

A pair of hands is shown holding a large quantity of coffee beans. The image is overlaid with a semi-transparent blue gradient, which is darker at the bottom and lighter at the top. The hands are positioned in the center, with the fingers slightly curled to support the beans. The background is a textured, light-colored surface, possibly a piece of fabric or paper.

# Growth & Operations Committee Report

Chair McWhorter

# Operations Report

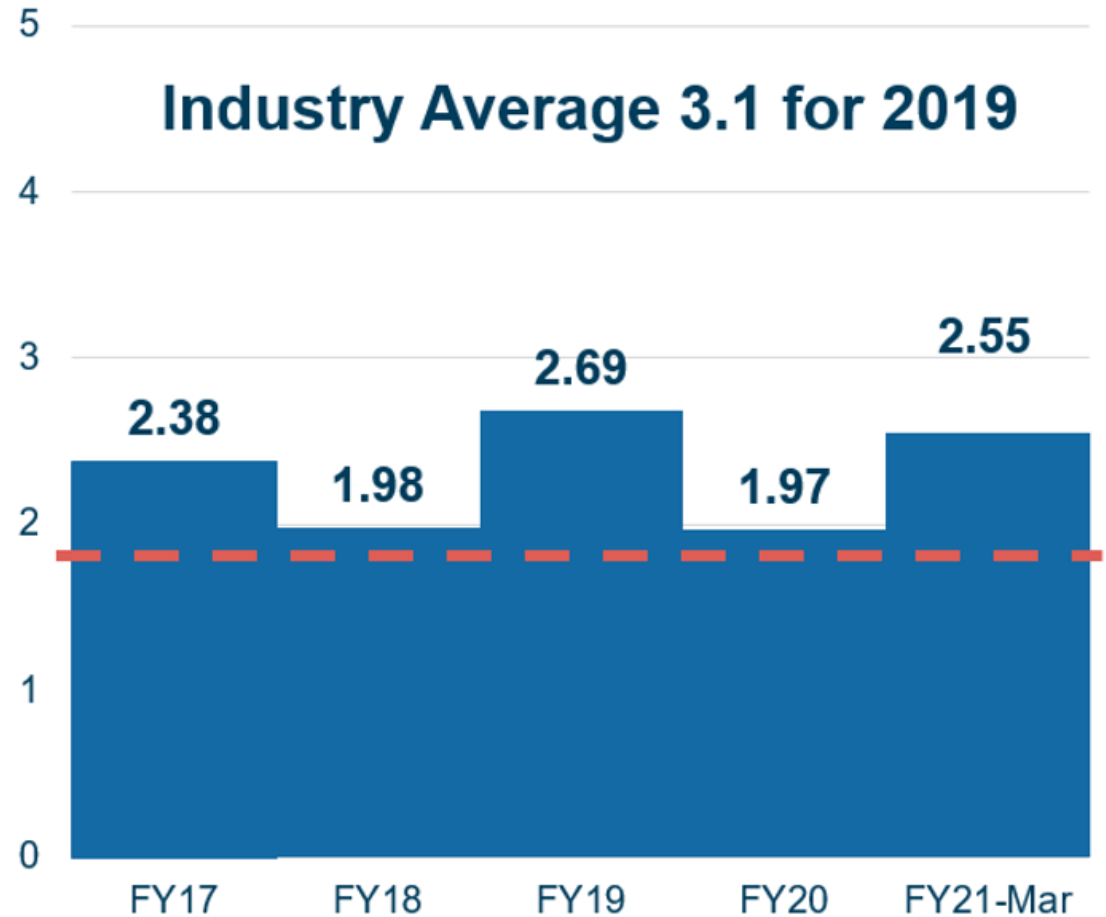
Kevin Price, Chief Operating Officer



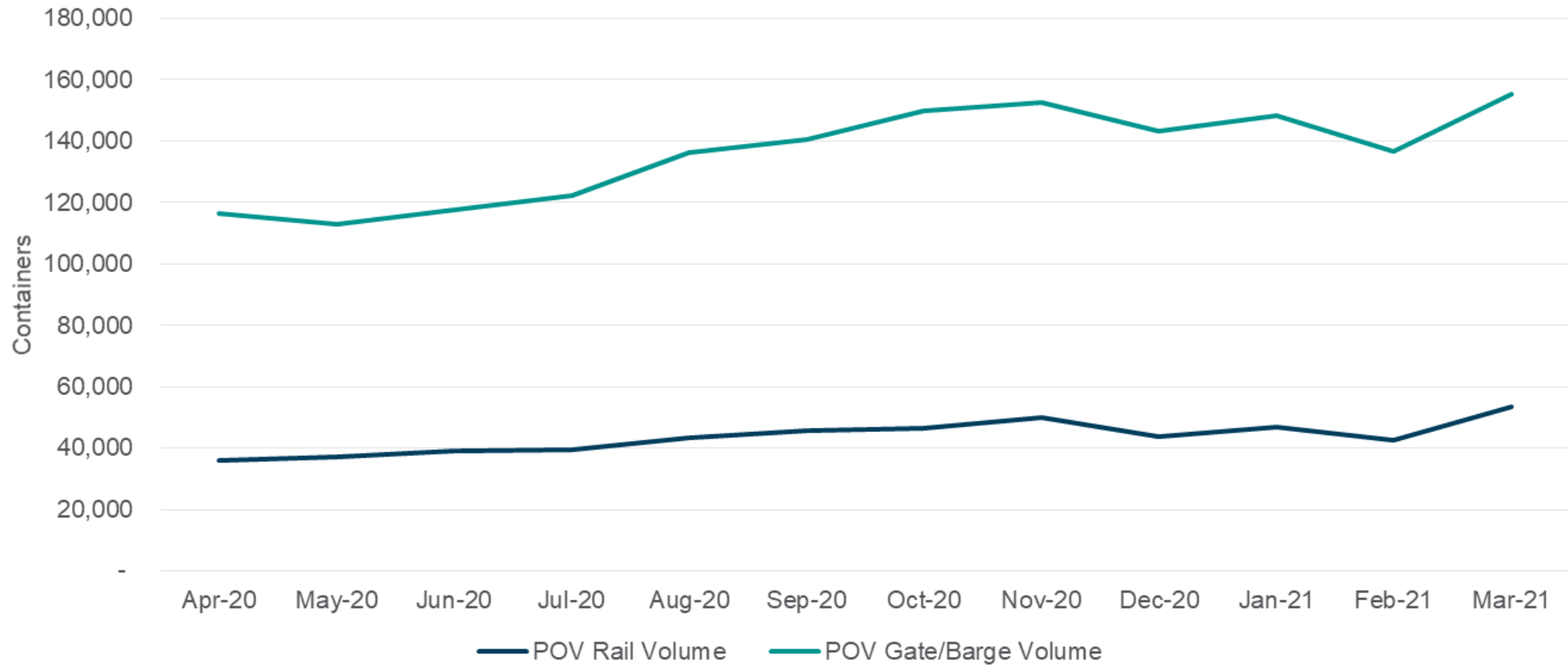
# POV OSHA Lost Work Day Rate

As of March 31<sup>st</sup> the POV  
FY21 LWD rate of 2.55 is:

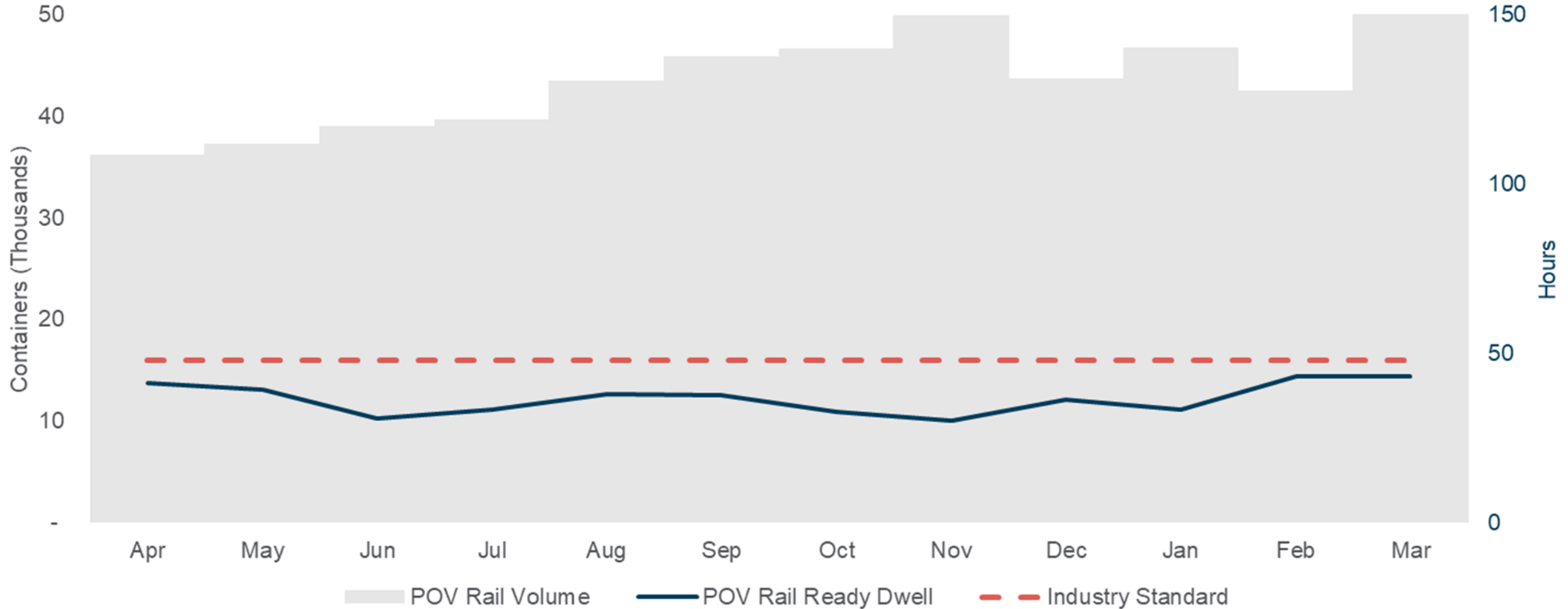
- 29.4% increase from FY20
- 5.2% decrease from FY19
- FY21 year end goal is 1.9



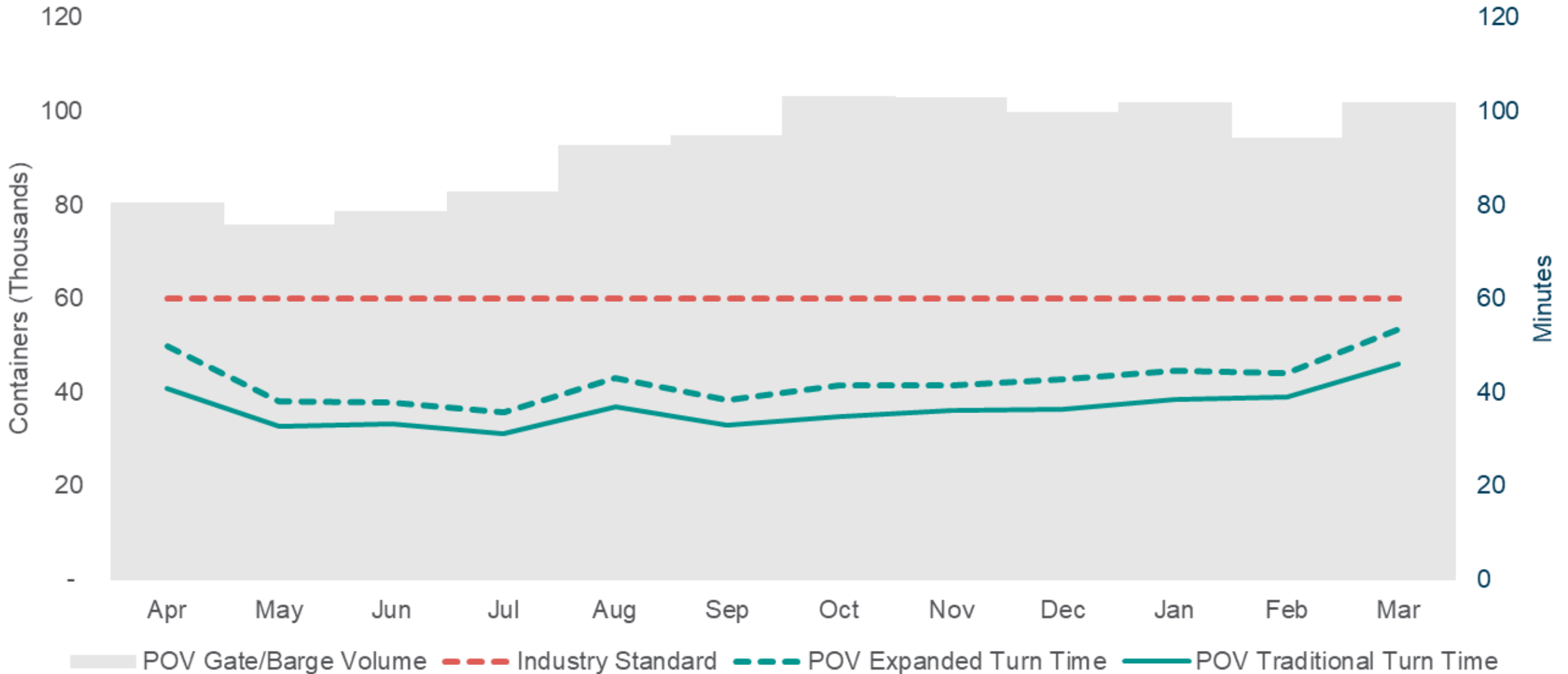
# POV Rail vs Gate/Barge Volume



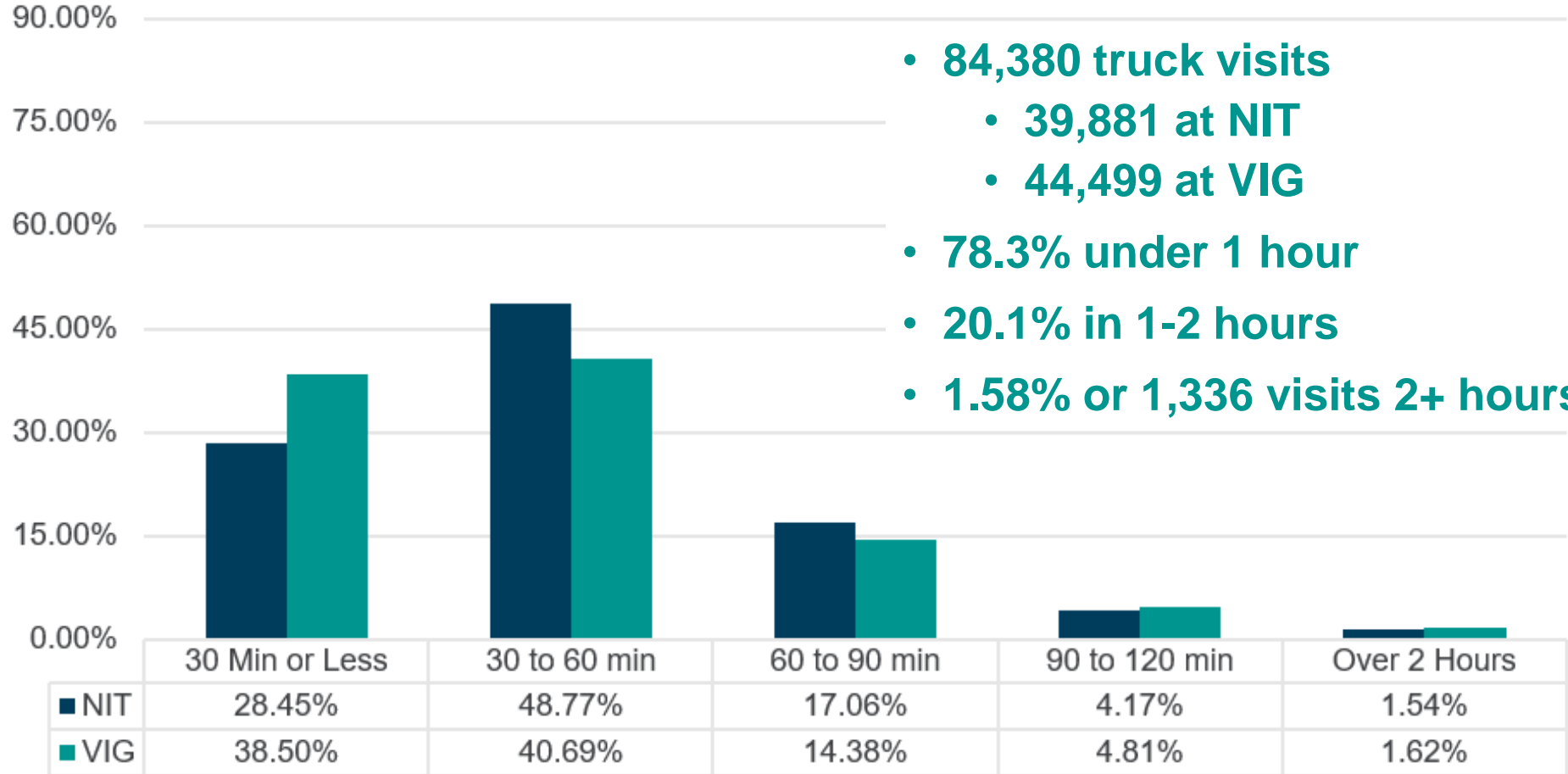
# POV Rail Volume



# POV Gate Turn Times



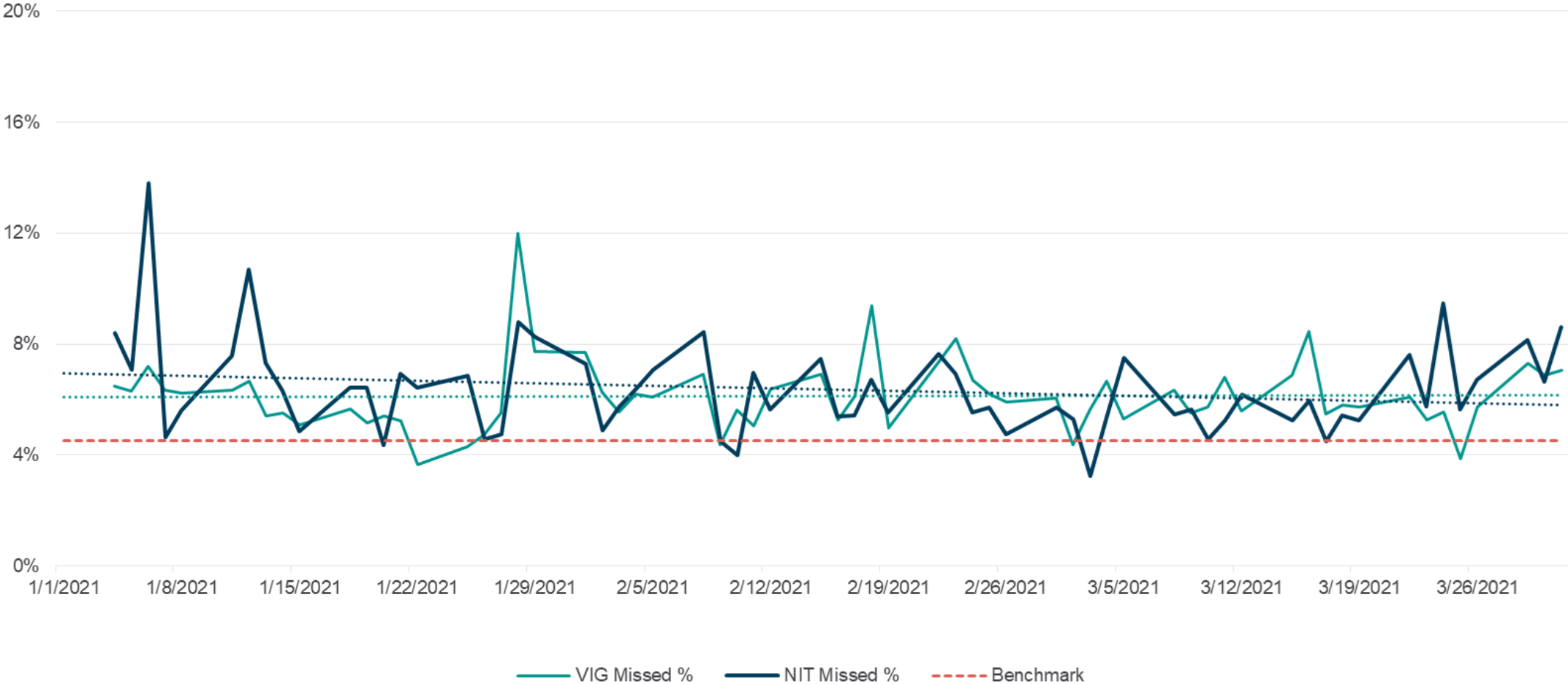
# Traditional Turn Time – Mar 2021



- 84,380 truck visits
  - 39,881 at NIT
  - 44,499 at VIG
- 78.3% under 1 hour
- 20.1% in 1-2 hours
- 1.58% or 1,336 visits 2+ hours

**POV                    33.75%                    44.51%                    15.65%                    4.51%                    1.58%**

# Missed Reservations







# Sales and Volume Report

Tom Capozzi, Chief Sales Officer

# February – March 2021 Volumes

	Feb - Mar 2020	Feb - Mar 2021	Change	% Change
<b>Total TEUs</b>	<b>427,131</b>	<b>528,040</b>	<b>100,909</b>	<b>23.6%</b>
Export Loaded TEUs	171,595	182,312	10,717	6.2%
Export Empty TEUs	54,265	99,586	45,321	83.5%
Import Loaded TEUs	196,688	240,340	43,652	22.2%
<b>Total Rail Containers</b>	<b>81,171</b>	<b>95,923</b>	<b>14,752</b>	<b>18.2%</b>
Front Royal Containers	4,016	5,271	1,255	31.3%
<b>Total Barge Containers</b>	<b>9,296</b>	<b>10,029</b>	<b>733</b>	<b>7.9%</b>
Richmond Containers	6,759	6,240	(519)	-7.7%
<b>Total Truck Containers</b>	<b>147,147</b>	<b>186,162</b>	<b>39,015</b>	<b>26.5%</b>
<b>Ship Calls</b>	<b>223</b>	<b>245</b>	<b>22</b>	<b>9.9%</b>

# April (Actual) – May (Forecasted) 2021 Volumes

	April – May 2020	April – May 2021	Change	% Change
<b>Total TEUs</b>	<b>409,081</b>	<b>561,888</b>	<b>152,807</b>	<b>37.4%</b>
Export Loaded TEUs	143,318	187,590	44,272	30.9%
Export Empty TEUs	72,545	99,876	27,332	37.7%
Import Loaded TEUs	187,979	270,647	82,668	44.0%
<b>Total Rail Containers</b>	<b>73,327</b>	<b>110,302</b>	<b>36,975</b>	<b>50.4%</b>
Front Royal Containers	4,398	5,753	1,355	30.8%
<b>Total Barge Containers</b>	<b>9,152</b>	<b>11,581</b>	<b>2,429</b>	<b>26.5%</b>
Richmond Containers	6,817	7,412	595	8.7%
<b>Total Truck Containers</b>	<b>146,893</b>	<b>191,403</b>	<b>44,510</b>	<b>30.3%</b>
<b>Ship Calls</b>	<b>220</b>	<b>263</b>	<b>43</b>	<b>19.5%</b>



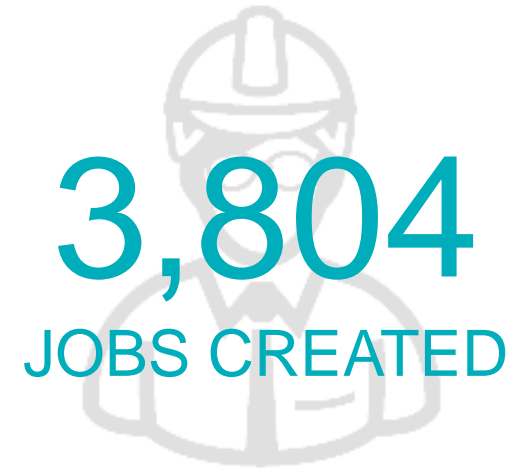
# Economic Development Report

Cathie Vick, Chief Development & Government Affairs Officer

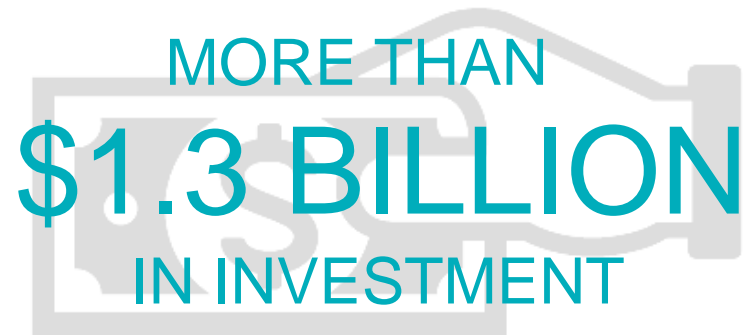
# FYTD 2021 Economic Development Totals




**32**  
ANNOUNCEMENTS



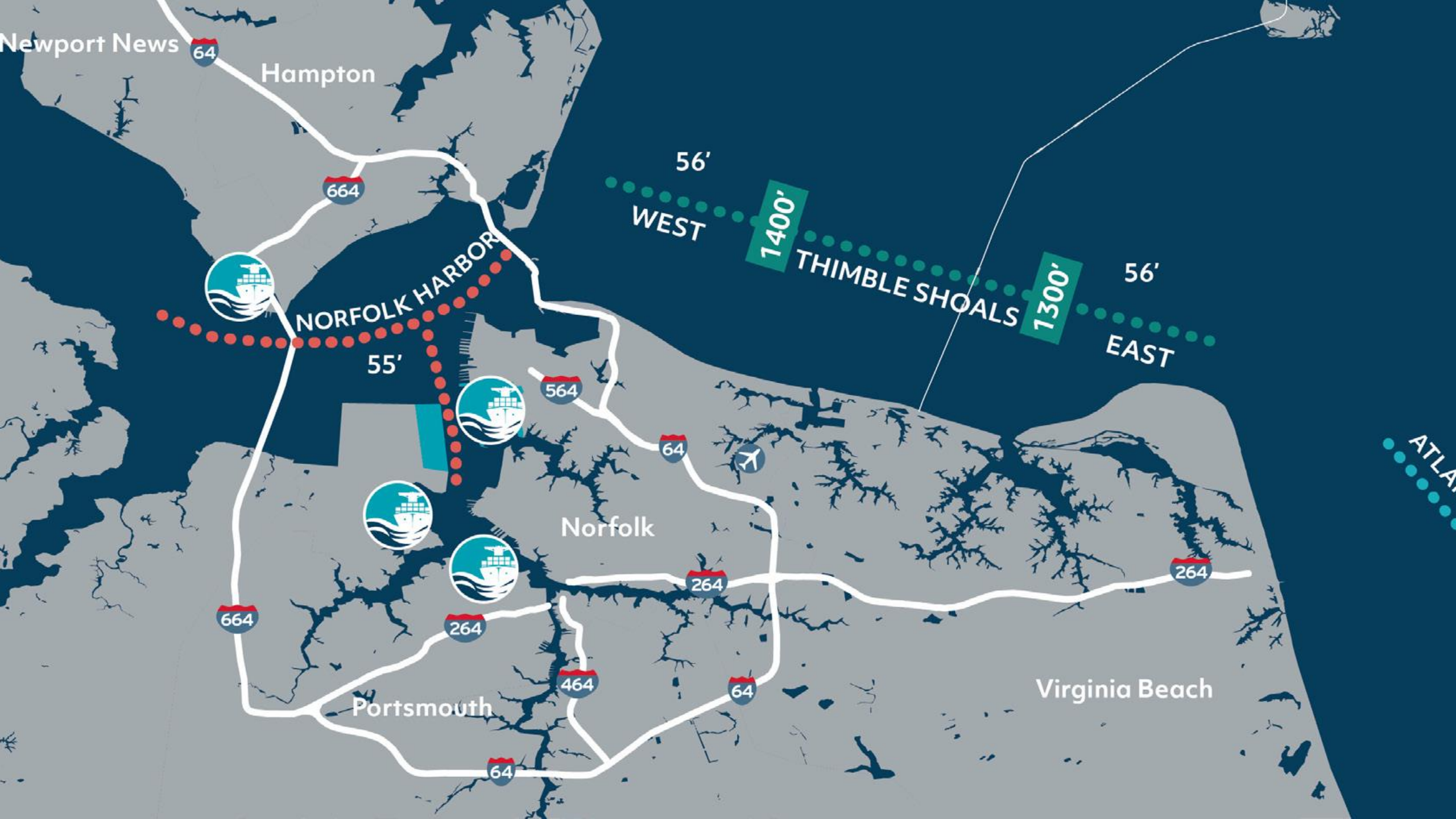
**3,804**  
JOBS CREATED



MORE THAN  
**\$1.3 BILLION**  
IN INVESTMENT

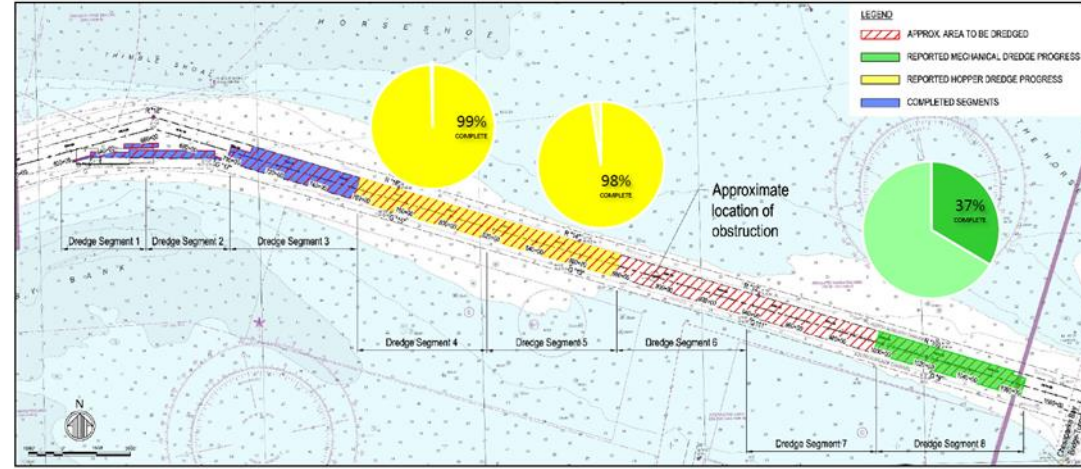


MORE THAN  
**4.9 MILLION**  
SQUARE FEET

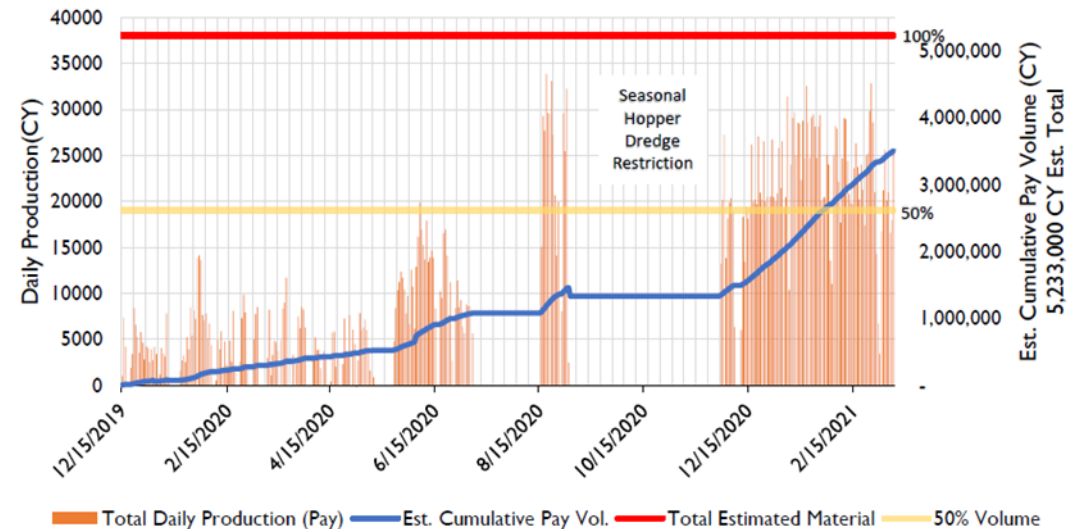


# Norfolk Harbor & Channels Deepening

- TSC-W deepening is nearly 90% complete, estimated to be complete in early July
- EPA Concurrence documentation received for TSC-E and MA2 in April
- Ready to bid package for TSC-E/MA2. Targeting advertisement on May 30th with bid opening June 29th in anticipation of board action in July.
- Proceeding with beneficial use with both Norfolk and Virginia Beach



TSC-W Dredging Production and Estimates



An aerial photograph of a port facility, showing a large yard filled with stacked shipping containers and several gantry cranes along the waterfront. The image is overlaid with a semi-transparent blue filter.

# CEO & Executive Director Report

Stephen Edwards, CEO & Executive Director