



Virginia Port Authority Board of Commissioners, Session 368, September 22, 2015
Growth and Operations Committee

Shawn Tibbetts Chief Operations Officer



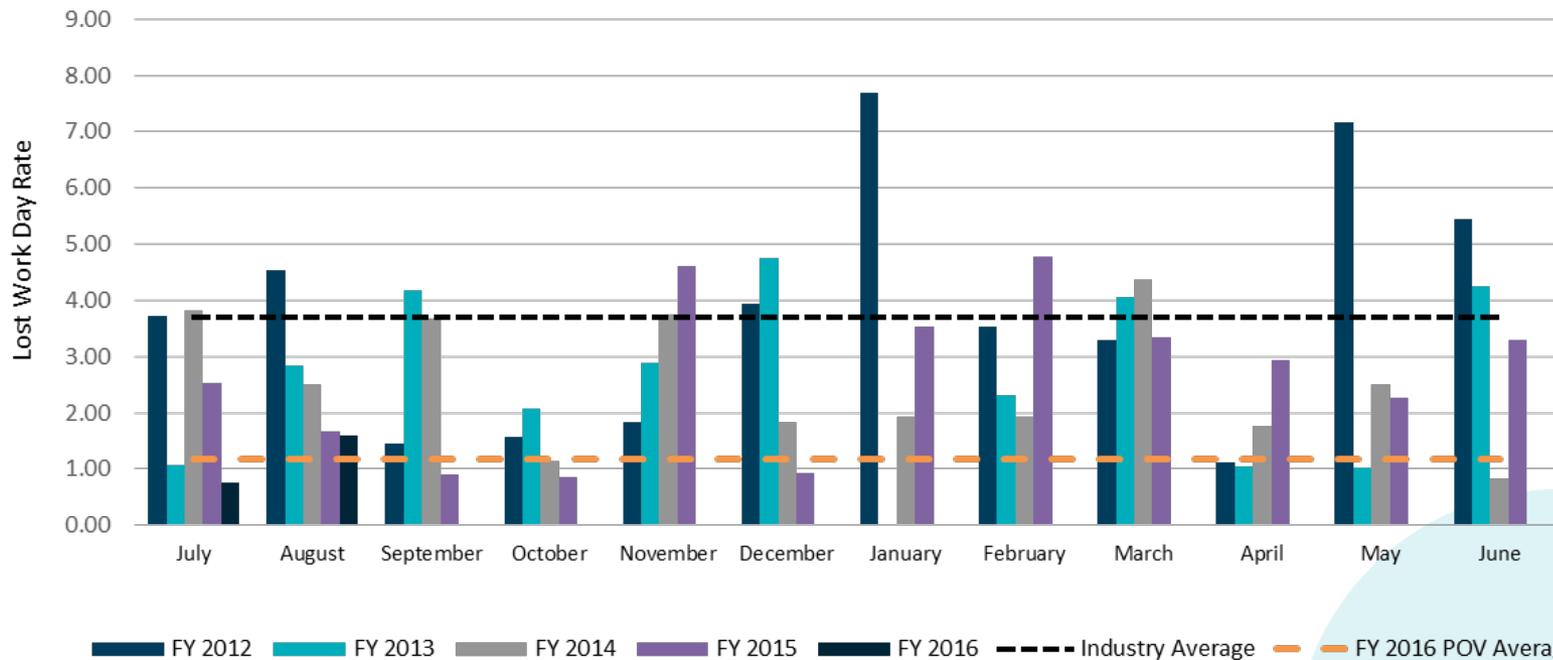
Stewards of Tomorrow



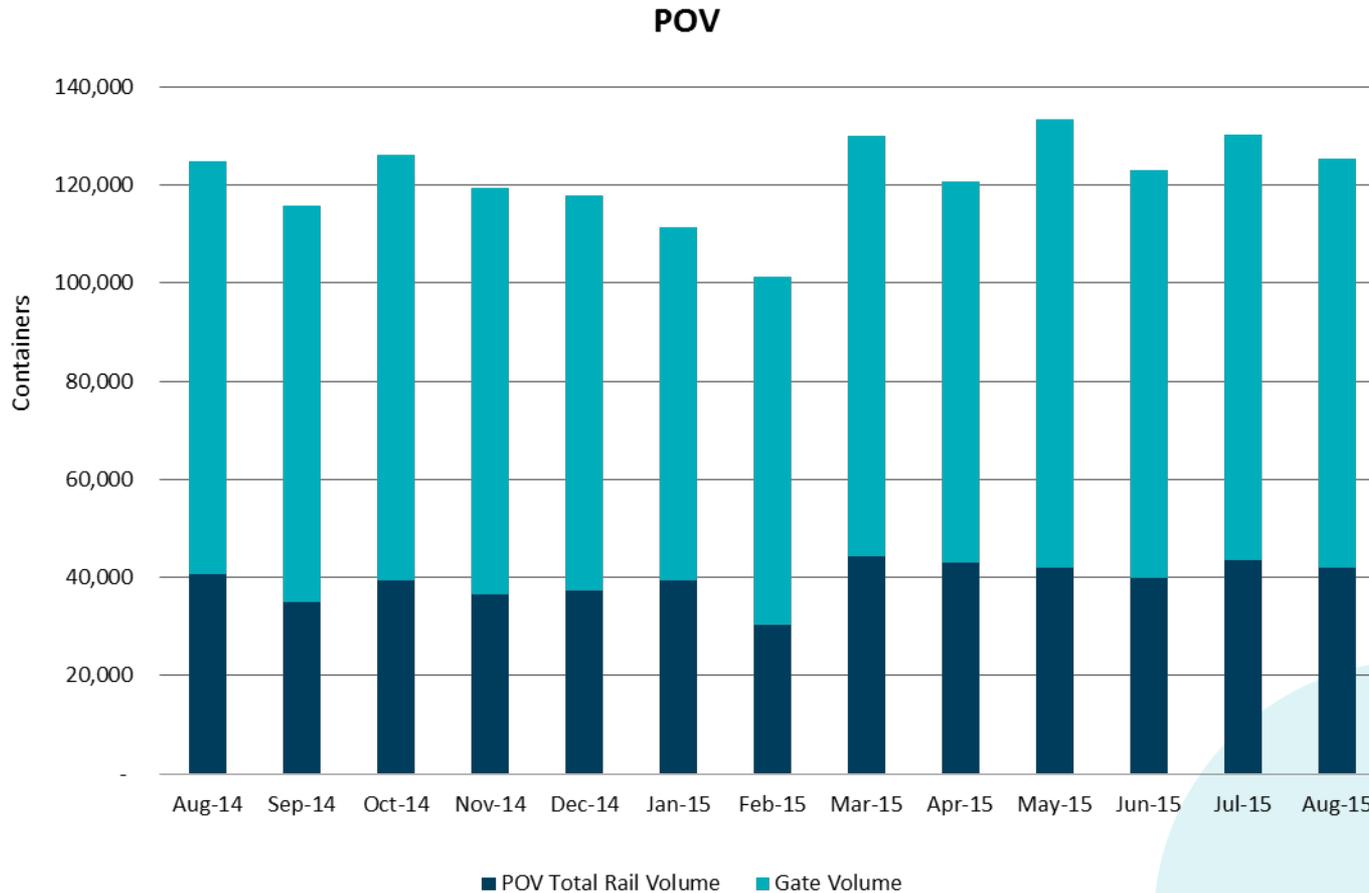
Safety Report

FY2012 Average: 3.77
FY2013 Average: 2.54
 FY2014 Average: 2.51
FY2015 Average: 2.69
FY2016 Average: 1.18

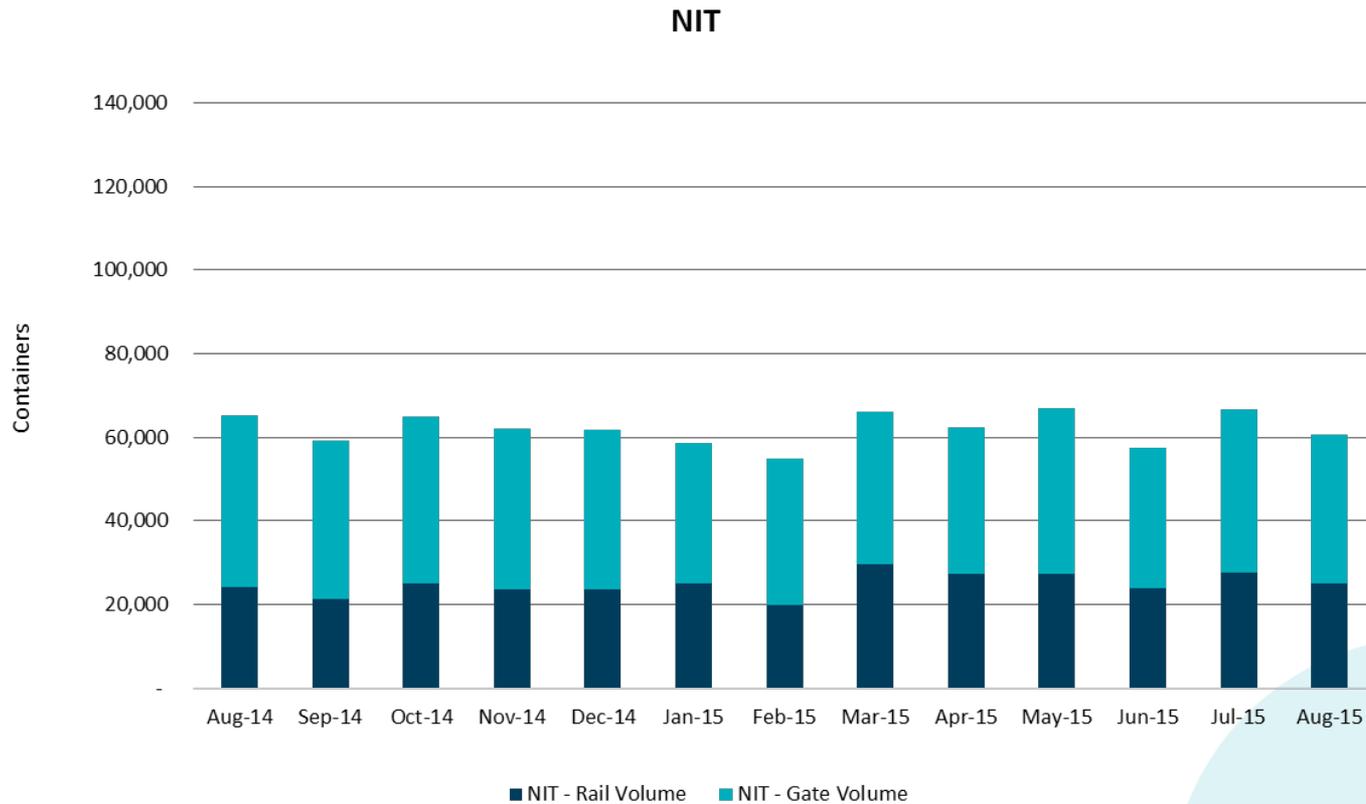
Lost Work Day Rate



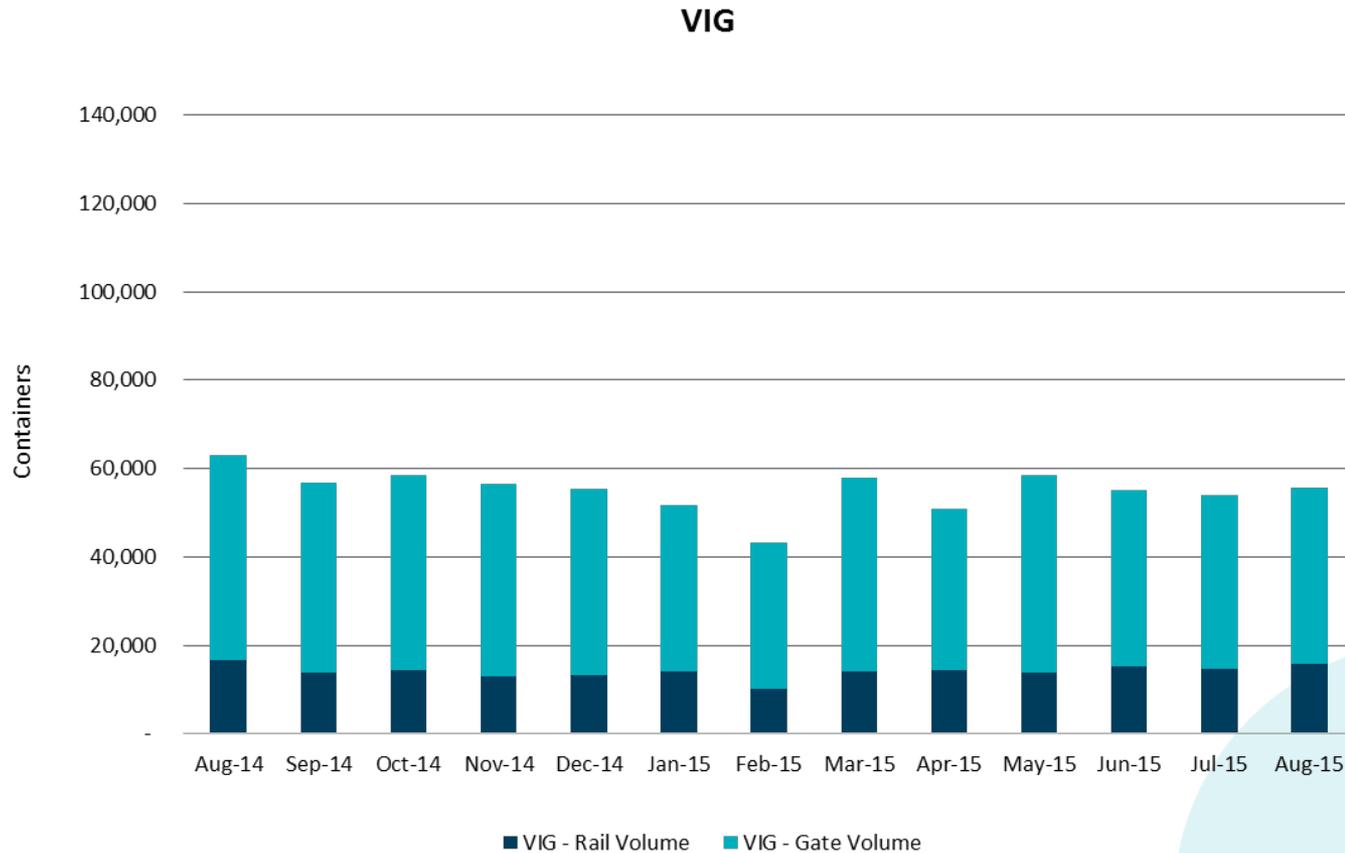
POV Rail vs. Gate/Barge Volume



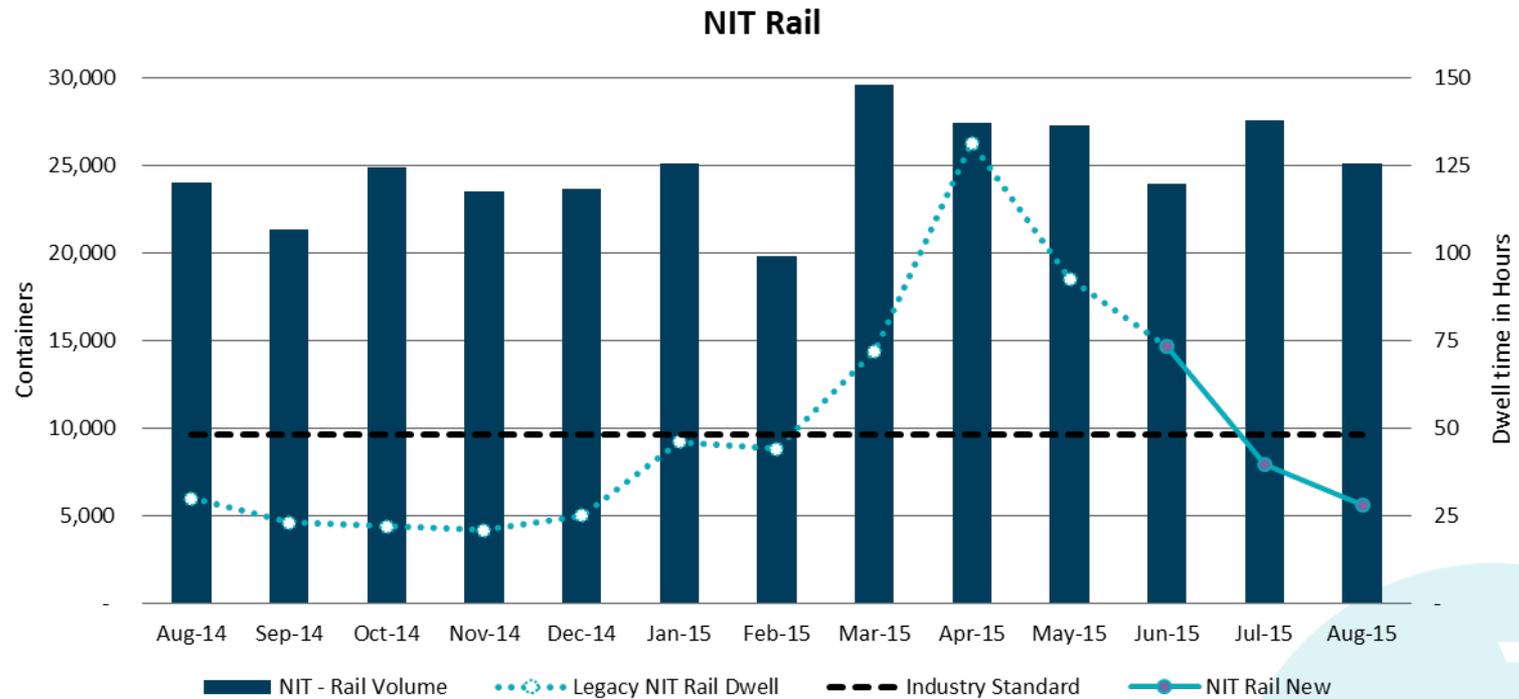
NIT Rail vs. Gate/Barge Volume



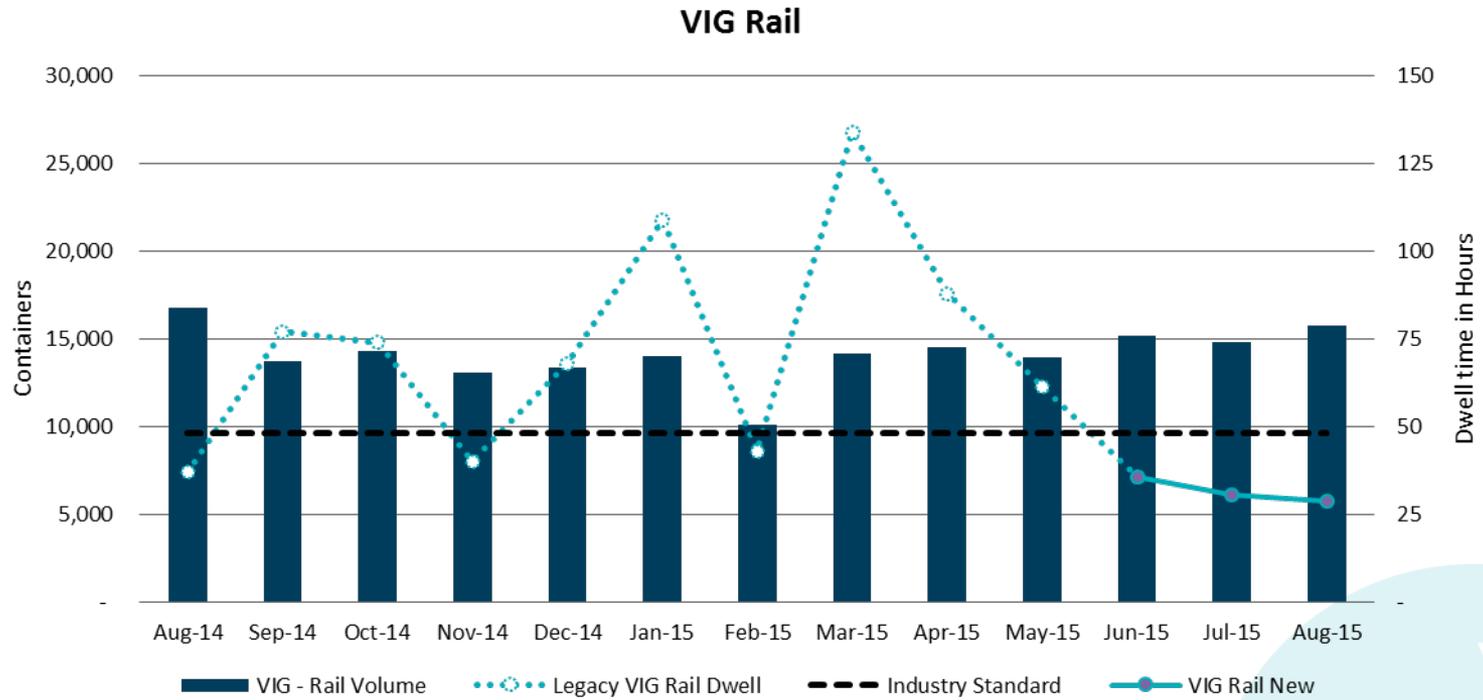
VIG Rail vs. Gate/Barge Volume



NIT Rail Volume



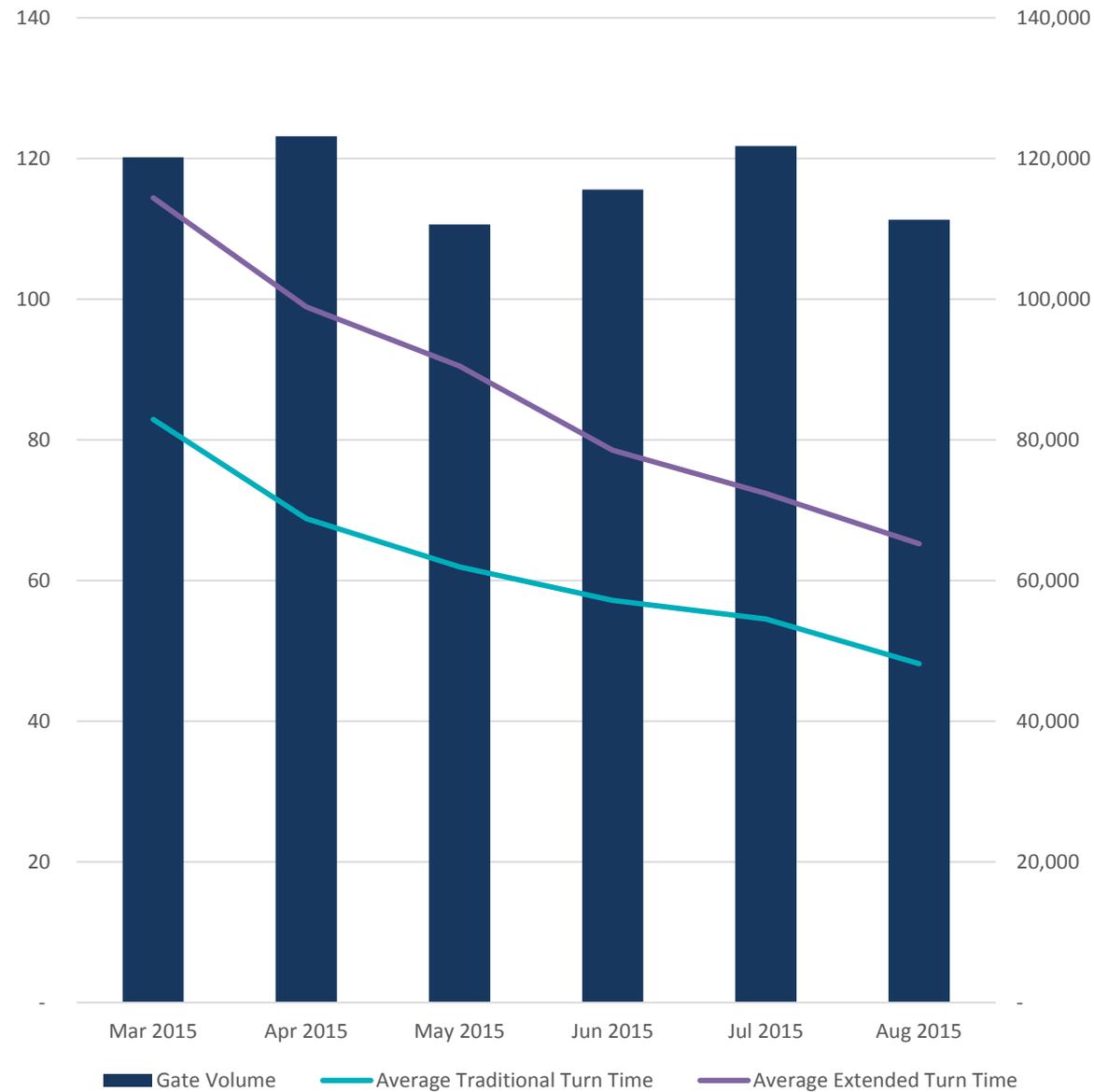
VIG Rail Volume



Port of Virginia Gate Turn Times

- Traditional – average time, in minutes, for a truck visit measured from in gate opening to out gate opening.
- Extended – average time, in minutes, for a truck visit from entry into the first measure point (portal) to out gate opening.
 - Extended Turn Time = Traditional Turn + Gate Queue (measured from portal to in gate opening).

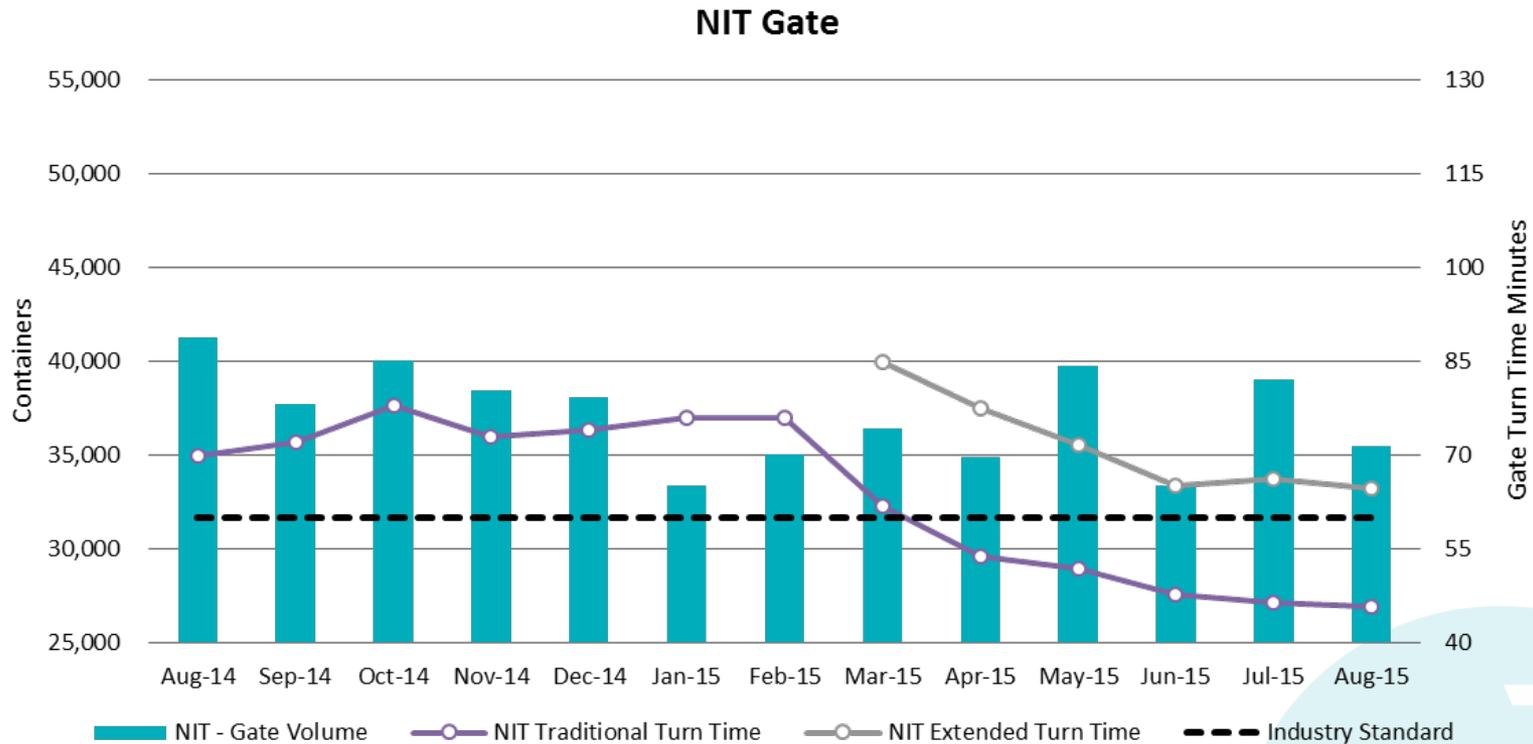
Turn time Trend against Gate Volume



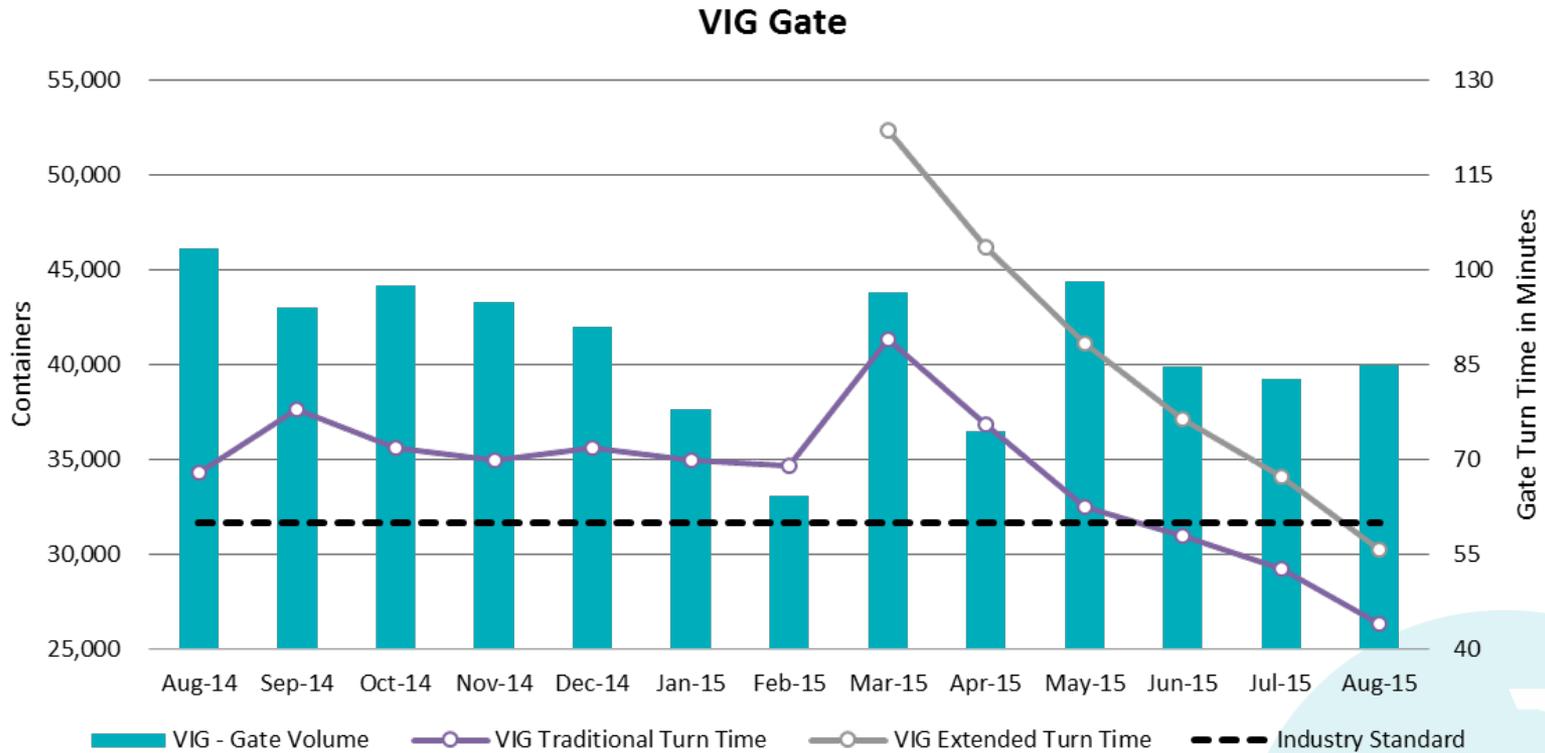
Gate Turn Trends

- Month to Month Declines in Both Turn Time measurements since March
- Declines realized in parallel with consistent and increased gate volume
- Measurement represents performance cross the Port

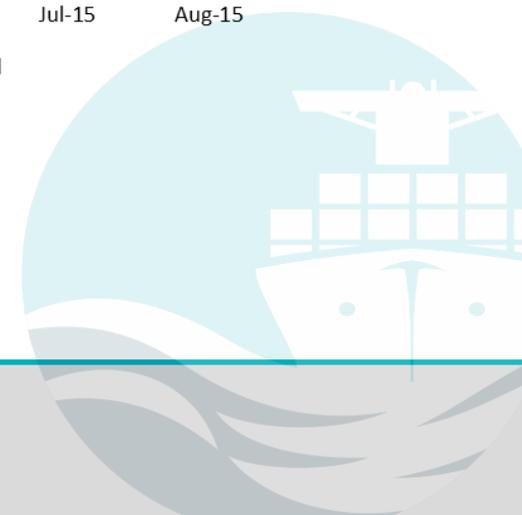
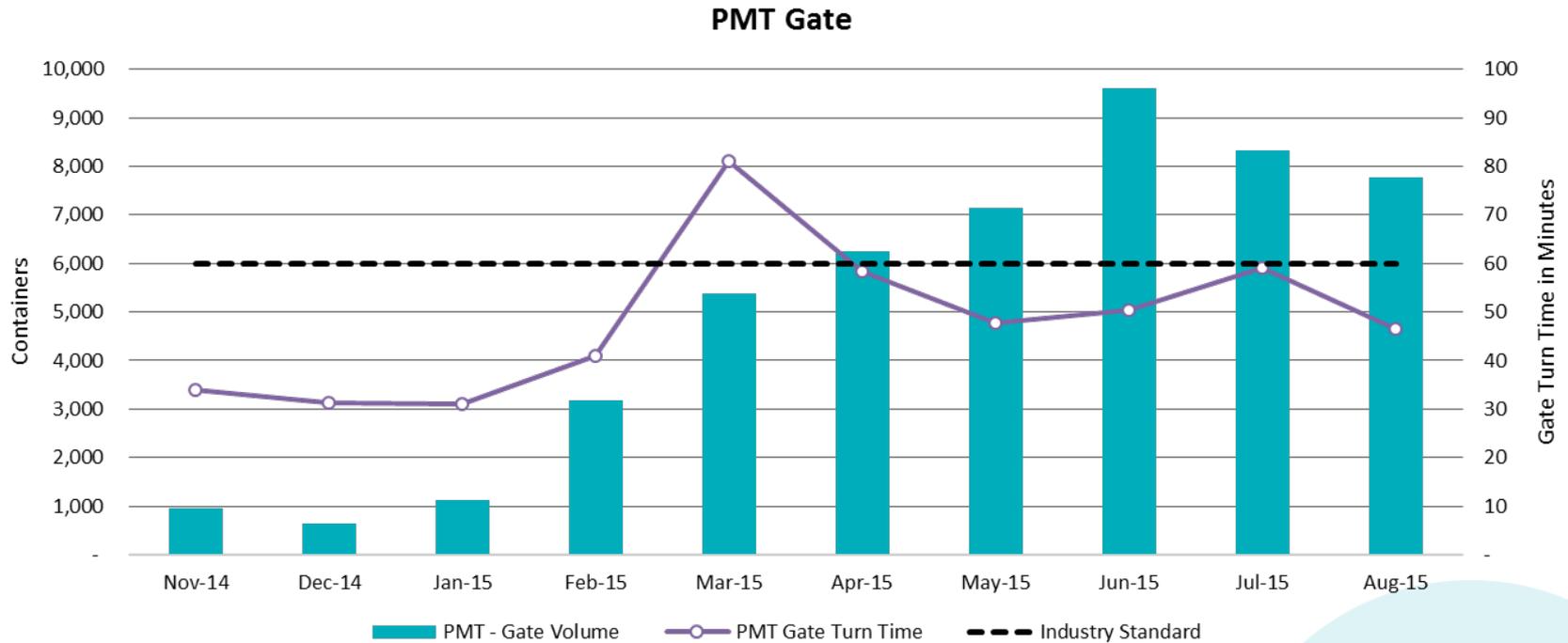
NIT Gate Turn Times



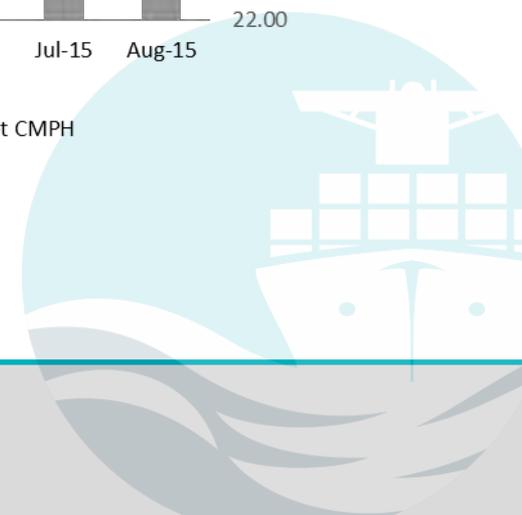
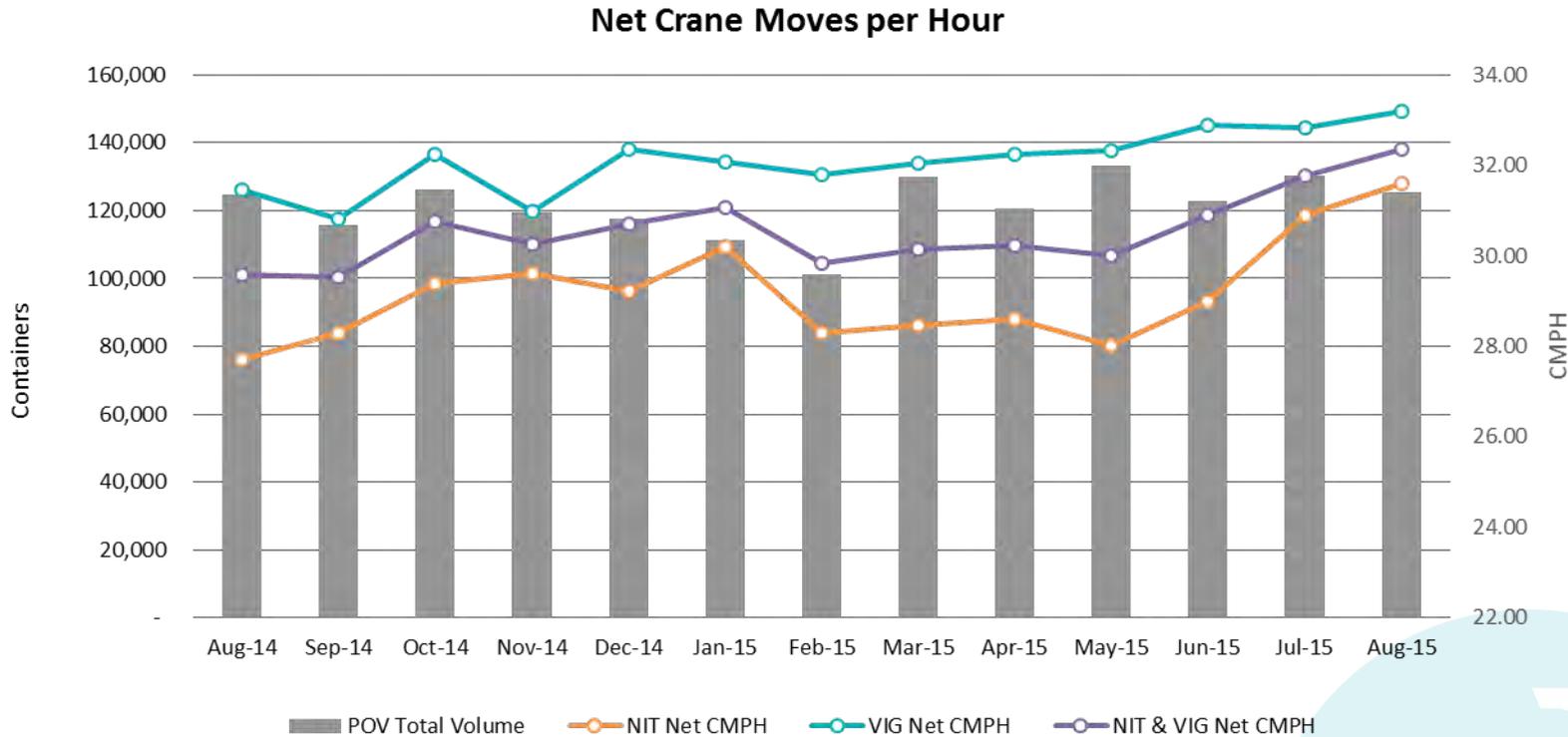
VIG Gate Turn Times



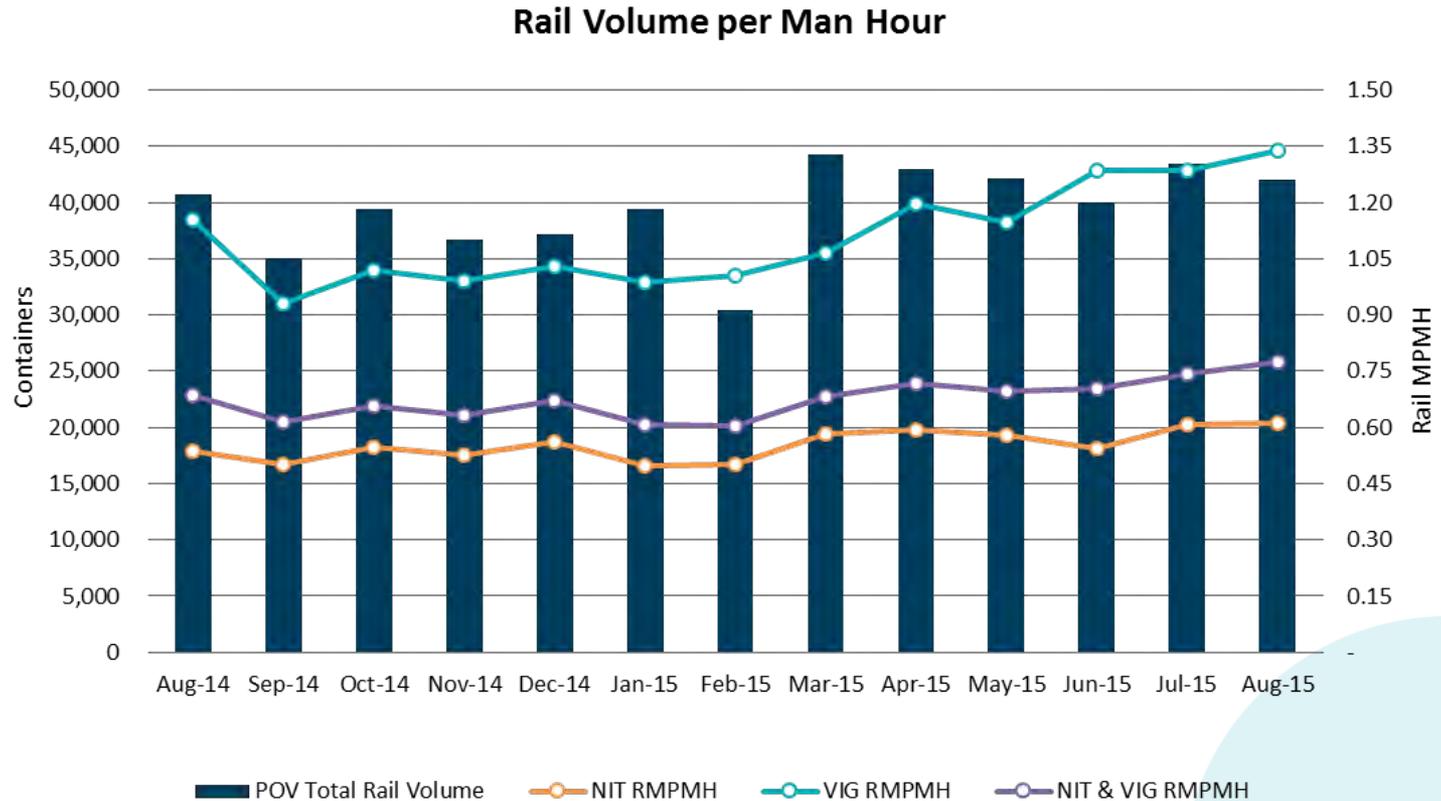
PMT Gate Turn Times



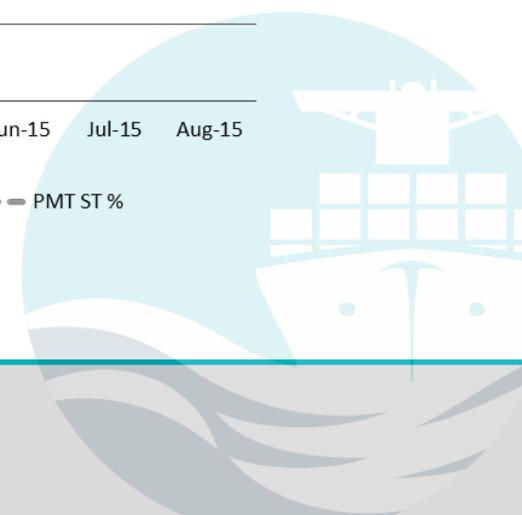
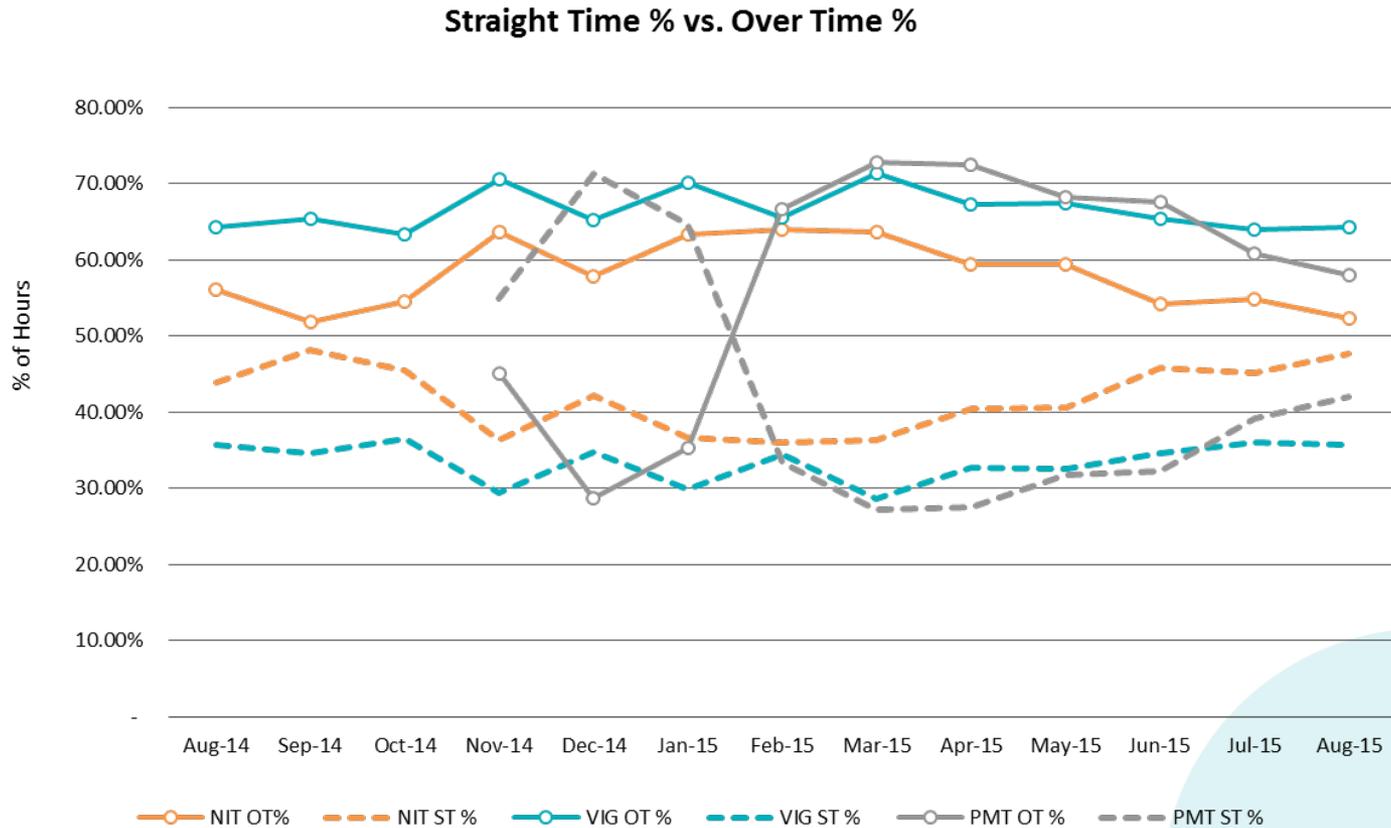
Net Crane Moves per Hour



Rail Volume per Man Hour



Straight Time % vs. Over Time %



RTG Solution



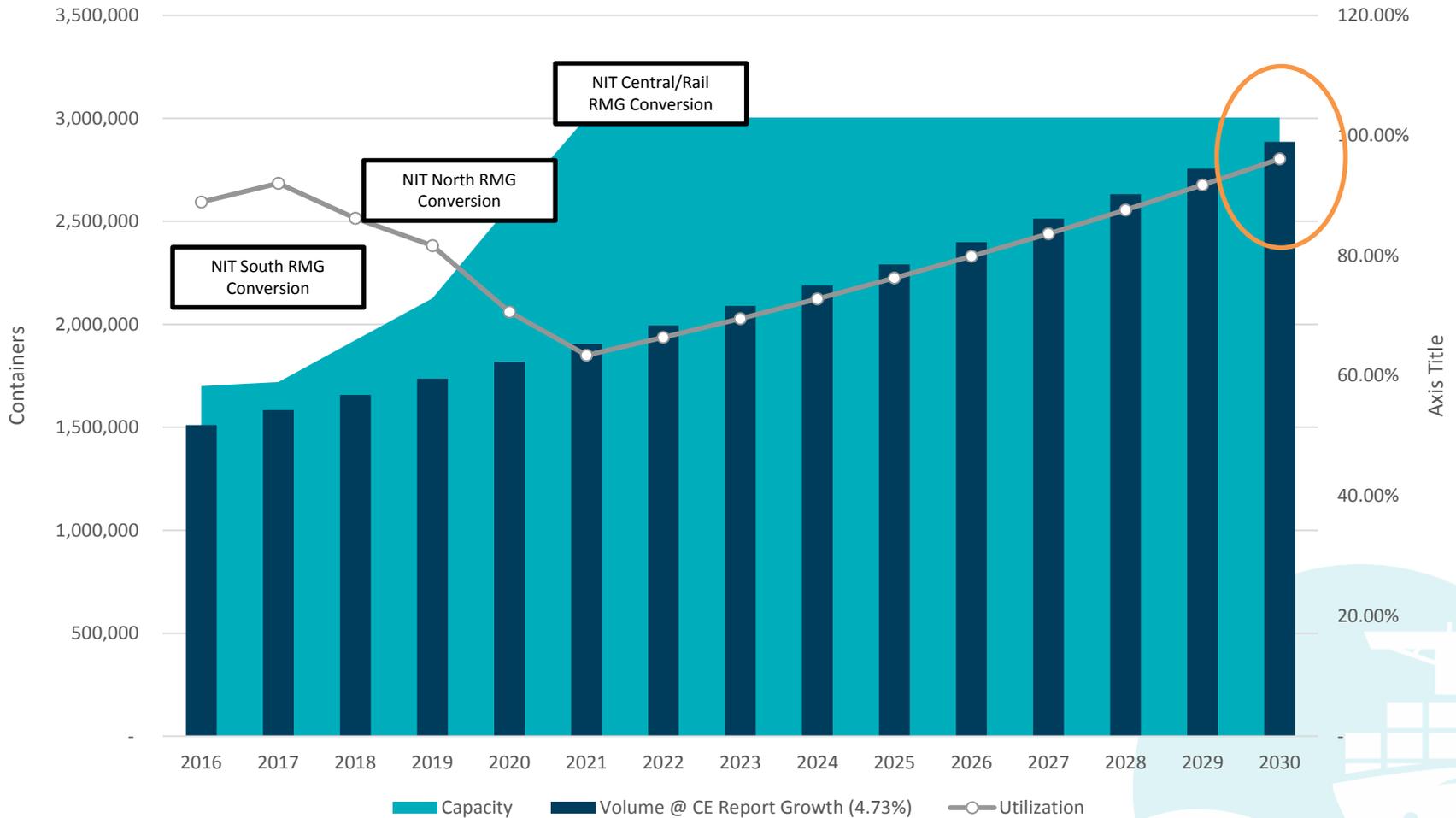
Phase I NIT South Conversion

Phase I includes North Gate, 3rd Street Rail and the South Yard conversion

- \$350 million Capital Needs
- First stacks complete by 2017
- All 30 stacks complete by 2019
- Increases capacity by 400,000 container annually



Capacity vs CE Report Growth





Thank you





Virginia Port Authority Board of Commissioners, Session 368, Sept. 22, 2015
Growth and Operations Committee

Thomas Capozzi
Chief Sales Officer



Stewards of Tomorrow



Fiscal Year-to-Date

| Fiscal Year-to-Date: July - August | | | | |
|------------------------------------|------------------|------------------|----------------|---------------|
| | FY15: Jul-Aug | FY16: Jul-Aug | Change | % Change |
| Total TEUs | 422,126 | 446,057 | 23,931 | 5.7% |
| Export TEUs | 226,158 | 243,585 | 17,428 | 7.7% |
| Import TEUs | 195,969 | 202,472 | 6,503 | 3.3% |
| Total Containers | 244,497 | 255,422 | 10,925 | 4.5% |
| General Cargo Tonnage | 2,593,548 | 3,276,609 | 683,061 | 26.3% |
| Container Tonnage | 2,538,886 | 3,225,772 | 686,886 | 27.1% |
| Breakbulk Tonnage | 54,662 | 50,837 | (3,825) | -7.0% |
| Total Rail Containers | 78,580 | 85,497 | 6,917 | 8.8% |
| VIP Containers | 6,347 | 6,945 | 598 | 9.4% |
| Total Barge Containers | 10,364 | 9,266 | (1,098) | -10.6% |
| Total Truck Containers | 155,553 | 160,659 | 5,106 | 3.3% |
| Ship Calls | 345 | 343 | (2) | -0.6% |
| Vehicle Units | 3,229 | 7,891 | 4,662 | 144.4% |

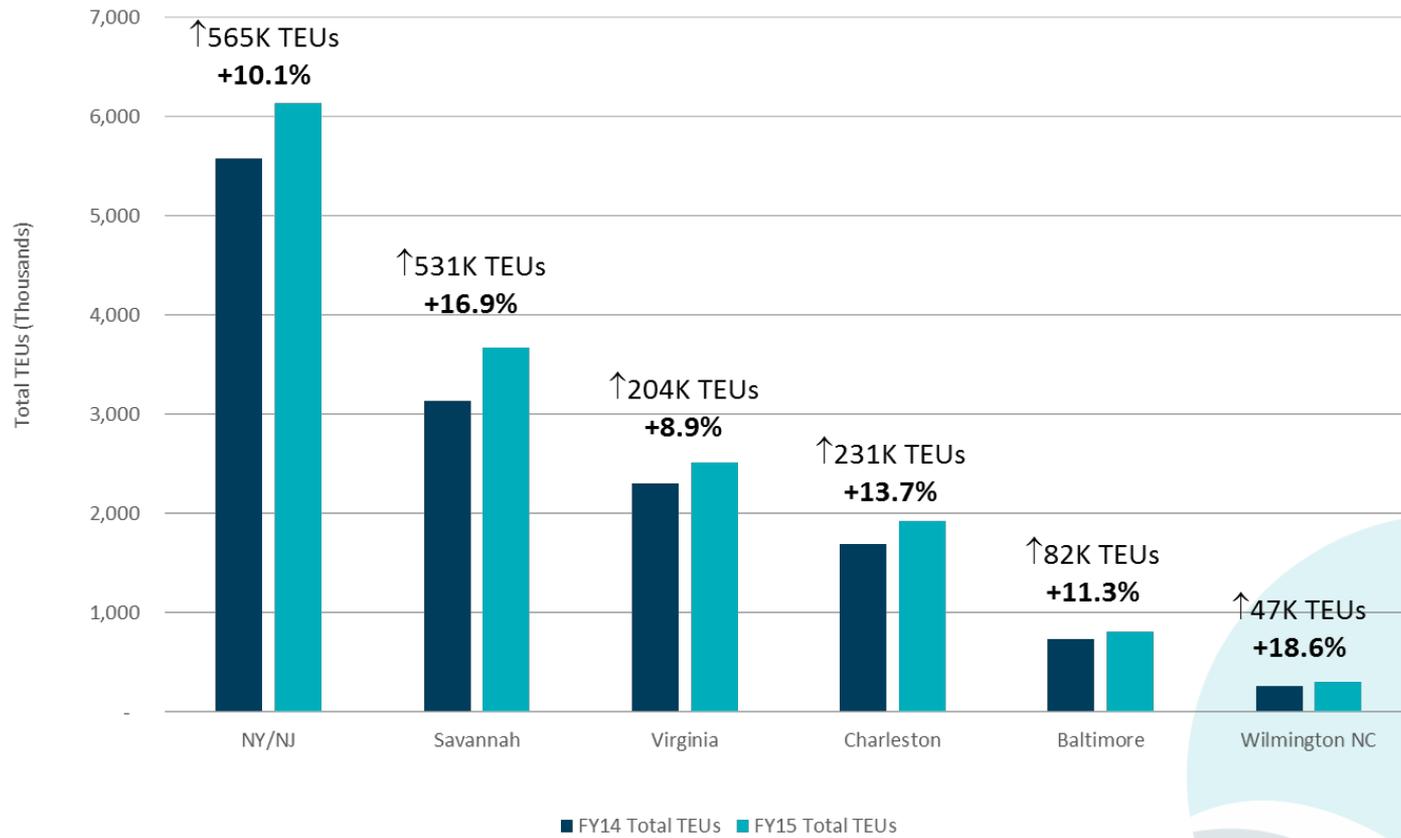
Calendar Year-to-Date

Calendar Year-to-Date: January - August

| | CY14: Jan-Aug | CY15: Jan-Aug | Change | % Change |
|-------------------------------|-------------------|-------------------|------------------|--------------|
| Total TEUs | 1,558,781 | 1,699,773 | 140,993 | 9.0% |
| Export TEUs | 844,831 | 920,356 | 75,525 | 8.9% |
| Import TEUs | 713,950 | 779,418 | 65,468 | 9.2% |
| Total Containers | 894,251 | 974,683 | 80,432 | 9.0% |
| General Cargo Tonnage | 12,213,010 | 13,562,045 | 1,349,035 | 11.0% |
| Container Tonnage | 11,970,132 | 13,357,448 | 1,387,316 | 11.6% |
| Breakbulk Tonnage | 242,878 | 204,597 | (38,281) | -15.8% |
| Total Rail Containers | 299,862 | 324,581 | 24,719 | 8.2% |
| VIP Containers | 24,144 | 23,961 | (183) | -0.8% |
| Total Barge Containers | 35,822 | 33,296 | (2,526) | -7.1% |
| Total Truck Containers | 558,567 | 616,806 | 58,239 | 10.4% |
| Ship Calls | 1,286 | 1,316 | 30 | 2.3% |
| Vehicle Units | 22,285 | 35,790 | 13,505 | 60.6% |

Major US East Coast Ports Comparisons

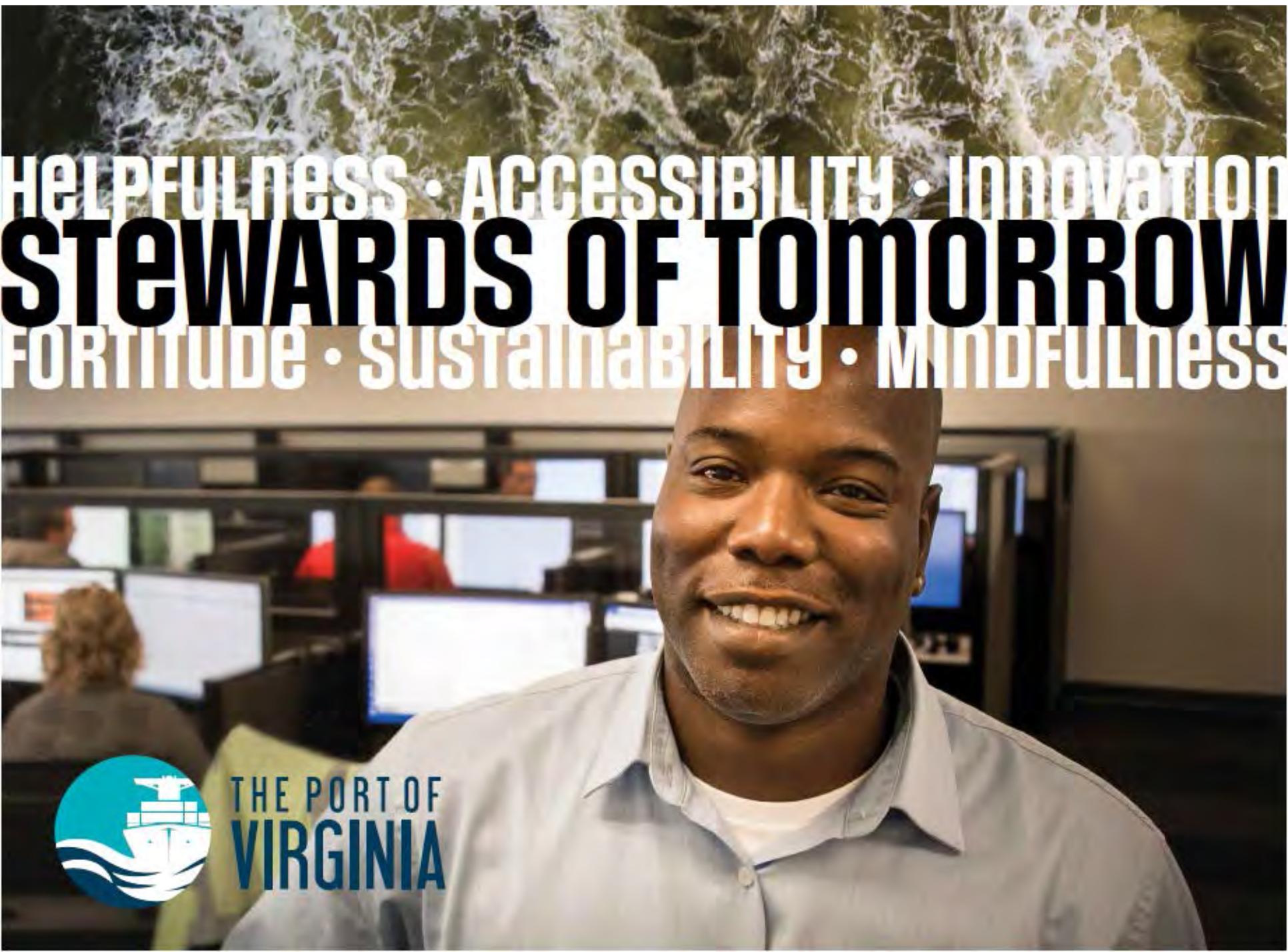
Major US East Coast Port TEU Volumes and Growth
FY 2015 vs. 2014, July - June



Ocean Carriers



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FORTITUDE • SUSTAINABILITY • MINDFULNESS



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Virginia Port Authority Board of Commissioners, Session 368, Sept. 22, 2015

Jim Bibbs
Chief Human Resources Officer



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POV Employee Engagement

- Employees viewed the survey as an important tool to provide feedback!
- 394 employees participated in the 2015 survey
- 90% participation
- Compared to Avatar's norm of 78% participation
- 70% of our departments participated at a rate of 100%



Actively Engaged Employees are:

- 10 times more likely to feel good work is recognized.
- 10 times more likely to feel Senior Management is concerned about the employees.
- 8 times more likely to feel their supervisor encourages their growth.
- 7 times more likely to feel they receive regular performance feedback.
- 4 times more likely to be satisfied with their job.





Organizational Goal Setting



Goal Setting

- August is the time annually where we begin to start the goal process
- We work with Finance to get preliminary numbers (book closing)
- This year we had the employee engagement survey results along with initial information from the colleague feedback sessions





Performance Management

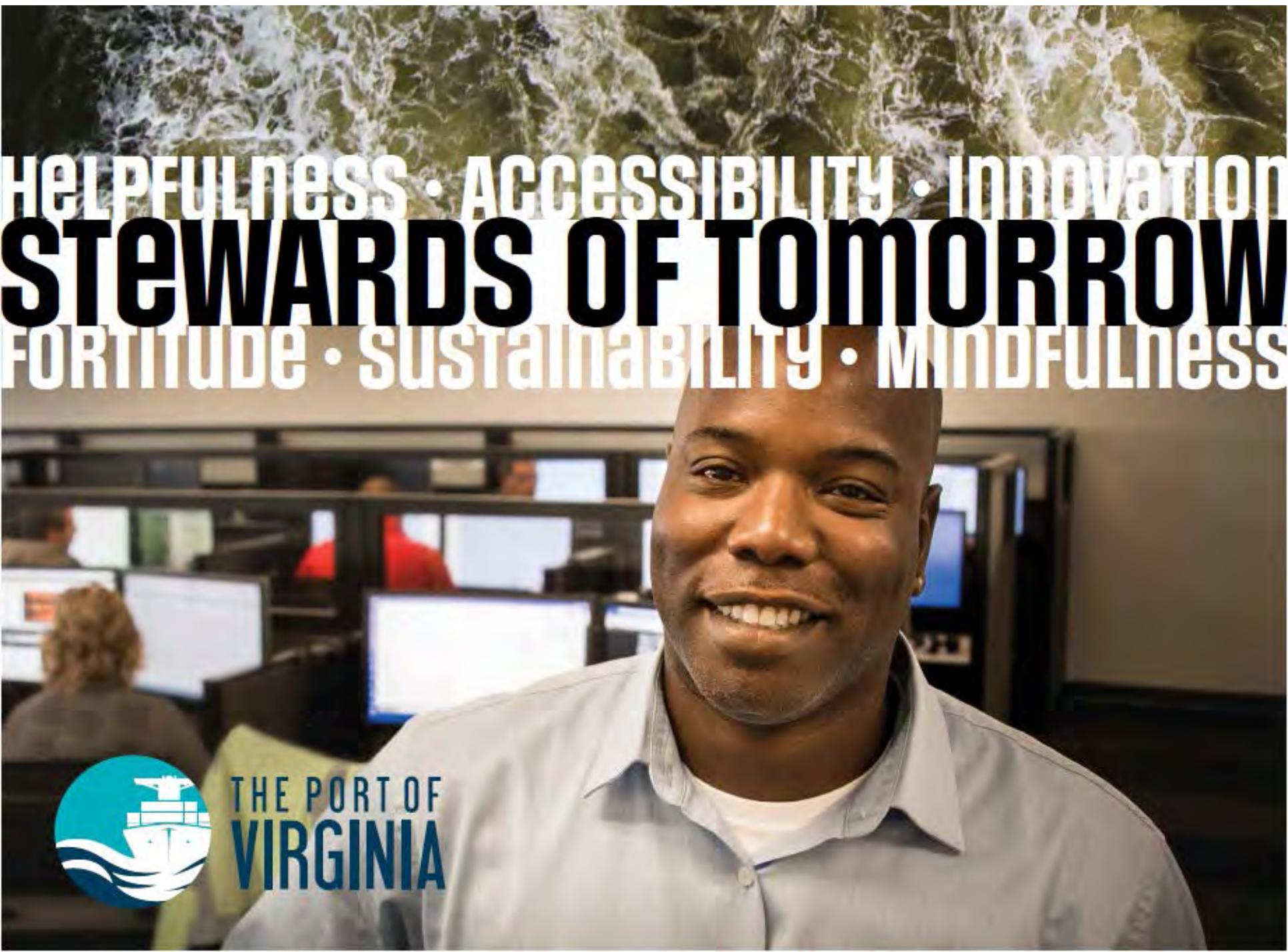


Performance Management

- Creation of a newly harmonized form and process
- Harmonized the former scoring systems into a designation rating process
- Moving towards quarterly discussions to ensure alignment with goals
- The goal is encourage consistent dialogue between manager and colleague.



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Virginia Port Authority Board of Commissioners, Session 368, September 22, 2015

July 2015 Financial Update

Rodney W. Oliver
Chief Financial Officer



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Virginia Port Authority/Virginia International Terminals, LLC
CONSOLIDATED INCOME STATEMENT FOR THE MONTH ENDED
July 31, 2015

| | <u>Actual</u> | <u>Budget</u> | <u>\$ Variance</u> | <u>% Variance</u> |
|---------------------------|---------------|---------------|--------------------|-------------------|
| Operating Revenues | \$ 41,460,326 | \$ 40,114,186 | \$ 1,346,140 | 3.4% |

- Actual container volume was 130,146 vs. 123,068 budgeted, 5.8% ahead of budget
- Operating Revenue was 3.4% over budget, primarily due to the increased volume

Virginia Port Authority/Virginia International Terminals, LLC
CONSOLIDATED INCOME STATEMENT FOR THE MONTH ENDED
July 31, 2015

| | Actual | Budget | \$ Variance | % Variance |
|---------------------------------|-------------------|-------------------|--------------------|-------------------|
| Operating Revenues | \$ 41,460,326 | \$ 40,114,186 | \$ 1,346,140 | 3.4% |
| Operating Expenses: | | | | |
| Terminal operations | 17,551,542 | 17,128,875 | (422,667) | -2.5% |
| Terminal maintenance | 7,933,469 | 8,114,311 | 180,842 | 2.2% |
| General and administrative | 4,023,835 | 5,553,279 | 1,529,444 | 27.5% |
| Facility Rental | 4,836,858 | 4,895,468 | 58,610 | 1.2% |
| Depreciation and amortization | 4,313,183 | 4,156,535 | (156,648) | -3.8% |
| Total operating expenses | 38,658,887 | 39,848,467 | 1,189,580 | 3.0% |

- Terminal operations expense was \$422.7 thousand (2.5%) over budget primarily due to volume
- Terminal maintenance expense was \$180.8 thousand (2.2%) under budget primarily due to the timing of certain repair and maintenance expenses
- General and administrative fees are \$1.5 million (27.5%) under budget due to vacancies and timing of certain expenditures
- Overall, operating expenses were \$1.2 million (3.0%) under budget for the month

Virginia Port Authority/Virginia International Terminals, LLC
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| Total operating expenses | 38,658,887 | 39,848,467 | 1,189,580 | 3.0% |
| Operating income (loss) | 2,801,439 | 265,719 | 2,535,720 | 954.3% |

- Operating income of \$2.8 million for the month of July was \$2.5 million more than budgeted due to higher revenues and lower general and administrative expenses

Virginia Port Authority/Virginia International Terminals, LLC
CONSOLIDATED INCOME STATEMENT FOR THE MONTH ENDED
July 31, 2015

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| Total operating expenses | 38,658,887 | 39,848,467 | 1,189,580 | 3.0% |
| Operating income (loss) | 2,801,439 | 265,719 | 2,535,720 | 954.3% |
| Non-operating revenues (expenses) | (307,352) | (693,204) | 385,851 | 55.7% |
| Capital contributions and transfers | 1,813,847 | 1,887,606 | (73,759) | -3.9% |

- Non-operating revenues (expenses) were \$385.9 thousand under budget , primarily due to more favorable rates of the debt refunding
- Capital Contributions and transfers were \$73.8 thousand under budget

Virginia Port Authority/Virginia International Terminals, LLC
CONSOLIDATED INCOME STATEMENT FOR THE MONTH ENDED
July 31, 2015

| | Actual | Budget | \$ Variance | % Variance |
|--|---------------------|---------------------|---------------------|-------------------|
| Operating Revenues | \$ 41,460,326 | \$ 40,114,186 | \$ 1,346,140 | 3.4% |
| Operating Expenses: | | | | |
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| Capital contributions and transfers | 1,813,847 | 1,887,606 | (73,759) | -3.9% |
| Increase (decrease) in Net Position | \$ 4,307,934 | \$ 1,460,121 | \$ 2,847,813 | 195.0% |

- Increase in Net Position was \$4.3 million, \$2.8 million (195.0%) over Budget



Virginia Port Authority Board of Commissioners, Session 368, September 22, 2015
Public Affairs Update

Cathie J. France
Chief Public Affairs Officer



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Federal Activities



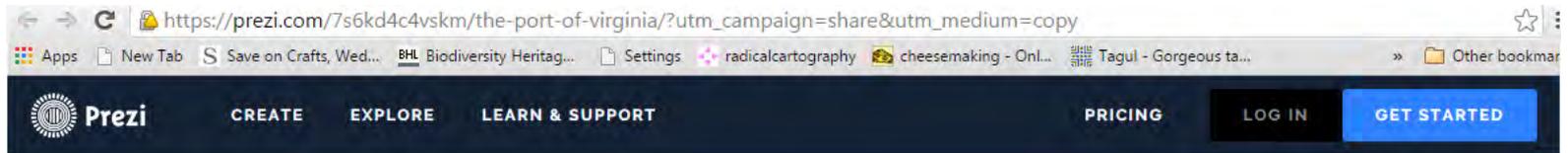
Port of Richmond



Community Engagement



Community Relations



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SUSTAINABILITY · FORTITUDE · MINDFULNESS

THE PORT OF VIRGINIA

Port of Virginia Fiscal Year 2015 Review
September 2, 2015

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and Community Affairs
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The Port of Virginia

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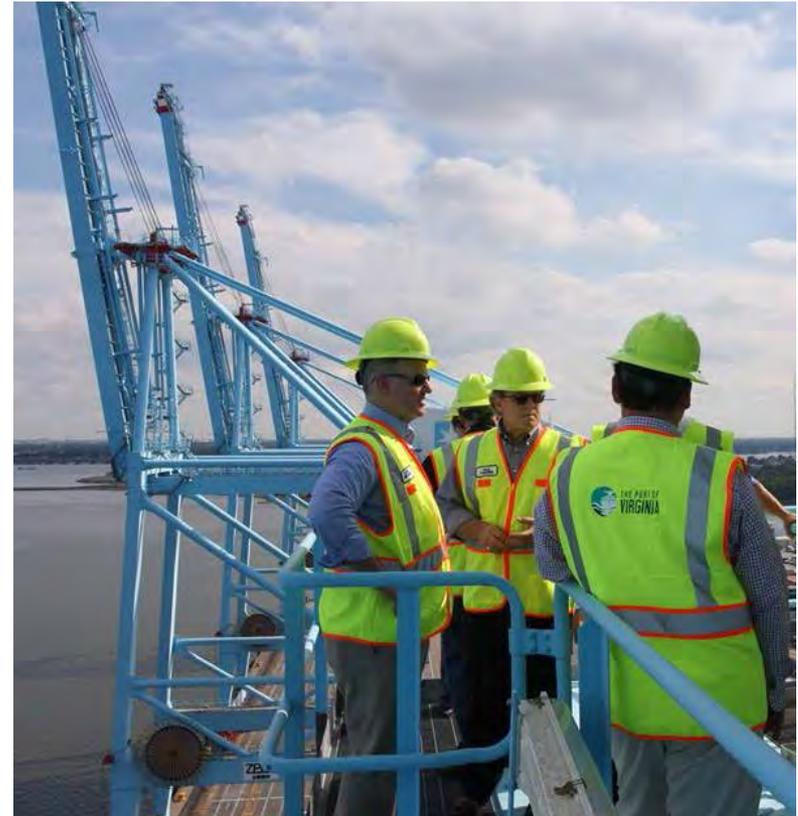


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Economic Development Announcements



Site Selectors



Marketing and Communications

Trade Show Support



We're opening up
the Heartland.

Major shippers are getting in and out of the Midwest faster through one strategic location: The Port of Virginia.



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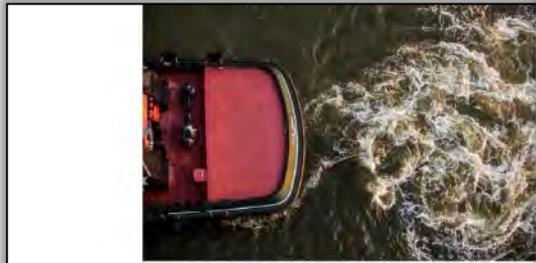
Stewards of Tomorrow

Our central East Coast location is within one day's drive to two-thirds of the US population. Deep channels and no overhead obstructions allow us to serve the largest ships calling on the East Coast. Plus, we offer two-day double stack rail to and from Midwest markets. Our strategic location, natural assets and innovative solutions are opening the Heartland to the world – and opening the world to the Heartland.

To learn how to get closer to your market, call **800.446.8098** or visit portofvirginia.com

Marketing and Communications

New Messaging Avenues



The shipping industry Daily

Your weekly news update from The Port of Virginia

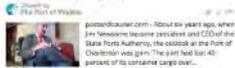
HEADLINES PHOTOS WORDS BUSINESS TECHNOLOGY SHIPPING NEWS ALL ARTICLES

Tuesday, Aug 25, 2015 1:01pm Eastern Daylight Time

Port of Virginia has plan to improve its efficiency



Full agenda: Amid fast-paced growth, an inward reflection at South Carolina port agency



Record year expected on Charleston docks: State



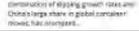
Chinese Textile Mills Are Now Hiring in Places Where Cotton Was King



China Slowdown Means Fewer Container Shipments Globally



Editor's note



THE PORT OF VIRGINIA STEWARDS OF TOMORROW

2015 SUSTAINABILITY REPORT



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Stewards of Tomorrow

Branding



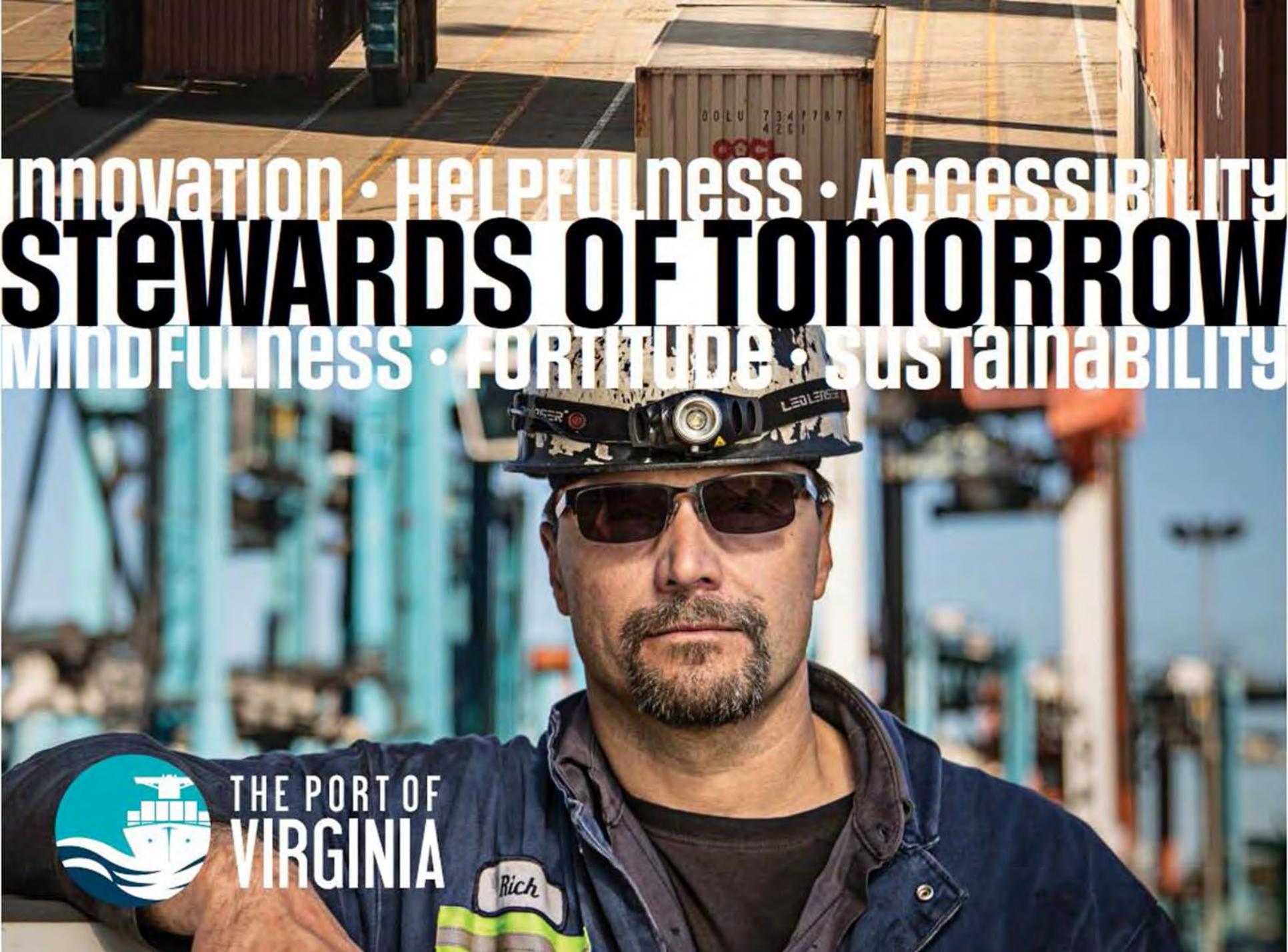


MIRT and Emergency Operations

POV IMT Training

- ICS-300 Class supported by USCG
- 18 POV attendees
- 2 days classroom
- Final day exercise
- Excellent team building opportunity
- ICS processes are being used to plan future events

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Rich



Virginia Port Authority Board of Commissioners, Session 368, Sept. 22, 2015
Growth and Operations Committee

Joseph P. Ruddy
Chief Innovation Officer



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Agenda

- Strategic Planning and Analytics
- Sustainability and Process Excellence
- Information Technology



Strategic Planning



Sustainability and Process Excellence



THE PORT OF VIRGINIA STEWARDS OF TOMORROW

2015 SUSTAINABILITY REPORT



Information Technology



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