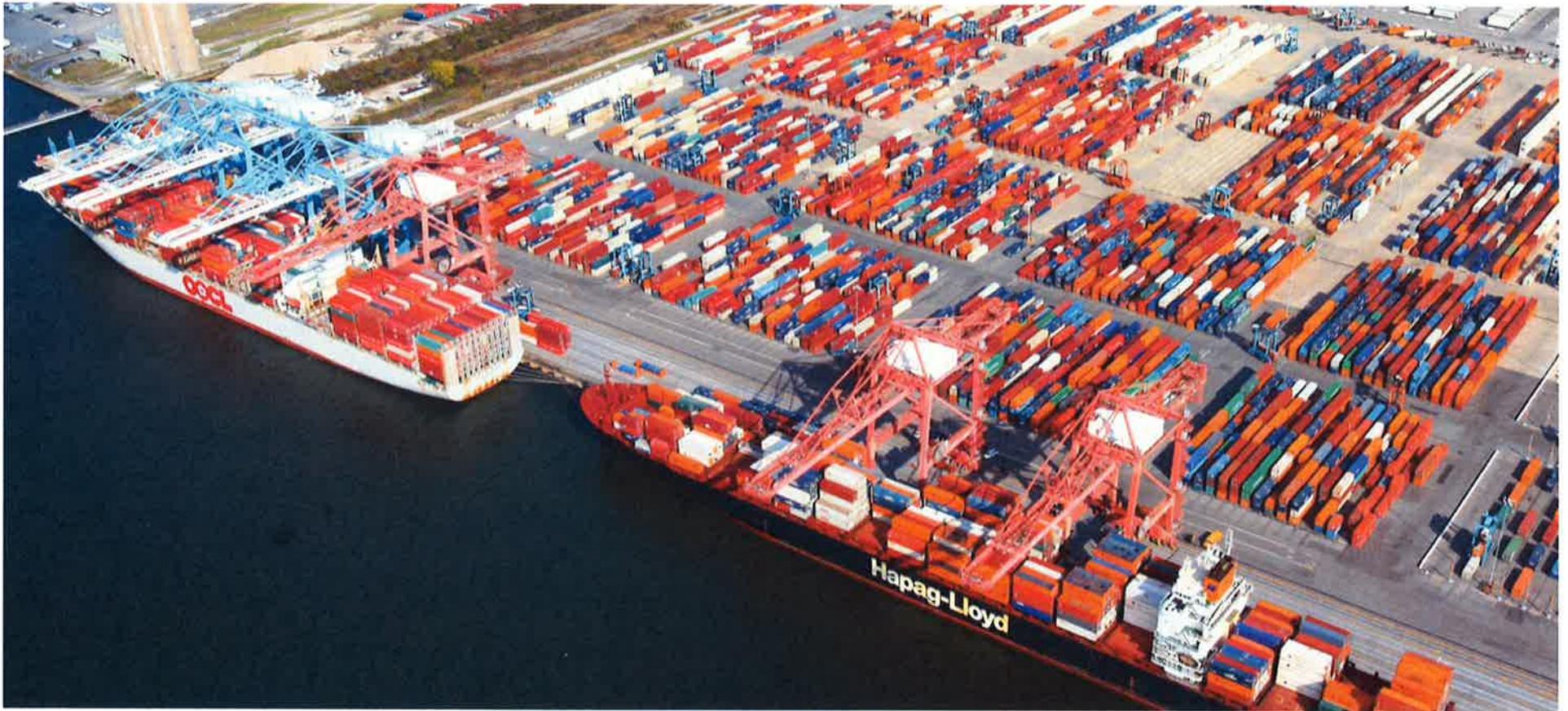


Virginia Port Authority Board of Commissioners, Session 369, November 17, 2015
Financial Report

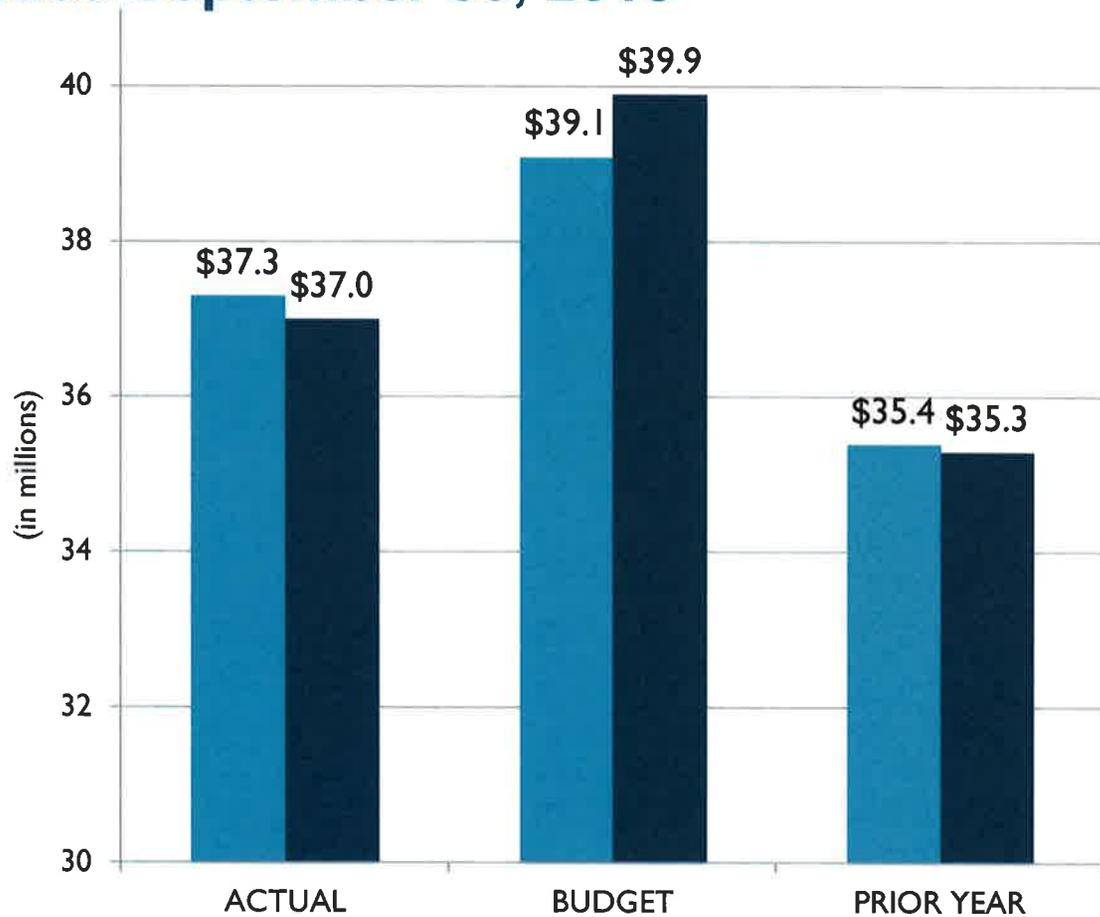
Rodney W. Oliver
Chief Financial Officer



OPERATING REVENUE AND EXPENSES: For the Month Ended September 30, 2015

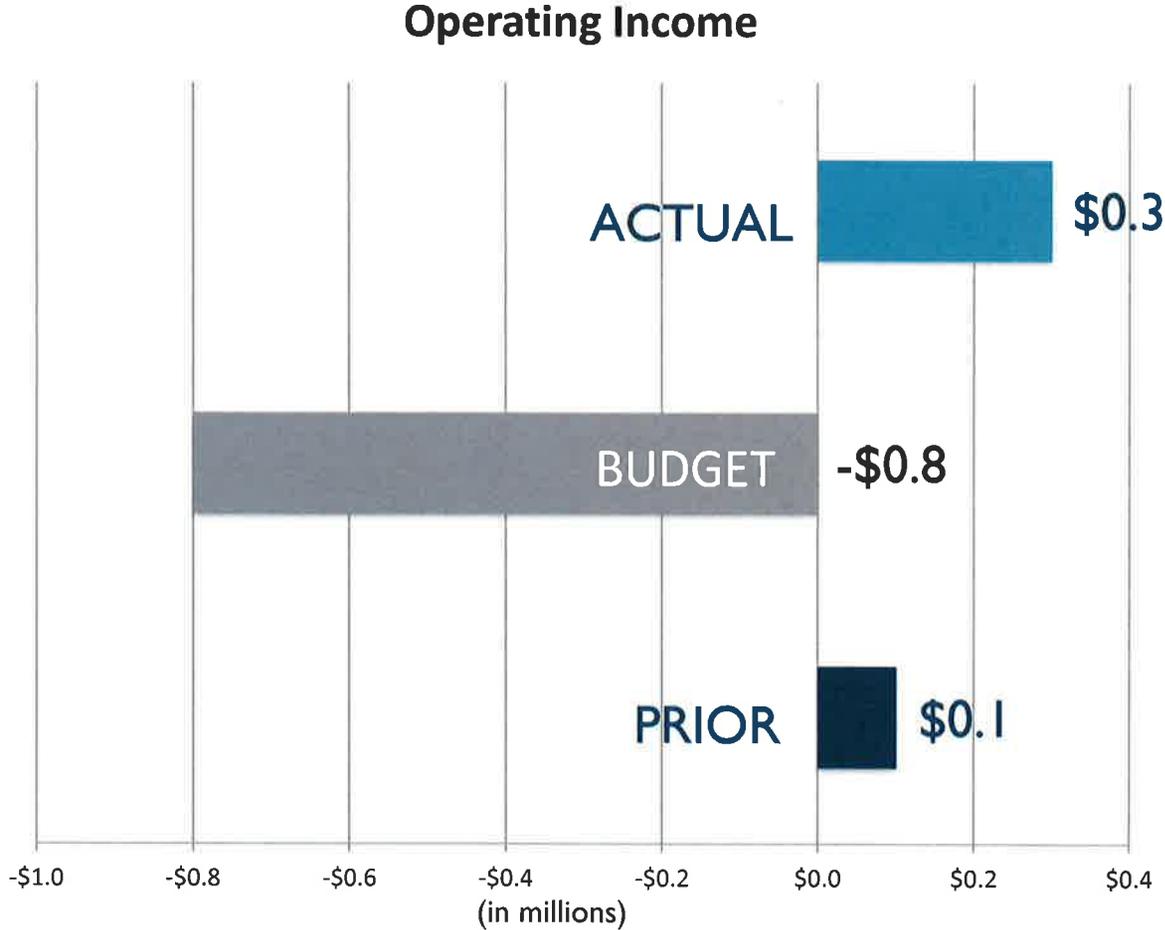
Revenues lower than budget, but lower operating expenses more than offset

■ Operating Revenue
■ Operating Expenses



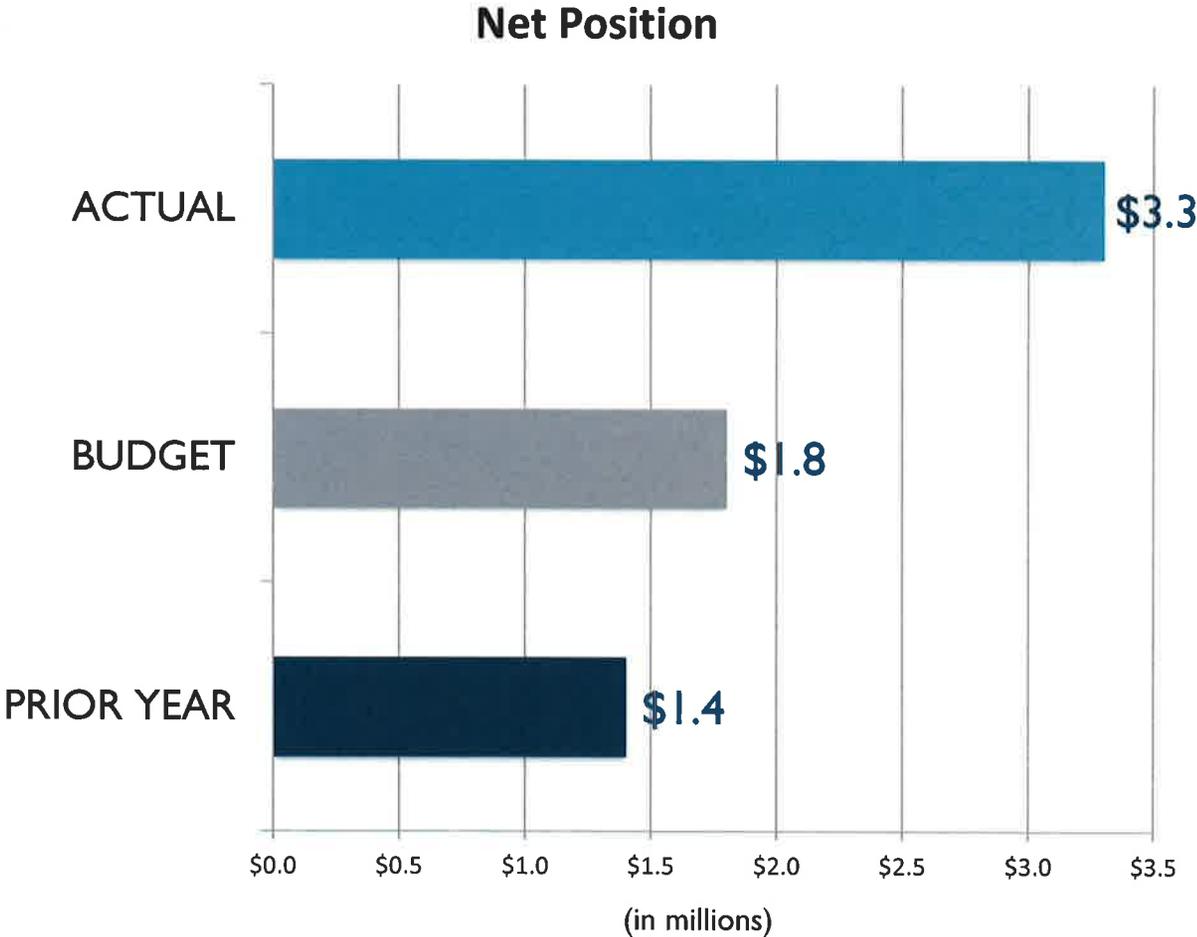
OPERATING INCOME (LOSS): For the Month Ended September 30, 2015

Positive results
both in terms
of Budget and
Prior Year



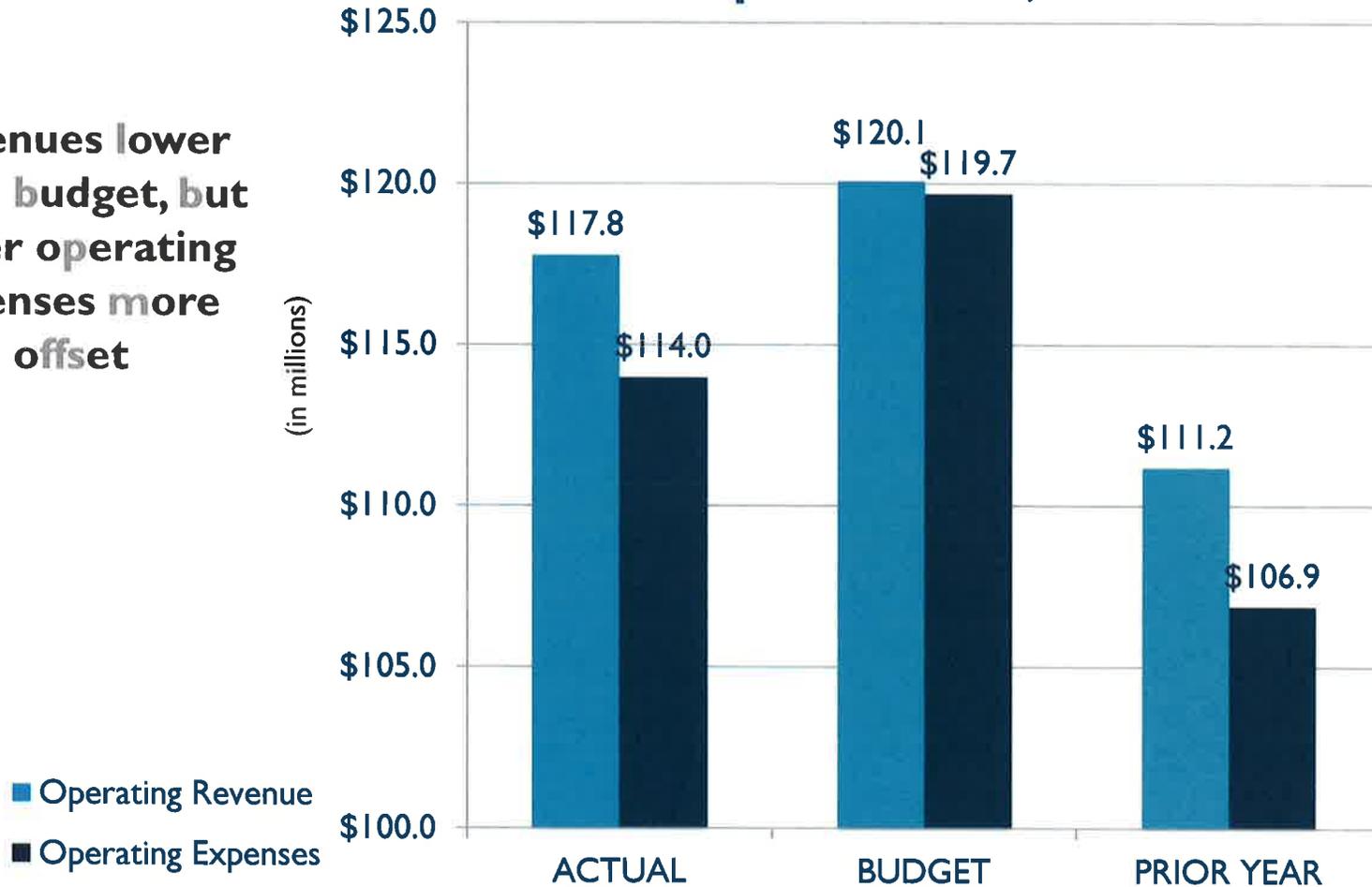
INCREASE IN NET POSITION: For the Month Ended September 30, 2015

**Positive results
both in terms
of Budget and
Prior Year**



OPERATING REVENUE AND EXPENSES: For the Three Months Ended September 30, 2015

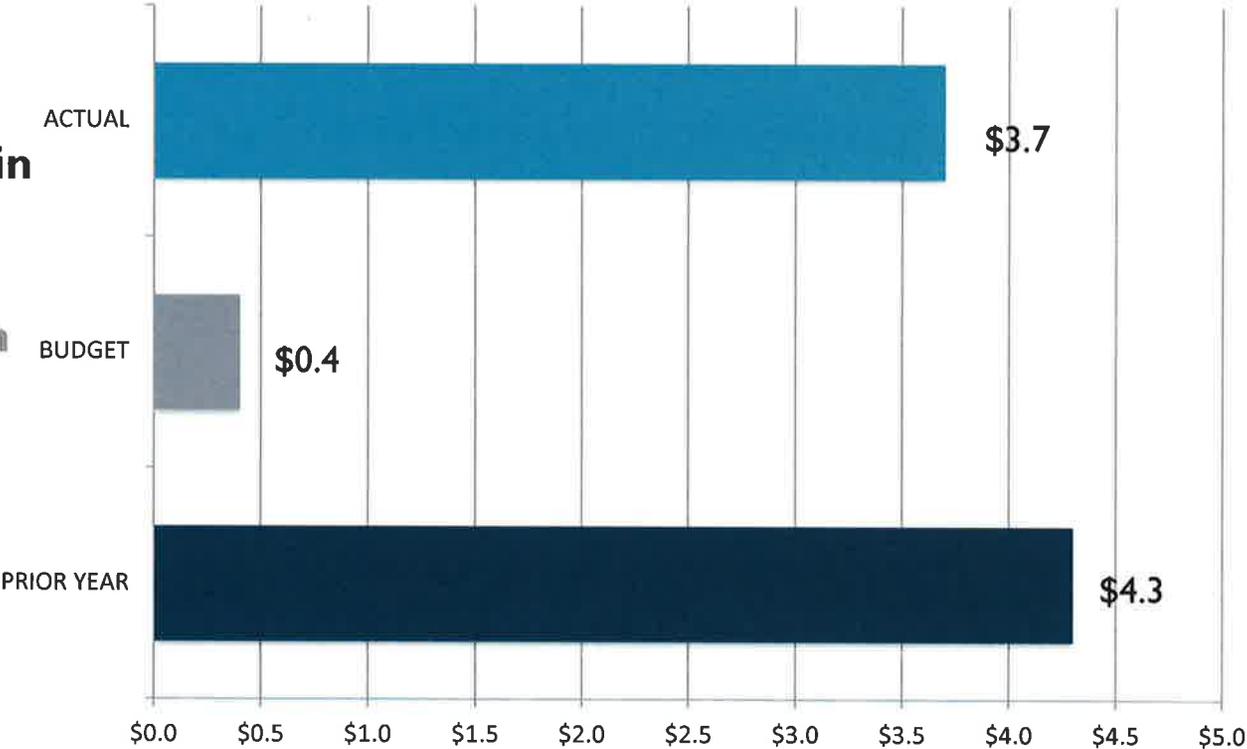
Revenues lower than budget, but lower operating expenses more than offset



OPERATING INCOME: For the Three Months Ended September 30, 2015

Operating Income

**Positive trend in
terms of
Budget and
consistent with
Prior Year**



(in millions)

INCREASE IN NET POSITION:

For the Three Months Ended September 30, 2015

Net Position

Positive trend both in terms of Budget and Prior Year



Virginia Port Authority Board of Commissioners, Session 369, November 17, 2015
Safety/Operations/Container Volumes Report

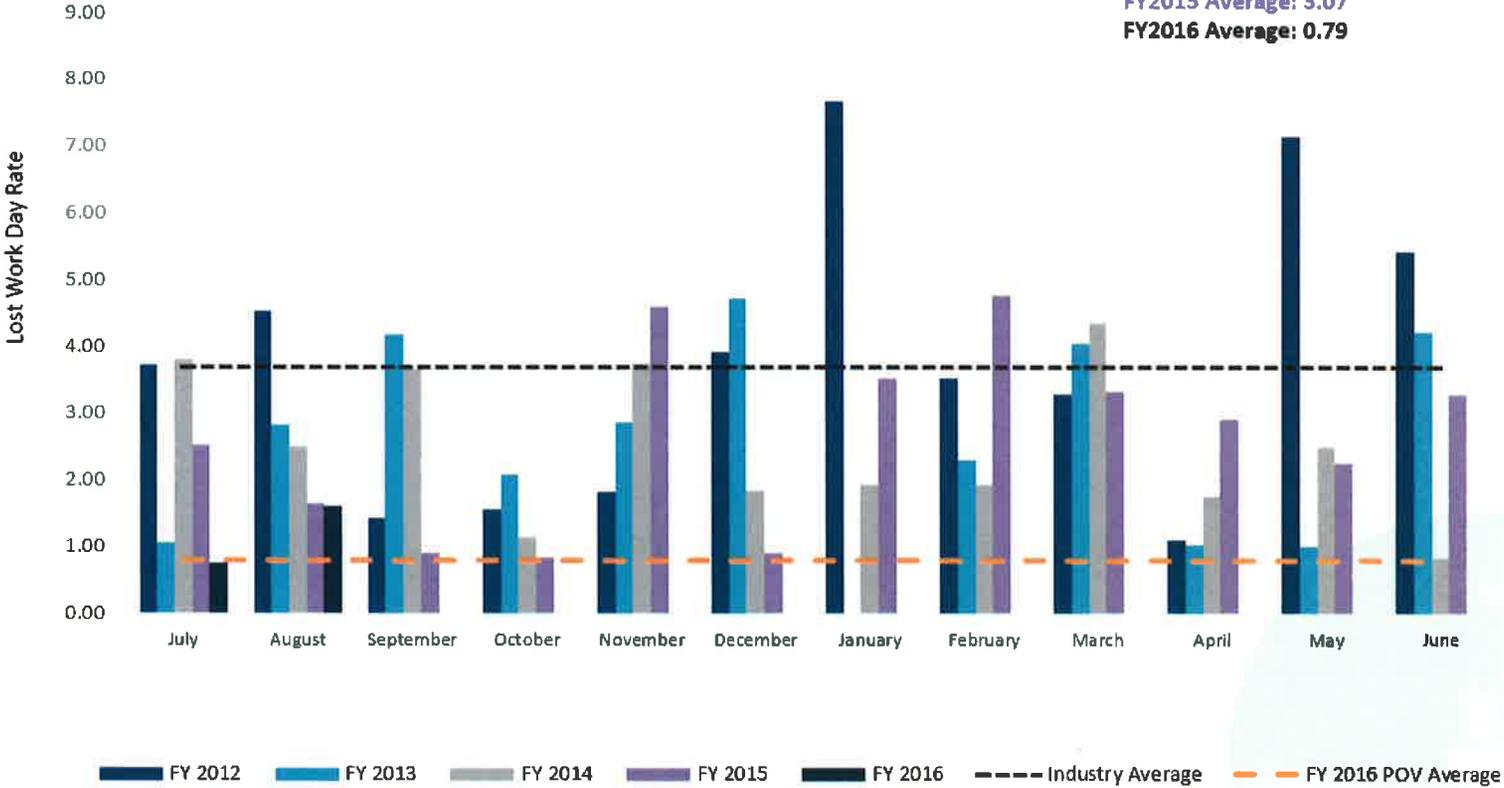
Travis Hill
Vice President, Container Operations



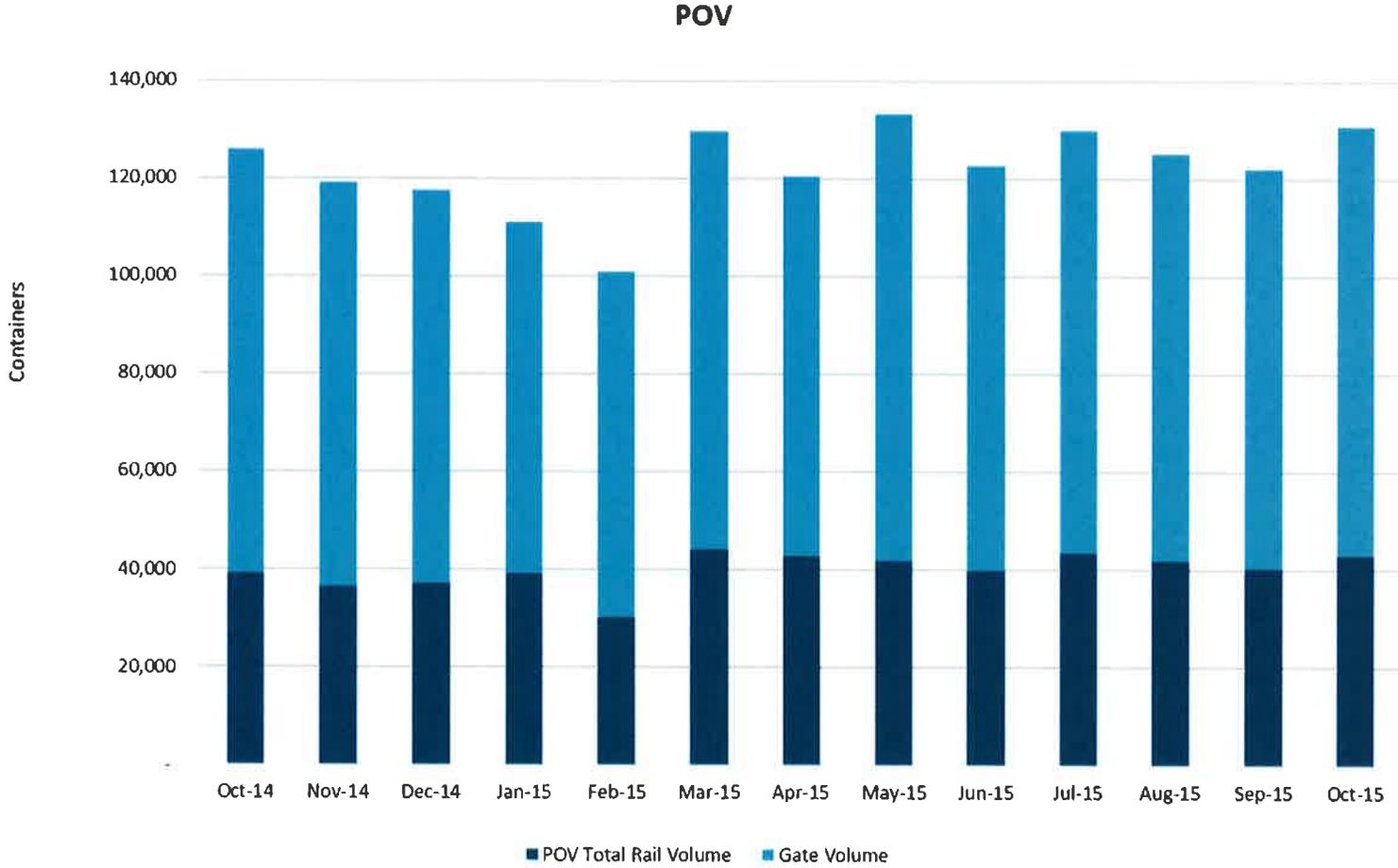
Safety Report

Lost Work Day Rate

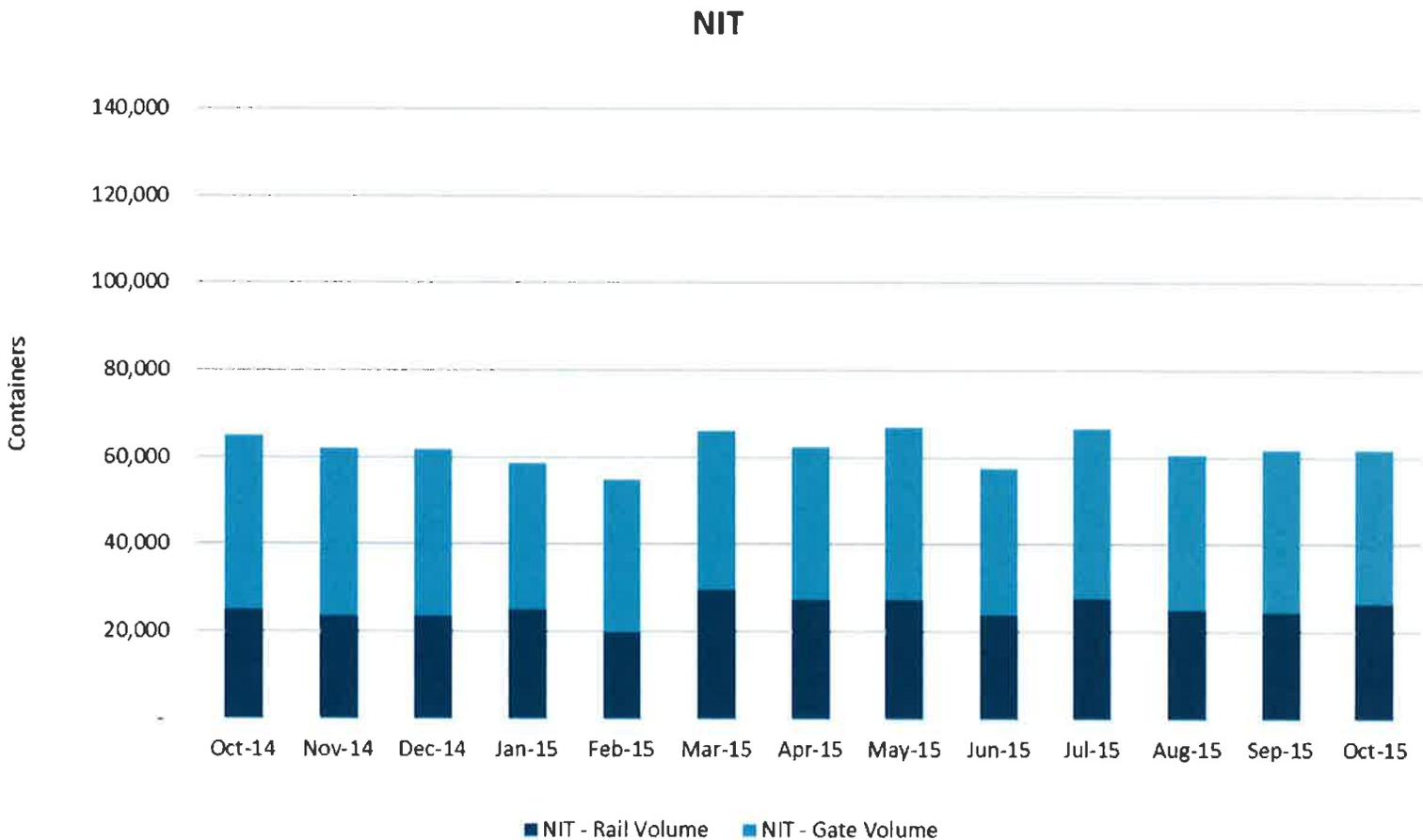
FY2012 Average: 3.77
 FY2013 Average: 2.54
 FY2014 Average: 2.51
 FY2015 Average: 3.07
 FY2016 Average: 0.79



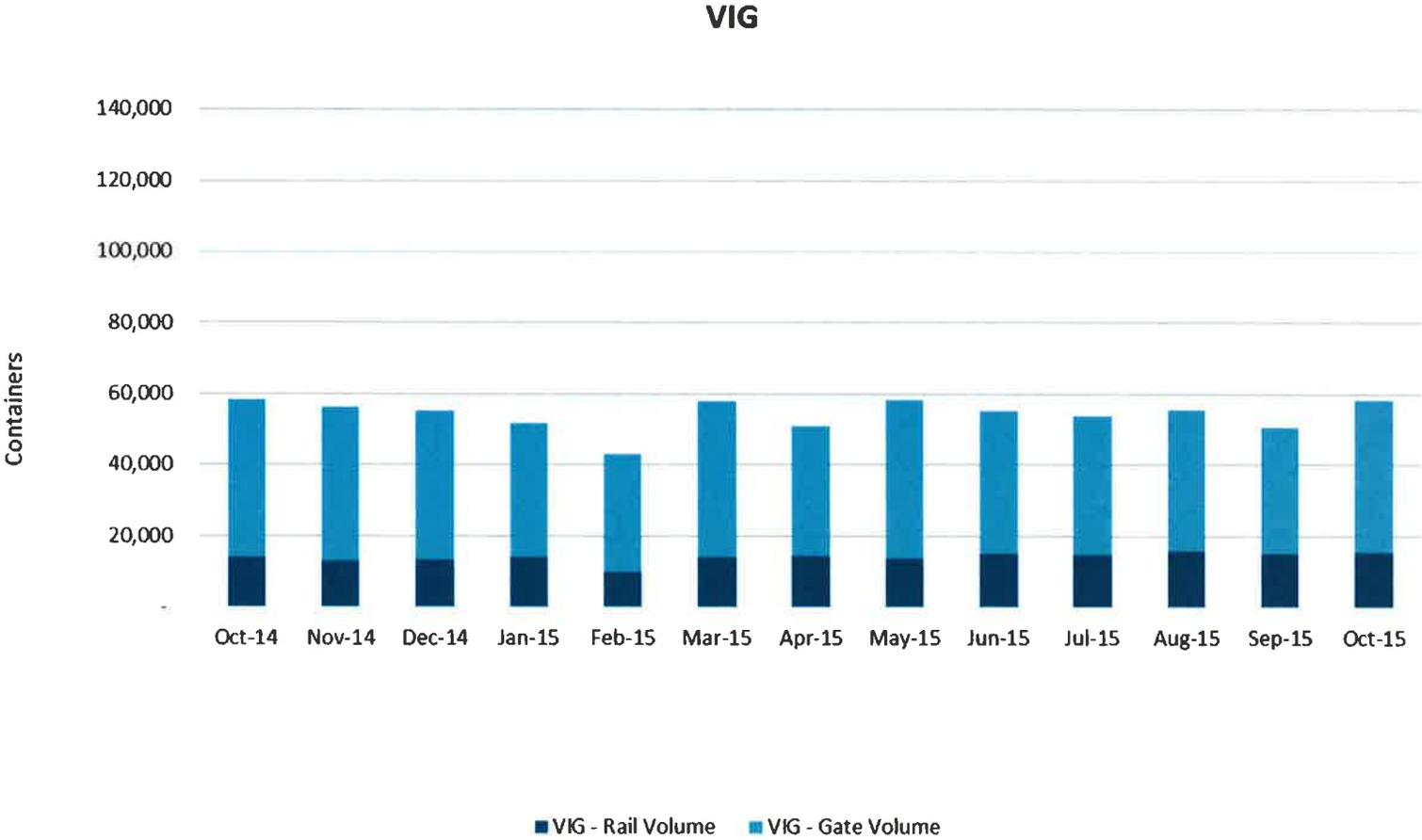
POV Rail vs. Gate/Barge Volume



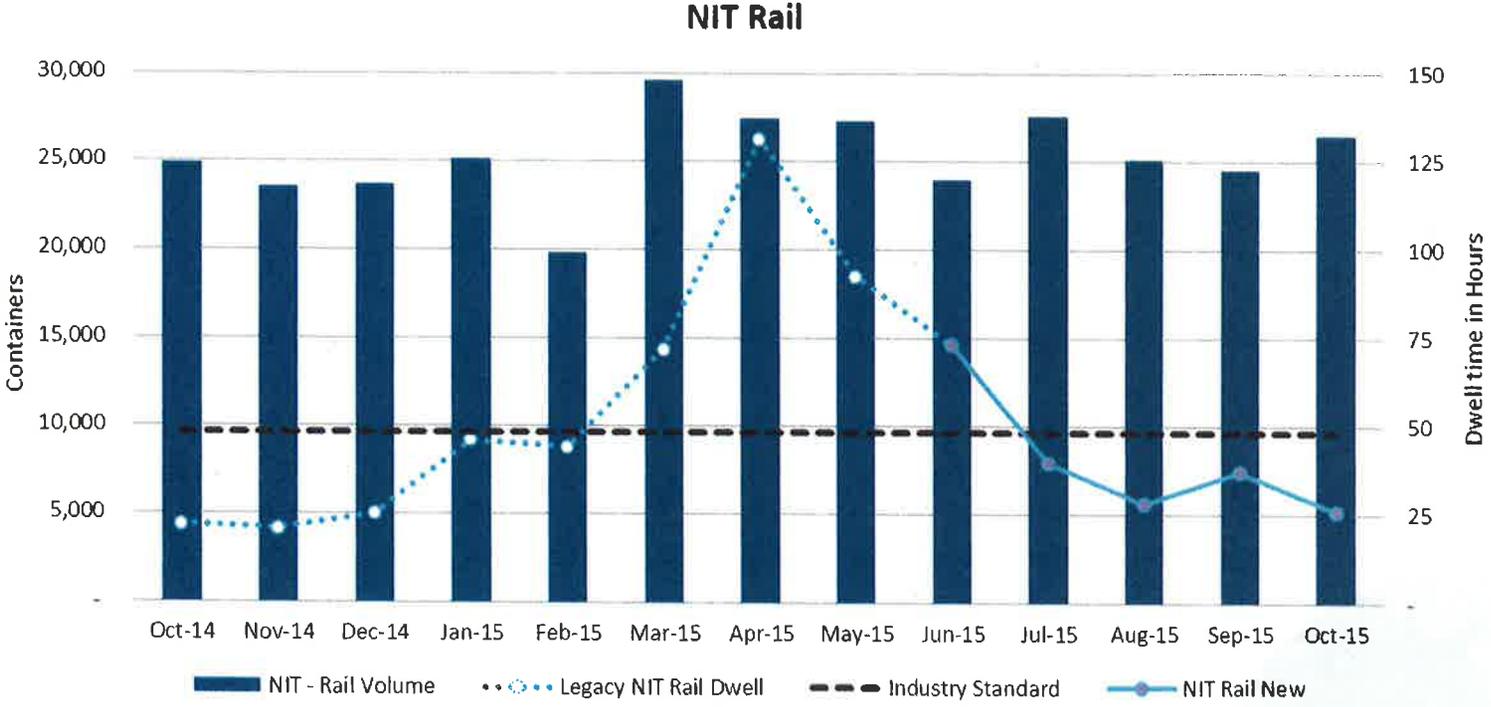
NIT Rail vs. Gate/Barge Volume



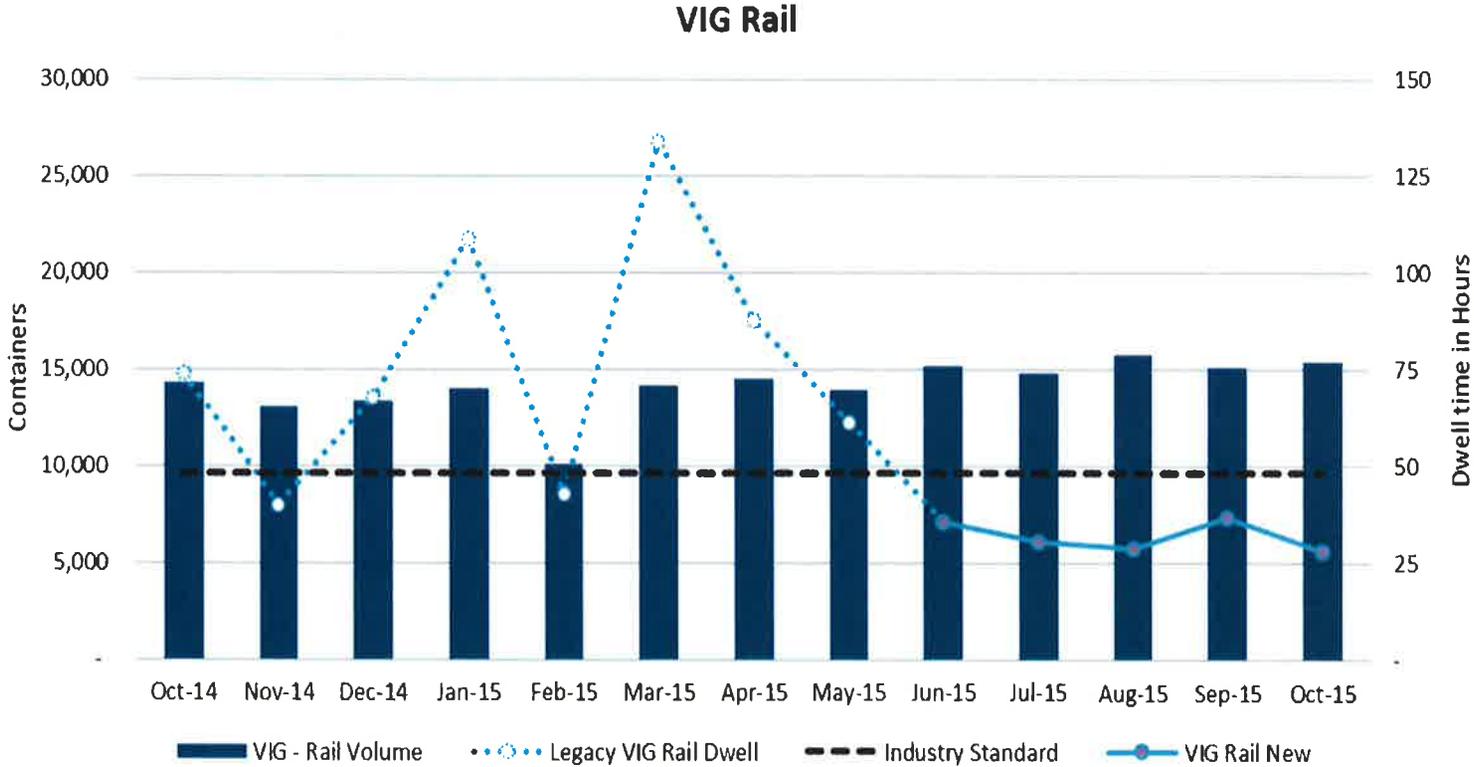
VIG Rail vs. Gate/Barge Volume



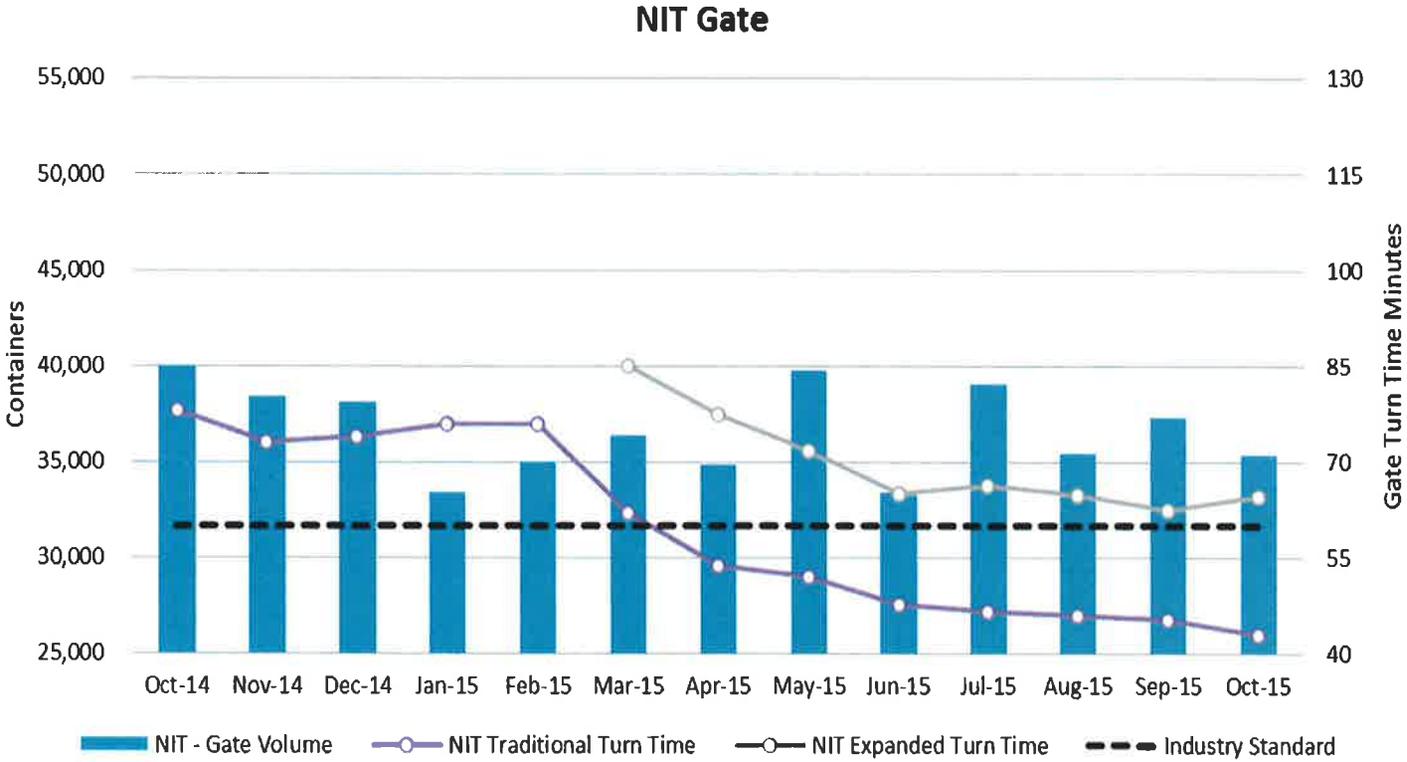
NIT Rail Volume



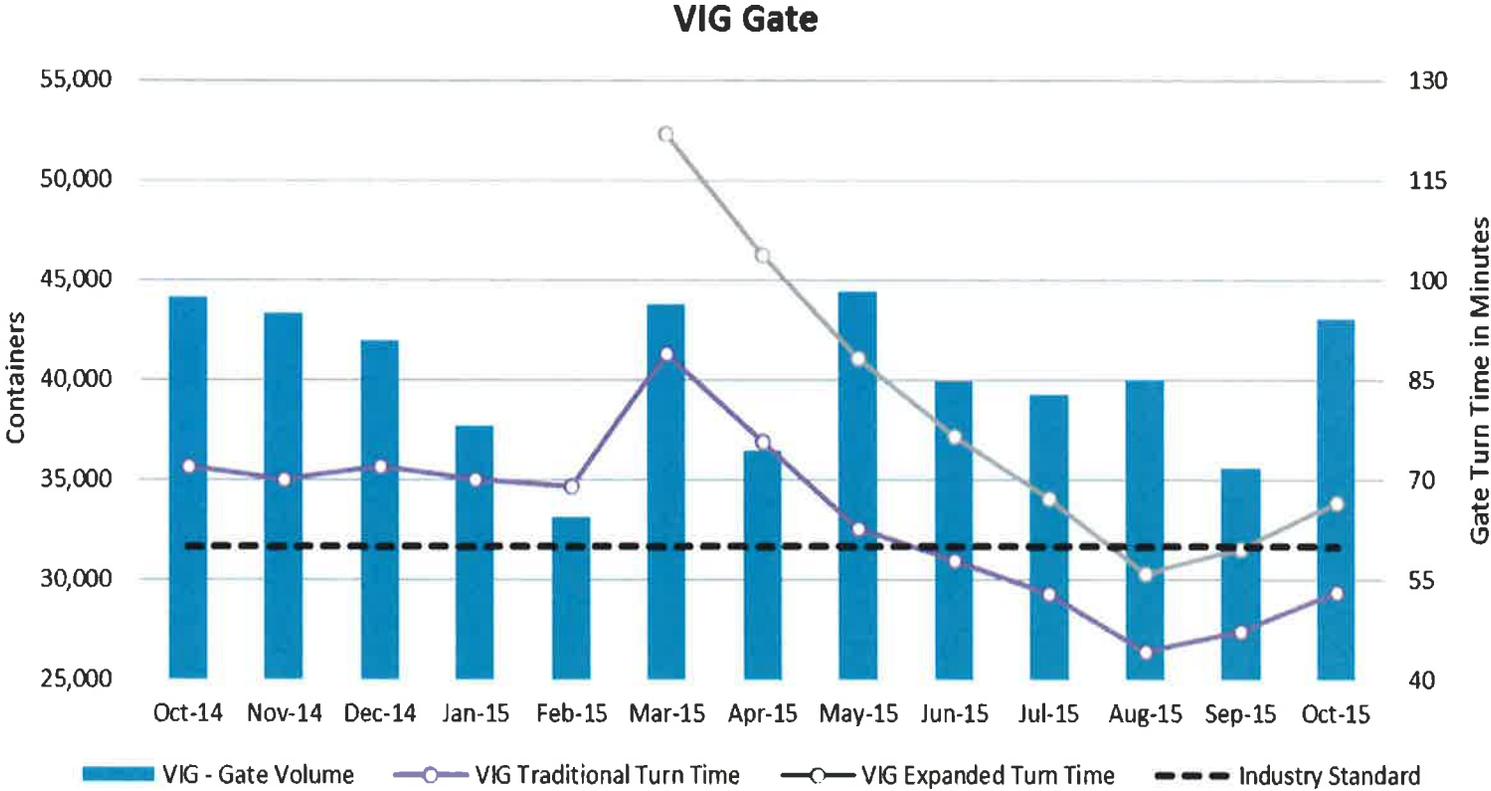
VIG Rail Volume



NIT Gate Turn Times

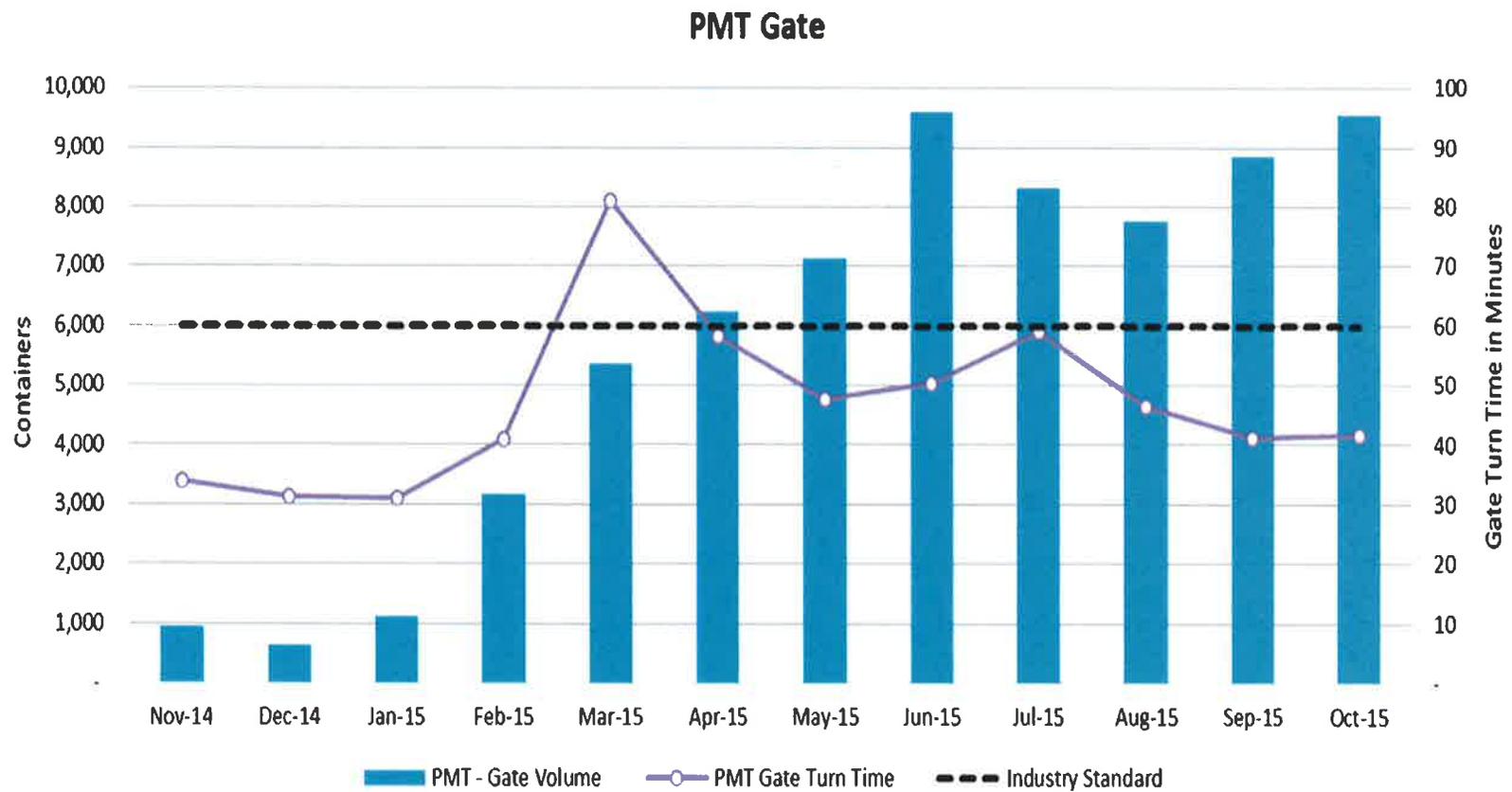


VIG Gate Turn Times

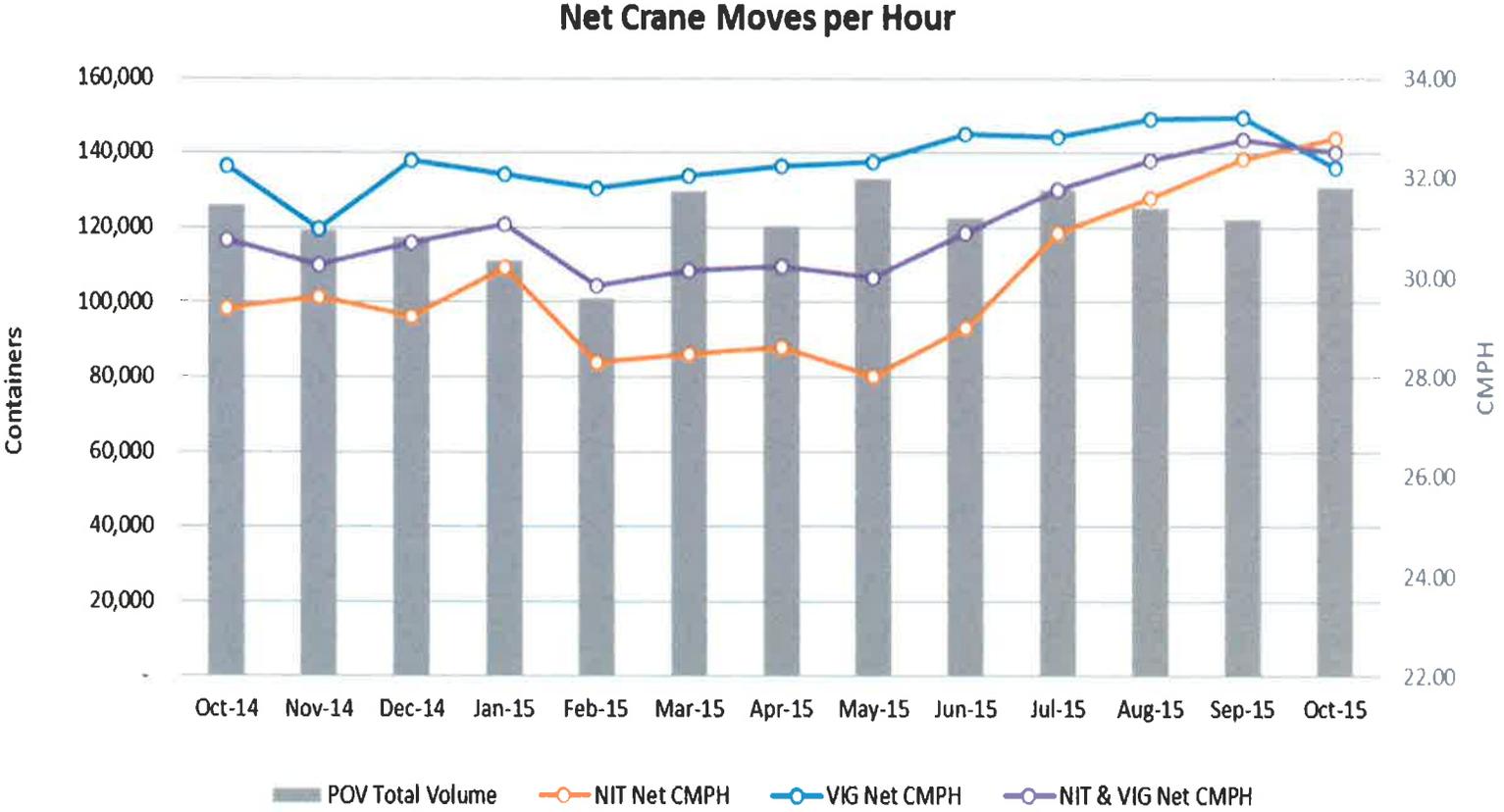


Stewards of Tomorrow

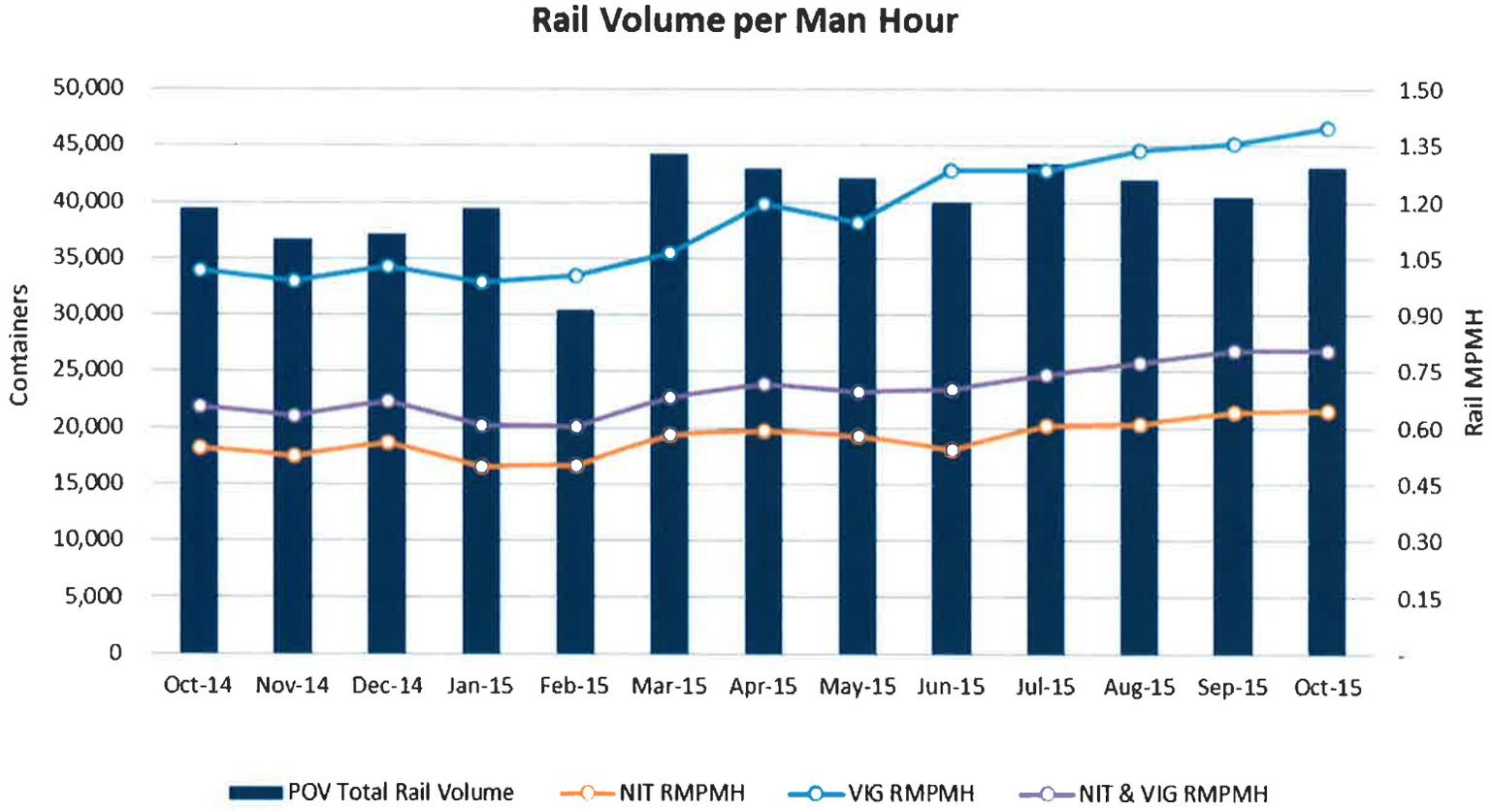
PMT Gate Turn Times



Net Crane Moves per Hour



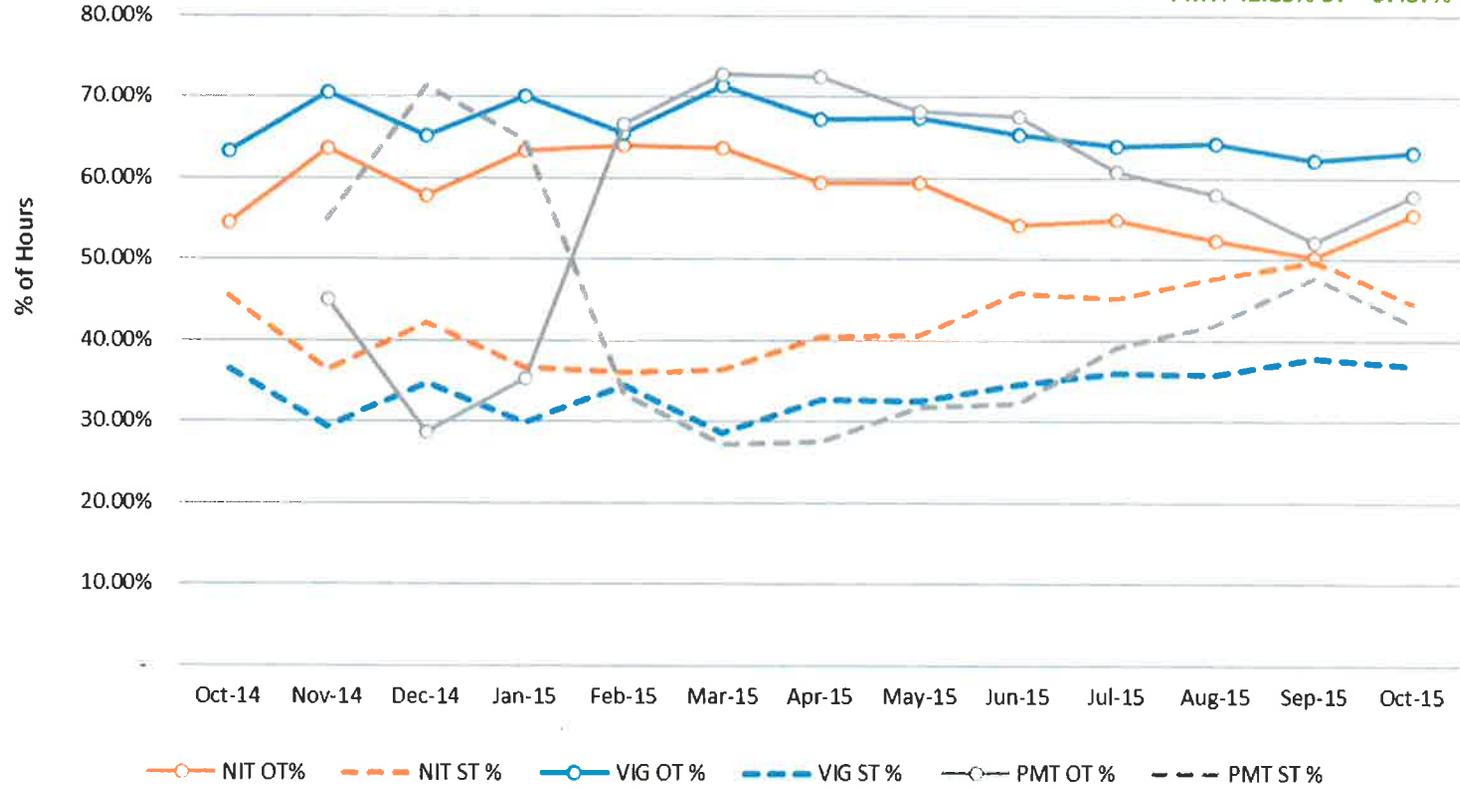
Rail Volume per Man Hour



Straight Time % vs. Over Time %

Straight Time % vs. Over Time %

October 2015 Straight time/Overtime Split
 NIT: 44.57% ST – 55.43% OT
 VIG: 36.75% ST – 63.25% OT
 PMT: 42.13% ST – 57.87% OT



Stewards of Tomorrow

Calendar Year-to-Date

Calendar Year-to-Date: January - October

	CY14: Jan-Oct	CY15: Jan-Oct	Change	% Change
Total TEUs	1,980,999	2,148,759	167,761	8.5%
Export TEUs	1,072,454	1,168,704	96,250	9.0%
Import TEUs	908,545	980,056	71,511	7.9%
Total Containers	1,136,178	1,228,067	91,889	8.1%
General Cargo Tonnage	15,492,650	16,782,002	1,289,352	8.3%
Container Tonnage	15,206,416	16,531,183	1,324,767	8.7%
Breakbulk Tonnage	286,234	250,819	(35,415)	-12.4%
Total Rail Containers	374,264	408,159	33,895	9.1%
VIP Containers	31,047	31,772	725	2.3%
Total Barge Containers	45,190	40,575	(4,615)	-10.2%
Total Truck Containers	716,724	779,333	62,609	8.7%
Ship Calls	1,628	1,659	31	1.9%
Vehicle Units	24,519	42,144	17,625	71.9%

Fiscal Year-to-Date

Fiscal Year-to-Date: July - October

	FY15: Jul-Oct	FY16: Jul-Oct	Change	% Change
Total TEUs	844,344	895,044	50,699	6.0%
Export TEUs	453,781	491,933	38,153	8.4%
Import TEUs	390,564	403,110	12,547	3.2%
Total Containers	486,424	508,806	22,382	4.6%
General Cargo Tonnage	5,873,189	6,496,566	623,377	10.6%
Container Tonnage	5,775,170	6,399,507	624,337	10.8%
Breakbulk Tonnage	98,019	97,059	(960)	-1.0%
Total Rail Containers	152,982	169,075	16,093	10.5%
VIP Containers	13,250	14,756	1,506	11.4%
Total Barge Containers	19,732	16,545	(3,187)	-16.2%
Total Truck Containers	313,710	323,186	9,476	3.0%
Ship Calls	687	686	(1)	-0.1%
Vehicle Units	5,463	14,245	8,782	160.8%

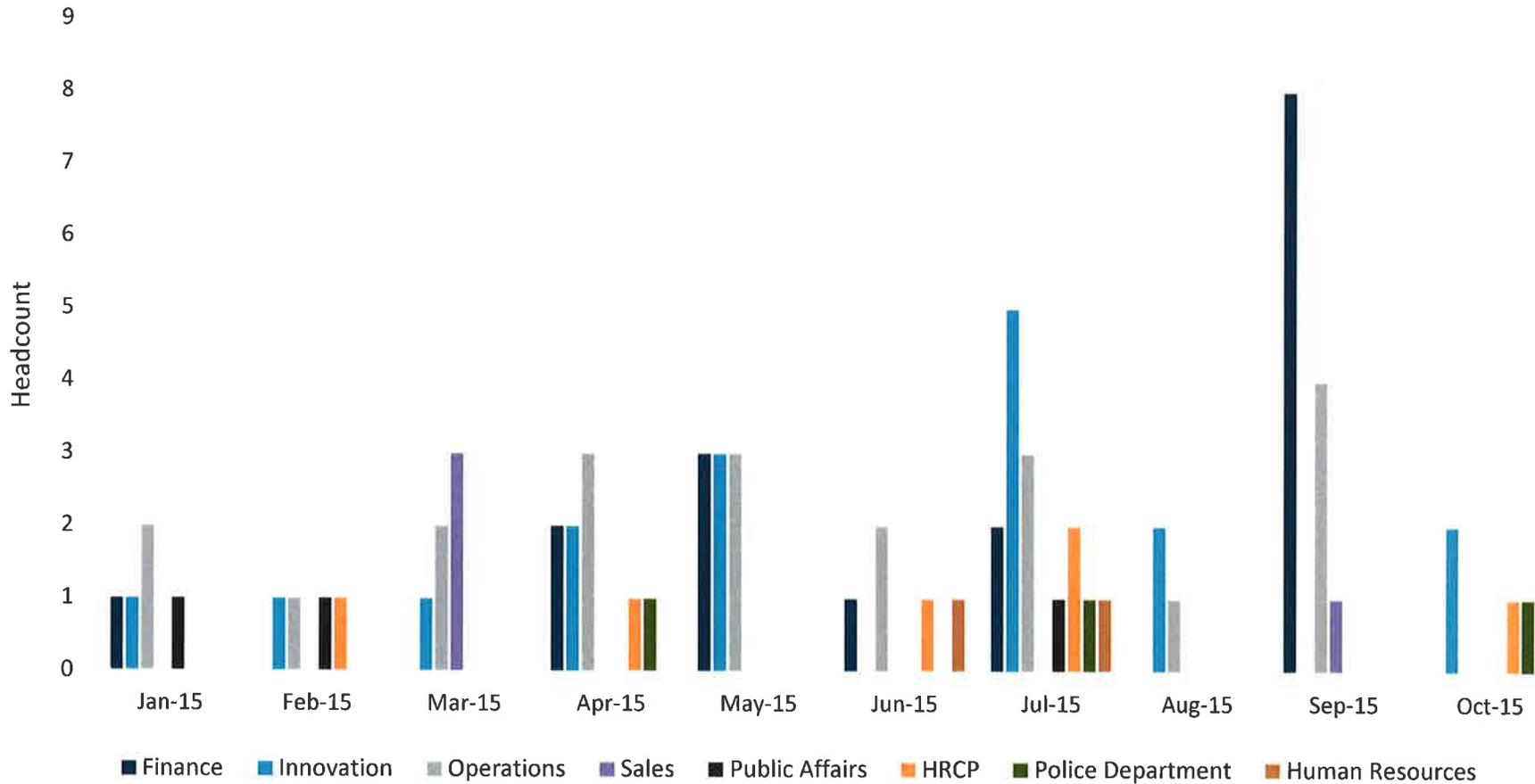
Virginia Port Authority Board of Commissioners, Session 369, November 17, 2015 Human Resources Report

Jim Bibbs
Chief Human Resources Officer



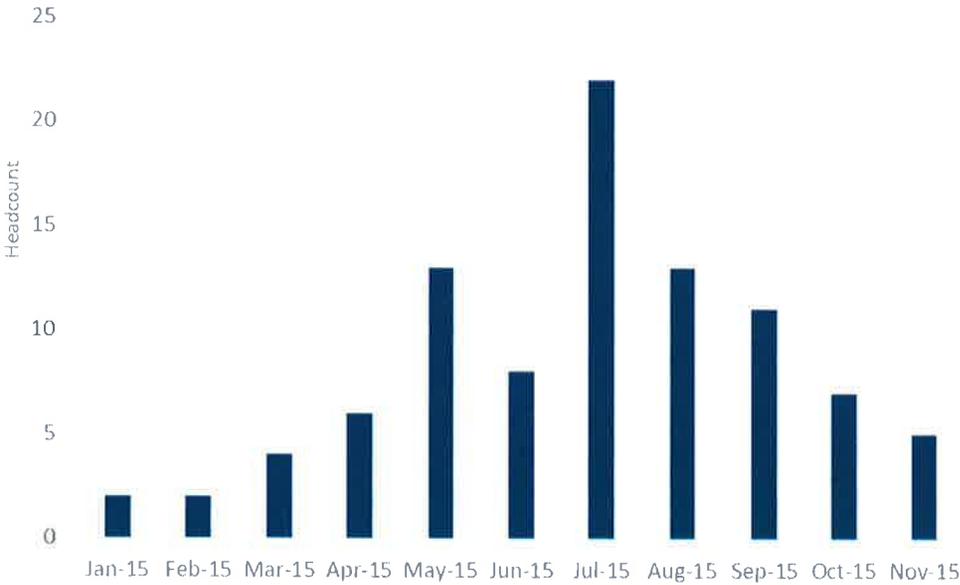
HR METRICS - RECRUITMENT

CY15 YTD Port of Virginia New Positions by Business Unit

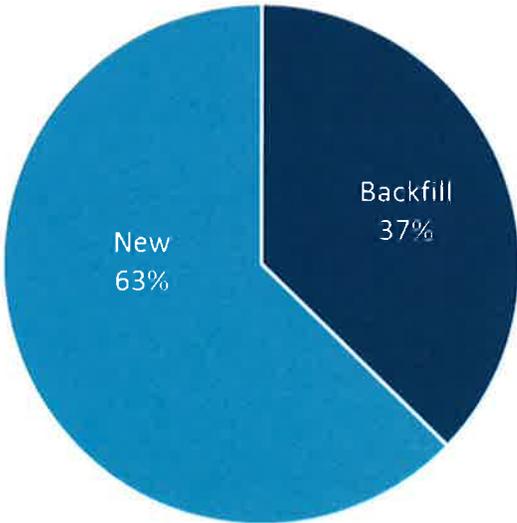


HR METRICS - RECRUITMENT

Port of Virginia New Hires

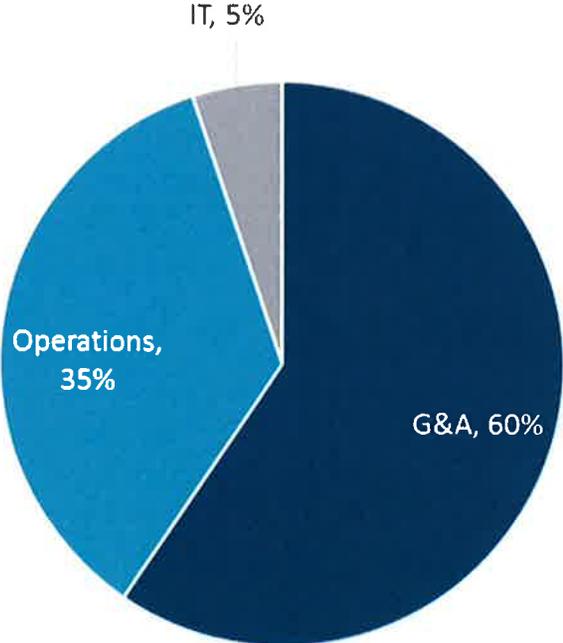


CY15 YTD Port of Virginia Hires, New vs Backfilled

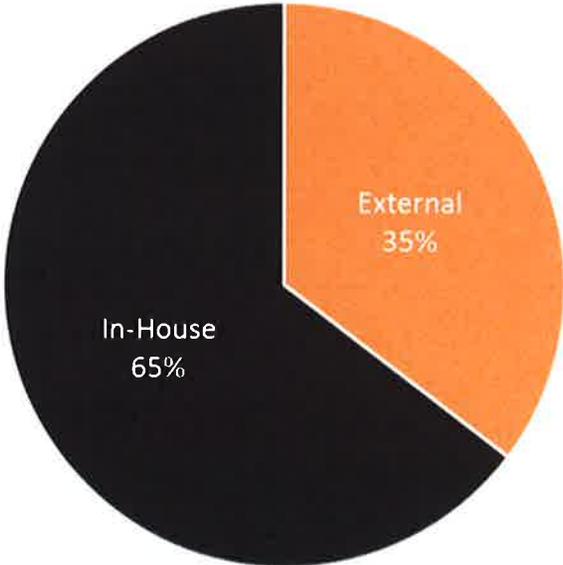


HR METRICS - TRAINING

CY15 YTD Port of Virginia Training Type



CY15 YTD Port of Virginia Training Location



Virginia Port Authority Board of Commissioners, Session 369, November 17, 2015 Public Affairs Report

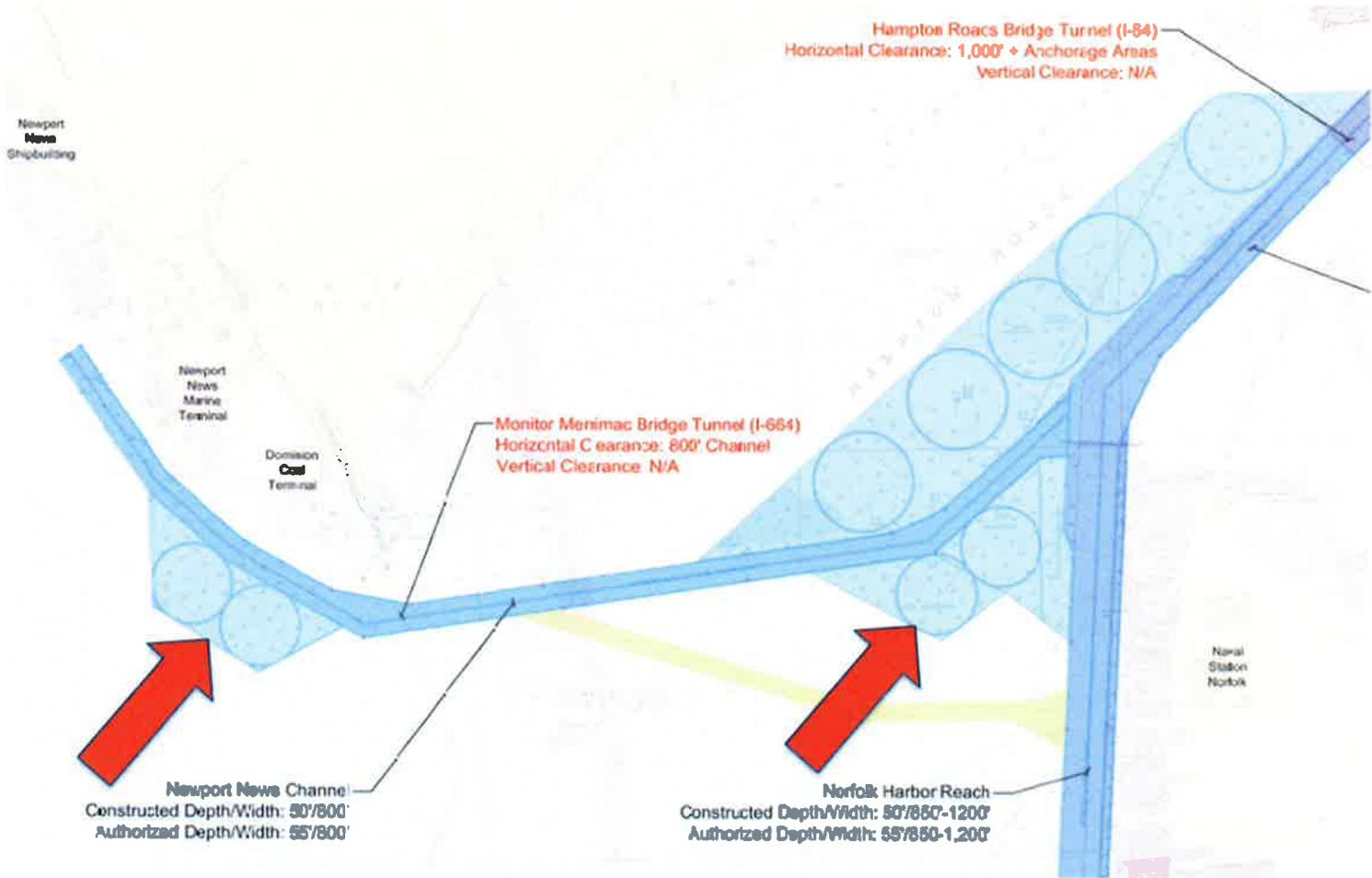
Cathie J. France
Chief Public Affairs Officer



FEDERAL ACTIVITIES



US ARMY CORPS OF ENGINEERS



Delayed until late 2017

BAYONNE BRIDGE

APNewsBreak: Delayed bridge project could hamper other ports

DAVID PORTER, ASSOCIATED PRESS | October 14, 2015 | Updated: October 14, 2015 4:50pm



Photo: Mel Evans AP

COMMUNITY RELATIONS



ECONOMIC DEVELOPMENT



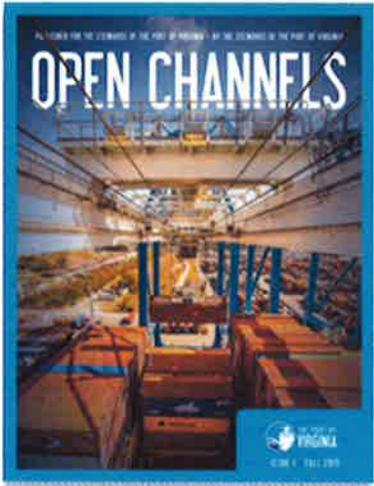
TRANLIN GROUNDBREAKING



Sales Overseas Participation

- Governor McAuliffe and port colleagues visit USAC in Dubai
- MSC meeting in Geneva
- Participation with Governor's group in India

INTERNAL COMMUNICATIONS



VOLUNTEER COUNCIL

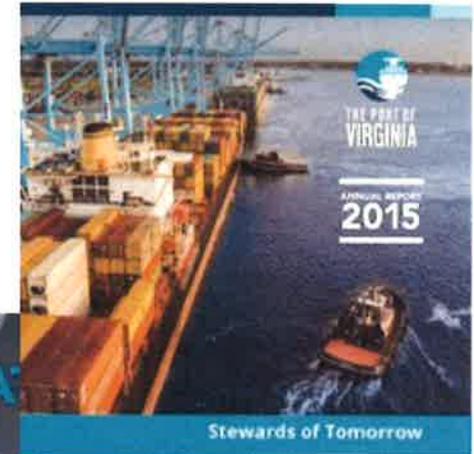


LISA NELSON

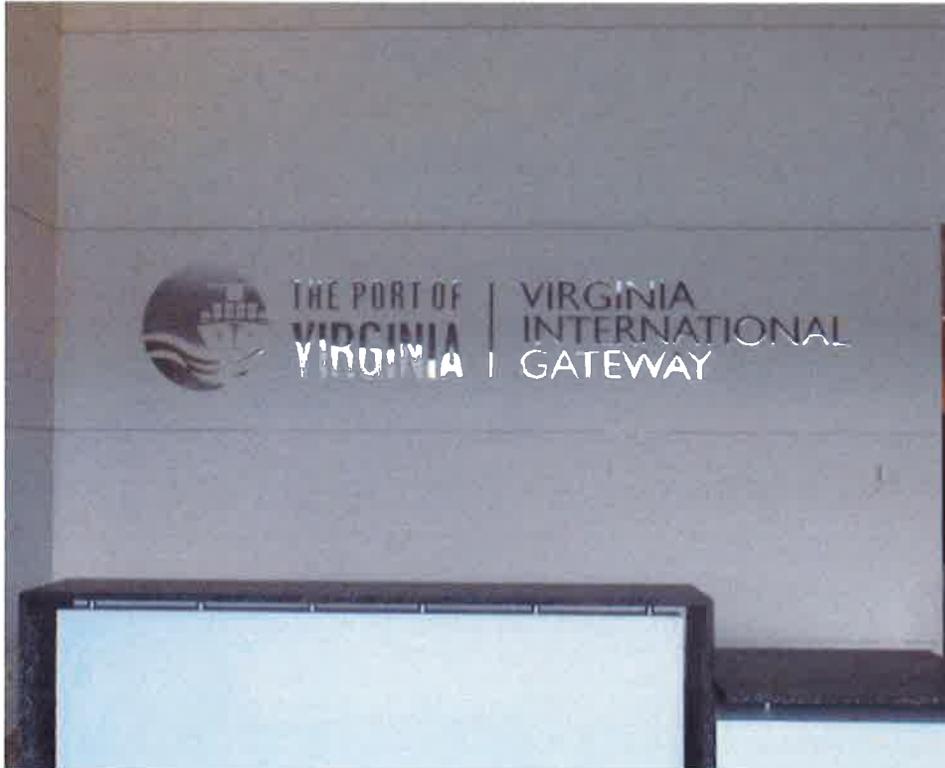
PERFORMANCE INDICATORS



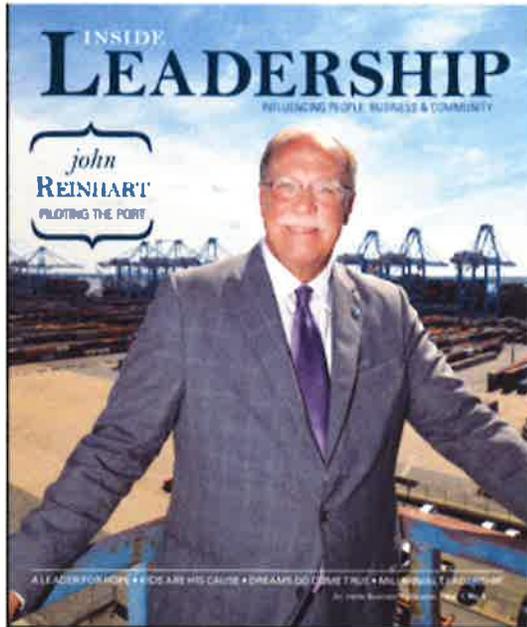
EXTERNAL COMMUNICATIONS



BRANDING



EARNED MEDIA



This is a screenshot of the PilotOnline.com website. At the top, there are several promotional banners: 'JavaScript Classes' with 'onlc' logo, 'CLASSIFIEDS' for cars, boats, and real estate, and 'MARKETPLACE' for deals, search, and shipping. The main content area features an article titled 'Invest in port, future' with a sub-headline 'ABOUT INFRASTRUCTURE'. The article text discusses the importance of port infrastructure for economic growth and mentions the Port of Virginia's \$2.5 billion investment plan. To the right of the article are several smaller promotional boxes, including one for 'NEVER PAY FOR A STATE INSPECTION AGAIN' and another for 'SAVE 50%' on boat insurance.

This is a screenshot of a news article from the Daily Press. The article title is 'Vehicle unit growth at Newport News Marine Terminal continues'. Below the title is a line graph titled 'Port of Virginia vehicle units count' showing data for 2016 and 2017. The graph shows a general upward trend in vehicle units over the period. To the right of the graph is a graphic with the text 'BATTLE OF HAMPTON' and an American flag. Below the graph, there is a photo of a man and a quote from him: 'The number of vehicles rising through the Newport News Marine Terminal continues to grow.' The article is dated 10/11/17.



Stewards of Tomorrow

MIRT AND EMERGENCY OPERATIONS



PAC-1 Deployments

- NAS Oceana Air Show
- USCG / US Navy Prep Exercise at Craney Island
- COOP- Support POV Police Command Center due to power Outage
- Active Shooter Exercise at Bush Gardens

PROJECT UPDATES



- POV IMT
- POV resiliency planning
- Planning for annual SAR and Marine Firefighting School
- RAD/NUC CONOPS
- Discovery Channel filming
- POV TTX
- Conducted severe weather planning due to Hurricane Joaquin

Virginia Port Authority Board of Commissioners, Session 369, November 17, 2015
Innovation Report

Joe Ruddy
Chief Innovation Officer



STRATEGIC PLANNING

SAS award of Data Warehouse

- 12-week discovery period begins week of January 3, 2016
- Estimated Data Warehouse delivery in the following 3 months.



NIT NORTH GATE



Sustainability and Process Excellence

3RD STREET RAIL PORTAL

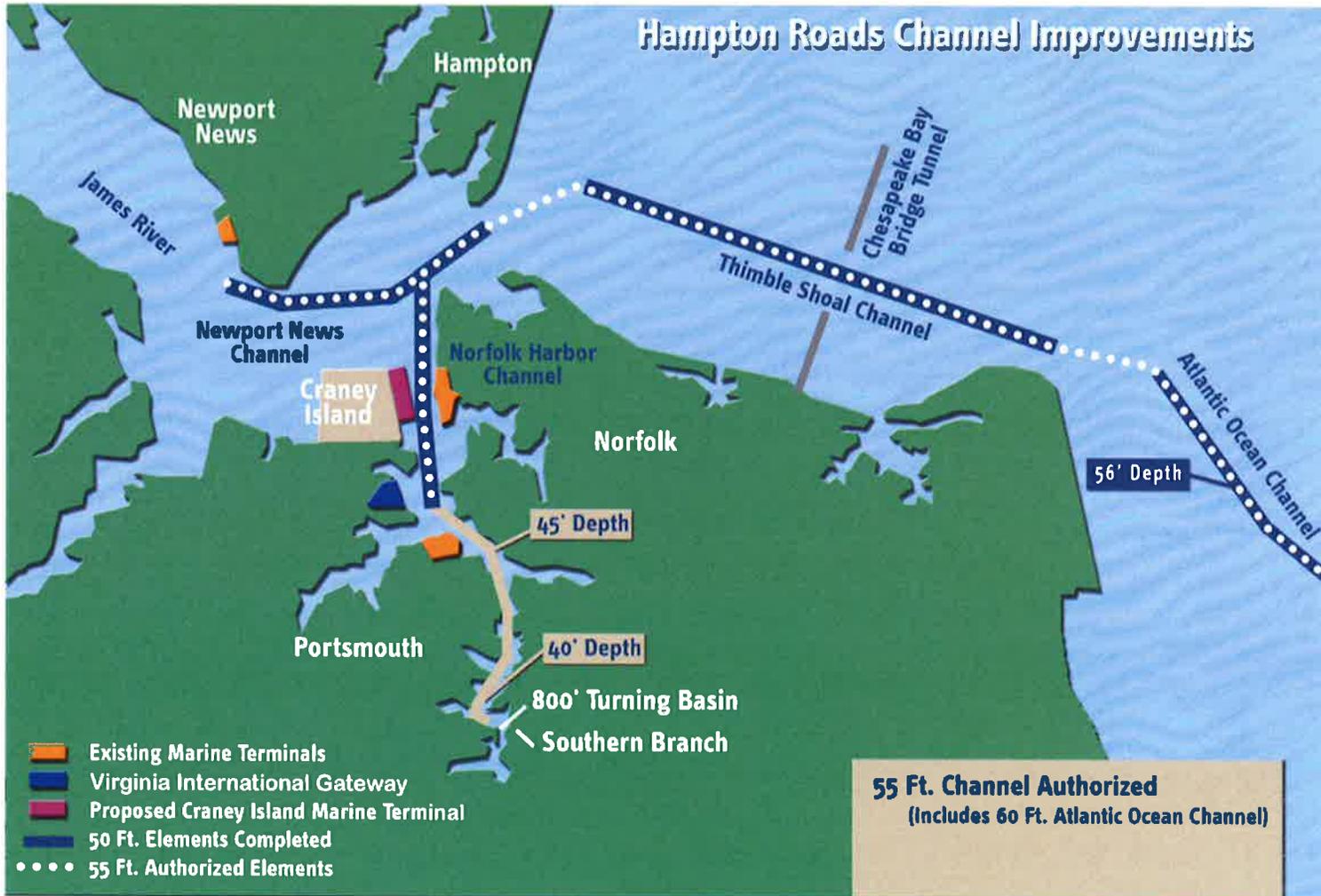


July 14, 2015

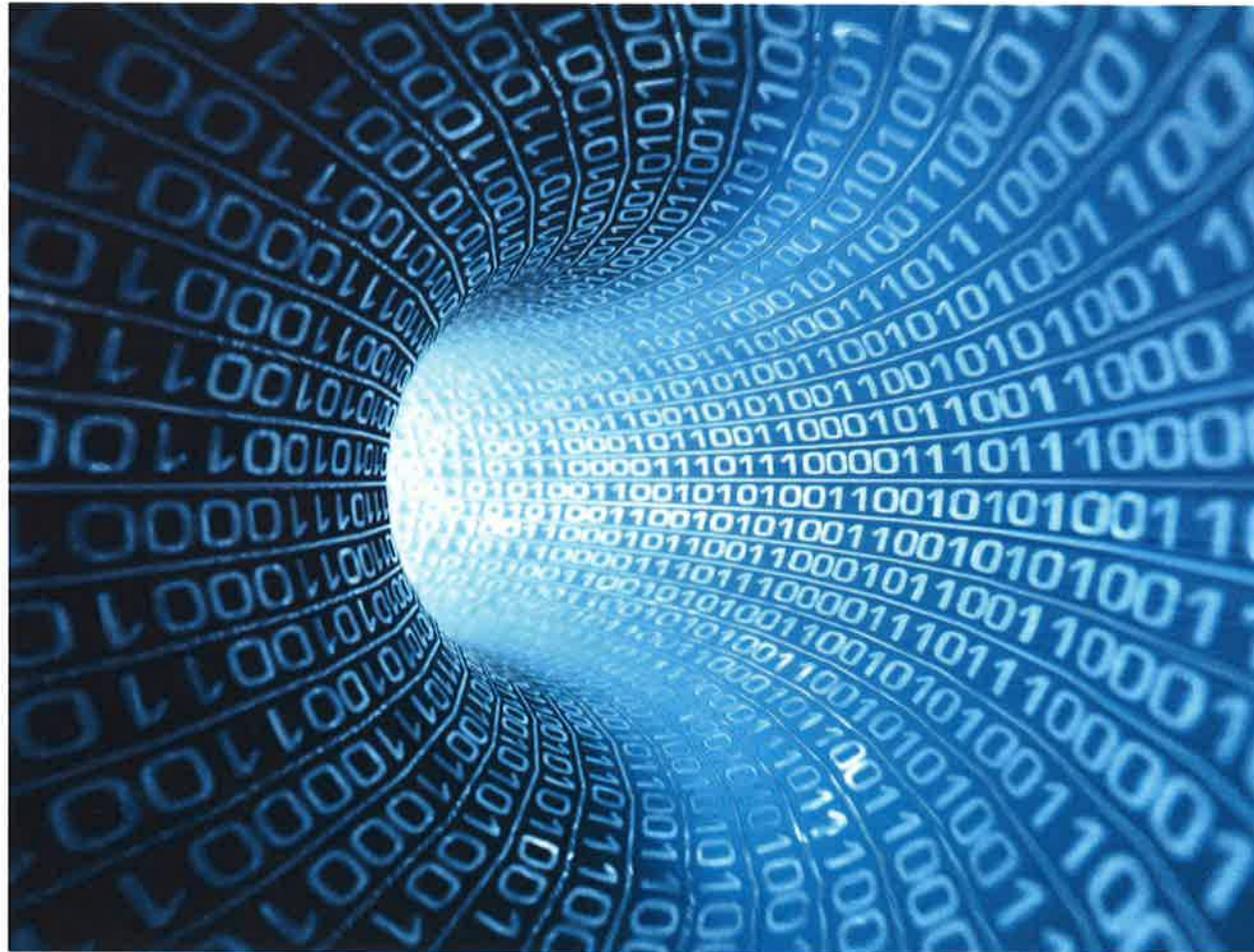


November 4, 2015

45/55 FT. GENERAL REEVALUATION REPORT



COMPLIANCE AND CYBER SECURITY



HELPFULNESS • ACCESSIBILITY • INNOVATION
STEWARDS OF TOMORROW
FORTITUDE • SUSTAINABILITY • MINDFULNESS



THE PORT OF
VIRGINIA