

Virginia Port Authority Board of Commissioners Annual Meeting - Session 407

July 27, 2021



loyd

Virginia Port Authority Board of Commissioners Session 408

July 27, 2021



loyd

Agenda

- Approval of minutes
- Reports of committees
- CEO & Executive Director Report
- Other business, opportunity for public comment, and adjournment





Executive Committee Report

Chairman Milliken

A man with a shaved head, wearing a dark polo shirt, stands with his arms crossed in an office environment. The background shows cubicles and office lights, all rendered in a monochromatic blue tint. The text is overlaid on the left side of the image.

Finance & Audit Committee Report

Chair Power

Financial Update

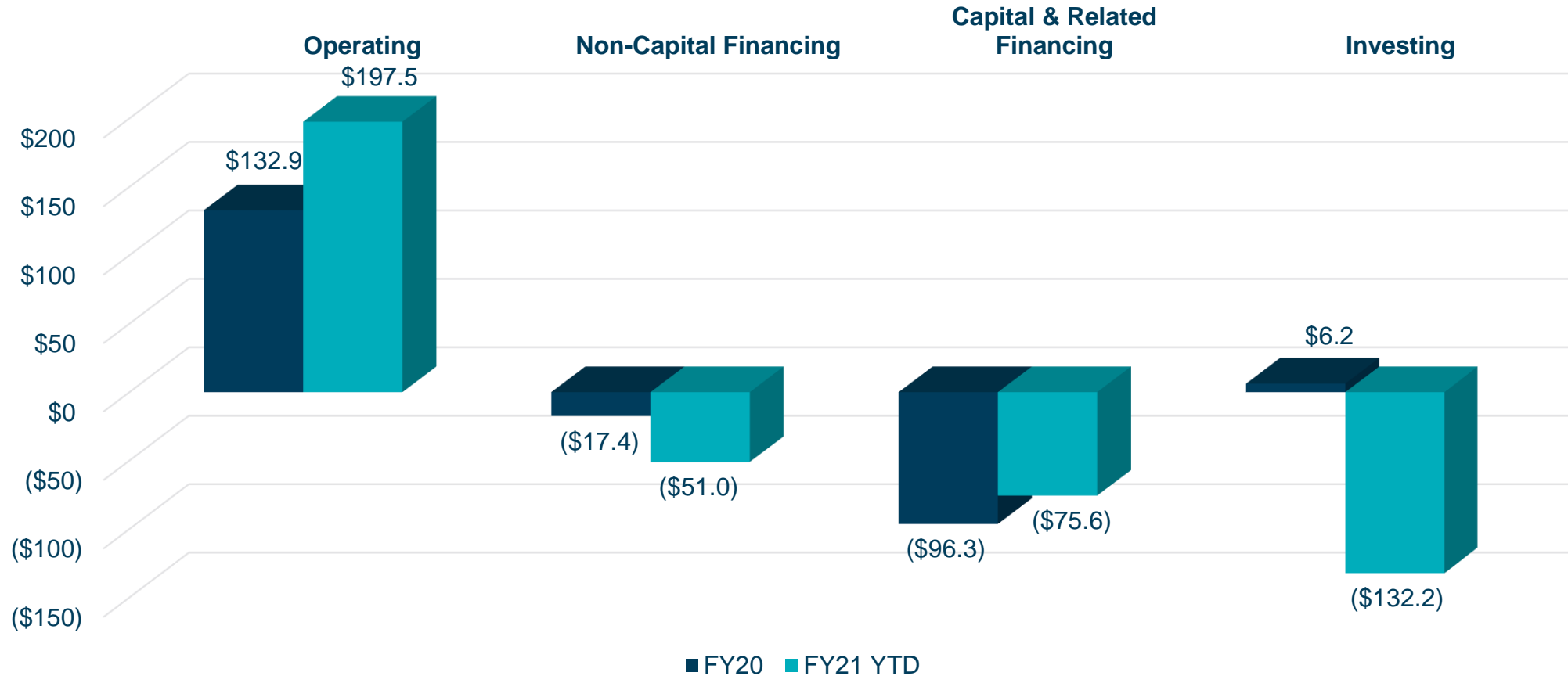
Rodney Oliver, Chief Financial Officer



Fiscal Year 2021 YTD Highlights

	Category	Budget	Actual
Jul - May	Volume	1,435,390	1,621,251
	Operating Revenues	\$495.9 million	\$576.8 million
	Operating Expenses	\$470.7 million	\$471.6 million
	Operating Income	\$25.3 million	\$105.2 million
	EBITDA	\$132.6 million	\$214.0 million
June			
June	Volume	133,482	In-Process
	Operating Income	\$3.4 million	In-Process

Cash Flow FY20 vs FY21 YTD – USD millions



Cash and Investments as of 5/31/2021: \$409.2 million

Residual Fund and Operating as of 5/31/2021: \$285.9 million

Capital & Related Financing Activities – USD millions

Category	FY20	FY21 YTD
Net refunding proceeds	\$ -	\$9.9
CPF contribution	\$44.0	\$42.3
Acquisition of capital assets	\$(165.7)	\$(82.7)
Transfer from primary government	\$106.9	\$57.3
Facility capital lease payments	\$(88.9)	\$(81.9)
Proceeds from MELP financing	\$37.1	\$23.6
Principal paid on long-term debt	\$(18.5)	\$(22.1)
Interest paid on long-term debt	\$(22.6)	\$(21.0)
Other	\$11.4	\$(1.0)
Total	\$(96.3)	\$(75.6)

An aerial photograph of a port terminal, 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.

Growth & Operations Committee Report

18

1

2

3

Operations Report

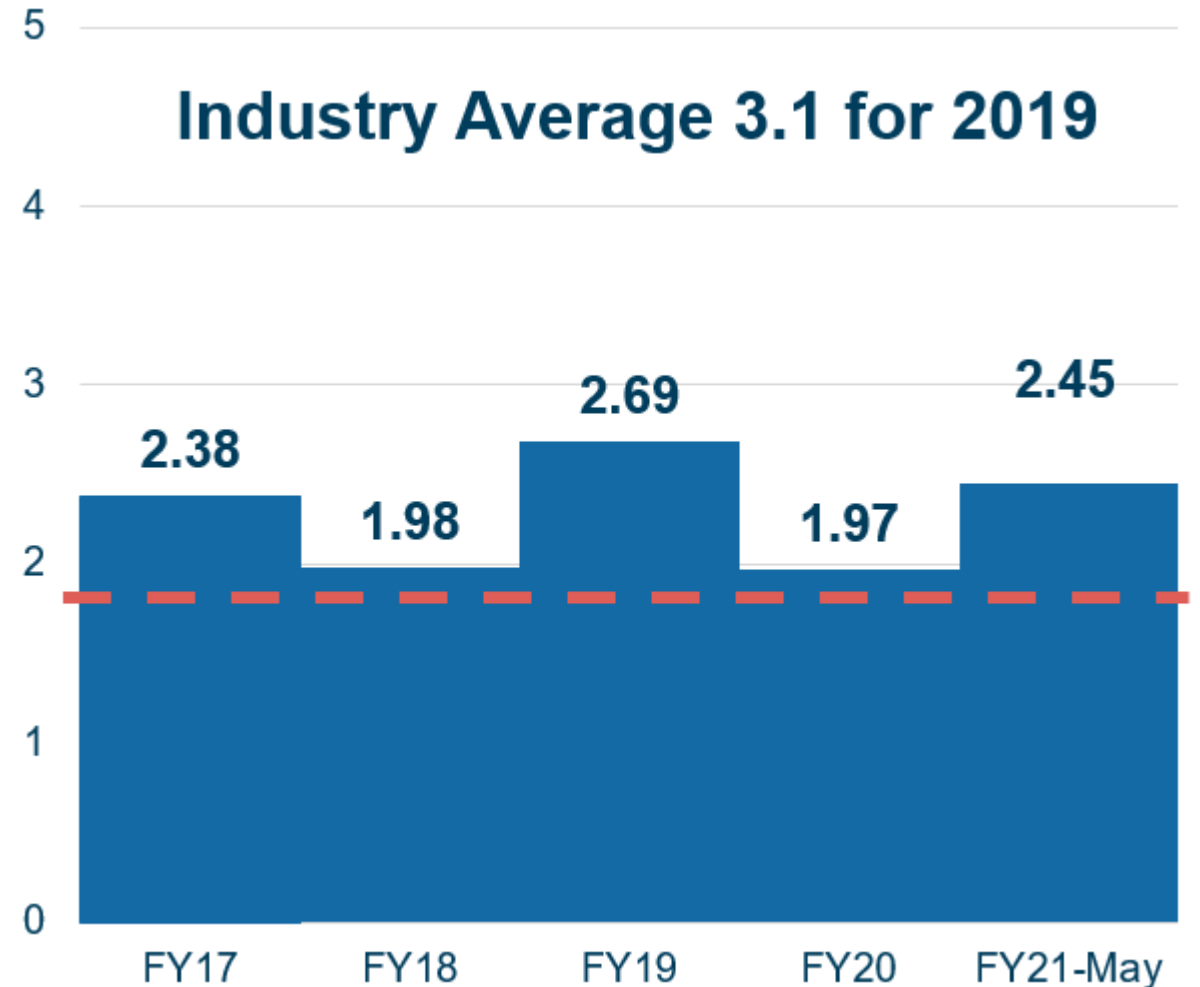
Kevin Price, Chief Operations Officer



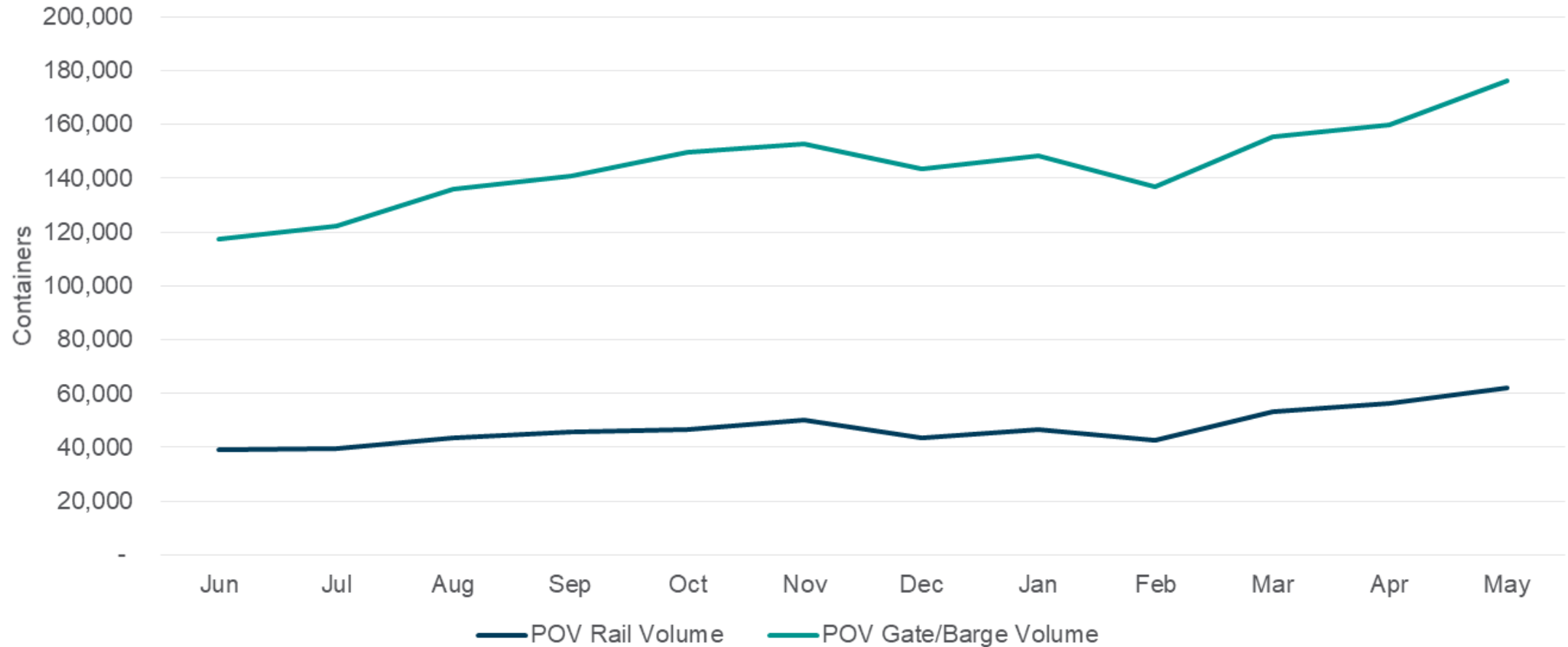
POV OSHA Lost Work Day Rate

As of May 31st the POV
FY21 LWD rate of 2.45 is:

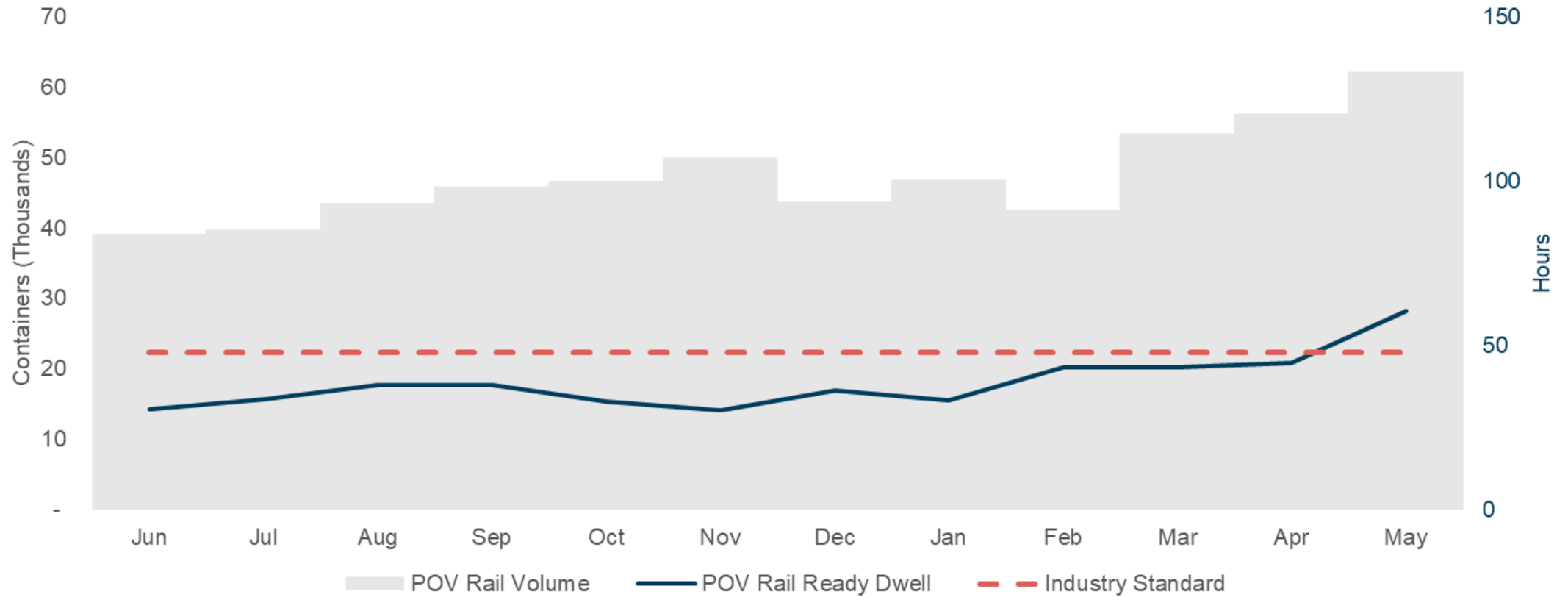
- 24.4% increase from FY20
- 8.9% decrease from FY19
- FY21 year end goal is 1.9



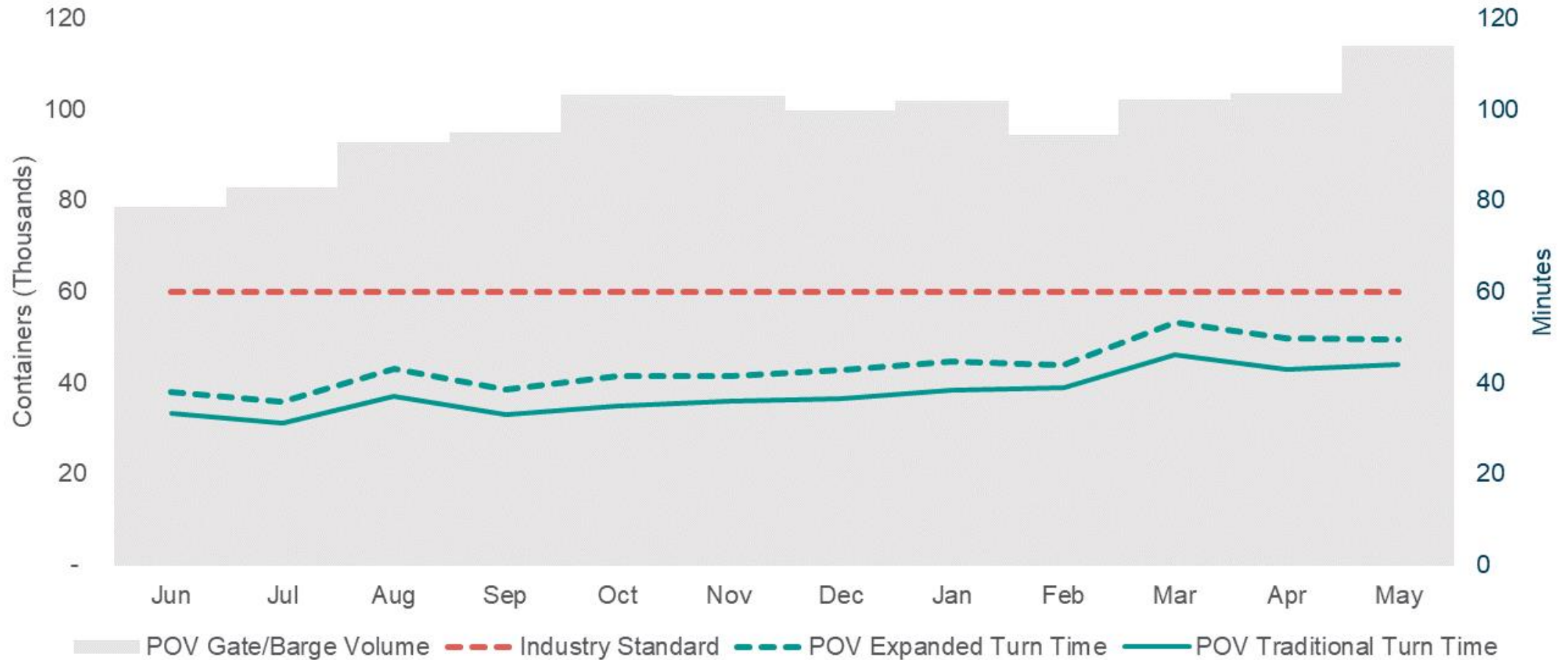
POV Rail vs Gate/Barge Volume



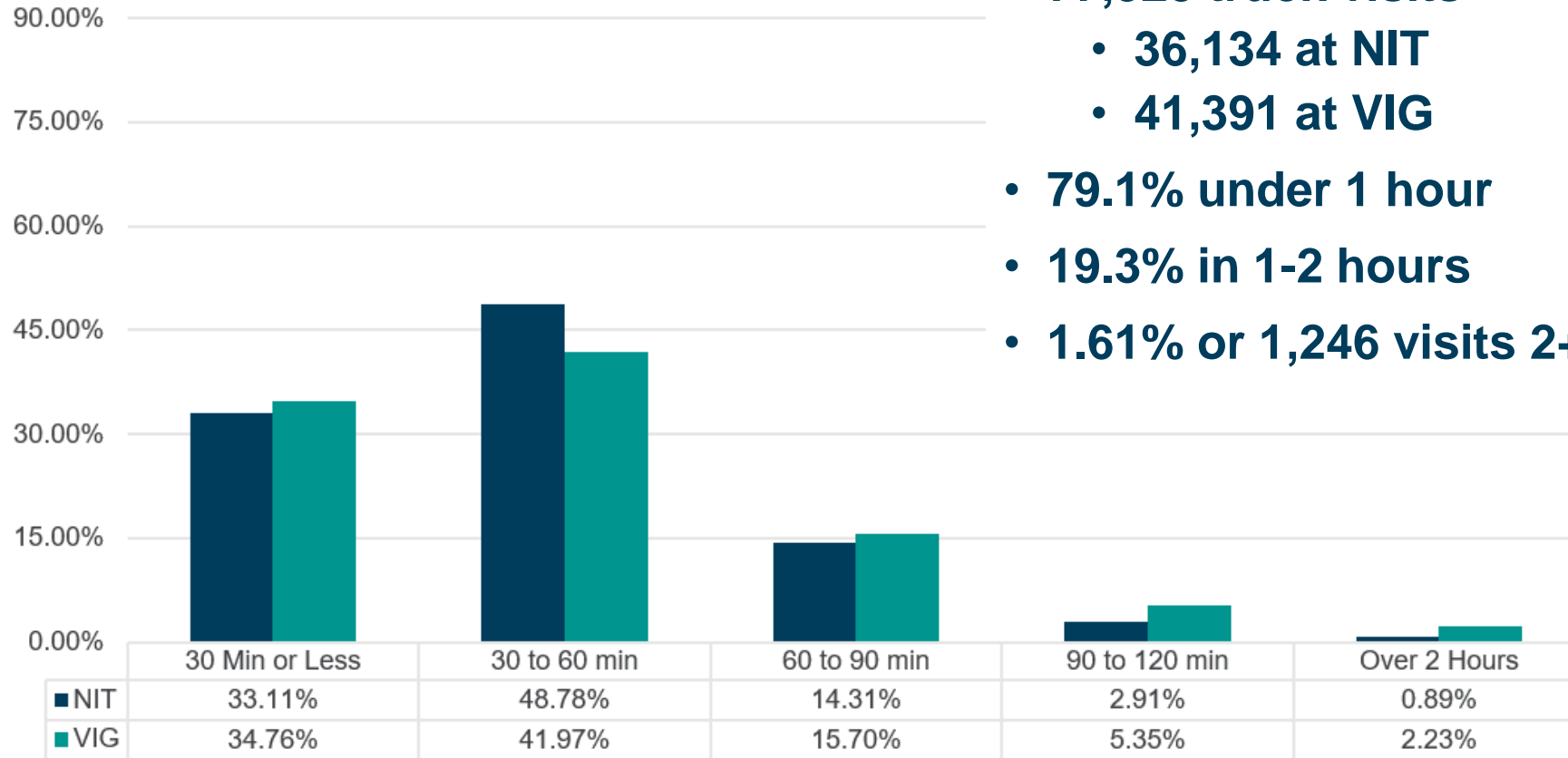
POV Rail Volume



POV Gate Turn Times



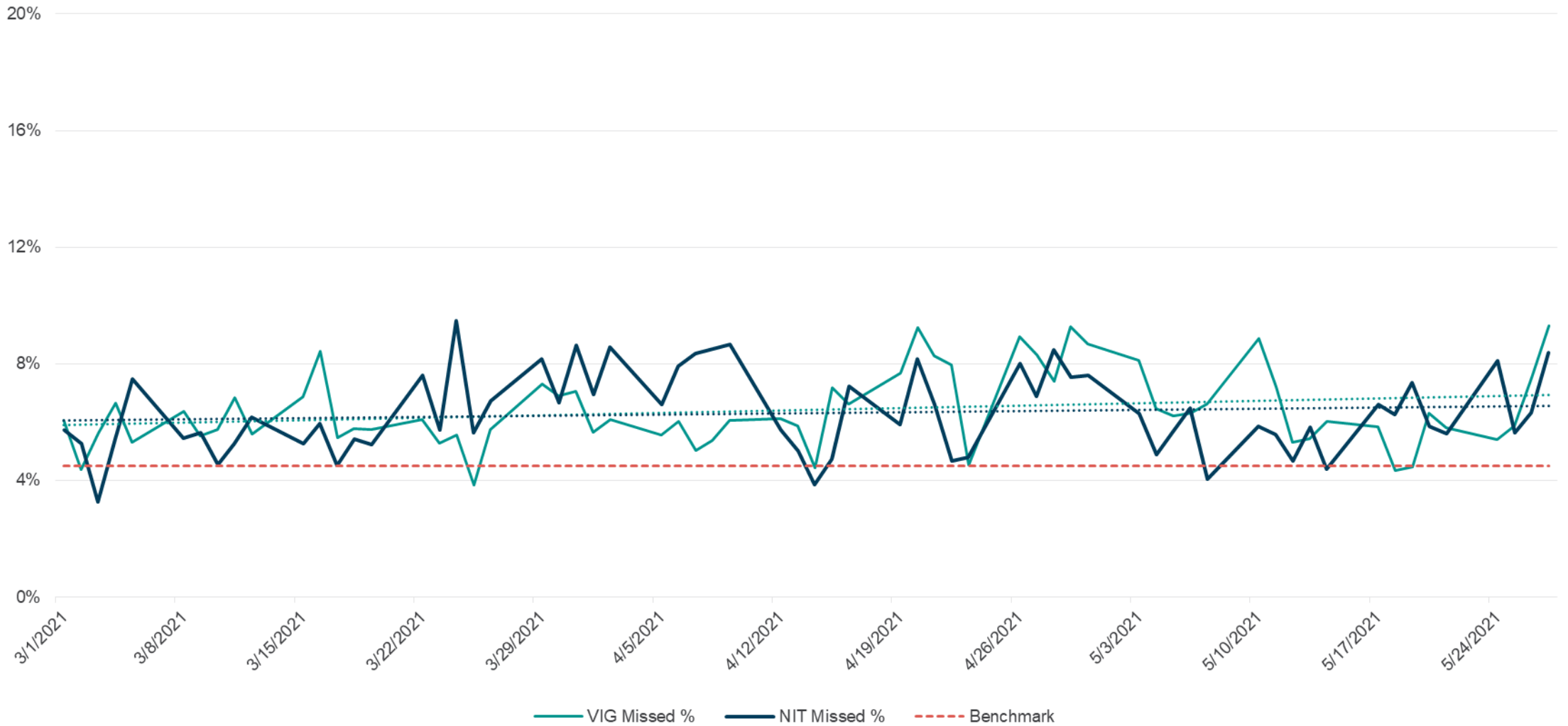
Traditional Turn Time – May 2021



- 77,525 truck visits
 - 36,134 at NIT
 - 41,391 at VIG
- 79.1% under 1 hour
- 19.3% in 1-2 hours
- 1.61% or 1,246 visits 2+ hours

POV 33.99% 45.14% 15.05% 4.21% 1.61%

Missed Reservations





Sales and Volume Report

Tom Capozzi, Chief Sales Officer

April – May 2021 Volumes

	2020	2021	Change	% Change
Total TEUs	409,082	601,347	192,265	47.0%
Export Loaded TEUs	143,318	195,336	52,017	36.3%
Export Empty TEUs	72,545	118,879	46,335	63.9%
Import Loaded TEUs	187,980	282,870	94,891	50.5%
Total Rail Containers	73,327	118,433	45,106	61.5%
Front Royal Containers	4,398	4,880	482	11.0%
Total Barge Containers	9,152	12,233	3,081	33.7%
Richmond Containers	6,817	6,947	130	1.9%
Total Truck Containers	146,893	205,103	58,210	39.6%
Ship Calls	220	273	53	24.1%

June (Actual) – July (Forecasted) 2021 Volumes

	2020	2021	Change	% Change
Total TEUs	431,697	586,624	154,926	35.9%
Export Loaded TEUs	140,185	175,510	35,326	25.2%
Export Empty TEUs	87,224	127,253	40,029	45.9%
Import Loaded TEUs	201,194	279,207	78,013	38.8%
Total Rail Containers	78,703	111,742	33,039	42.0%
VIP Containers	3,787	5,175	1,388	36.6%
Total Barge Containers	9,518	12,747	3,229	33.9%
RMT Containers	6,172	6,355	183	3.0%
Total Truck Containers	151,750	203,046	51,296	33.8%
Ship Calls	219	268	49	22.3%

**New Weekly Service
Maersk TP20**



First-in service from Asia to the USEC



Fast transit times from Vietnam and China



Reliable service for improved on-time performance

	Panama Canal To Norfolk from	Suez Canal From Norfolk to
Vung Tau	32	28
Ningbo	28	35
Shanghai	26	37

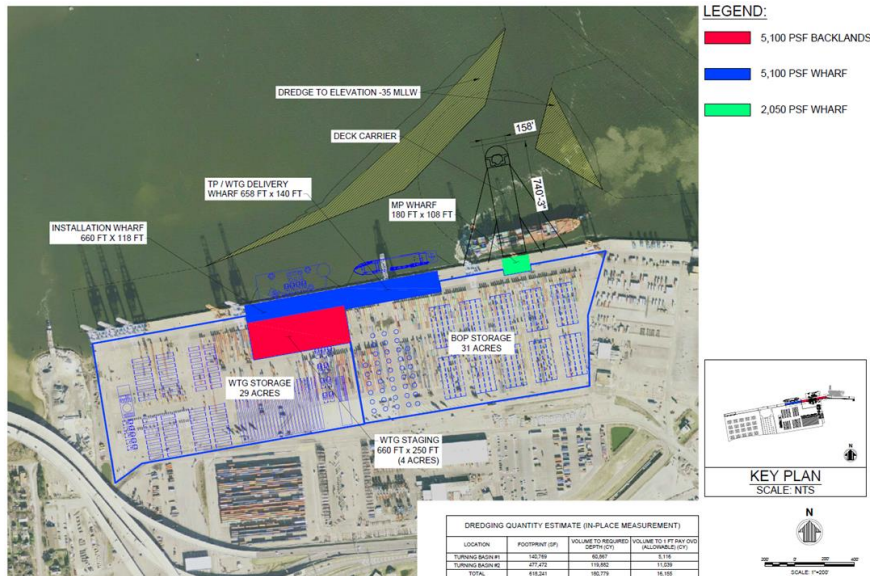


Economic Development Report

Cathie Vick, Chief Development & Government Affairs Officer

Offshore Wind Update

Project	Expected Term Sheet	Targeted Agreement	Anticipated Board Action
Orsted Land Lease	Completed June 2019	Completed November 2019	Completed January 2020
Orsted Service Agreement	N/A	Completed January 2020	N/A
CSX Land Lease	Completed April 2021	Completed May 2021	Completed May 2021
Dominion Land Lease	Completed March 2021	July 2021	July 2021
Dominion Service Agreement	August 2021	September 2021	N/A



Dredging

- **Thimble Shoals West**
 - 82% complete
 - Estimated Completion March 2022
- **Thimble Shoals East**
 - Bids Received from Weeks, Great Lakes, & Manson
 - Low Bid – Great Lakes for \$39.5M
 - Contract includes options for beach placement for the cities of Norfolk (\$7.5 million) and Virginia Beach (\$6.1 million).
 - Port reimbursed an additional \$0.10/CY by the cities to cover overhead/contract management.
 - Completion expected by August 2022. No conflict with ongoing dredging at TSC West.



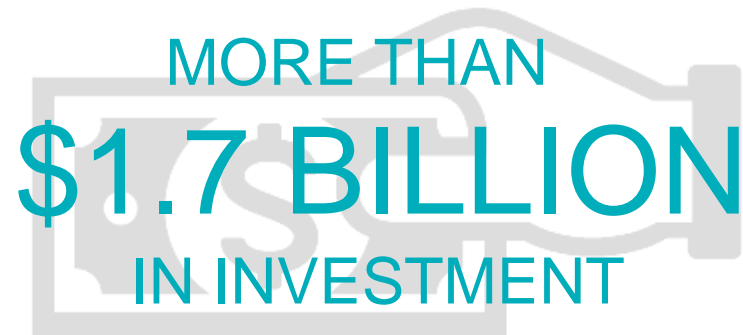
FY21 Economic Development Totals



36
ANNOUNCEMENTS



4,064
JOBS CREATED



MORE THAN
\$1.7 BILLION
IN INVESTMENT



MORE THAN
5.0 MILLION
SQUARE FEET

Source: *POV Economic Development July 2021*

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



Thank you