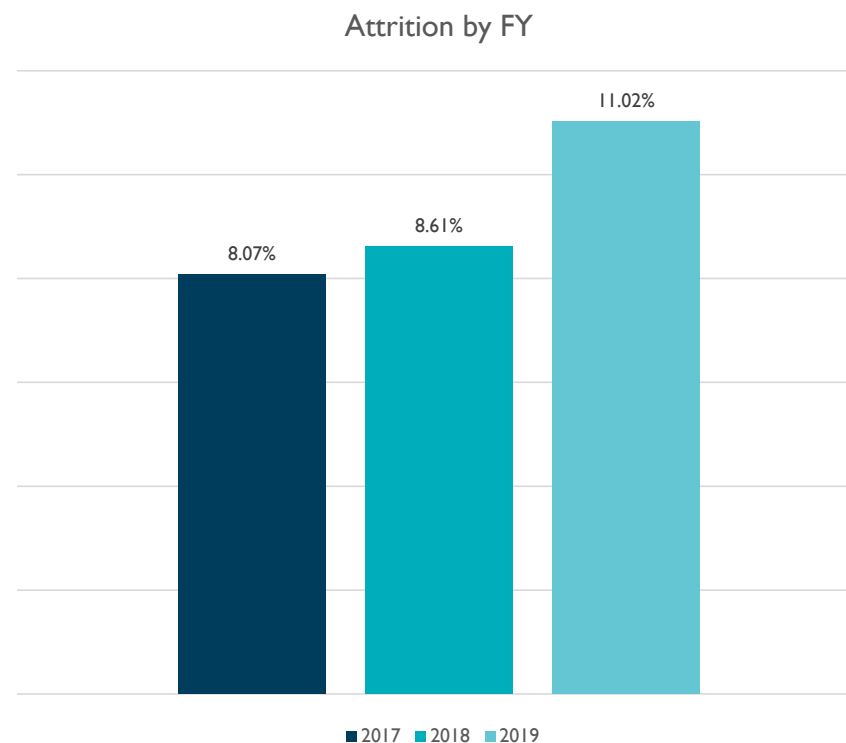
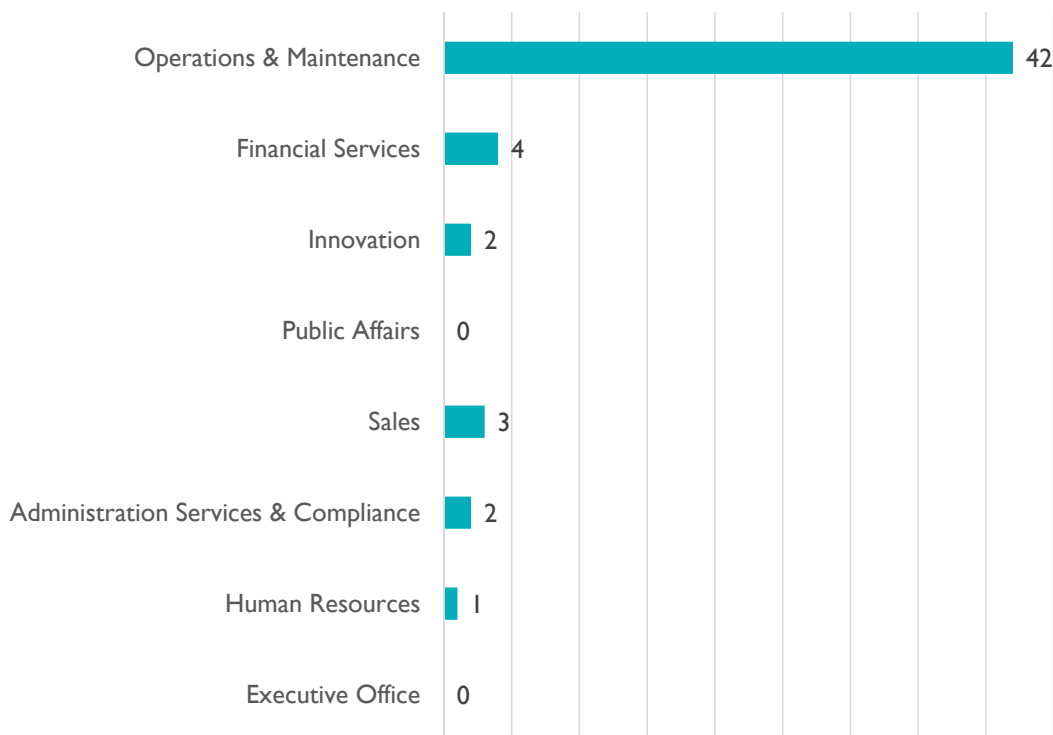
New Hires by Business Unit



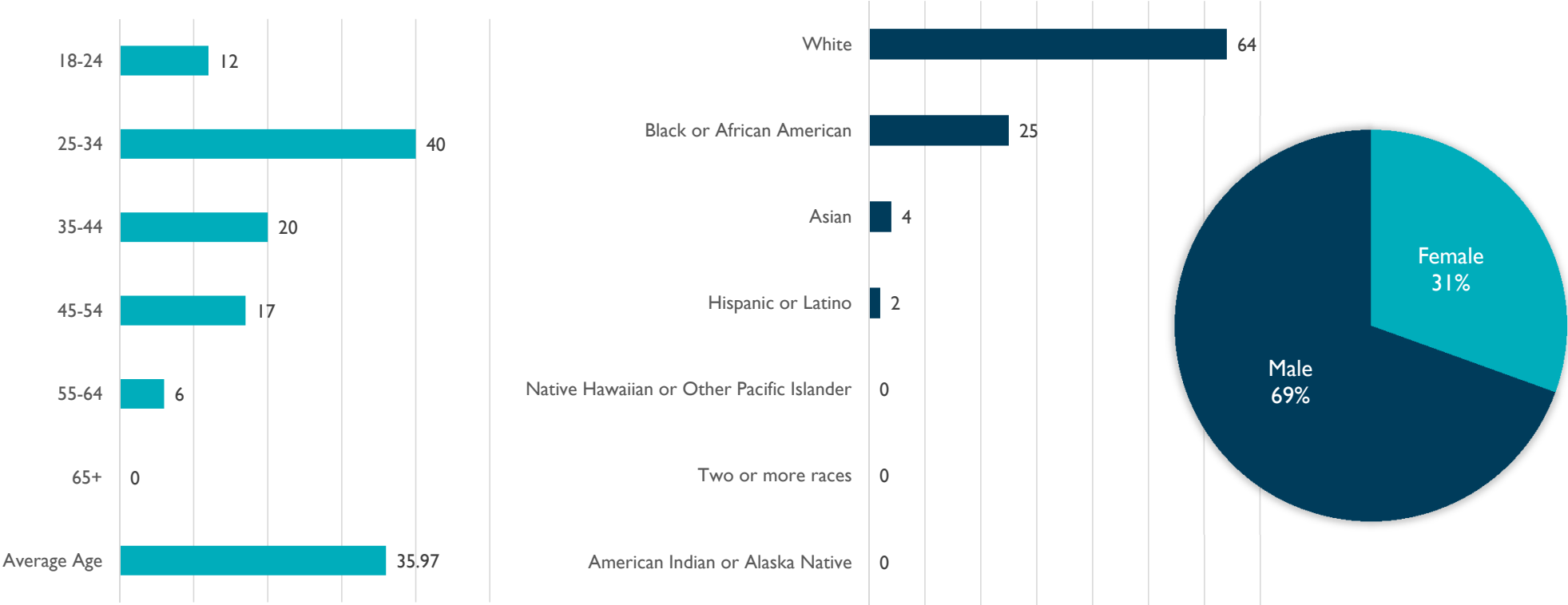
New Hires by Entity



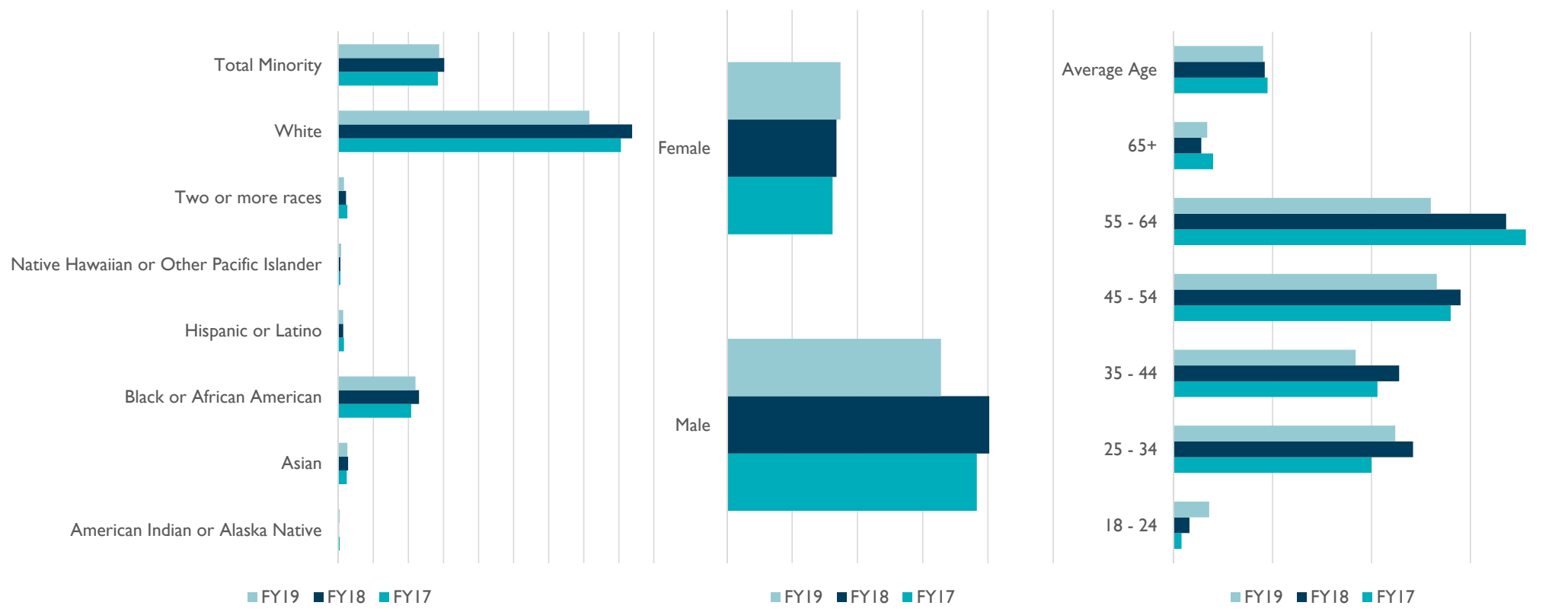
Attrition Metrics



New Hire Demographics

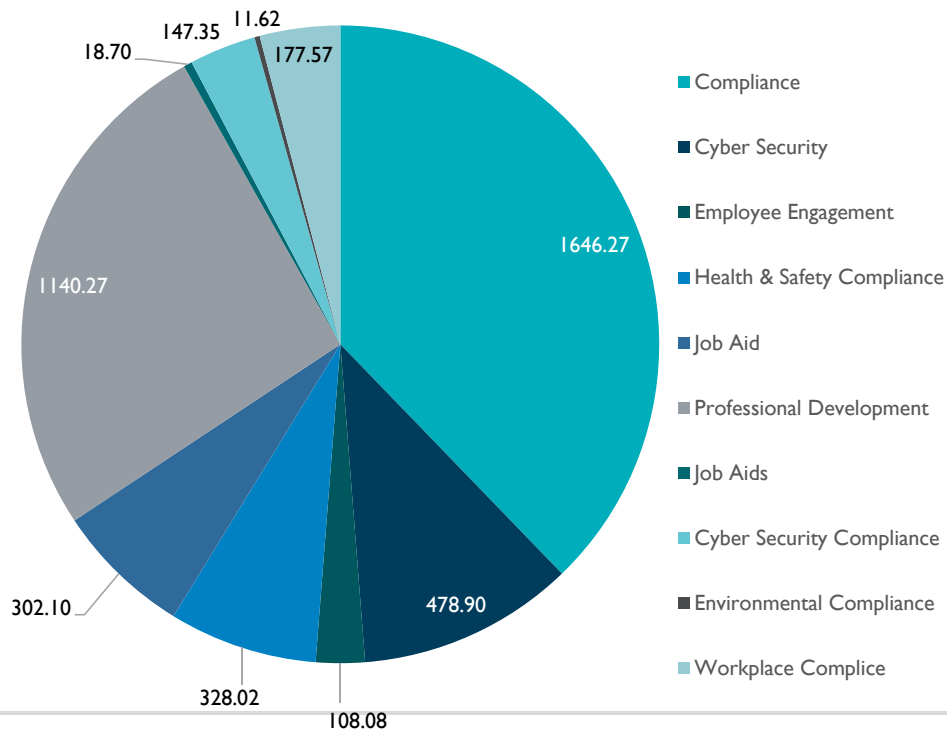


POV Demographics

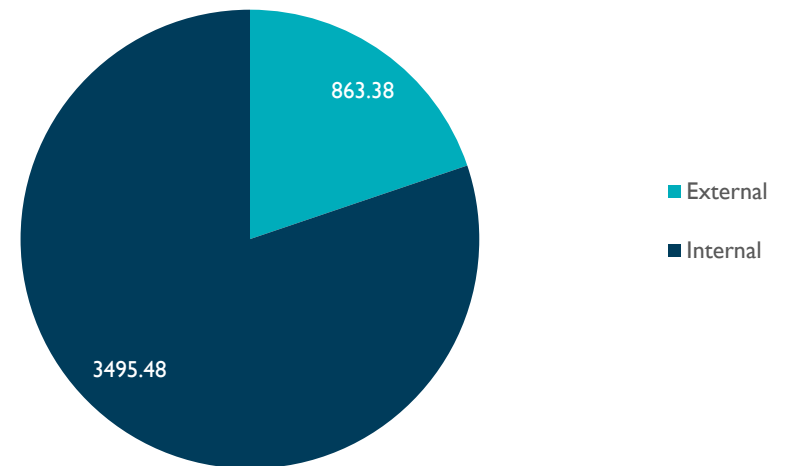


Training Metrics

Training Hours by Type

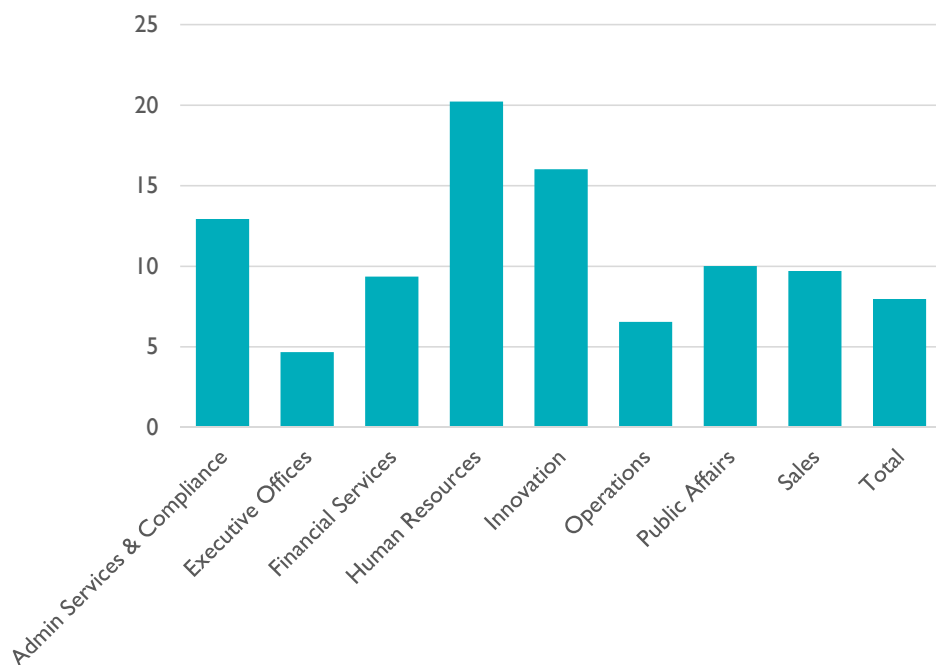


Training Hours by Source

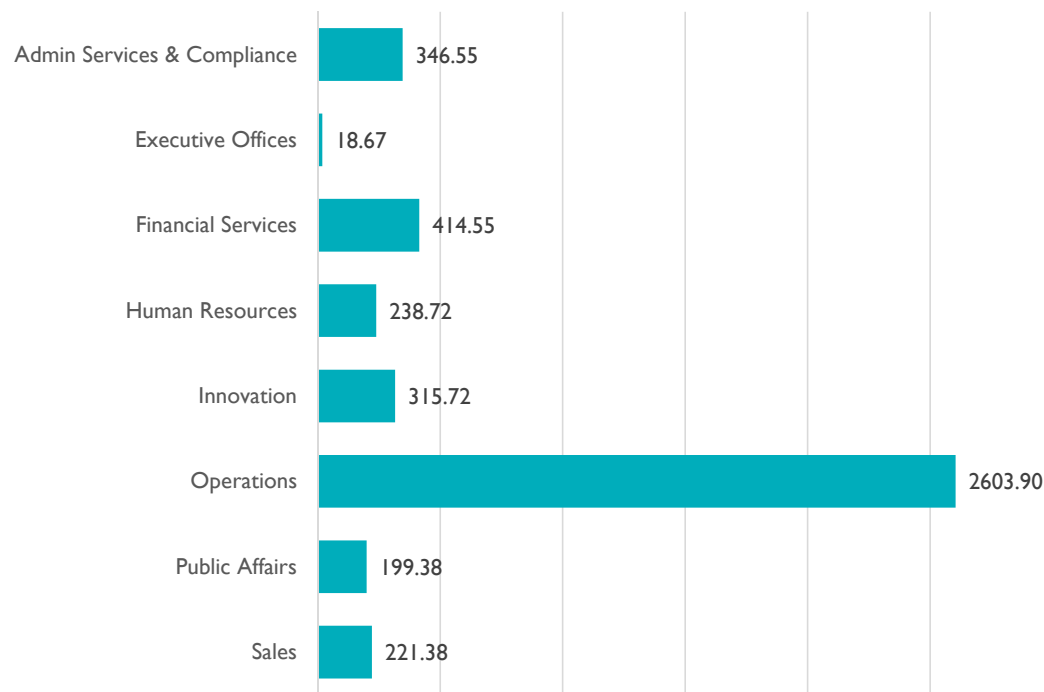


Training Metrics

Average Training Hours Per Person



Training Hours by Business Unit



Questions?



THE PORT OF
VIRGINIA

Stewards of Tomorrow

PUBLIC AFFAIRS REPORT

Cathie Vick
Chief Public Affairs Officer

NORFOLK HARBOR & CHANNELS DEEPENING



UNITED STATES ENVIRONMENTAL PROTECTION AGENCY
REGION III
1650 Arch Street
Philadelphia, Pennsylvania 19103-2029

Mr. Keith Lockwood, Chief
Operations Branch
U.S. Army Corps of Engineers, Norfolk District
Fort Norfolk, 803 Front Street
Norfolk, Virginia 23510-1096

JUN 20 2019

Dear Mr. Lockwood:

Thank you for your May 16, 2019 request for concurrence on the suitability for ocean disposal of dredged material from the Thimble Shoals Channel-West pursuant to Section 103 of the Marine Protection Research and Sanctuaries Act (MPRSA). Section 103 of the MPRSA specifies that all proposed operations involving transportation and dumping of dredged material into ocean waters be evaluated for potential environmental impacts. The Secretary of the Army has responsibility for this evaluation using criteria developed by the Administrator of the U.S. Environmental Protection Agency (EPA).

EPA Region 3 has completed its review of the draft final Evaluation of Dredged Material, Norfolk Harbor Deepening Project: Thimble Shoal Channel-West dated May 2019, and contingent upon the conditions included in this letter, concurs that the proposed dredged material meets the Ocean Disposal Criteria (40 CFR 227).

VIRGINIA PORT AUTHORITY

CONTRACT DOCUMENTS FOR

NORFOLK HARBOR NAVIGATION IMPROVEMENTS
THIMBLE SHOAL CHANNEL
WEST OF CHESAPEAKE BAY BRIDGE-TUNNEL

Norfolk, Virginia

Project Code: 1839000



In partnership with
U.S. Army Corps of Engineers Norfolk District



Prepared by
Moffatt & Nichol
Norfolk, Virginia

June 2019



Stewards of Tomorrow

FEDERAL GOVERNMENT AFFAIRS



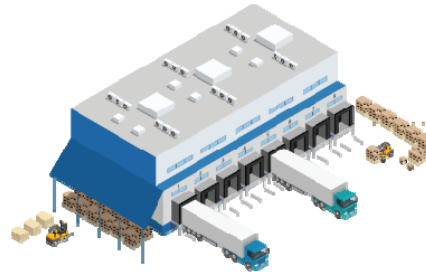
STATE & LOCAL GOVERNMENT AFFAIRS

2019 Special Session – July 9



FY 2019 ECONOMIC DEVELOPMENT TOTALS

45 ANNOUNCEMENTS

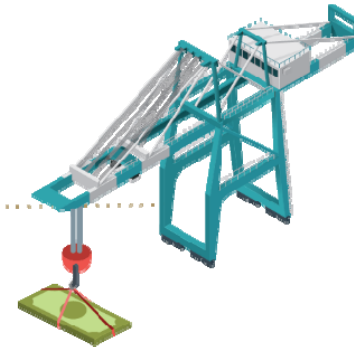


MORE THAN 2,950,000 SQ. FT.
OF SPACE



CREATED
2,801 JOBS

INVESTED MORE
THAN \$2.0 BILLION



Source: POV Economic Development July 2019

AMAZON FULFILLMENT CENTER



PDC WAREHOUSE AND DISTRIBUTION TRAINING FACILITY



EQUUS SPECULATIVE DEVELOPMENT



Questions?