

IN MEMORIAM ~ COMMISSIONER ALAN A. DIAMONSTEIN



VIRGINIA PORT AUTHORITY BOARD OF COMMISSIONERS SESSION 397

NOVEMBER 19, 2019



AGENDA

- Committee Reports and Chief Reports
 - Finance and Audit Committee
 - Audit Results for Fiscal Year 2019
 - September Financial Performance
 - Growth and Operations Committee
 - Operations Report
 - Sales Report
 - Innovation
 - Human Resources
 - Marketing
 - Development and Government Affairs

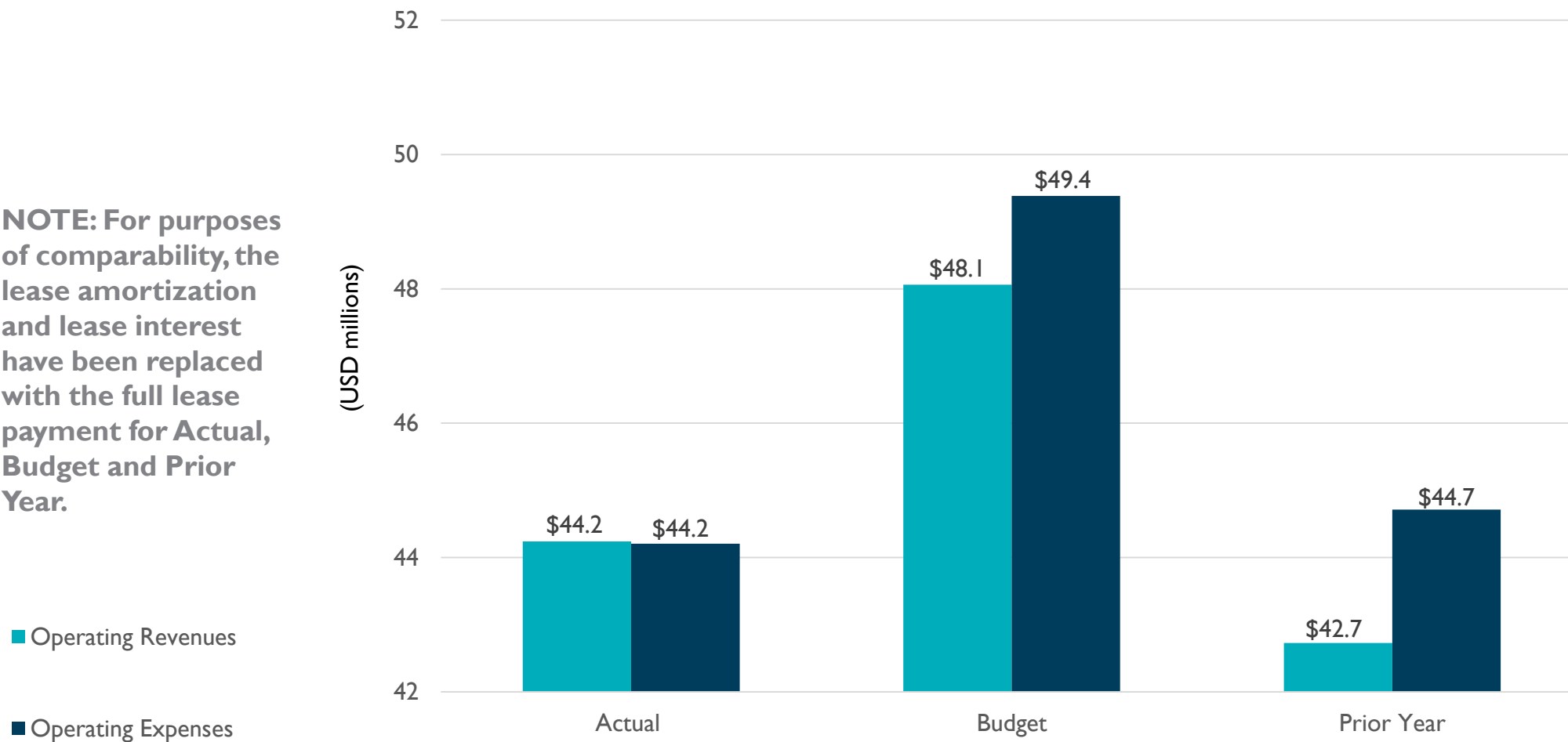
FINANCE and AUDIT COMMITTEE

Rodney W. Oliver
Chief Financial Officer

OPERATING REVENUES AND EXPENSES:

For the Month Ended September 30, 2019

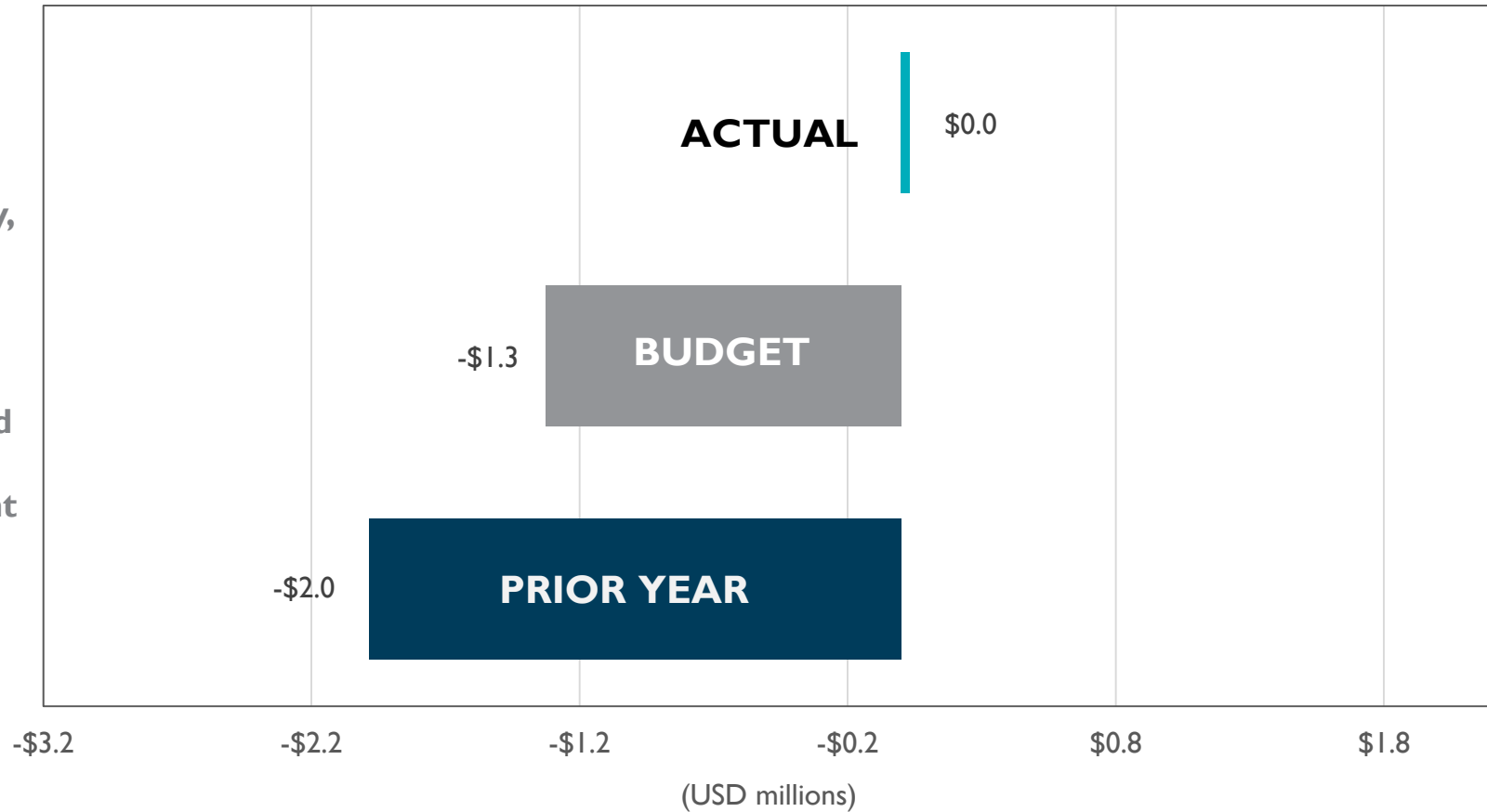
NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.



OPERATING INCOME (LOSS):

For the Month Ended September 30, 2019

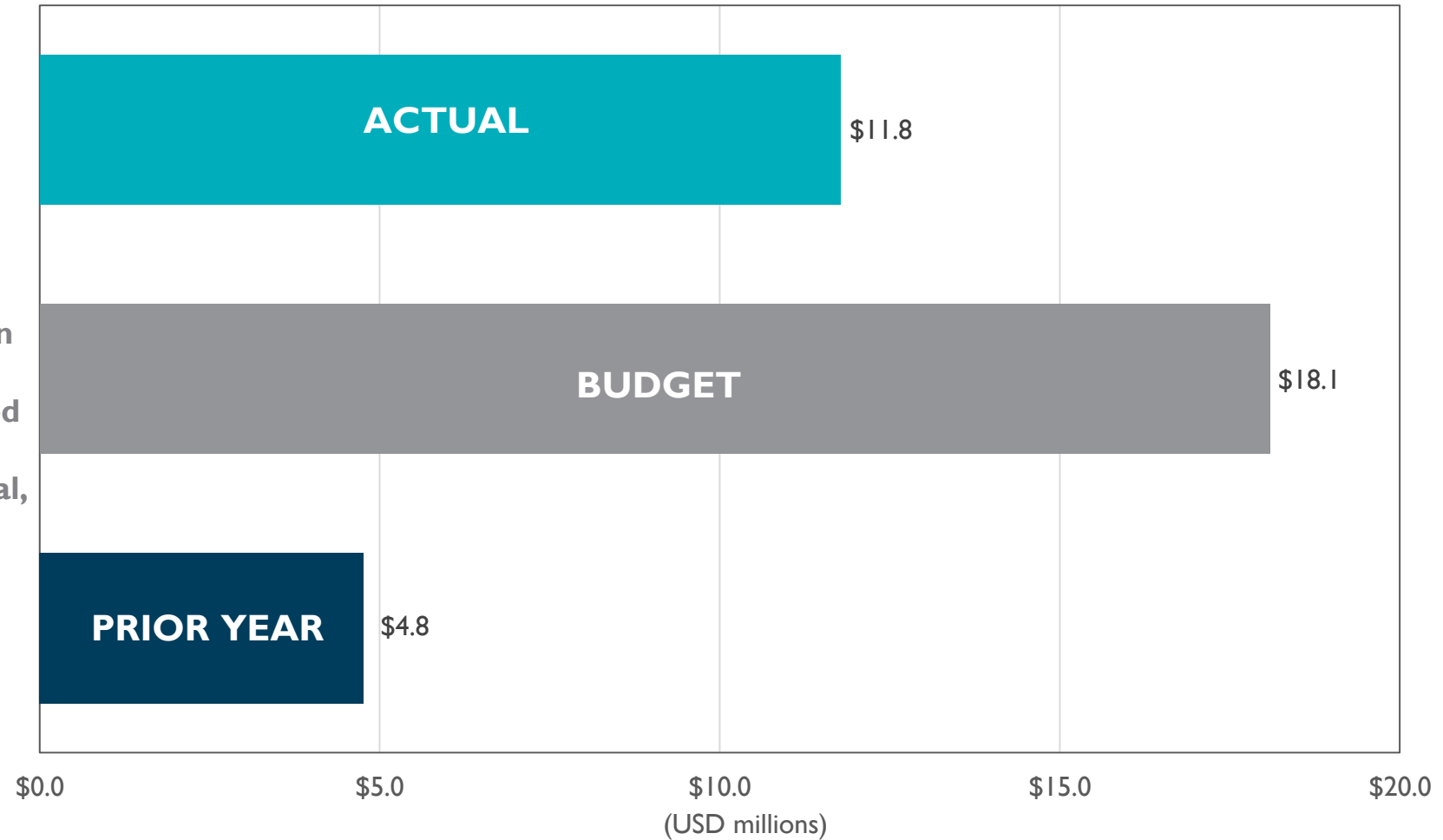
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CHANGE IN NET POSITION:

For the Month Ended September 30, 2019

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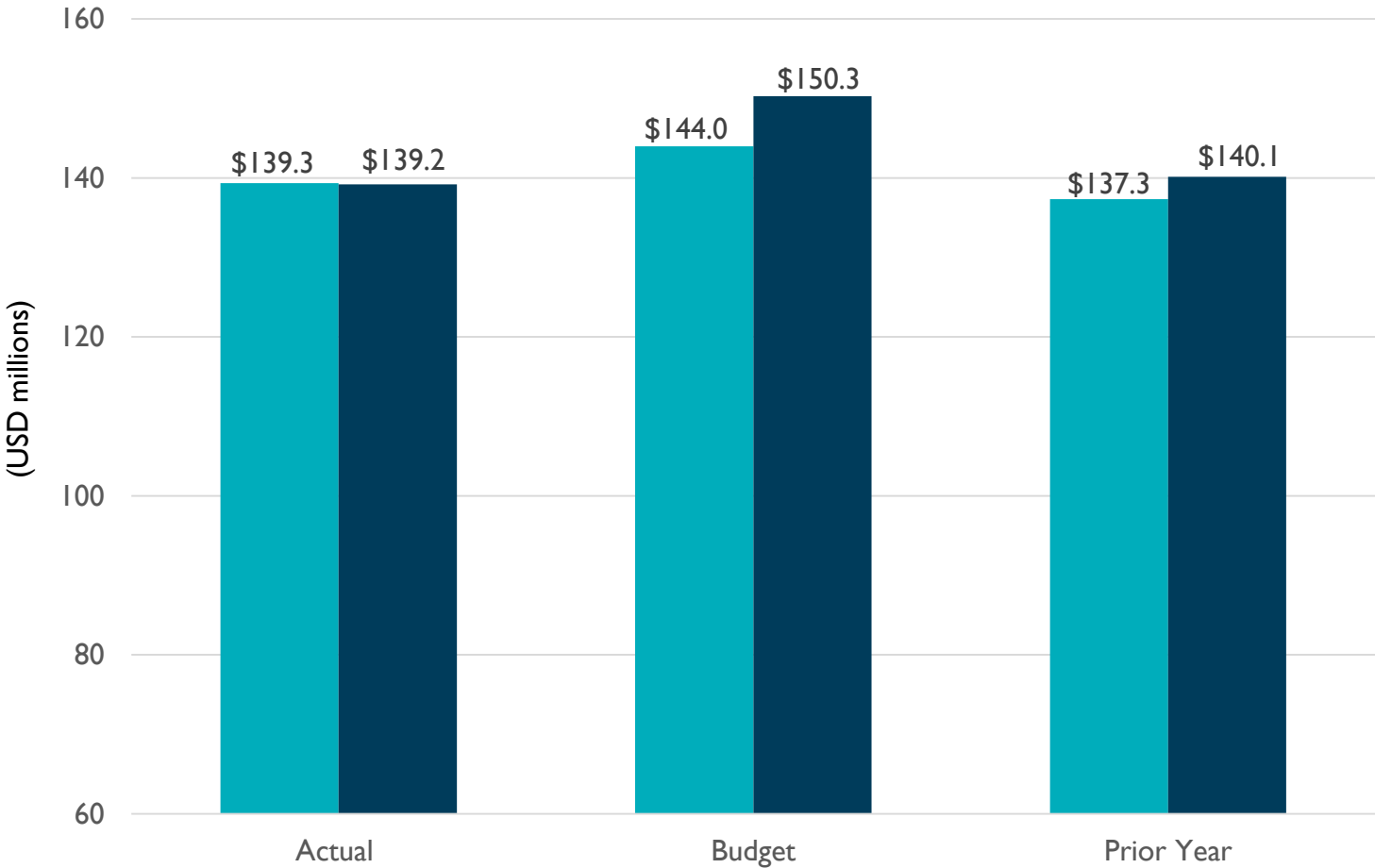


OPERATING REVENUES AND EXPENSES:

For the Three Months Ended September 30, 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.

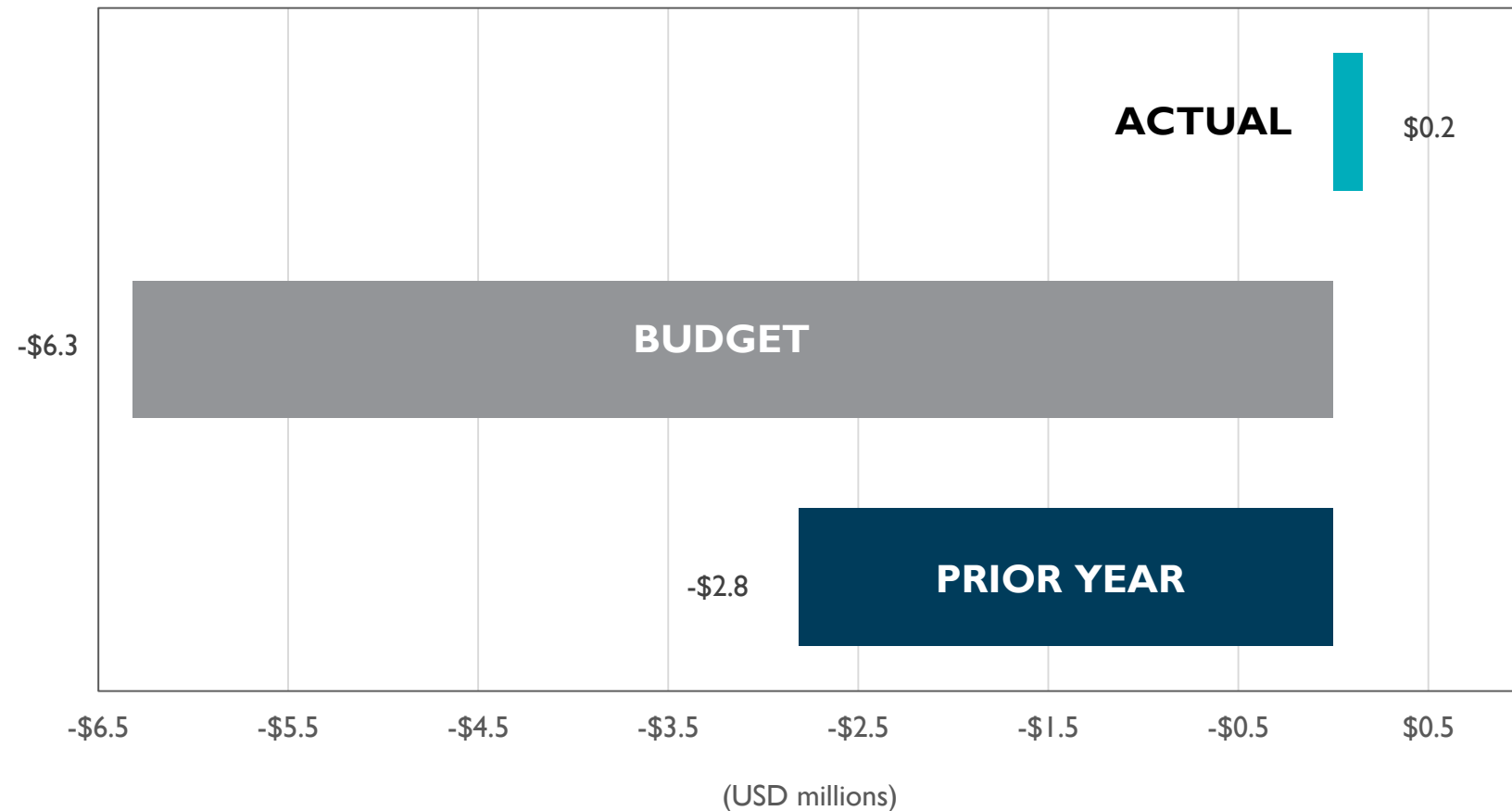
■ Operating Revenues
■ Operating Expenses



OPERATING INCOME (LOSS):

For the Three Months Ended September 30, 2019

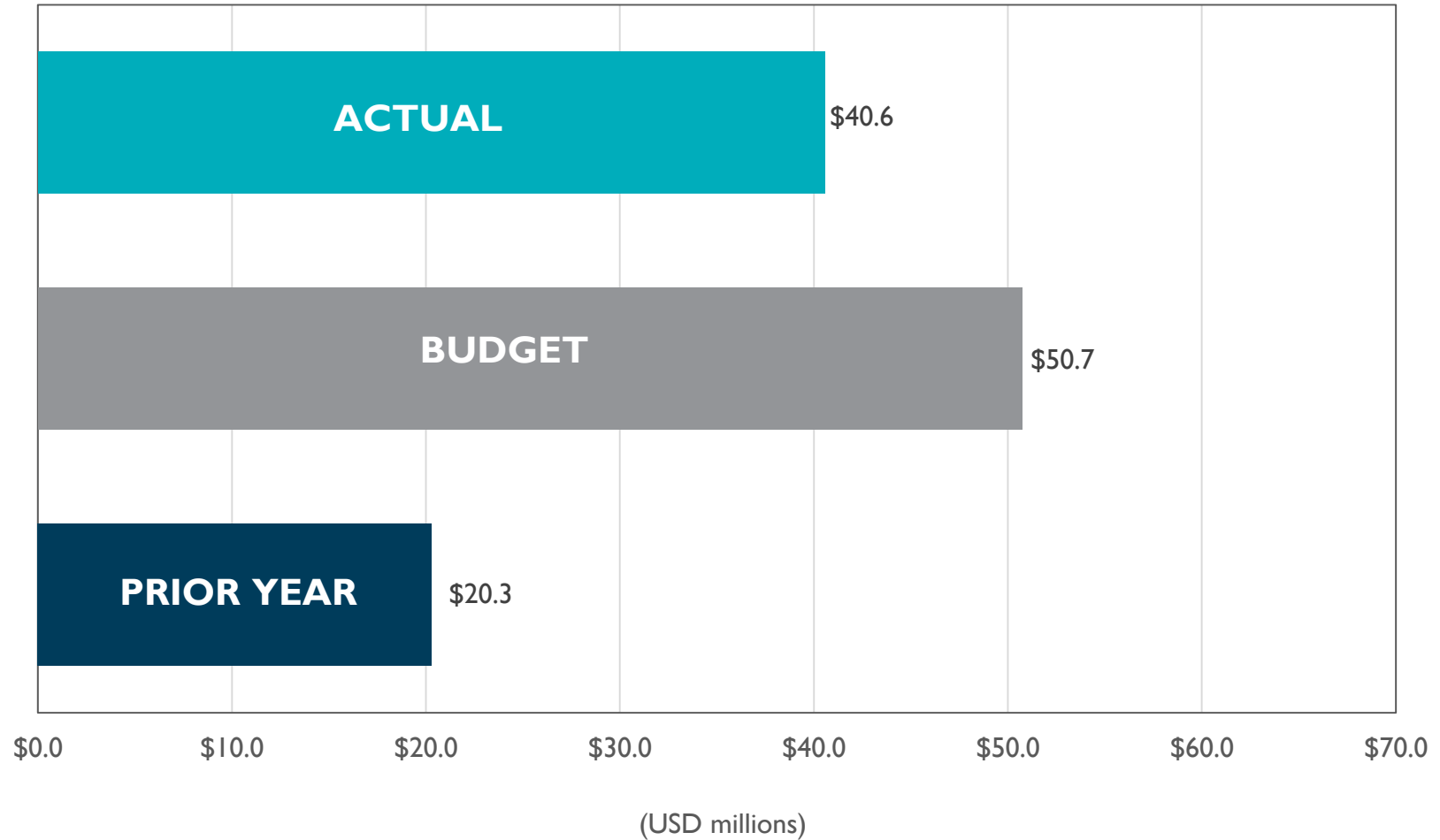
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CHANGE IN NET POSITION:

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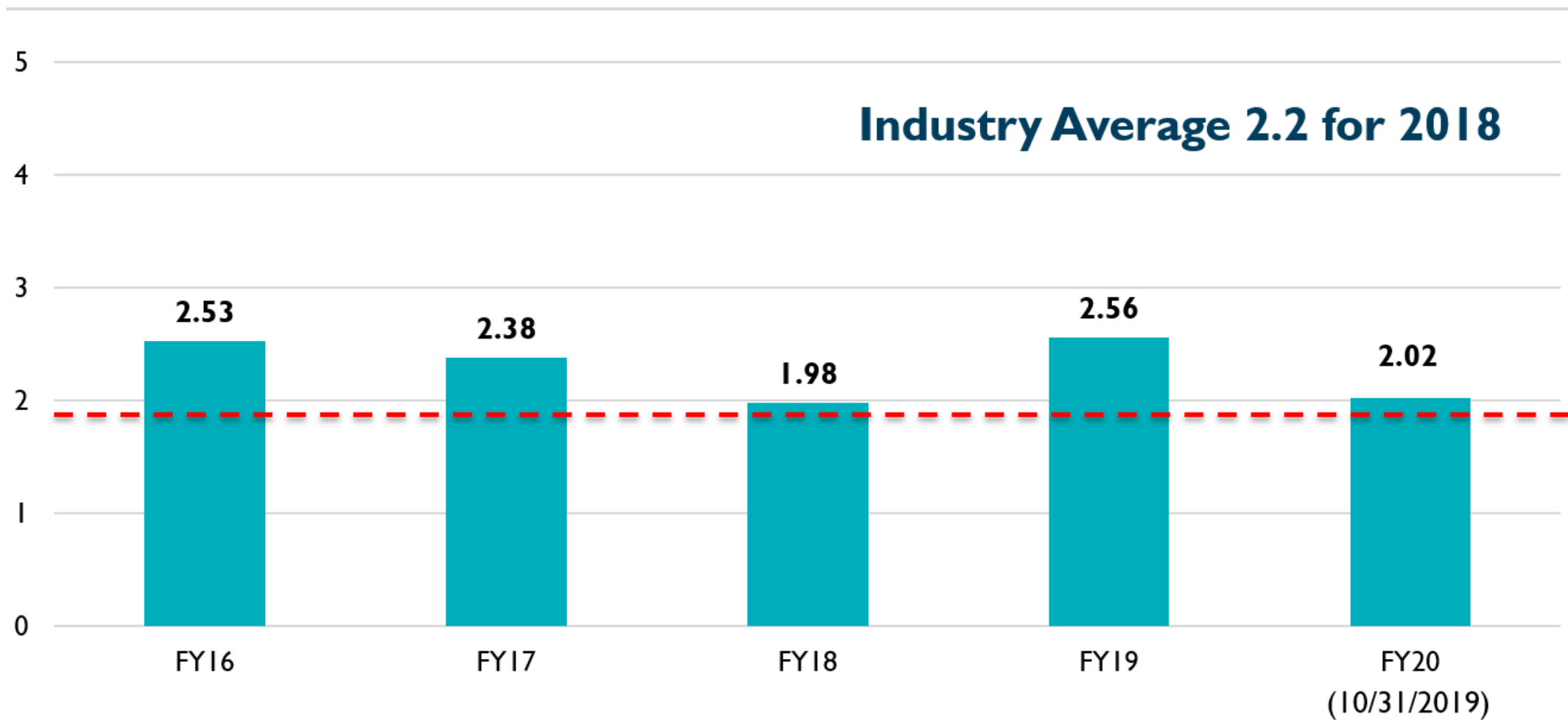


Questions?

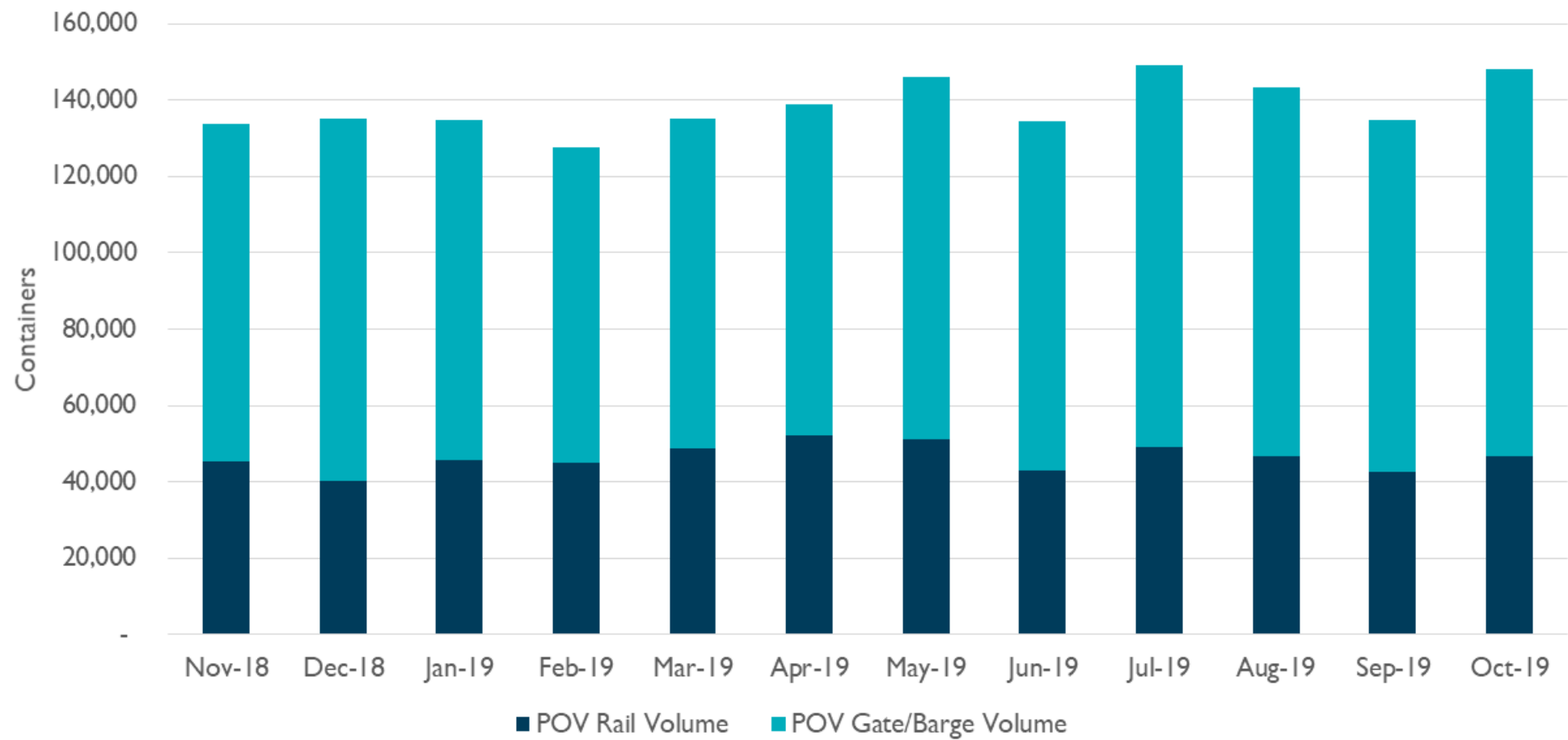
OPERATIONS REPORT

Kevin Price
Chief Operations Officer

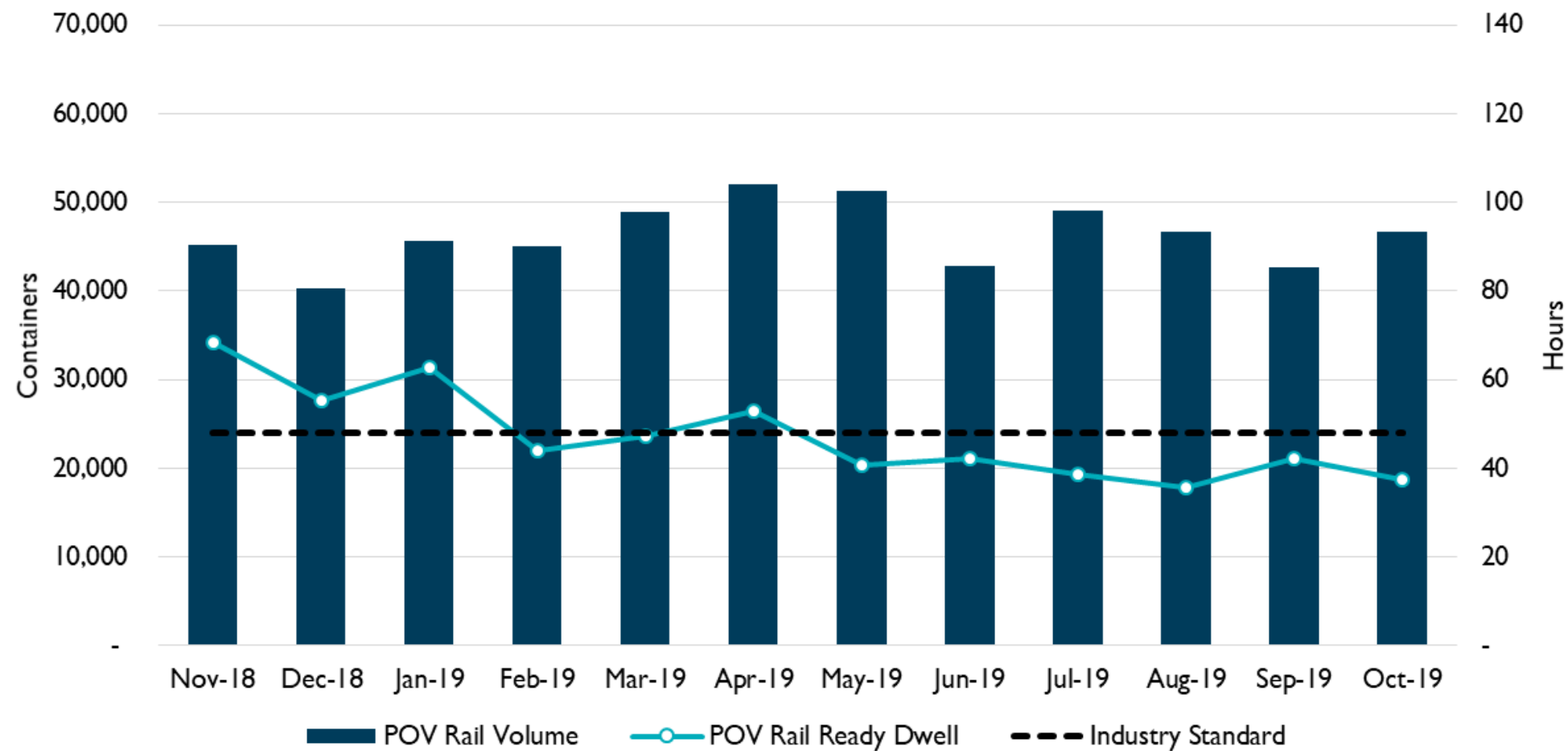
POV OSHA LOST WORK DAY RATE



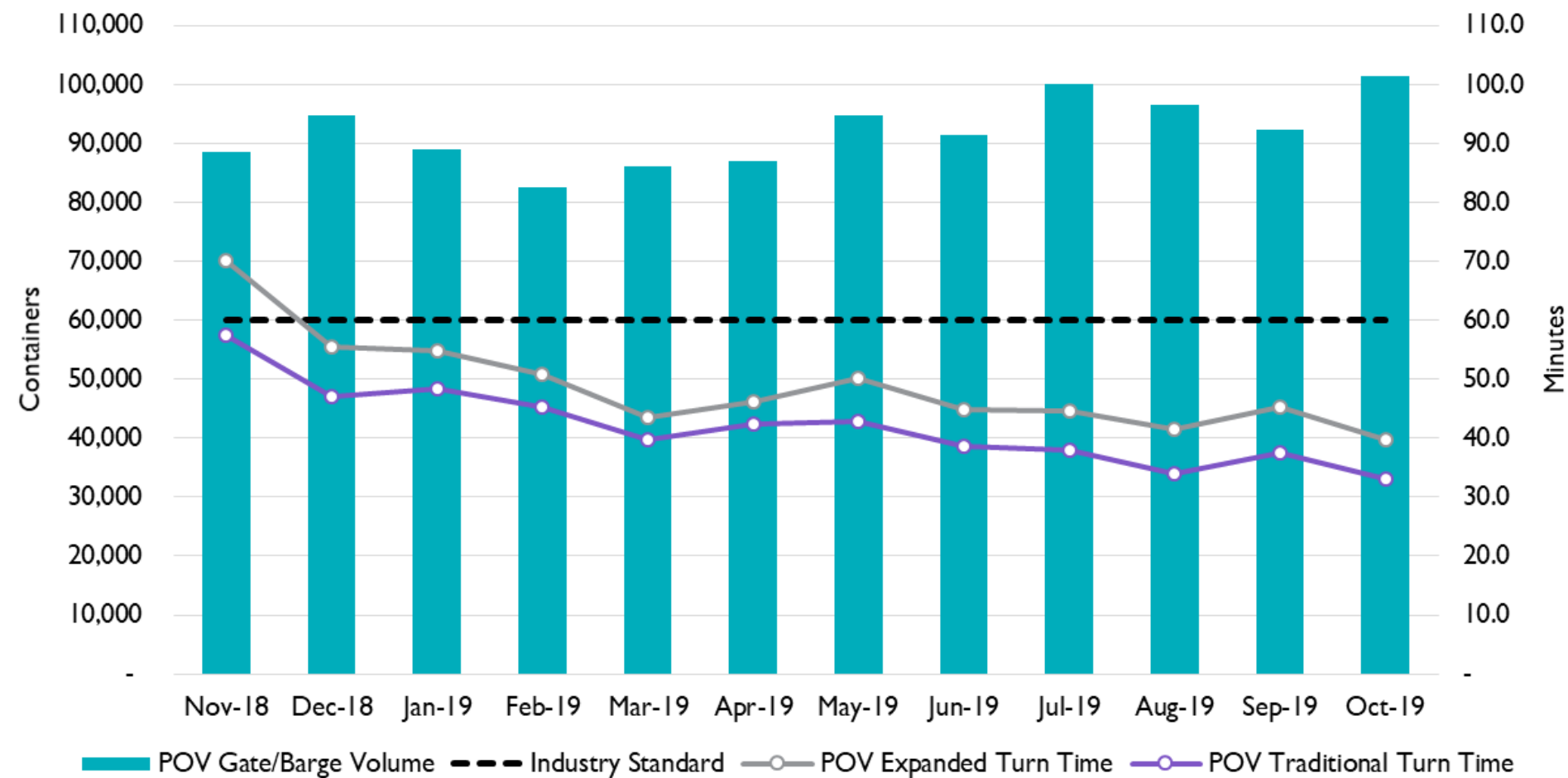
POV RAIL VS GATE/BARGE VOLUME



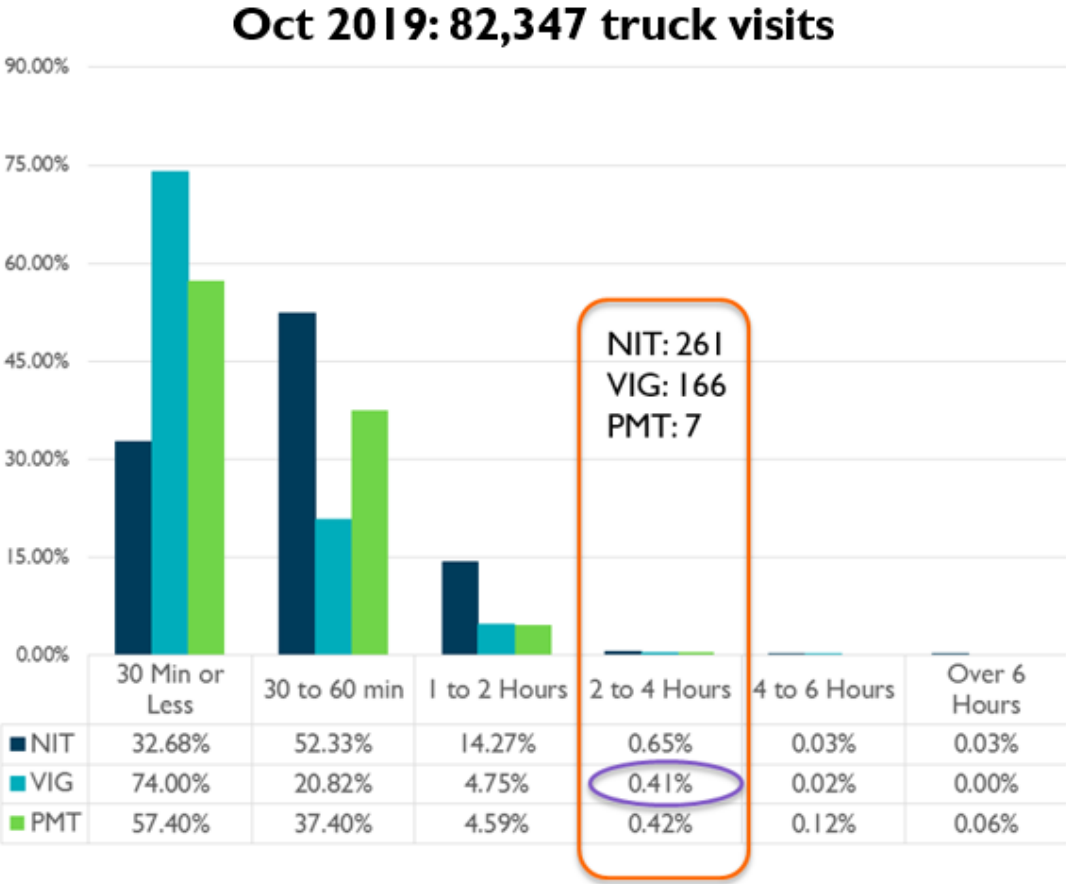
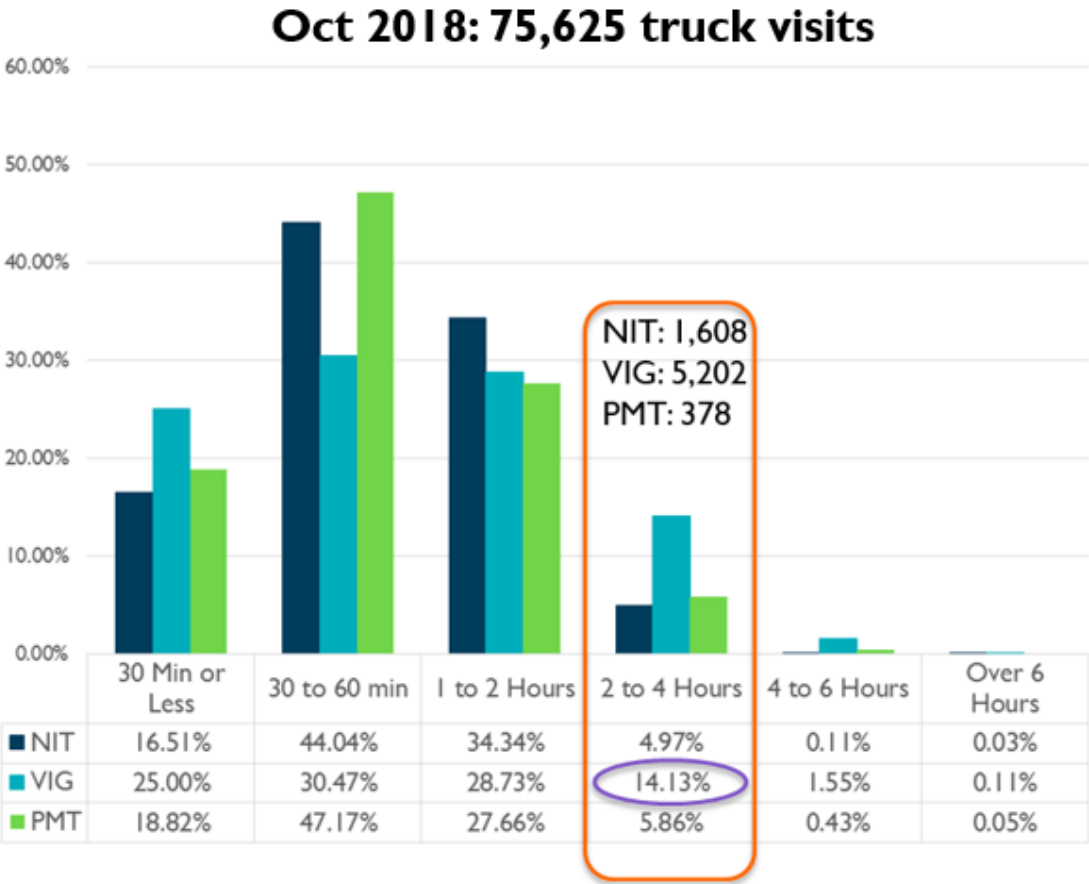
POV RAIL VOLUME



POV GATE TURN TIMES



TRADITIONAL TURN TIME – OCT 2018 vs OCT 2019



Questions?

SALES REPORT

Tom Capozzi
Chief Sales Officer

POV FISCAL YEAR-TO-DATE: JULY – OCTOBER 2019

	FY 2018	FY 2019	Change	% Change
Total TEUs	1,003,392	1,031,626	28,234	2.8%
Export Loaded TEUs	315,530	316,727	1,197	0.4%
Export Empty TEUs	208,495	221,294	12,799	6.1%
Import Loaded TEUs	473,831	485,587	11,756	2.5%
Import Empty TEUs	5,537	8,019	2,482	44.8%
Total Containers	565,924	575,680	9,756	1.7%
General Cargo Tonnage	7,316,135	7,318,409	2,274	0.0%
Container Tonnage	7,255,528	7,263,526	7,997	0.1%
Breakbulk Tonnage	60,607	54,883	(5,723)	-9.4%
Total Rail Containers	193,945	185,094	(8,851)	-4.56%
VIP Containers	14,679	11,879	(2,800)	-19.1%
Total Barge Containers	18,487	21,899	3,412	18.5%
RMT Containers	11,716	14,355	2,639	22.5%
Total Truck Containers	353,492	368,687	15,195	4.3%
Ship Calls	561	521	(40)	-7.1%
Vehicle Units	7,381	5,649	(1,732)	-23.5%



NEW BUSINESS IN RICHMOND

SURFACE DEPLOYMENT & DISTRIBUTION CARGO





IMPACT OF AMAZON SOLAR
ENERGY FARM IN VIRGINIA

INTERNATIONAL EVENTS/CONFERENCES



PLA Annual Meeting
Istanbul, Turkey
October 13-16



TPM Asia
Shenzhen, China
October 8-10

CONFERENCES AND EVENTS



PMA Fresh Summit
Anaheim, FL
October 16-19



JOC Inland Distribution
Chicago, IL
October 21-23



Breakbulk Americas
Houston, TX
October 8-10

CONTRACT EXTENSIONS



HYUNDAI



ACL

Questions?

HUMAN RESOURCES REPORT

Jim Bibbs
Chief Human Resources Officer



POV STEWARDS OF TOMORROW





Training & Development

- AOM
- PIVOT



Toastmasters

- Smedley Award



Book Galley

- Beyond The Box



Colleague Engagement Survey

Summer 2020 Internship Program

Accepting Applications: December 2 – January 3



Questions?

INNOVATION REPORT

Joseph P. Ruddy
Chief Innovation Officer

CUSTOMER SERVICE

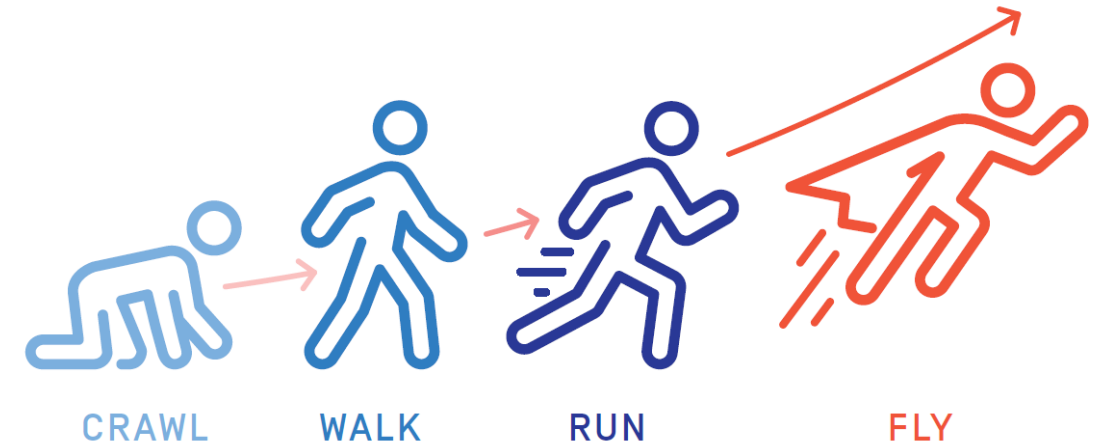


MATURING PROCESS EXCELLENCE CAPABILITY

Process-centric culture change underway

Process Excellence

- Catalyst Academy
- Colleague-led process improvement teams
- Projects of strategic importance
- Project, team, and organization mentoring

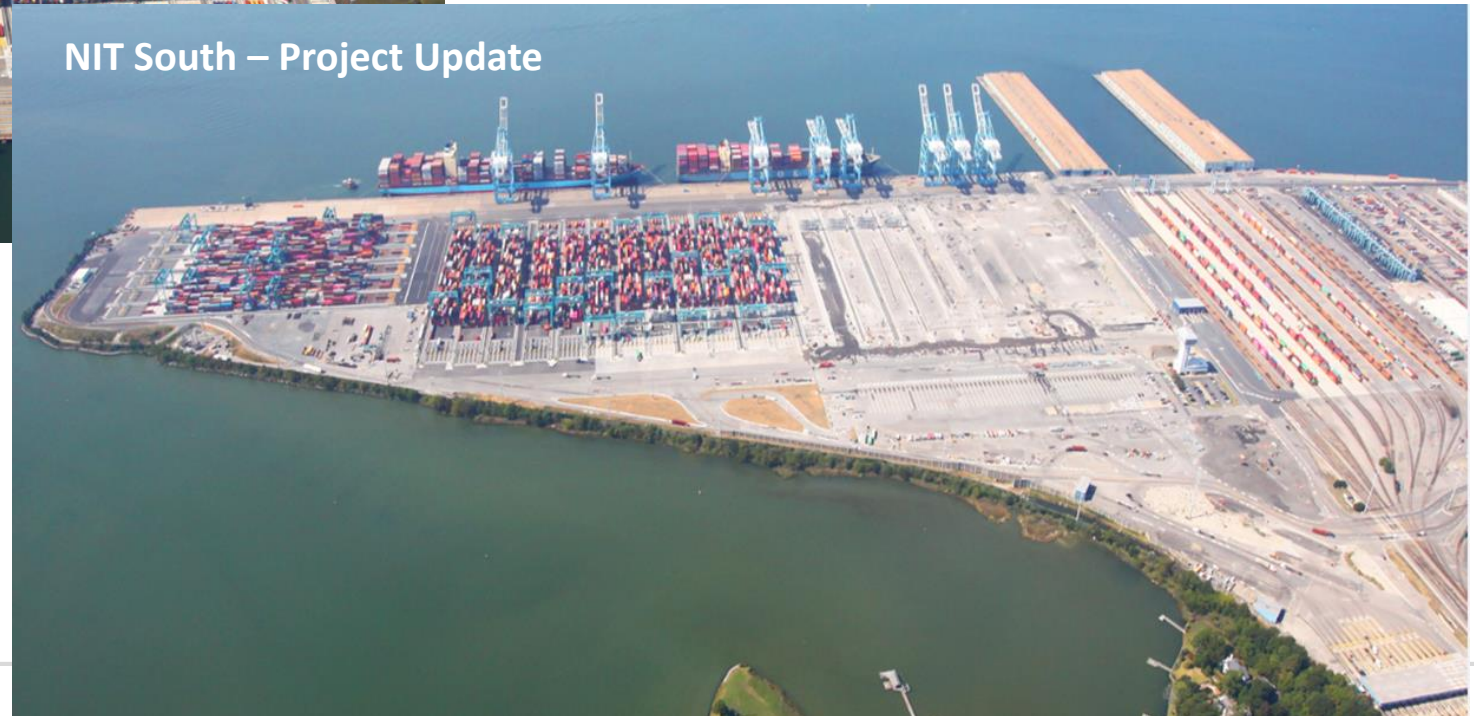


Process Improvement ● Training ● Process Documentation ● Project Mentoring ● Quality Management

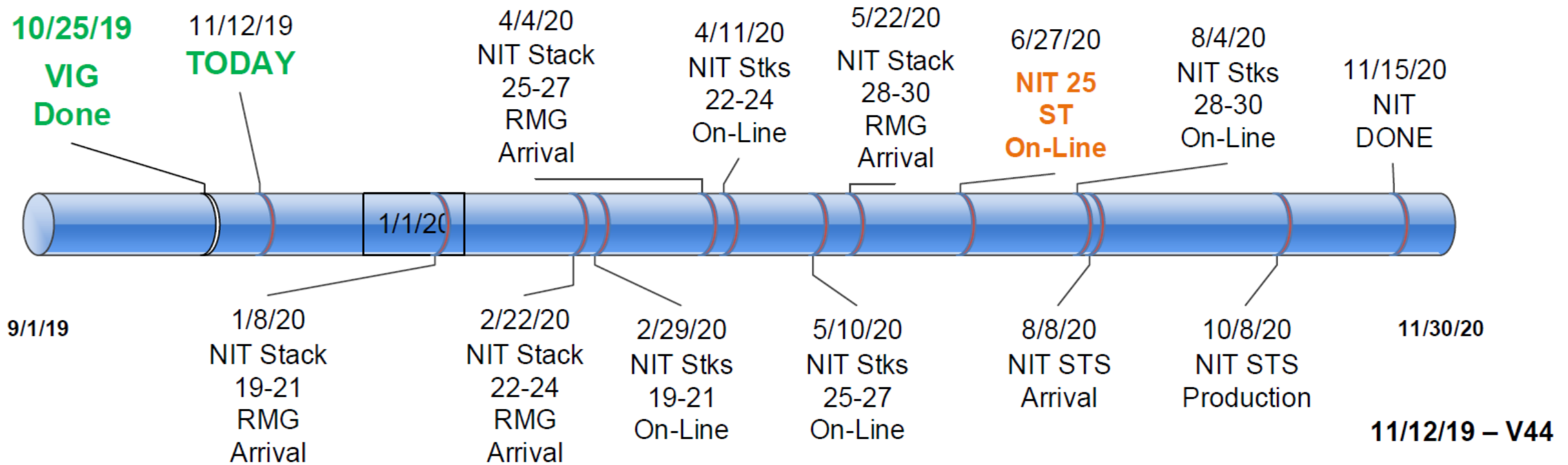
VIG Phase II – Project Completion



NIT South – Project Update



TIMELINE



Questions?

MARKETING REPORT

Jay Stecher
Chief Marketing Officer

EARNED MEDIA UPDATE

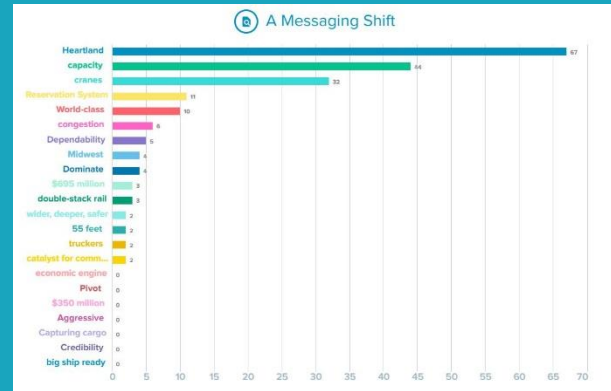
Shifting the messaging, increasing the quality, reaching new markets



NEARLY \$450,000
IN AD EQUIVALENCY



97% OF MENTIONS
were “good” or “neutral” in sentiment.



SHIFT IN MESSAGING

“Service” “Capacity” “55 feet” “World Class” and take the Top 5 spots.



INTERNATIONAL COVERAGE

9 countries ran stories mentioning The Port of Virginia through September and October.

PAID MEDIA UPDATE

Driving efficiency and returns on advertising investments, strengthening our partnerships, personalizing experiences

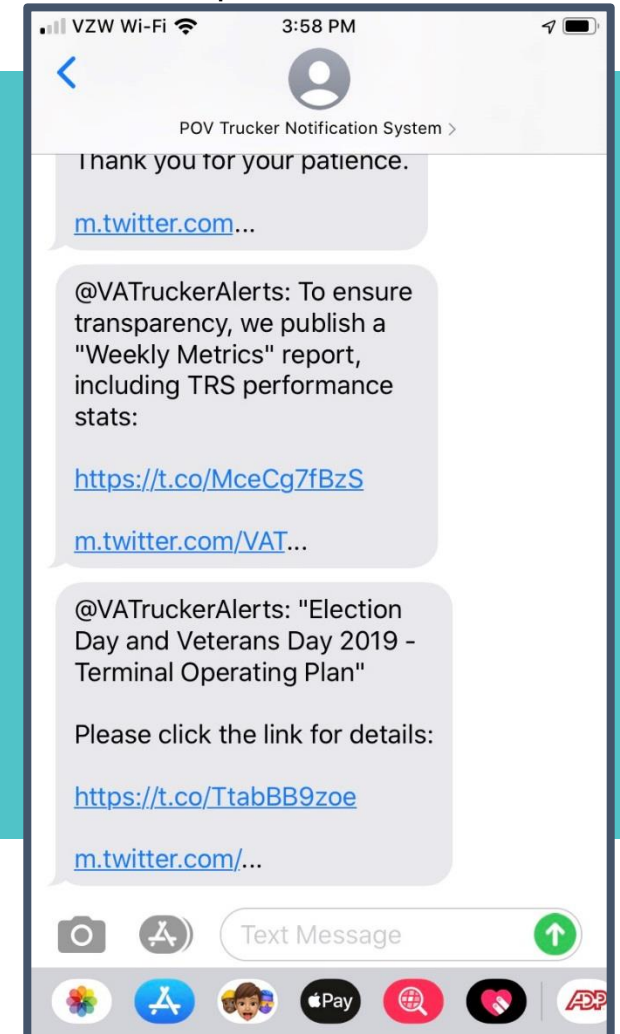


Customer Relationship Management

OWNED MEDIA UPDATE

Refining our social media strategy, maximizing our messaging opportunities, creating a personalized site experience

UPDATE...

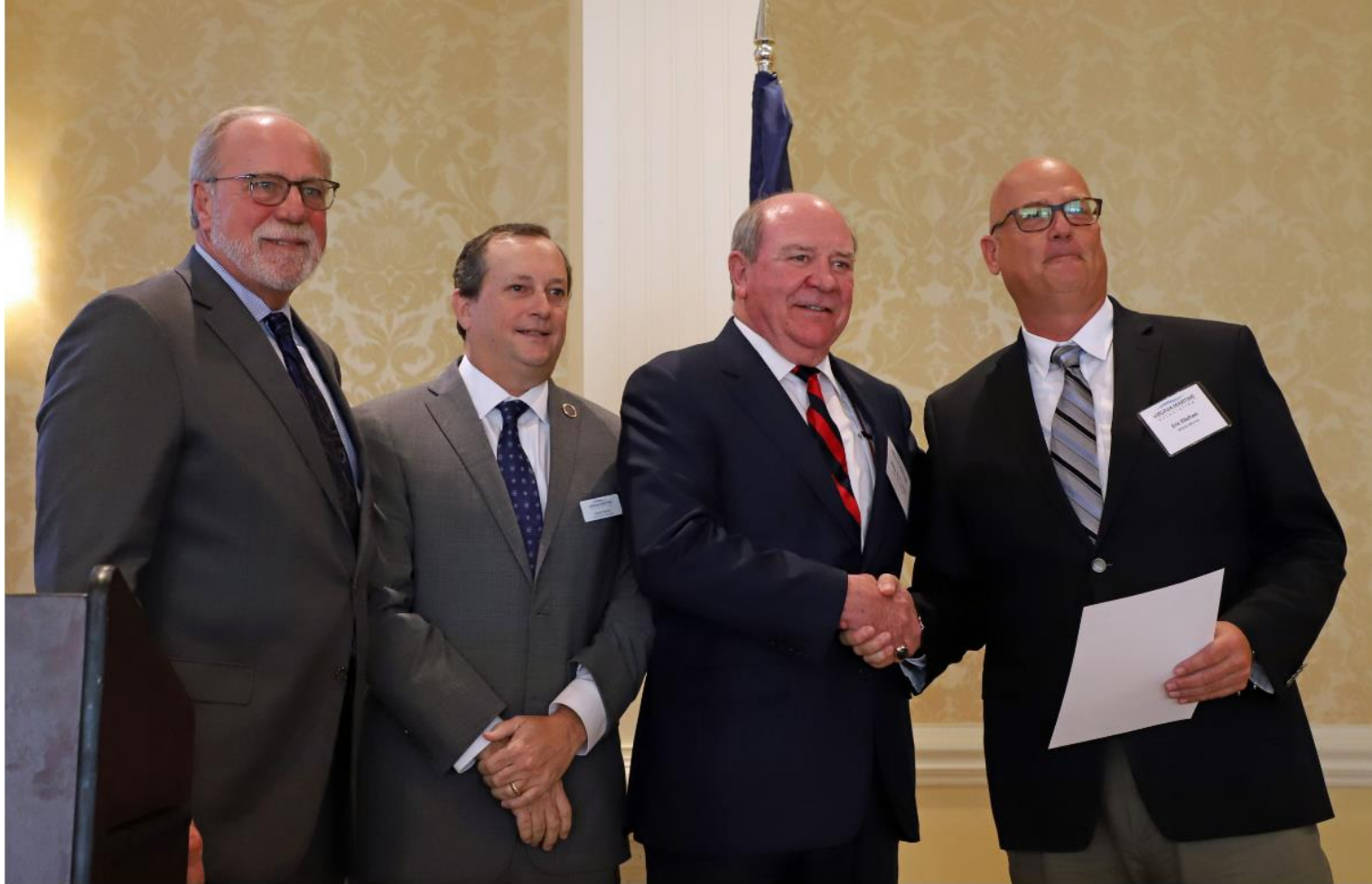


DEVELOPMENT AND GOVERNMENT AFFAIRS REPORT

Cathie Vick

Chief Development and Government Affairs Officer

FEDERAL GOVERNMENT AFFAIRS



AAPA ENVIRONMENTAL AWARD WINNER

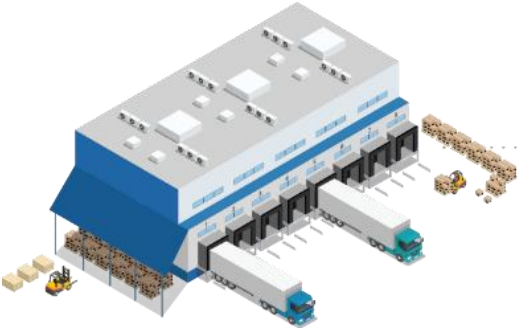


This was a ***Best in Class*** win for our ISO 14001 certified Environmental Management System



CYTD 2019 ECONOMIC DEVELOPMENT TOTALS

39 ANNOUNCEMENTS

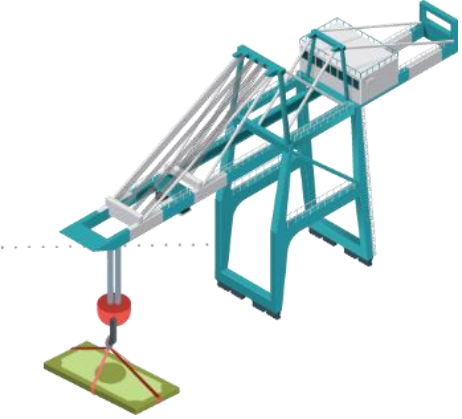


MORE THAN 4,888,000 SQ. FT.
OF SPACE



CREATED
3,530 JOBS

INVESTED MORE
THAN \$2.0 BILLION



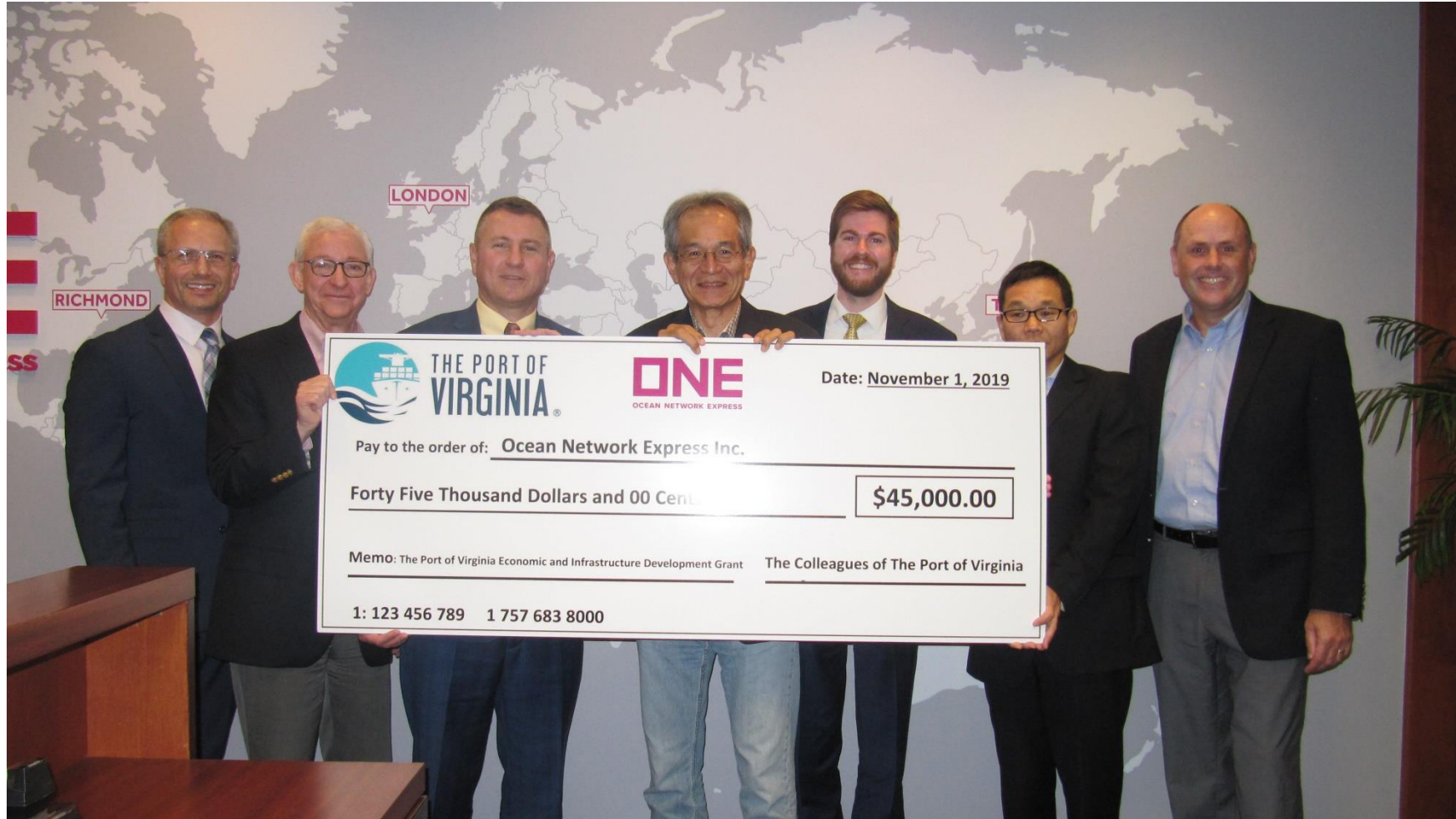
Source: POV Economic Development November 2019

FY15 – FY19 ECONOMIC DEVELOPMENT



Source: POV Economic Development November 2019

POV GRANT- OCEAN NETWORK EXPRESS INC



Questions?