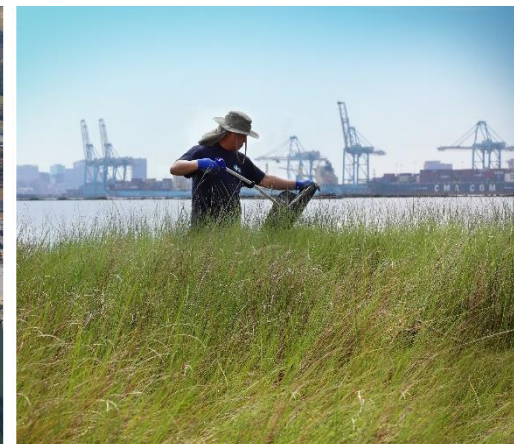
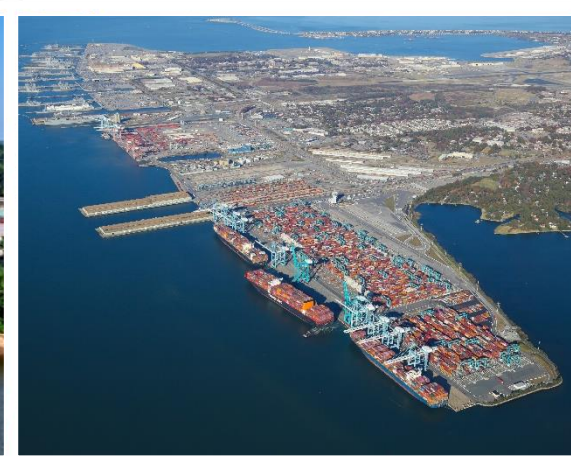




Virginia Port Authority Board of Commissioners Regular Meeting

Session 412

March 14, 2023



Agenda



Approval of Minutes



Opportunity for Public Comment



Committee Reports



CEO / Executive Director Report



Other Business and Adjournment



Executive Committee Report

Chair Layne



Investment Committee Report

Chair Layne



Finance and Audit Committee Report

Committee Chair Burnett

Approval Requests

Rodney W. Oliver, Chief Financial Officer

Financial Results for FY23 YTD Ending January 31, 2023

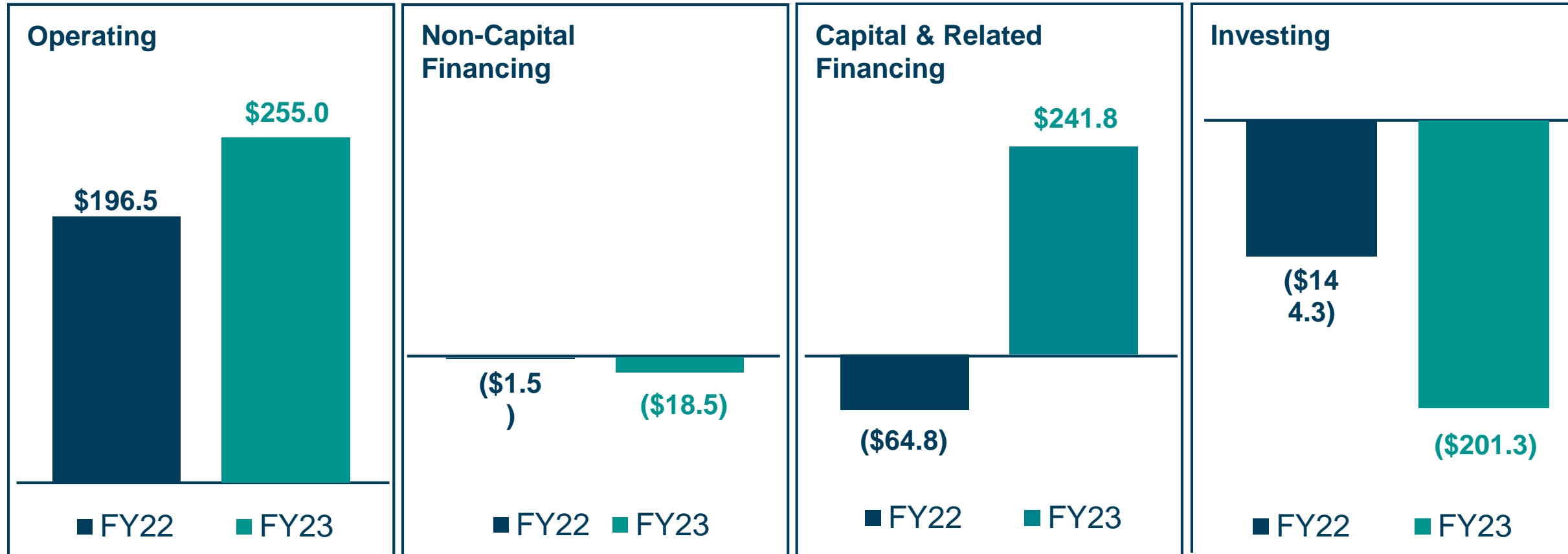
Rodney W. Oliver, Chief Financial Officer

Fiscal Year 2023 YTD Highlights



July - January	Budget	Actual	Fav. (Unfav.) Change	Fav. (Unfav.) % Change
Volume	1,200,216	1,188,507	(11,709)	(1.0%)
Operating Revenues	\$470.0 m	\$511.9 m	\$41.9 m	8.9%
Operating Expenses	\$381.6 m	\$383.1 m	(\$1.5 m)	(0.4%)
Operating Income	\$88.4 m	\$128.8 m	\$40.4 m	45.7%
EBITDA	\$203.0 m	\$243.2 m	\$40.2 m	19.8%

Cash Flow FY22 YTD vs. FY23 YTD – USD millions



Capital & Related Financing – USD millions

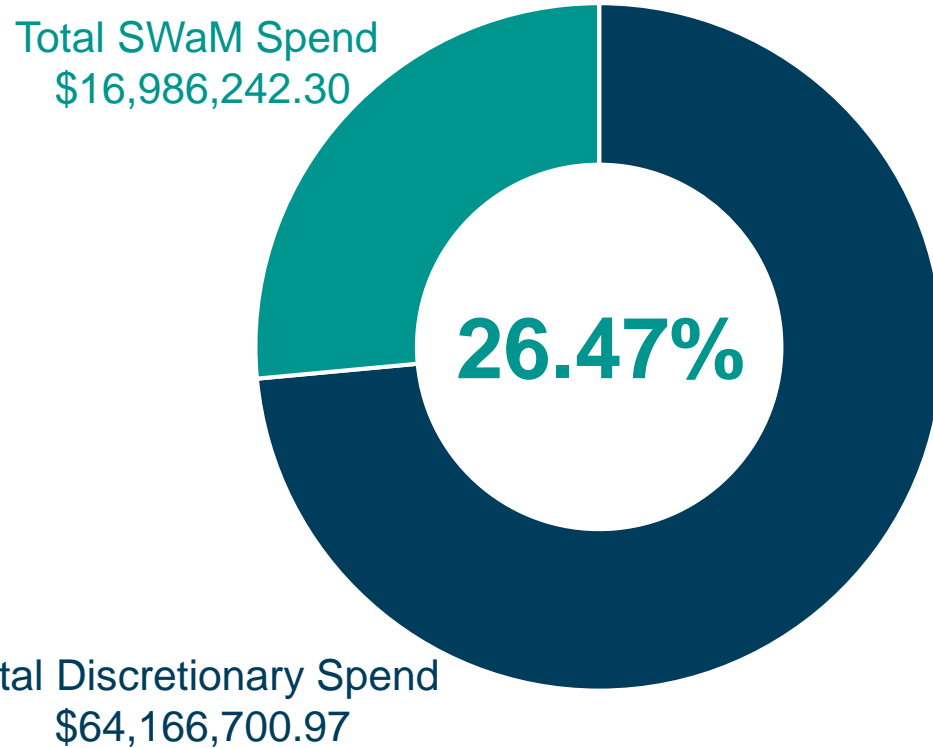


	FY22 YTD	FY23 YTD
CPF contribution	\$33.7	\$30.2
Acquisition of capital assets	(\$15.9)	(\$92.5)
Transfer from primary government	\$26.6	\$334.2
VIG lease payments	(\$55.5)	(\$60.6)
Other lease payments	(\$12.8)	(\$16.2)
Principal paid on long-term debt	(\$24.7)	(\$24.3)
Interest paid on long-term debt	(\$20.7)	(\$19.2)
Net transfers from agencies	\$3.7	\$90.2
Other	\$0.8	\$0.0
Total	(\$64.8)	\$241.8

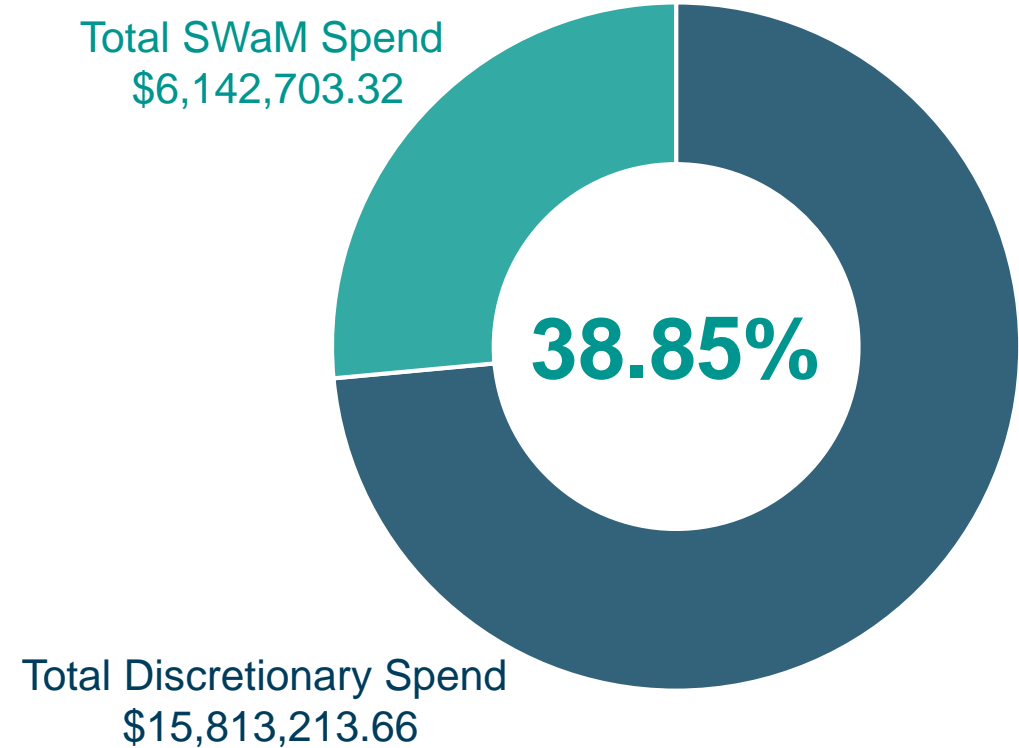
SWaM Report

Rodney W. Oliver, Chief Financial Officer

FY23 Q1 – Q3



FY22 Q1 – Q3



2023 Annual SWaM Event



Supplier Diversity: Growing Businesses, Growing Virginia



Save the Date

March 30th, 2023
9:00am-11:30am

The Virginia Port Authority's 2023
Small, Women-Small, Women-Owned & Minority-Owned
Business (SWaM) & Disadvantaged Business Enterprise (DBE)

In Person Networking & Information Event

Half Moone Center (located in the Nauticus Museum)
One Waterside Drive, Norfolk, VA 23510

SWaM Prime Guest Speaker:

Mandy Schindhelm, P.E., D.PE,
Vice President, Marine Solutions

- Women-Owned, Small Business
- Recently awarded Contract 2023-15-VPA for Professional Waterfront Structural Engineering Services



Operations and Infrastructure Committee Report

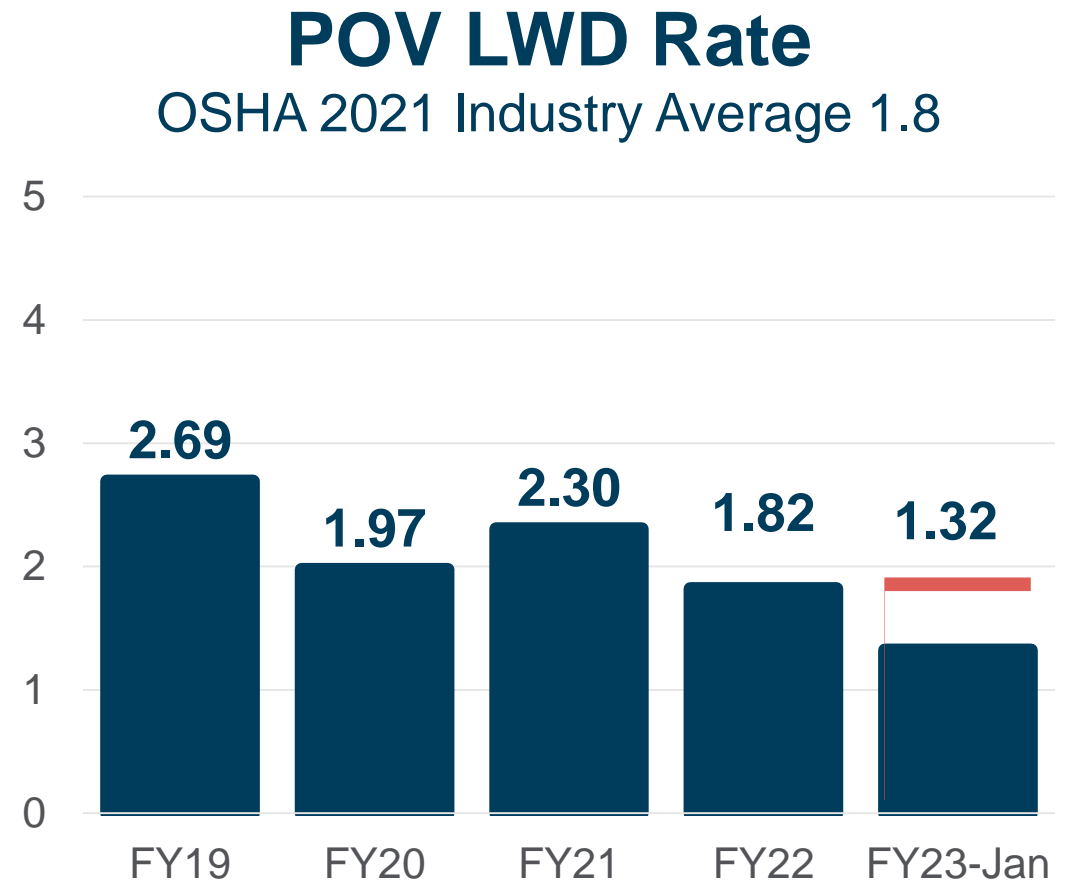
Committee Chair Waters

Safety Dashboard

Joe Ruddy, Chief Operations Officer, VIT

As of January 31st the POV FY23 Lost Work Day (LWD) rate of **1.32** is:

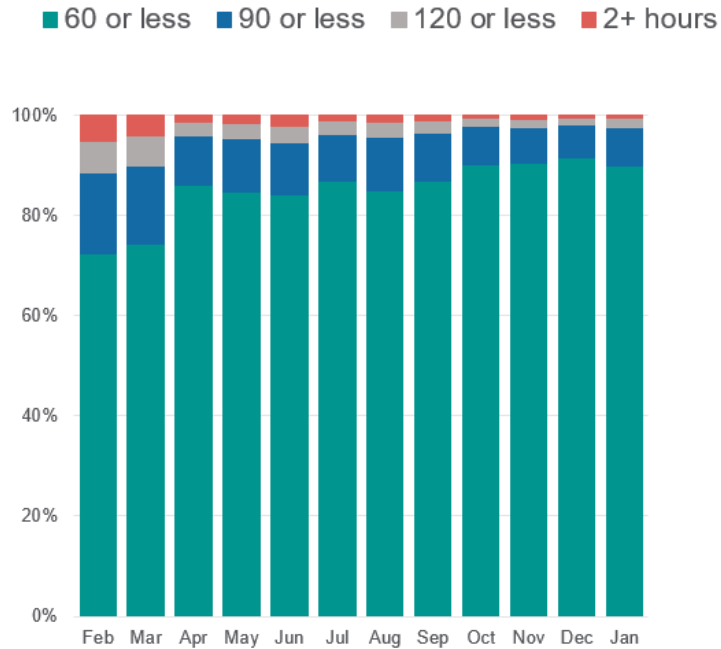
- 27.5% decrease from FY22
- 112% decrease from FY21
- FY23 year end goal is 1.8



Operations Dashboard

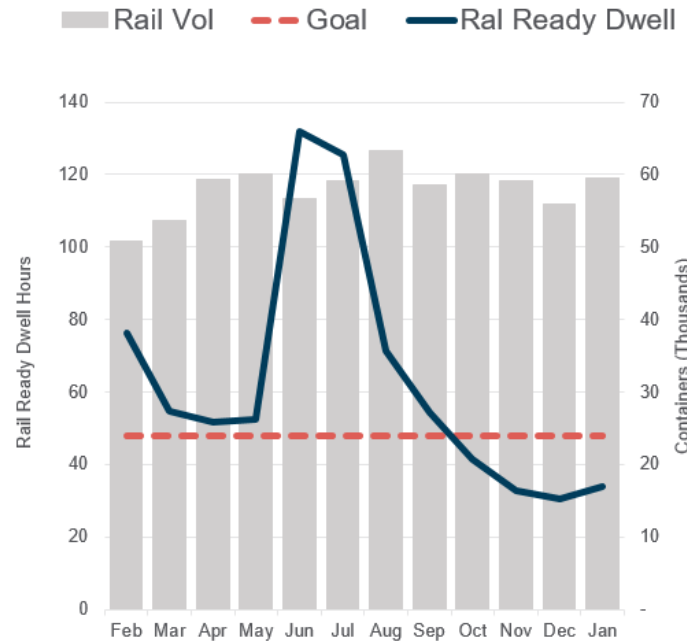
Joe Ruddy, Chief Operations Officer, VIT

Gate Performance



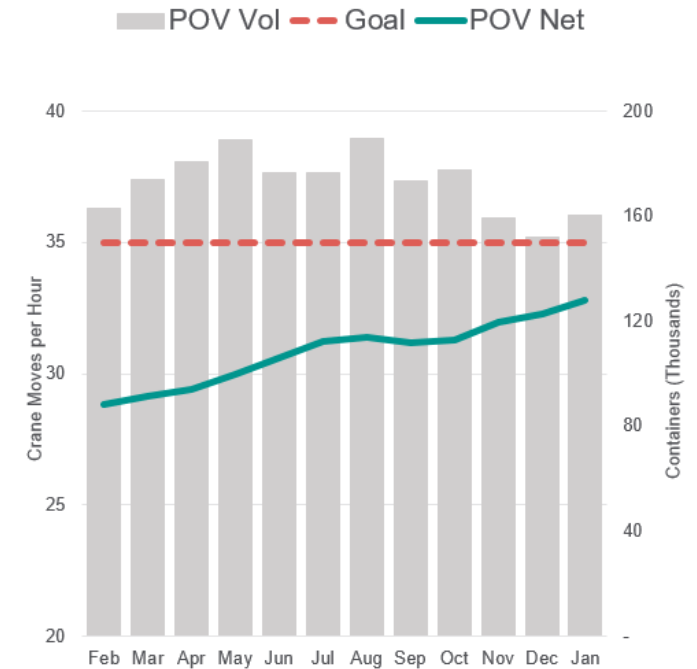
84,399 truck visits, **90%** under 1 hour
0.7% or **567** truck visits over 2 hours
 Turn Time: **34.6 min** traditional
 and **39.8 min** expanded

Rail Performance



59,562 rail containers, up **38.1%** YOY
 Rail Ready Dwell: **34** hours

Net Productivity



Net Productivity: 32.8 crane moves per hour, **8.4%** higher than in Jan 2022

Infrastructure Projects Update

Cathie J. Vick, Chief Development and Public Affairs Officer

Infrastructure Projects Dashboard



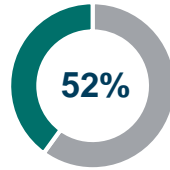
NIT Central Rail Yard (CRY) Expansion

Design



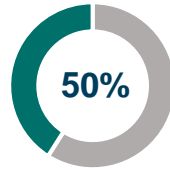
Complete

Construction



In Progress

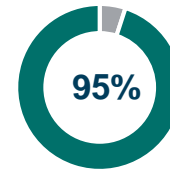
Overall



In Progress

North NIT Optimization

Design



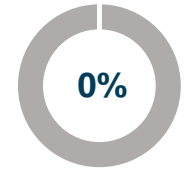
In Progress

Construction



Waiting

Overall



In Progress

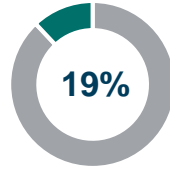
PMT Offshore Wind Hub

Design



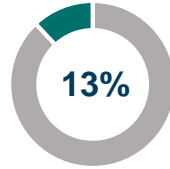
Land design complete 03/2022
Dredging on-going

Construction



In Progress

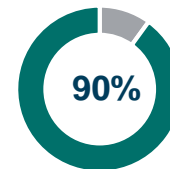
Overall



In Progress

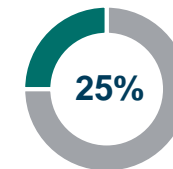
Channel Deepening and Widening

Design



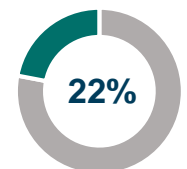
In Progress

Construction



In Progress

Overall



In Progress



Growth Committee Report

Committee Chair Asbury

Sales and Volume Report

Tom Capozzi, Chief Sales and Marketing Officer, VIT

Volumes: Two Previous Months Comparison



	Dec 2022 - Jan 2023	Dec 2021 - Jan 2022	Change	% Change
Total TEUs	562,344	587,547	(25,203)	(4.3%)
Export Loaded TEUs	187,268	158,256	29,012	18.3%
Export Empty TEUs	107,826	135,980	(28,155)	(20.7%)
Import Loaded TEUs	260,314	285,187	(24,873)	(8.7%)
Total Rail Containers	115,551	96,897	18,654	19.3%
VIP Containers	4,693	4,786	(93)	(1.9%)
Total Barge Containers	14,690	11,364	3,326	29.3%
RMT Containers	7,090	5,847	1,243	21.3%
Total Truck Containers	182,186	216,595	(34,409)	(15.9%)
Non-Containerized Tonnage	19,028	48,953	(29,925)	(61.1%)
Vessel Calls	274	227	47	20.7%

USEC Ports Market Comparison



	FY 2023	FY 2022	Change	% Change
New York / New Jersey	2,924,267	3,005,287	(81,020)	(2.7%)
Savannah	2,128,539	2,079,736	48,803	2.3%
The Port of Virginia	1,385,645	1,395,203	(9,558)	(0.7%)
Charleston	991,239	1,070,825	(79,586)	(7.4%)

*Source: Reported Actuals - Loads

*Fiscal period included July through December



CEO/Executive Director Report

Stephen Edwards, CEO/Executive Director



Other Business

Chair Layne



Virginia Port Authority Board of Commissioners

Thank You

