

Virginia Port Authority Board of Commissioners Session 405

March 8, 2022



Agenda

- Approval of minutes
- Opportunity for public comment
- Reports of committees
- CEO & Executive Director report
- Other business and adjournment





Executive Committee Report

Chairman Milliken

A background image showing a pair of hands cupped together, holding a large quantity of dark, roasted coffee beans. The image is overlaid with a semi-transparent blue filter. The hands are positioned centrally, with the fingers slightly curled to support the beans. The beans are piled high, filling the palms and spilling slightly over the edges. The lighting is soft, highlighting the texture of the beans and the skin of the hands.

Investment Committee Report

Chairman Milliken

An aerial photograph of a large port facility, likely a container terminal. The foreground and middle ground are dominated by a vast yard filled with thousands of stacked shipping containers, organized in neat rows. Several large gantry cranes are positioned along the waterfront, used for loading and unloading cargo from ships. The port is situated next to a body of water, with a curved shoreline visible. The background shows more of the port infrastructure and some distant land. The entire image is overlaid with a semi-transparent blue filter.

Growth & Operations Committee Report

Chair McWhorter

18

1

2

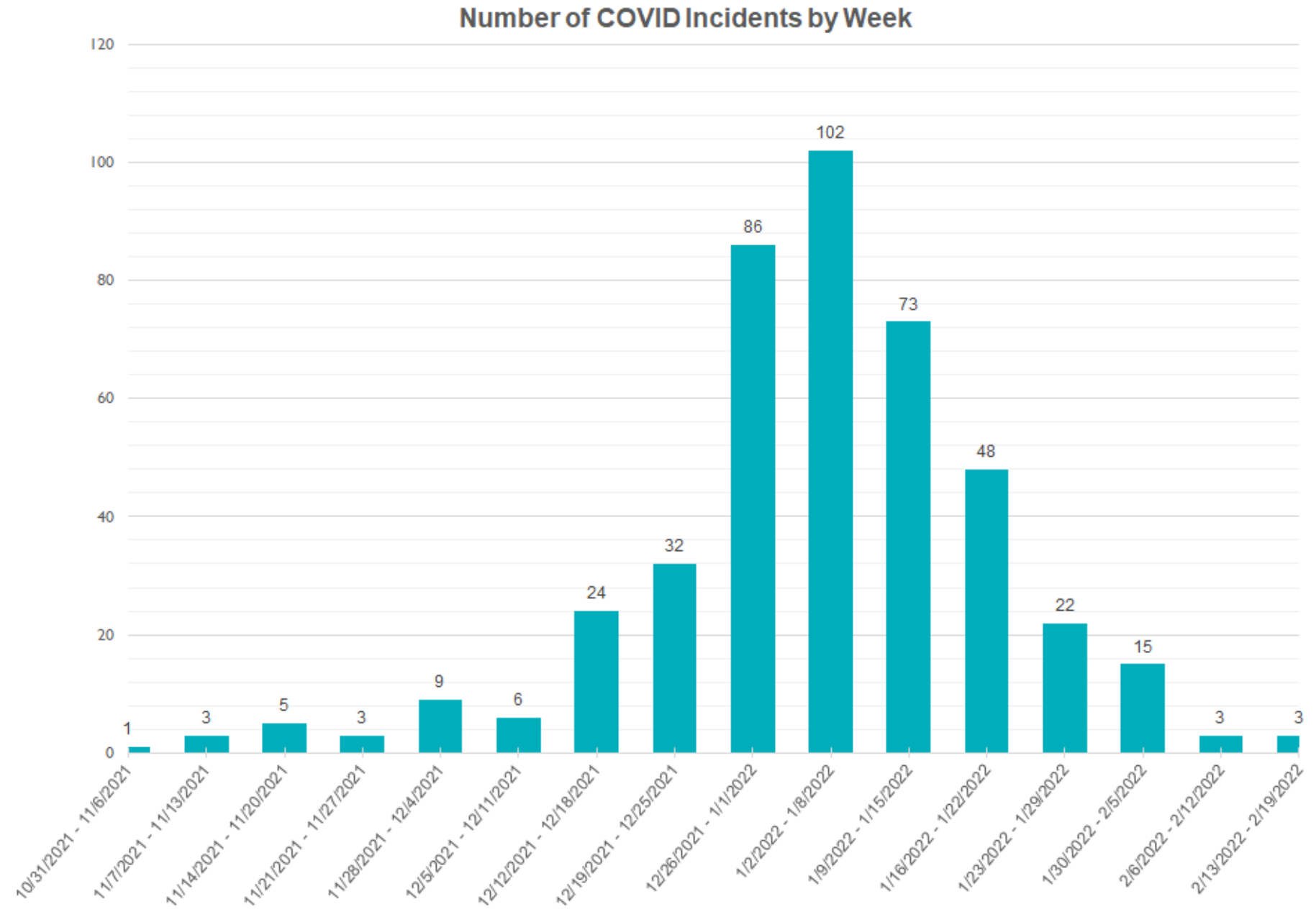
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Safety and Operations Report

Joe Ruddy, Chief Operations Officer



COVID



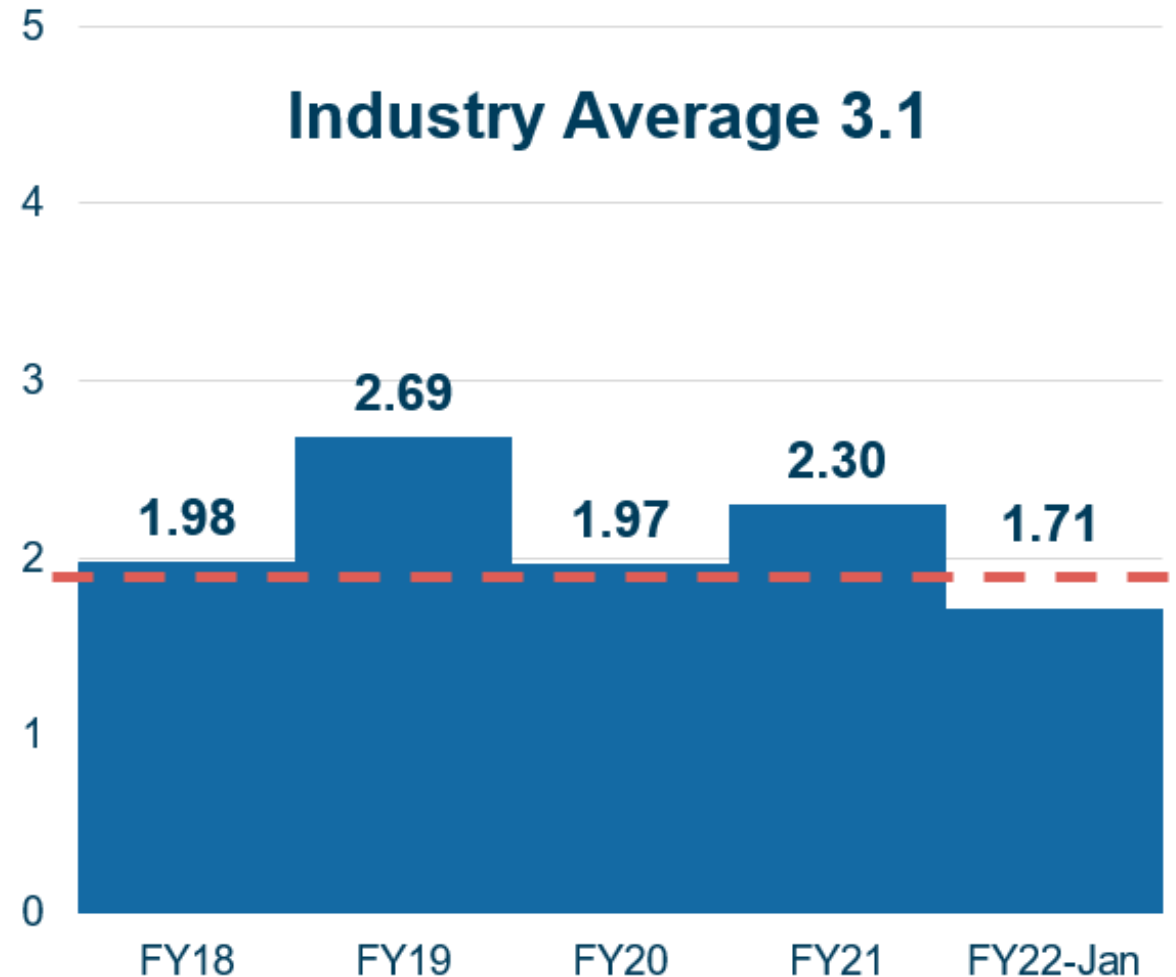
Snow Events – Jan 2022

- Jan 21-22, snow accumulation of 6-7 inches
 - Sat Gates closed – 5-9 hours lost
 - Rail – 18 hours lost
 - Vessel – 48 hours lost at each facility – vessel operations reinstituted in a single file fashion
- Jan 29-30, snow accumulation of 3-4 inches
 - Sat Gates closed – 5-9 hours lost
 - Rail – 20 hours lost
 - Vessel – 48 hours lost at each facility — vessel operations reinstituted in a single file fashion
- Lost opportunity to work 18-20 vessels and barges
- Cost of snow removal \$800K - \$1.1M

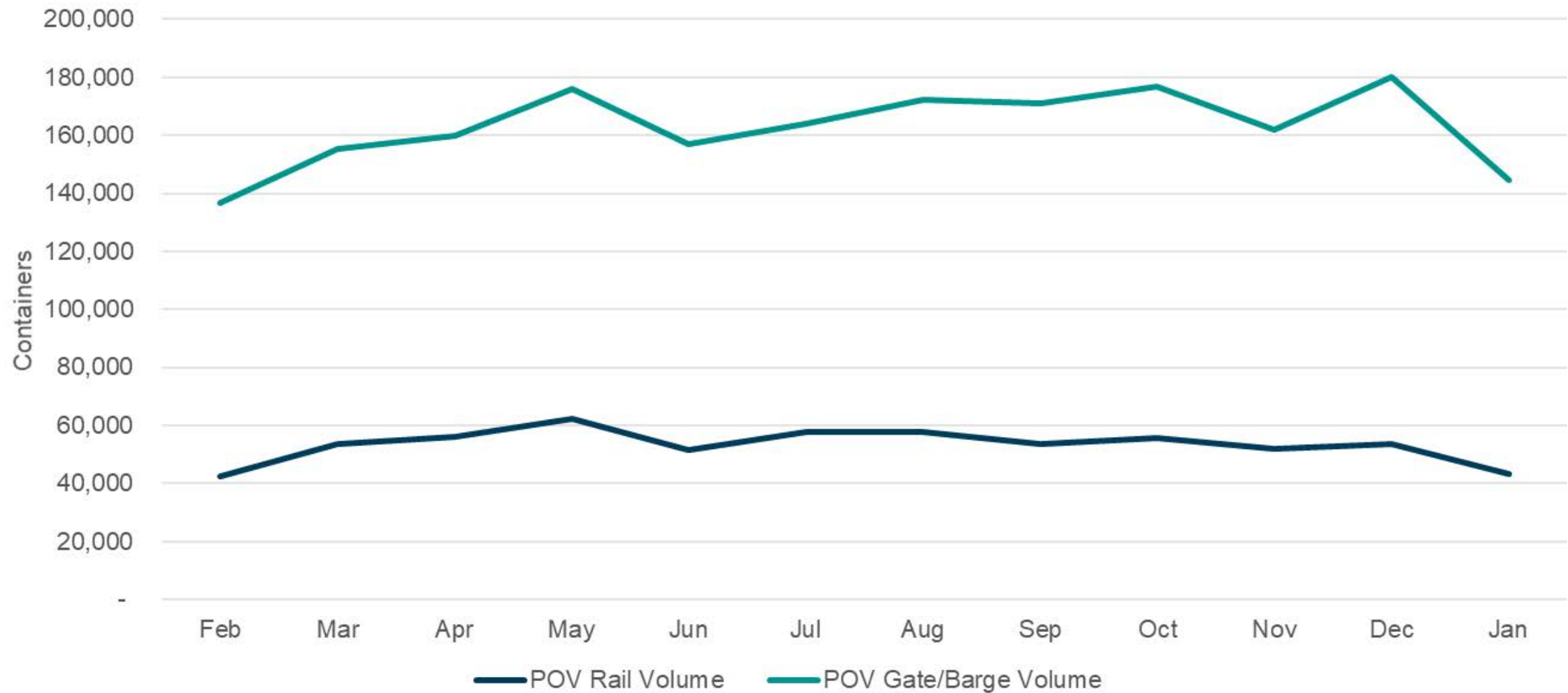
POV OSHA Lost Work Day Rate

As of January 31st the POV
FY22 LWD rate of **1.71** is:

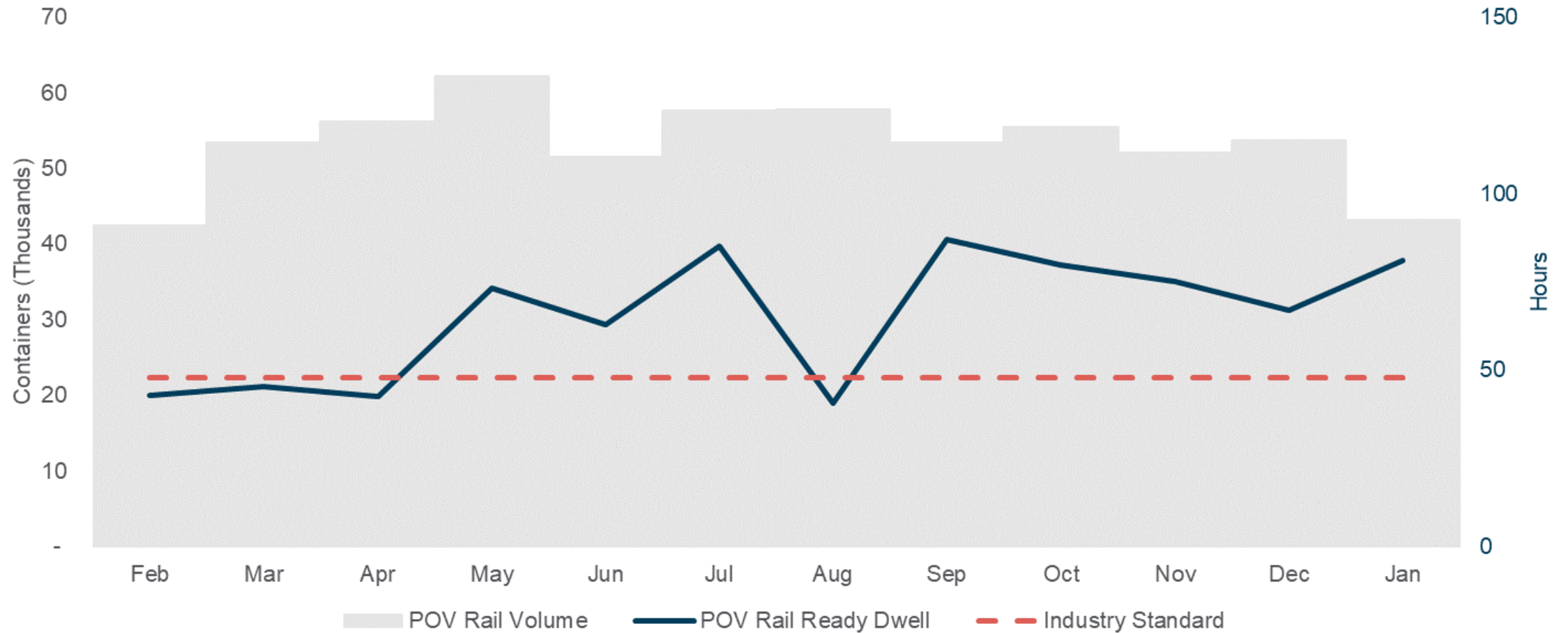
- 25.7% decrease from FY21
- 13.2% decrease from FY20
- FY22 year end goal is 1.9



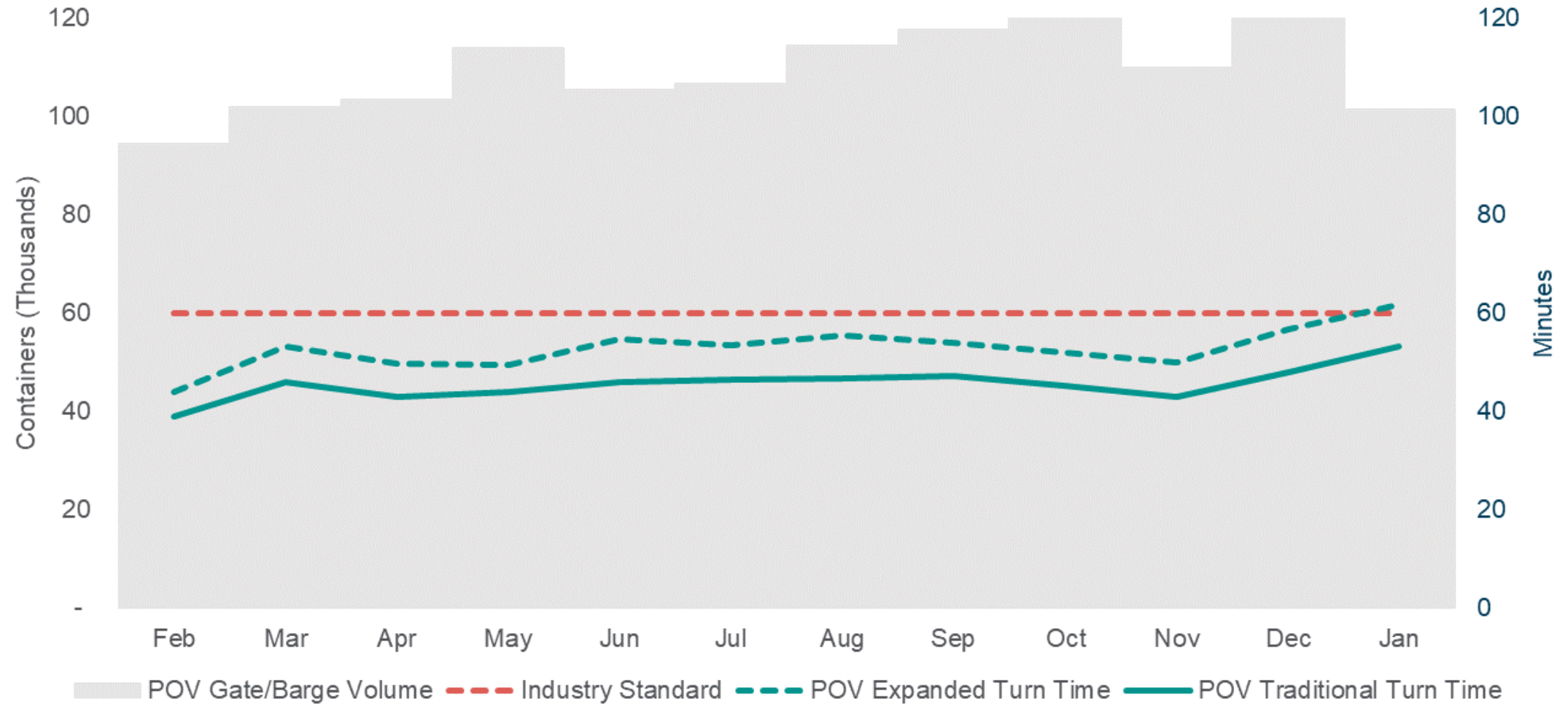
POV Rail vs Gate/Barge Volume



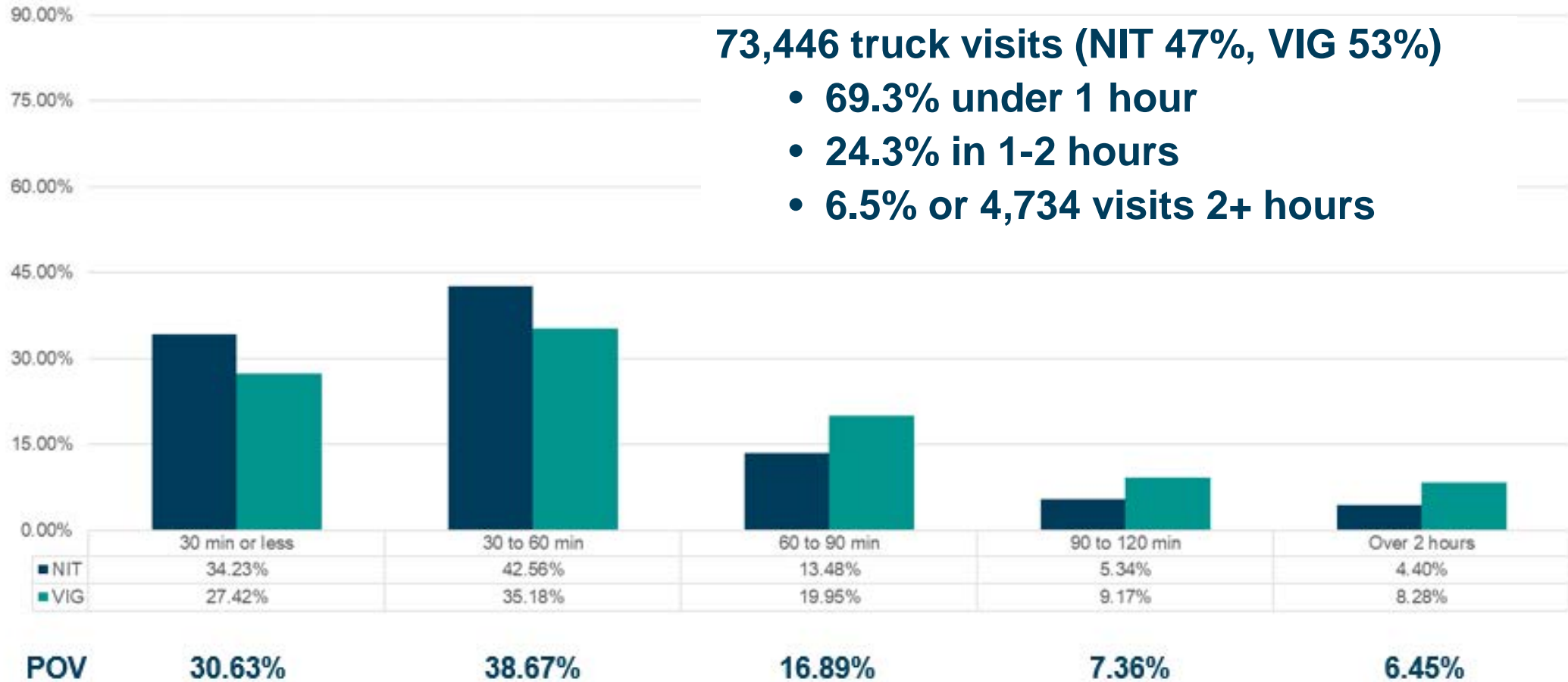
POV Rail Volume



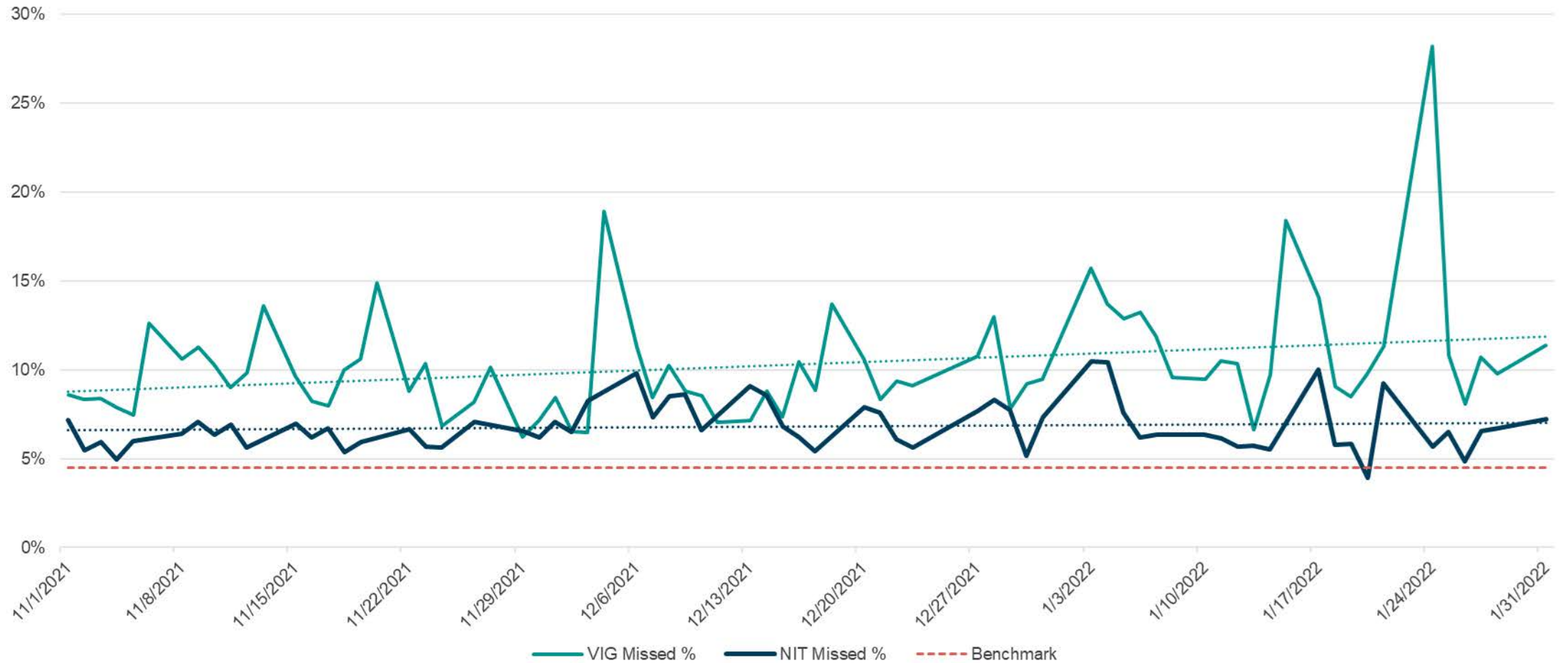
POV Gate Turn Times



Traditional Turn Time – Jan 2022



Missed Reservations





Sales and Volume Report

Tom Capozzi, Chief Sales and Marketing Officer

December 2021 – January 2022 Volumes

	2020/2021	2021/2022	Change	% Change
Total TEUs	531,370	587,547	56,177	10.6%
Export Loaded TEUs	167,358	158,256	-9,102	-5.4%
Export Empty TEUs	107,905	135,980	28,075	26.0%
Import Loaded TEUs	253,994	285,187	31,192	12.3%
Total Rail Containers	90,432	96,897	6,465	7.1%
Front Royal Containers	5,468	4,786	-682	-12.5%
Total Barge Containers	11,363	11,364	1	0.0%
Richmond Containers	8,484	5,847	-2,637	-31.1%
Total Truck Containers	189,917	216,595	26,678	14.0%
Ship Calls	263	227	-36	-13.7%

February 2022 (Actual) – March (Forecasted) 2022 Volumes

	2021	2022	Change	% Change
Total TEUs	497,051	594,571	97,520	19.6%
Export Loaded TEUs	174,933	178,055	3,122	1.8%
Export Empty TEUs	96,987	117,992	21,005	21.7%
Import Loaded TEUs	220,549	287,992	67,443	30.6%
Total Rail Containers	84,994	101,503	16,509	19.4%
VIP Containers	4,762	3,066	-1,696	-35.6%
Total Barge Containers	8,896	13,892	4,996	56.2%
RMT Containers	6,006	6,756	750	12.5%
Total Truck Containers	179,716	211,067	31,351	17.4%
Ship Calls	234	226	-8	-3.4%

Market Share Comparison

USEC Ports Loaded TEUs

Timeframe: January - December

Source: PIERs - Loaded TEUs

Total Loaded TEUs	CY19	CY20	CY21	CY20/CY 19 YOY%	CY21/CY 19 YOY%	CY21/CY 20 YOY%
TOTAL EAST COAST PORTS	16,872,715	16,589,047	18,856,428	(1.7%)	11.8%	13.7%
NEW YORK/ NEW JERSEY	5,201,646	5,211,247	5,912,214	0.2%	13.7%	13.5%
SAVANNAH	3,622,134	3,662,907	4,118,752	1.1%	13.7%	12.4%
PORT OF VIRGINIA	2,199,381	2,111,868	2,583,727	(4.0%)	17.5%	22.3%
CHARLESTON	1,859,922	1,770,369	2,074,573	(4.8%)	11.5%	17.2%
BALTIMORE	737,016	720,576	711,315	(2.2%)	(3.5%)	(1.3%)
WILMINGTON NC	237,673	230,672	248,362	(2.9%)	4.5%	7.7%

*Total East Coast Ports includes: NY/NJ, Philadelphia, Wilmington, DE, Baltimore, Port of Virginia, Wilmington, NC, Charleston, Savannah, Jacksonville, Port Everglades and Miami

Chesapeake Bay Express (CBX)

CMA CGM



WESTBOUND

	Yantian	Ningbo	Shanghai	Busan
Norfolk	37	41	43	45
Savannah	33	37	39	41
Charleston	32	36	38	40
Miami	30	34	36	38

EAST BOUND

	Norfolk	Savannah	Charleston	Miami
Yantian	31	34	36	38
Ningbo	27	31	33	35
Shanghai	25	29	30	32
Busan	23	26	28	30

New First-in Asia Service

- Sea Lead Shipping – AEC Service
 - Port rotation: Nansha – Ningbo – Qingdao – Pusan — **Norfolk** – Newark – Charleston – Jacksonville – Nansha



A man with a shaved head and a slight smile, wearing a dark polo shirt, stands with his arms crossed in an office environment. The background shows office cubicles and fluorescent lighting, all overlaid with a semi-transparent blue filter.

Finance & Audit Committee Report

Chair Strayhorn

Financial Update

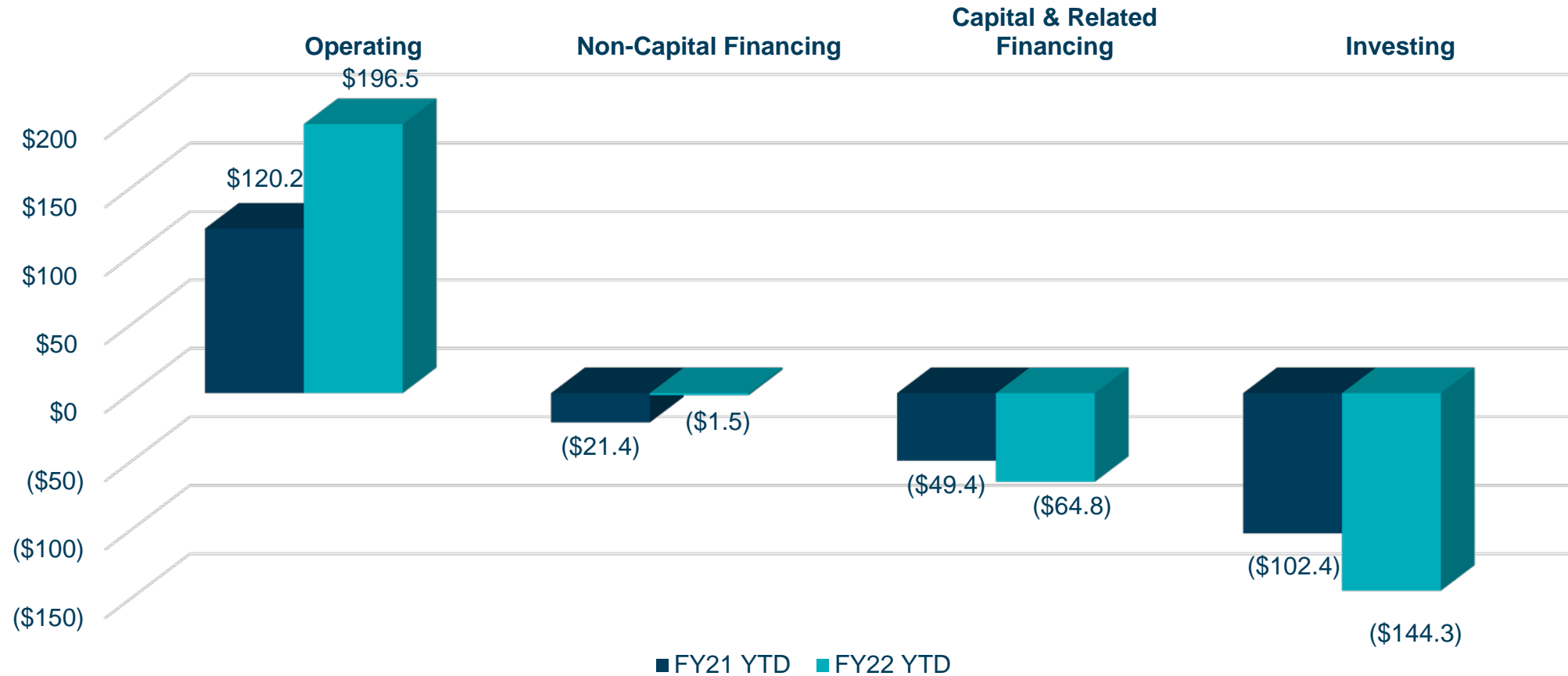
Rodney Oliver, Chief Financial Officer



Fiscal Year 2022 YTD Highlights

	Category	Budget	Actual
July – Jan.	Volume	1,014,716	1,171,132
	Operating Revenues	\$349.9 million	\$461.9 million
	Operating Expenses	\$330.1 million	\$346.6 million
	Operating Income	\$19.3 million	\$115.3 million
	EBITDA	\$120.7 million	\$224.6 million
Feb.	Volume	135,167	In-Process
	Operating Income	\$1.5 million	In-Process

Cash Flow FY21 YTD vs FY22 YTD – USD millions



Cash and Investments as of 01/31/2022: \$572.6 million

Residual Fund and Operating as of 01/31/2022: \$440.8 million

Capital & Related Financing Activities – USD millions

Category	FY21 YTD	FY22 YTD
Net refunding proceeds	\$9.9	\$-
CPF contribution	\$26.2	\$33.7
Acquisition of capital assets	\$(46.5)	\$(15.9)
Transfer from primary government	\$32.0	\$26.6
Capital lease payments - VIG	\$(51.9)	\$(55.5)
Capital lease payments – Other	\$-	\$(12.8)
MELP Acquisition	\$23.6	\$-
Principal paid on long-term debt	\$(21.6)	\$(24.7)
Interest paid on long-term debt	\$(21.2)	\$(20.7)
Other	\$0.1	\$4.5
Total	\$(49.4)	\$(64.8)



Thank you