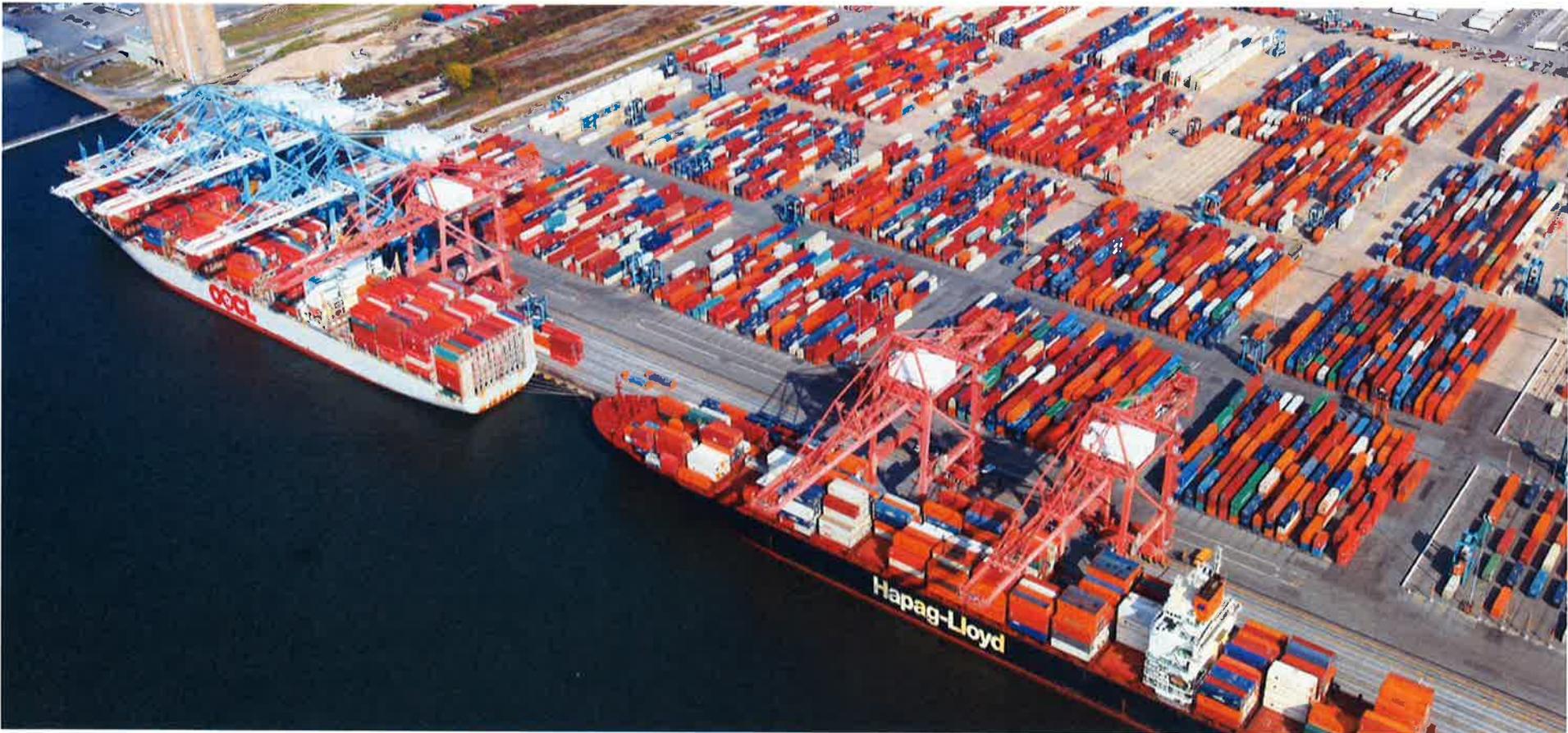


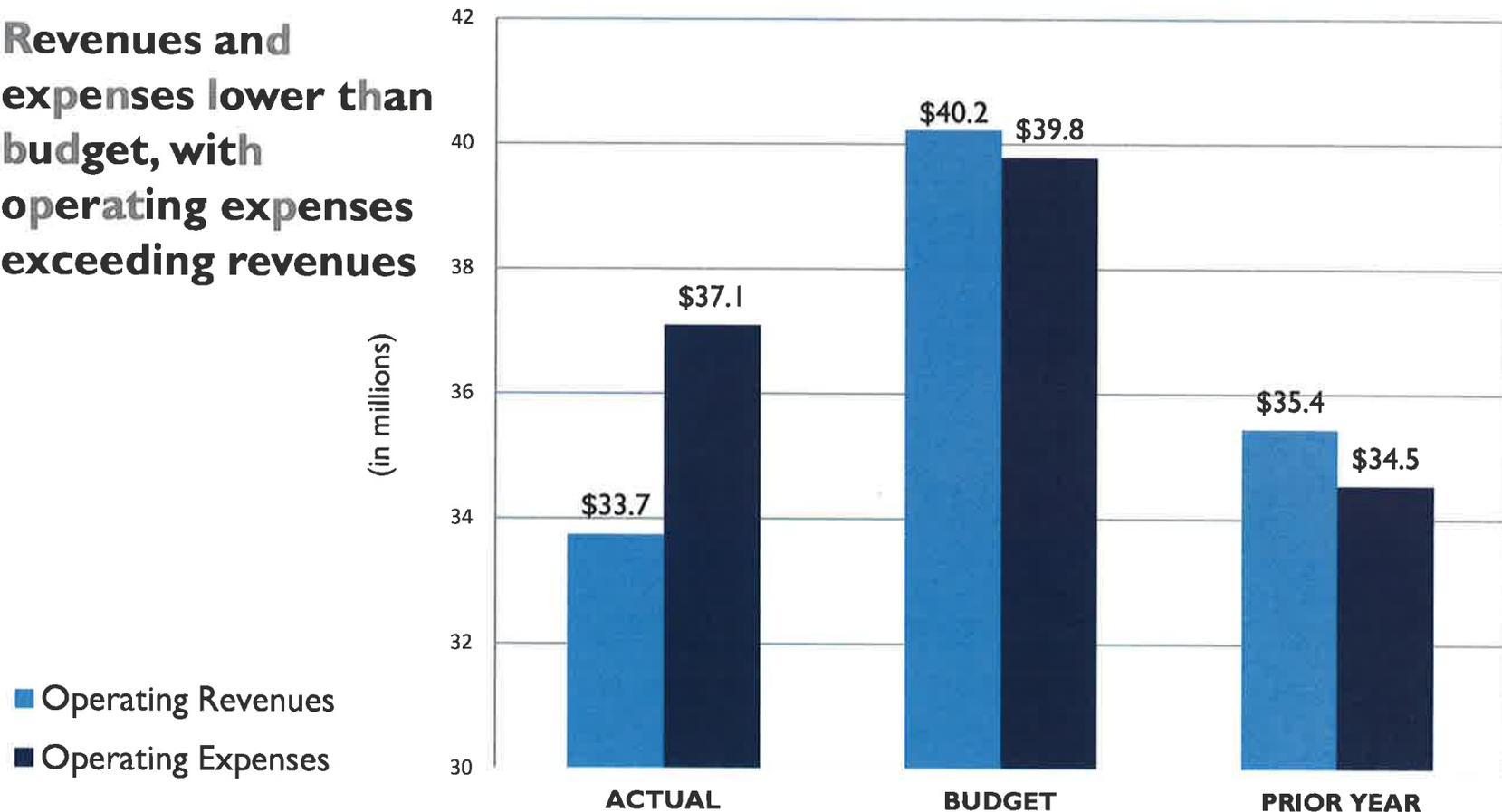
**Virginia Port Authority Board of Commissioners, Session 370, February 4, 2016
Financial Report**

Rodney W. Oliver
Chief Financial Officer



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

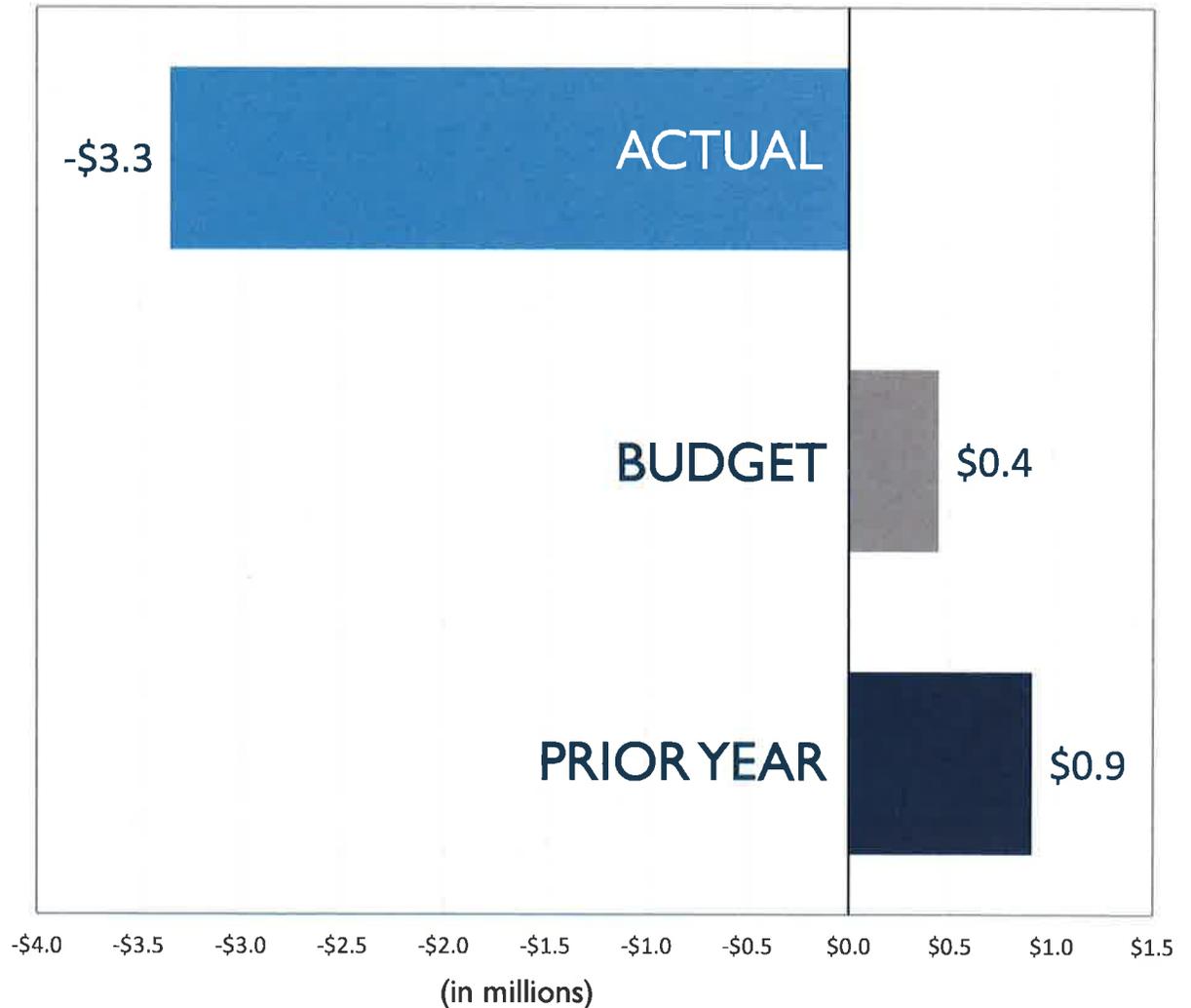
Revenues and expenses lower than budget, with operating expenses exceeding revenues



OPERATING INCOME (LOSS):

For the Month Ended November 30, 2015

Negative results both in terms of Budget and Prior Year

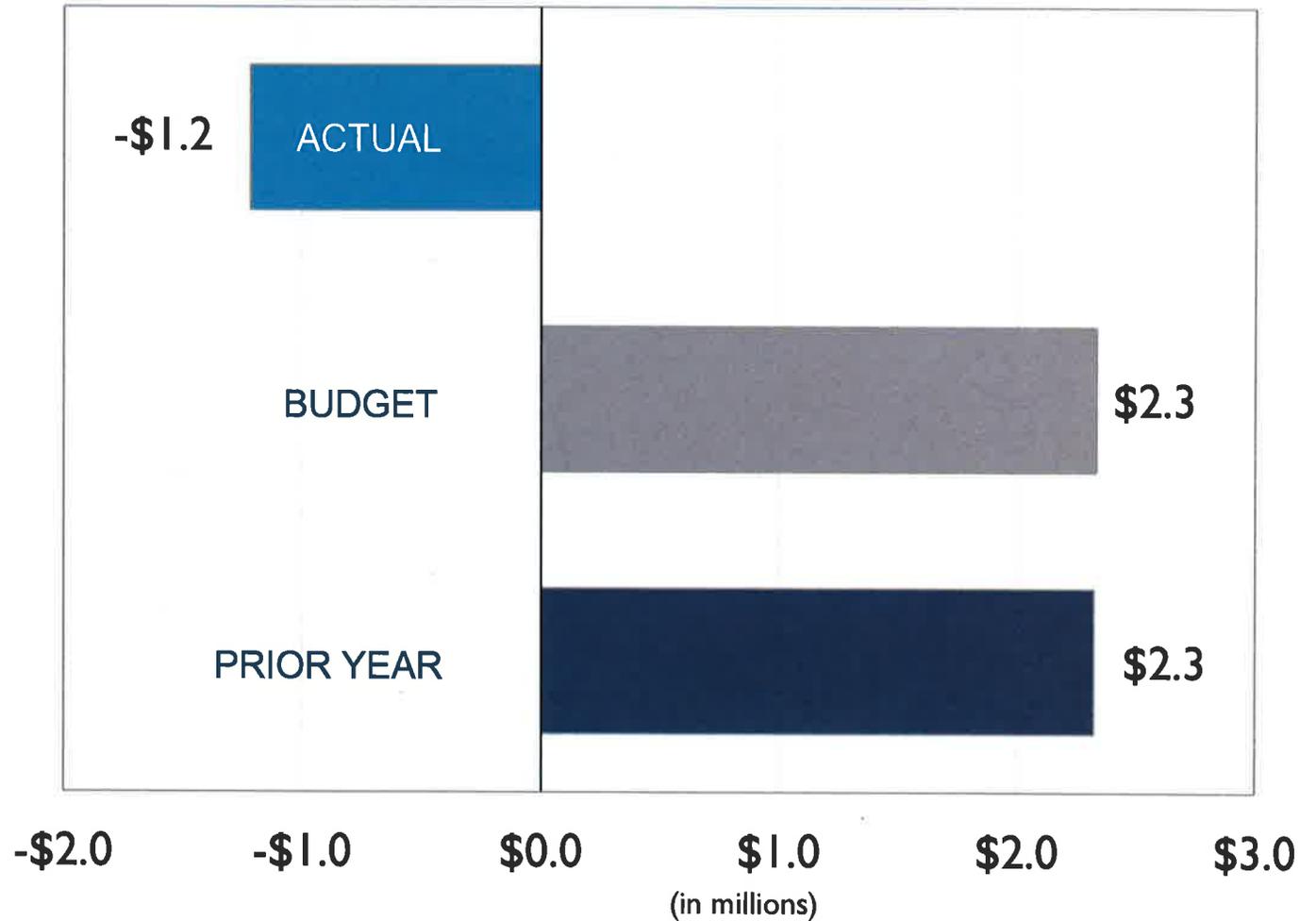


CHANGE IN NET POSITION:

For the Month Ended November 30, 2015

Net Position

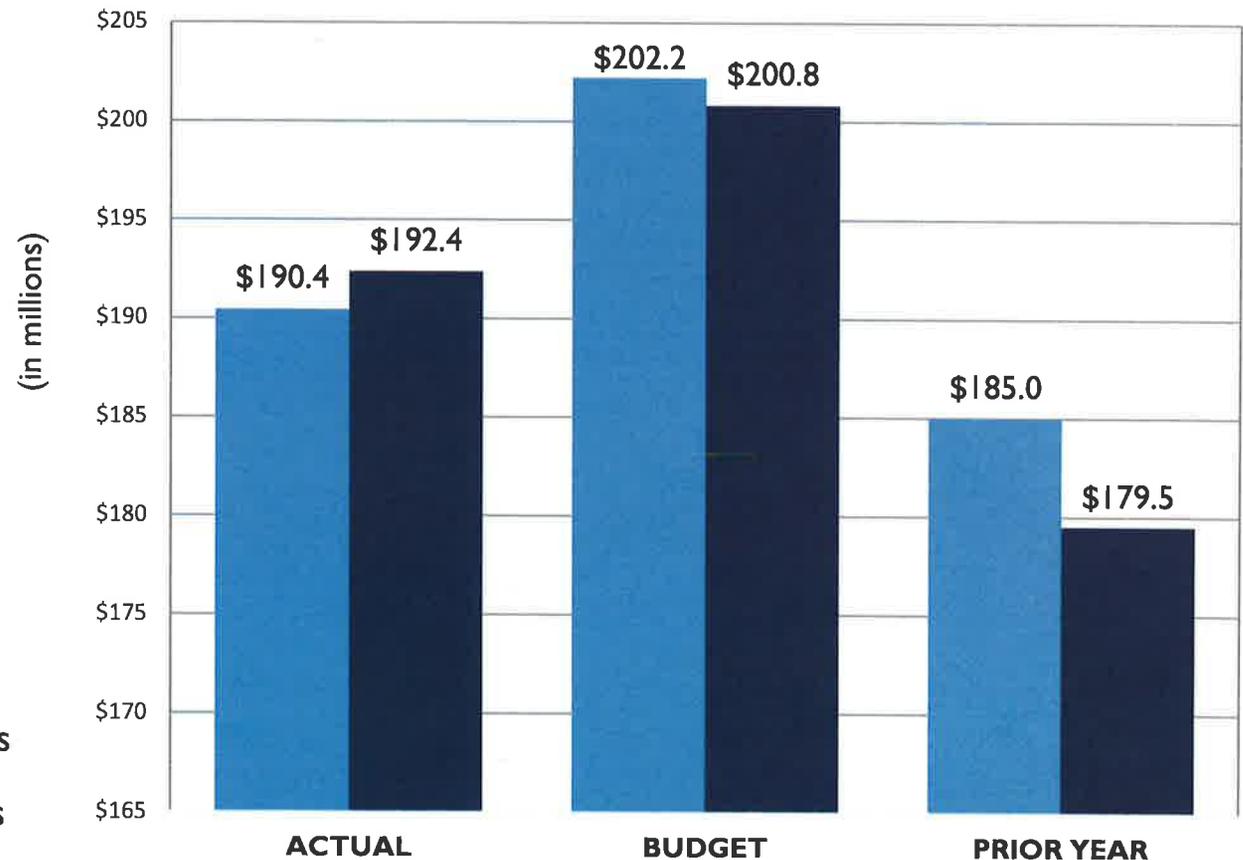
Results both in terms of Budget and Prior Year were a decrease



OPERATING REVENUE AND EXPENSES: For the Five Months Ended November 30, 2015

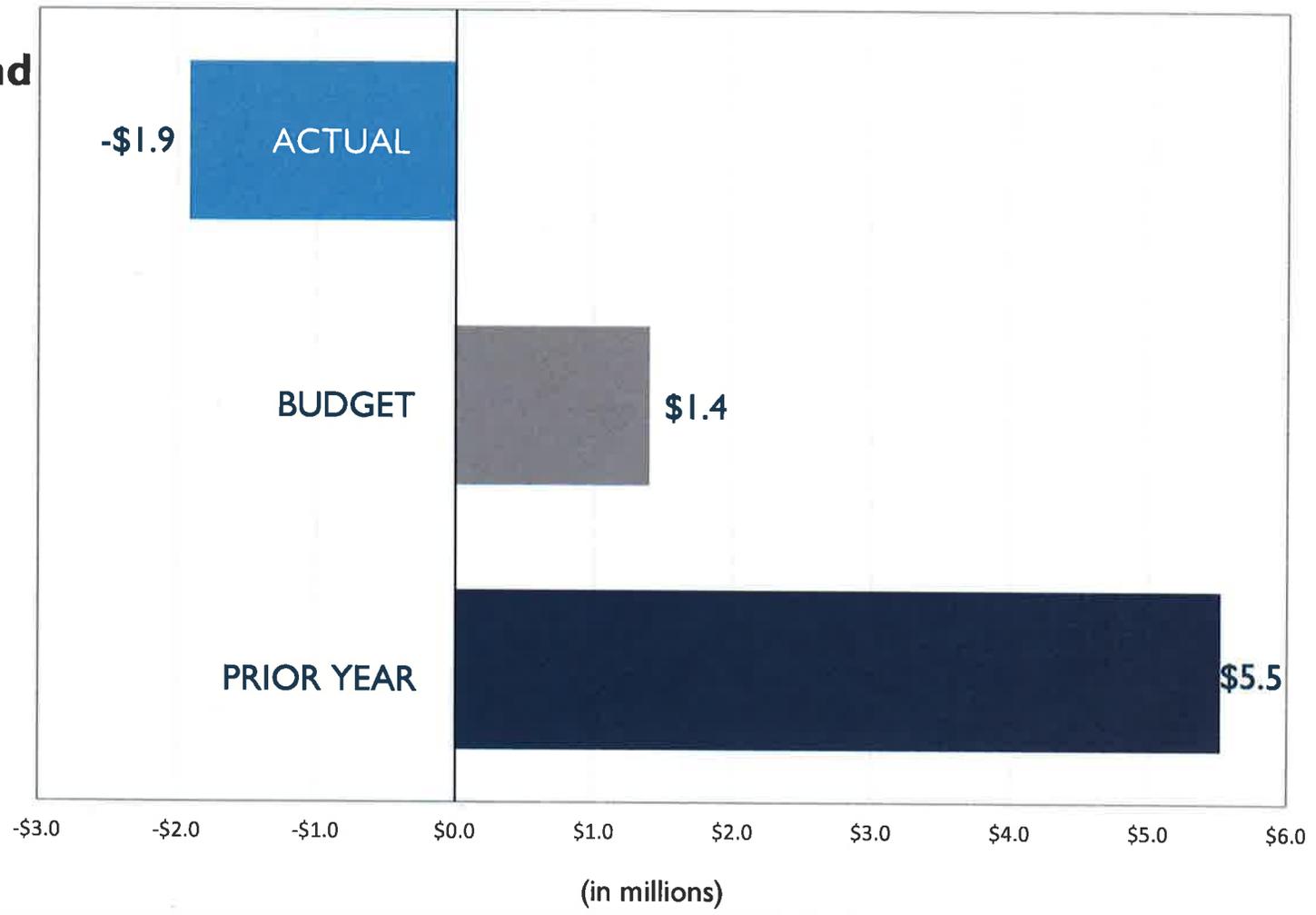
Revenues and expenses are lower than budget, and higher than prior year

■ Operating Revenues
■ Operating Expenses



OPERATING INCOME(LOSS): For the Five Months Ended November 30, 2015

**Negative trend
in terms of
Budget and
Prior Year**

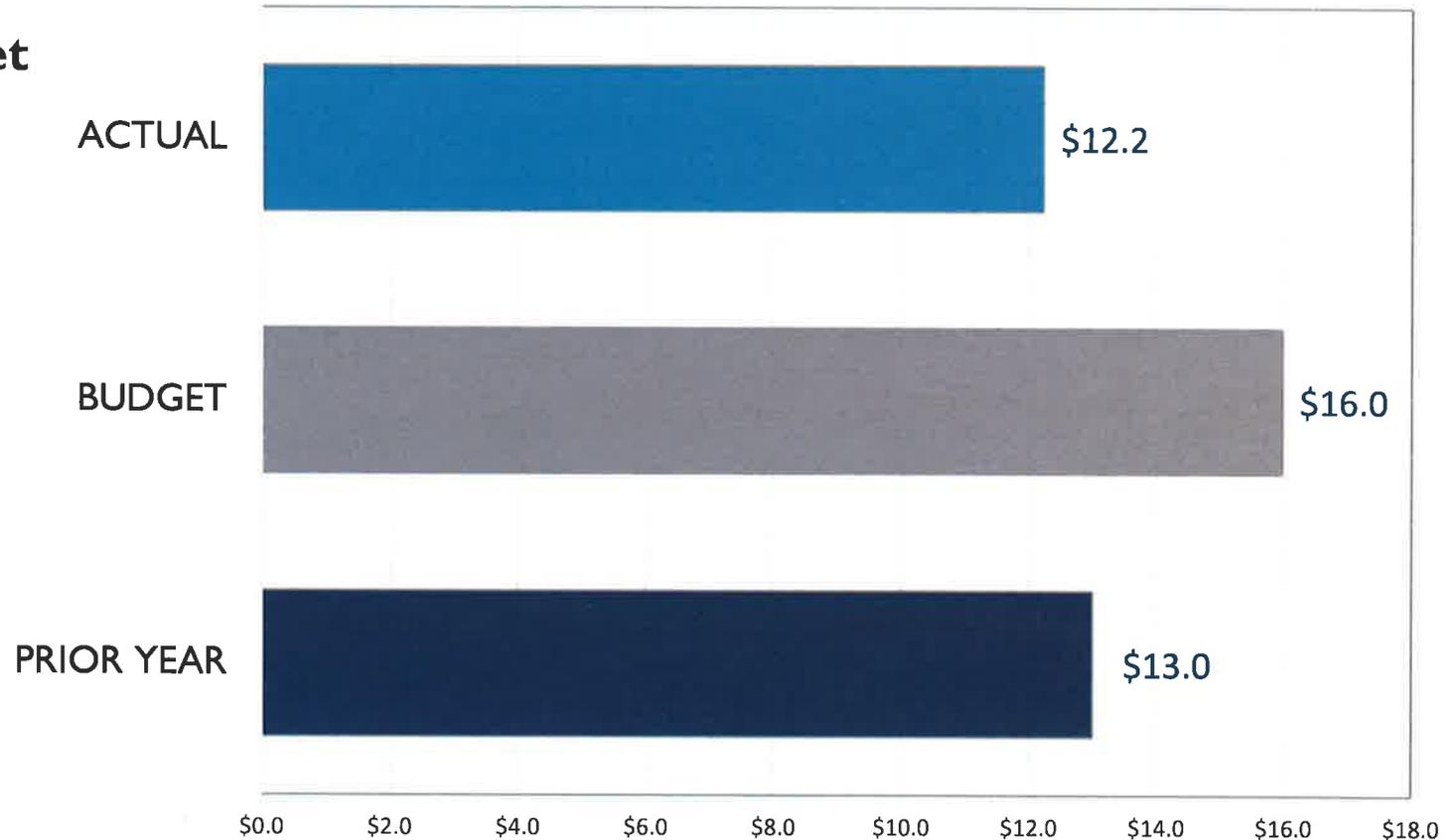


CHANGE IN NET POSITION:

For the Five Months Ended November 30, 2015

Net Position

Positive increase in Net Position, but slightly below Budget and Prior Year



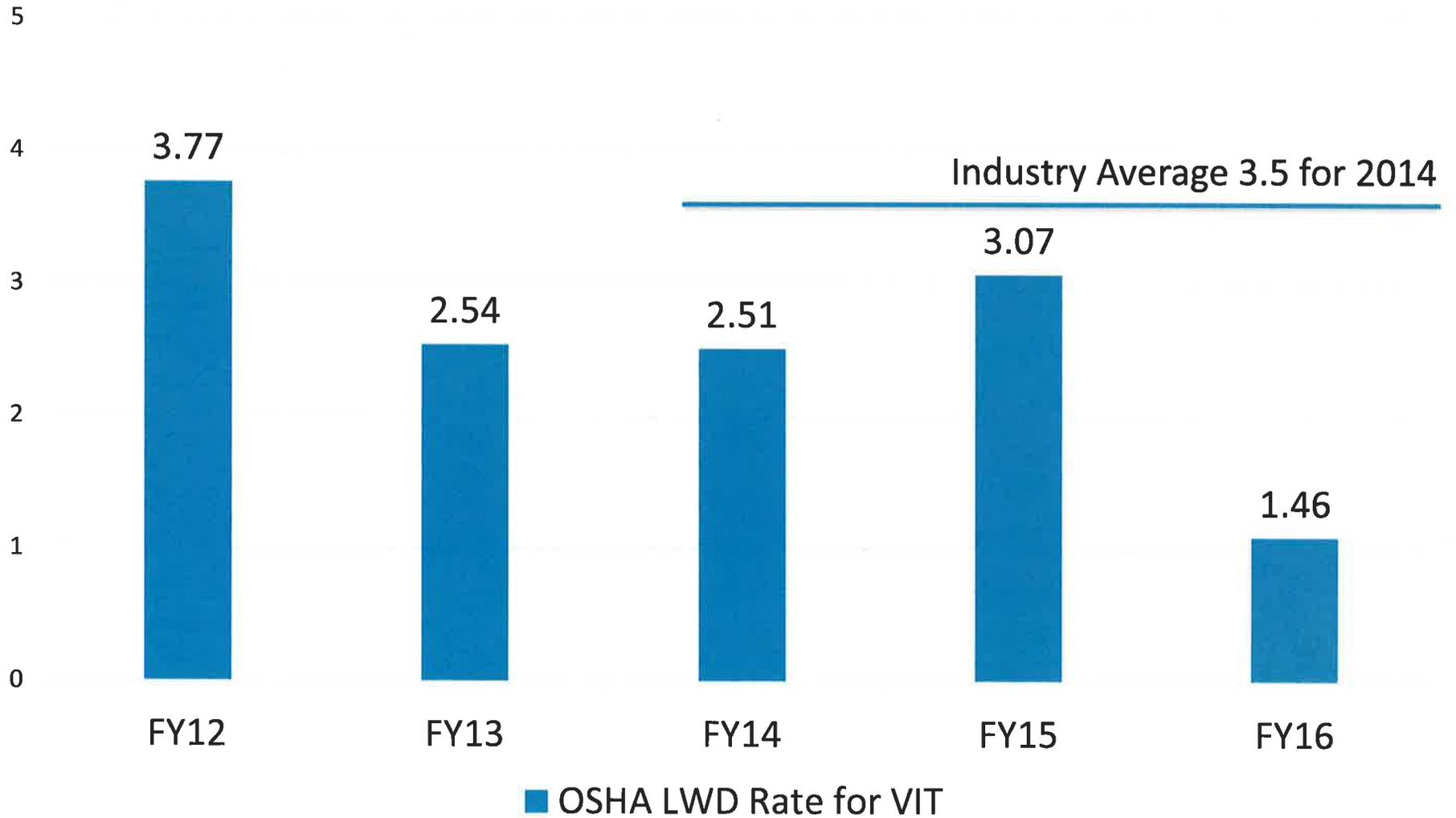
(in millions)

Virginia Port Authority Board of Commissioners, Session 370, February 4, 2016
Operations Report

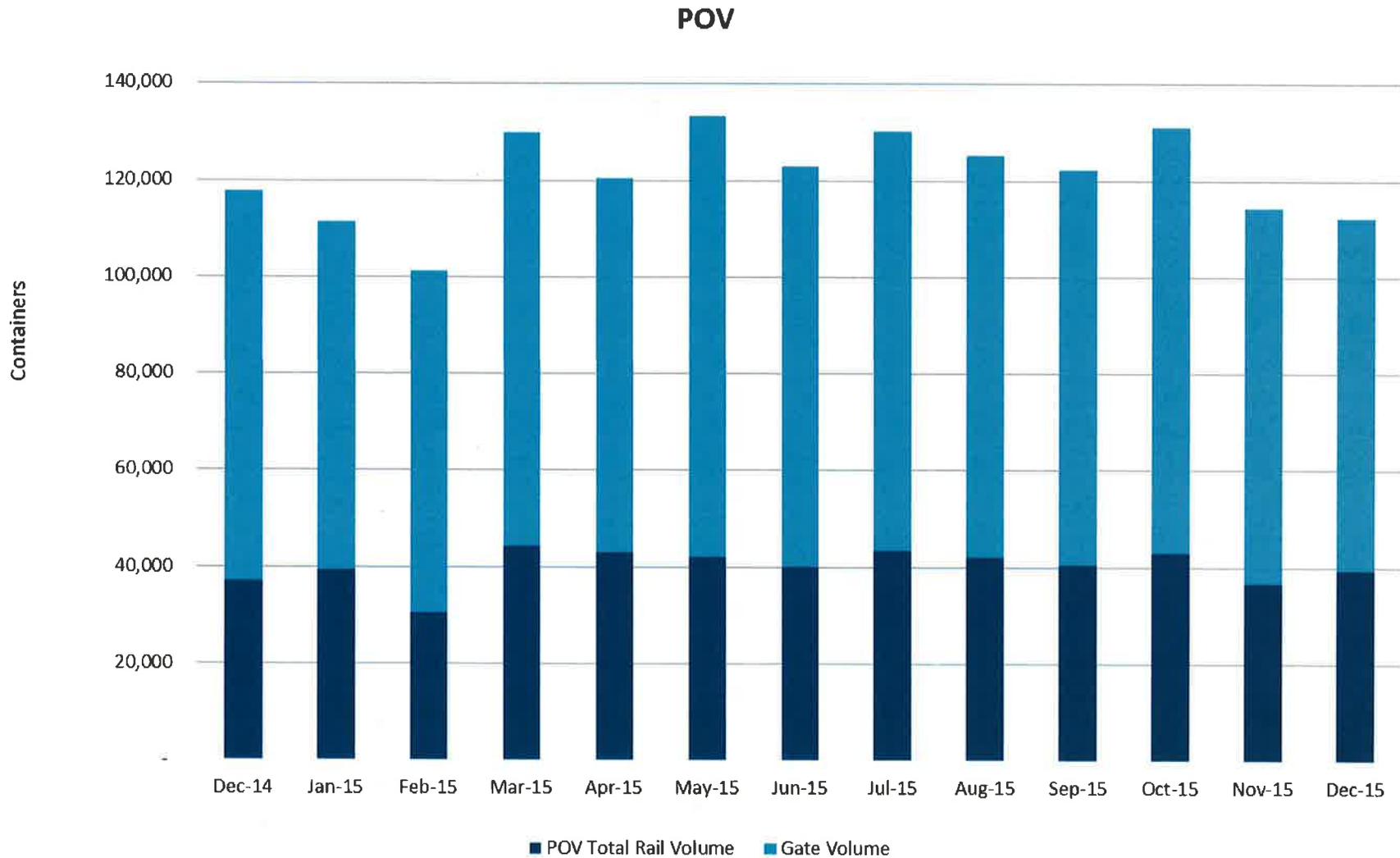
Shawn Tibbetts
Chief Operations Officer



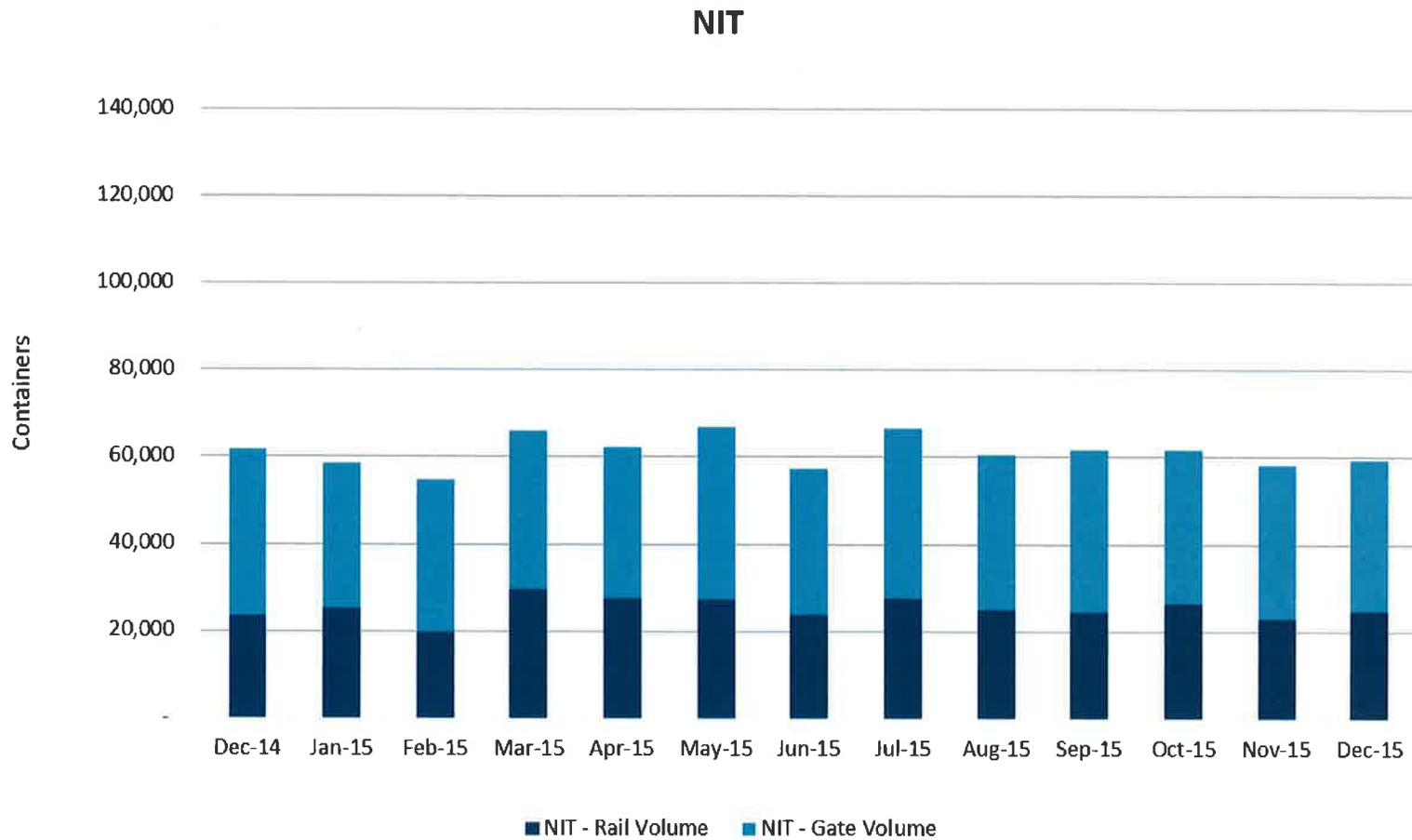
Safety Report



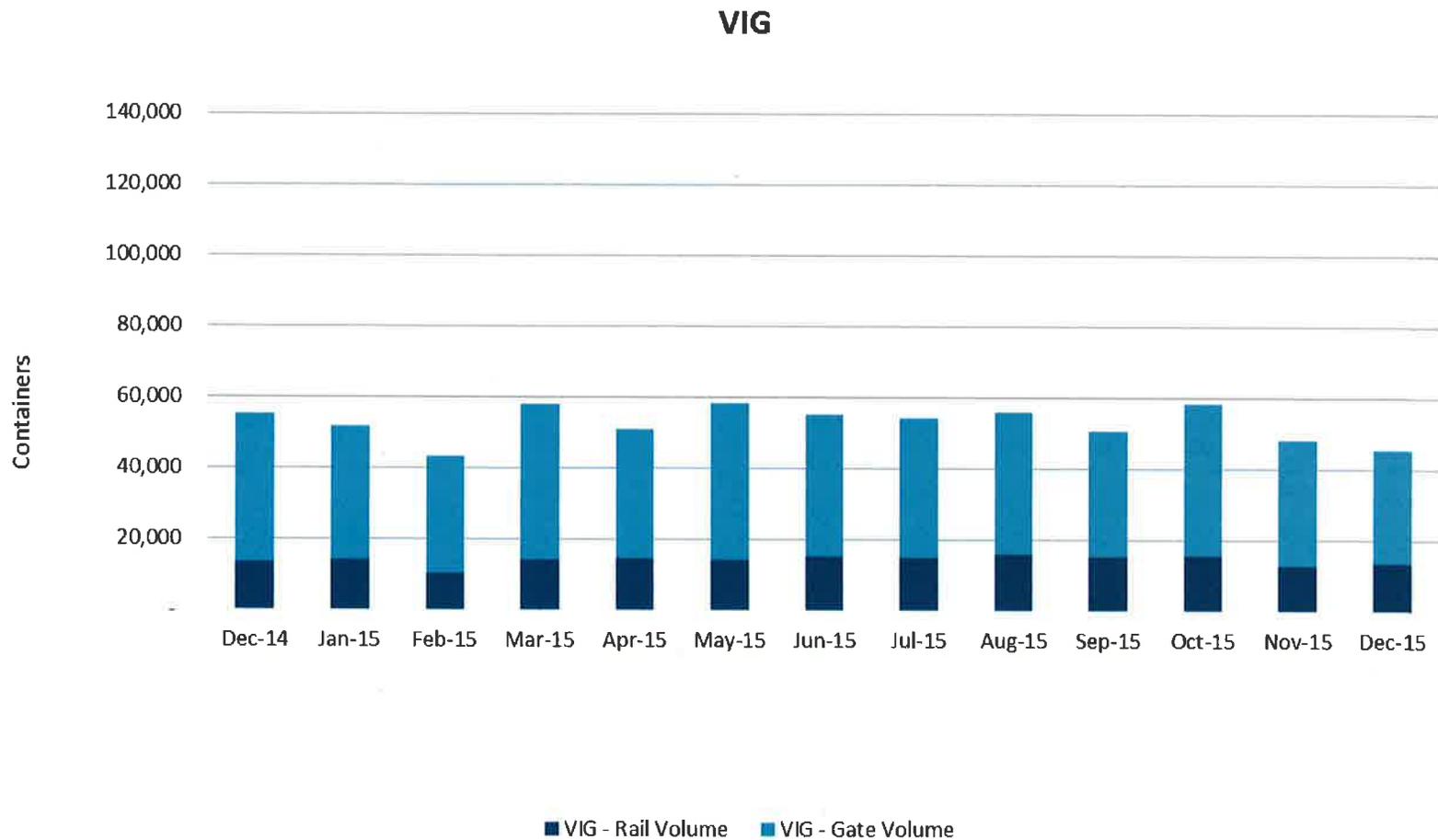
POV Rail vs. Gate/Barge Volume



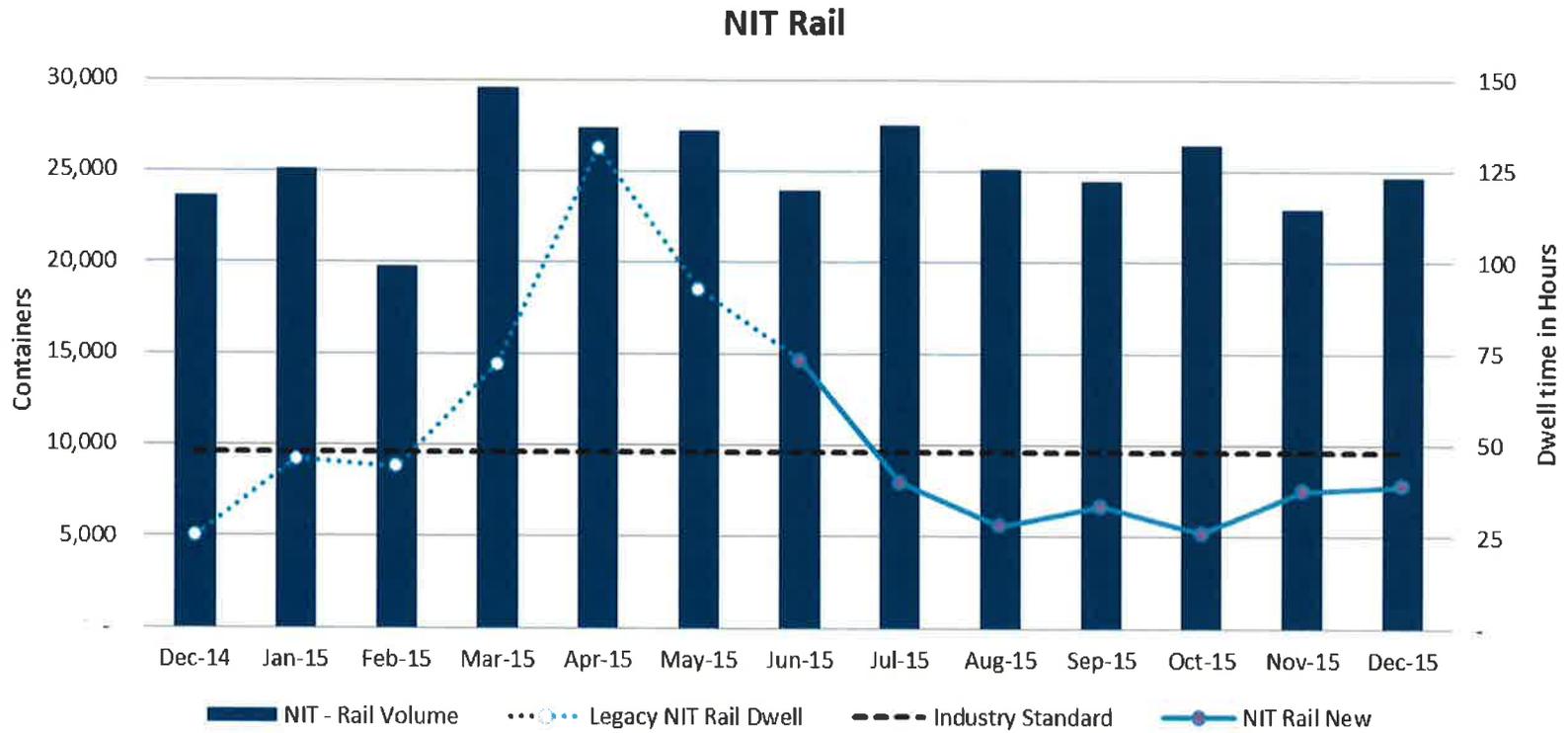
NIT Rail vs. Gate/Barge Volume



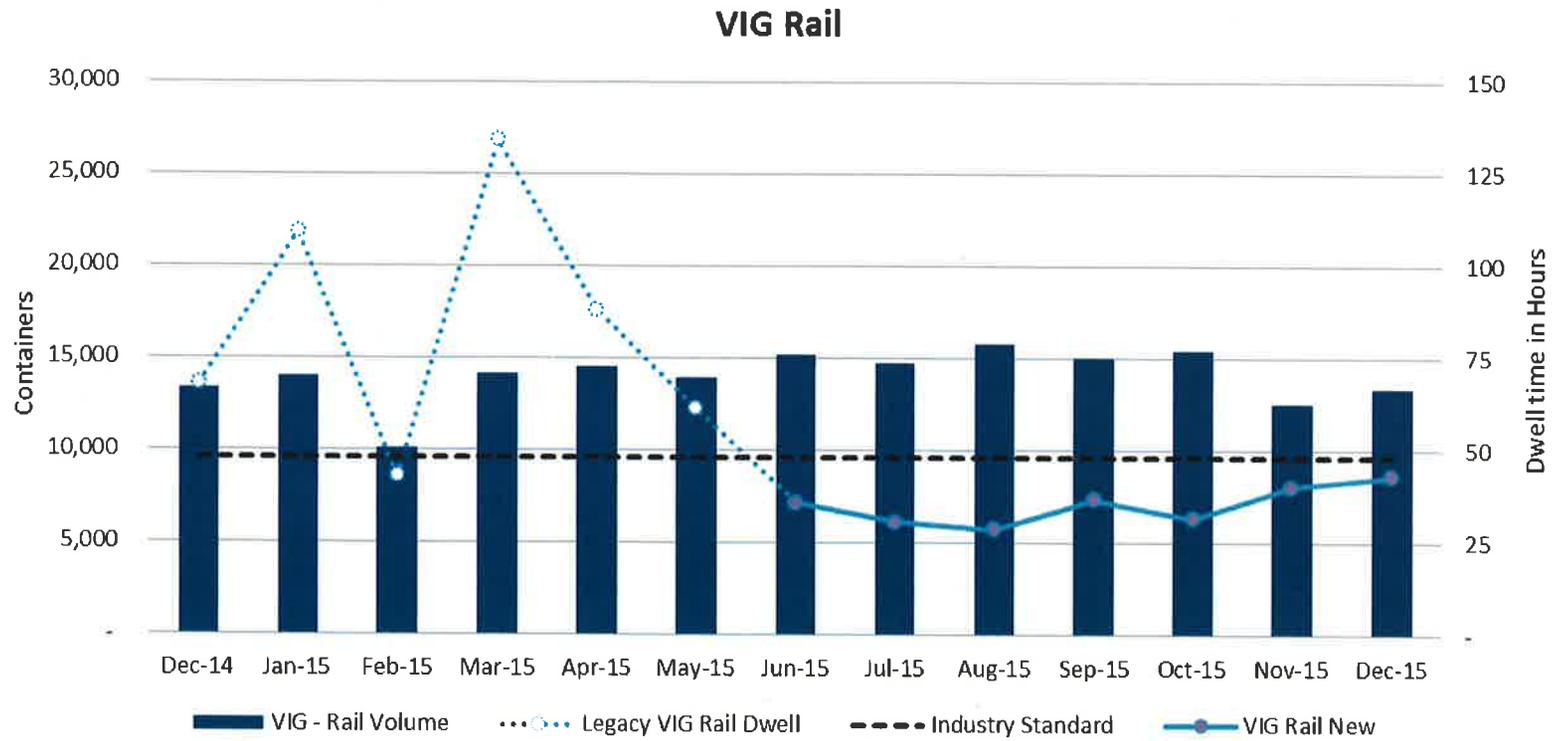
VIG Rail vs. Gate/Barge Volume



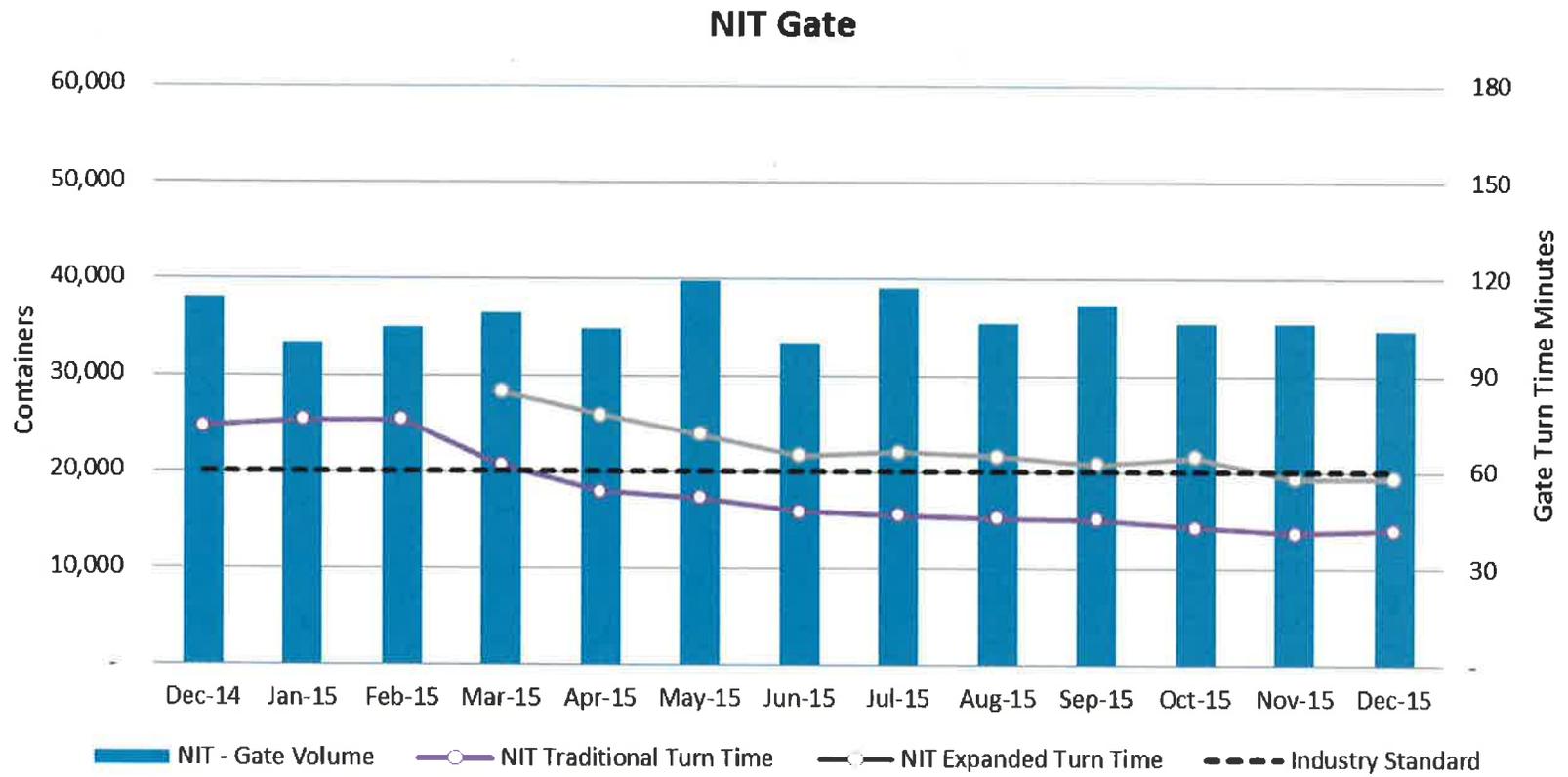
NIT Rail Volume



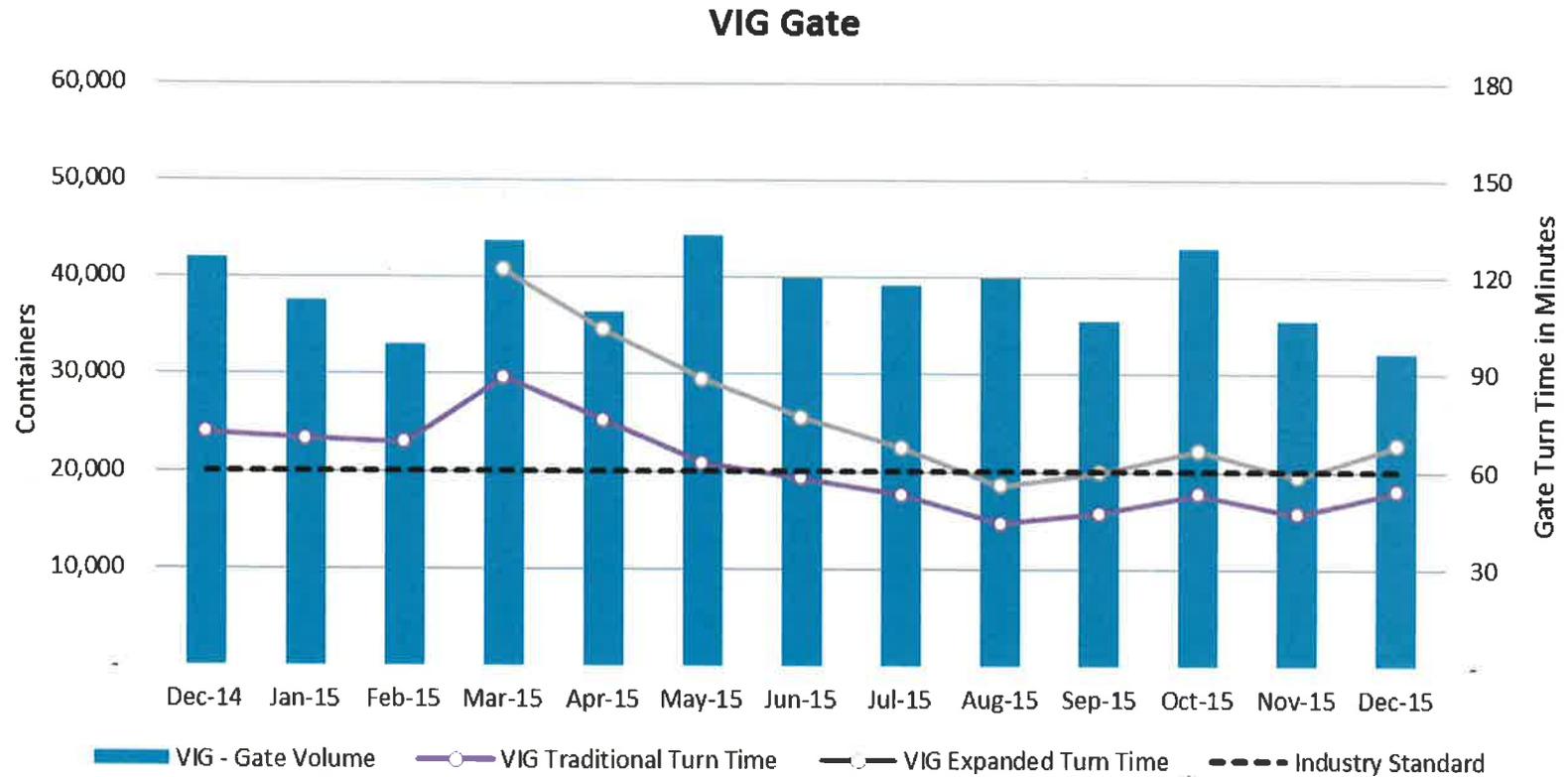
VIG Rail Volume



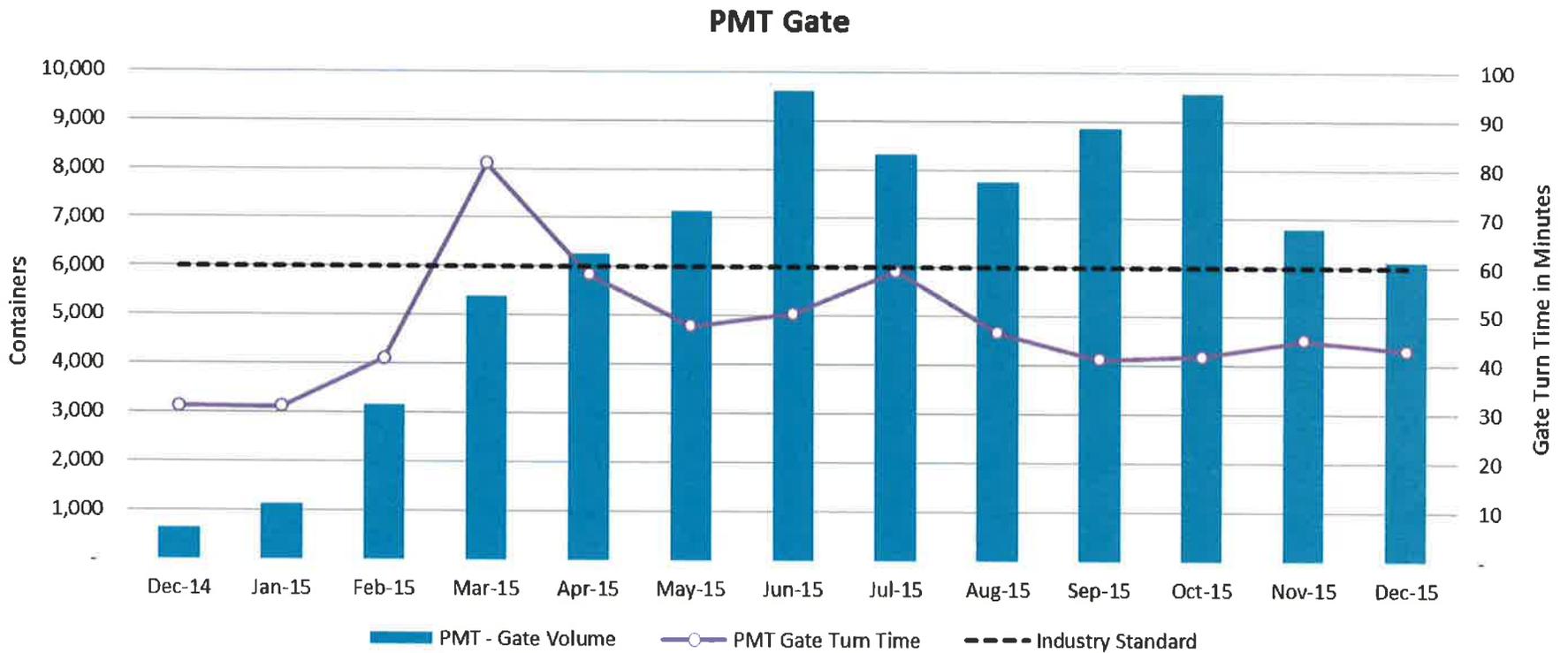
NIT Gate Turn Times



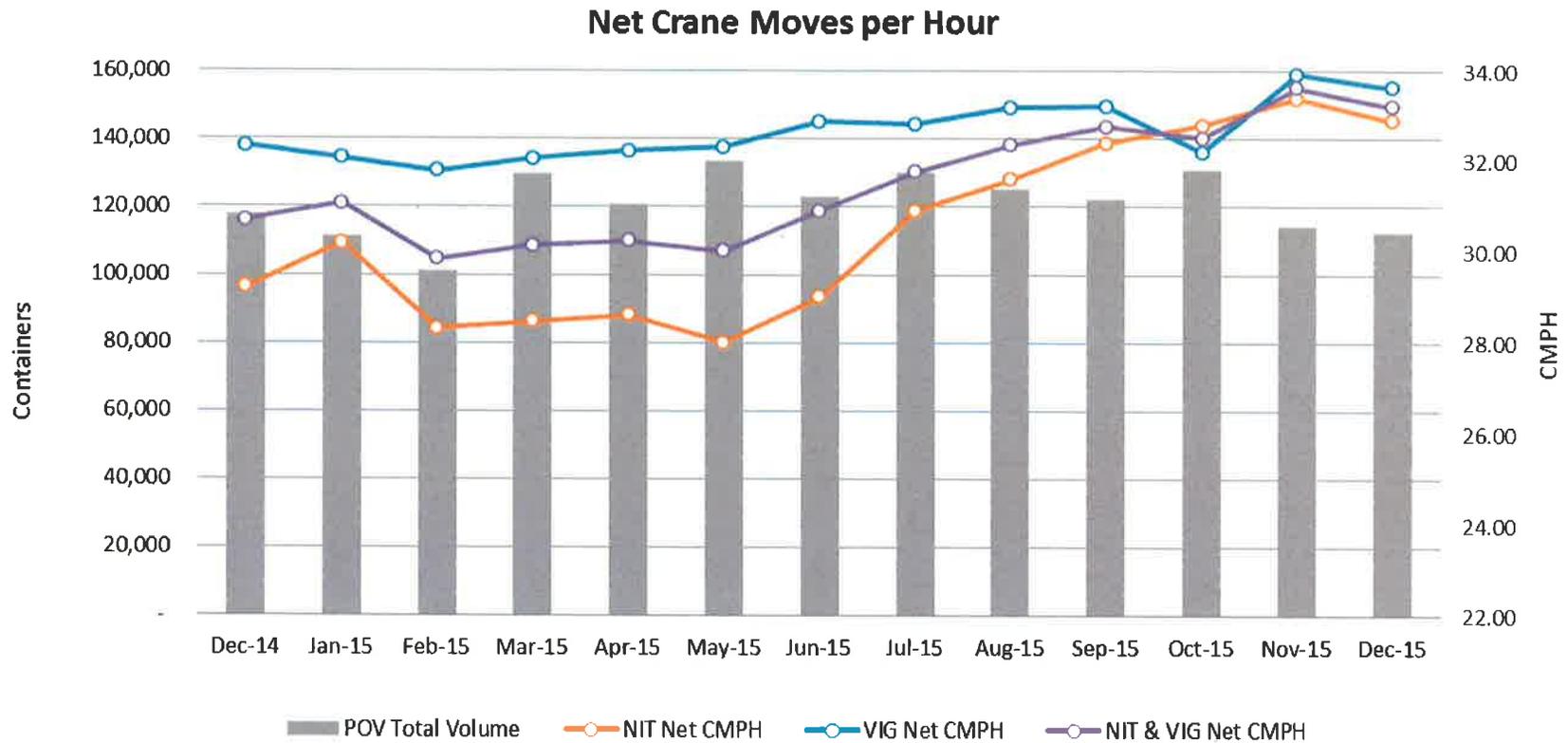
VIG Gate Turn Times



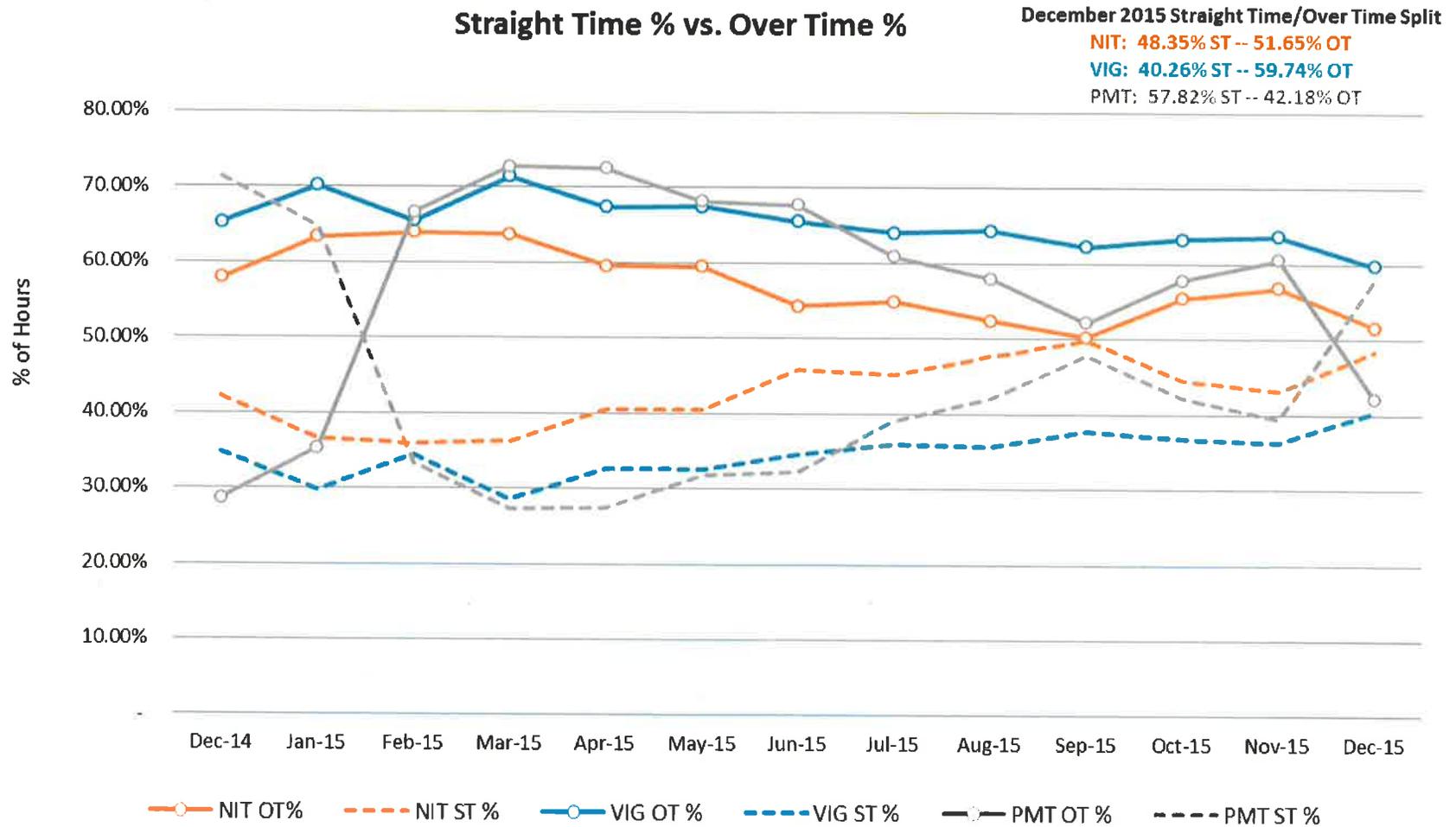
PMT Gate Turn Times



Net Crane Moves per Hour



Straight Time % vs. Over Time %



Virginia Port Authority Board of Commissioners, Session 370, February 4, 2016
Sales Report

Thomas Capozzi
Chief Sales Officer



THE PORT OF VIRGINIA STATISTICS CY2015

Complete Calendar Year: January - December

	CY14: Jan-Dec	CY15: Jan-Dec	Change	% Change
Total TEUs	2,393,038	2,549,270	156,232	6.5%
Export TEUs	1,298,389	1,392,212	93,823	7.2%
Import TEUs	1,094,649	1,157,058	62,409	5.7%
Total Containers	1,373,138	1,454,748	81,610	5.9%
General Cargo Tonnage	19,061,402	19,977,707	916,305	4.8%
Container Tonnage	18,733,342	19,681,988	948,646	5.1%
Breakbulk Tonnage	328,060	295,719	(32,341)	-9.9%
Total Rail Containers	448,096	484,081	35,985	8.0%
VIP Containers	36,841	37,254	413	1.1%
Total Barge Containers	56,934	47,606	(9,328)	-16.4%
Total Truck Containers	868,108	923,061	54,953	6.3%
Ship Calls	1,957	1,997	40	2.0%
Vehicle Units	27,950	49,473	21,523	77.0%

THE PORT OF VIRGINIA STATISTICS FY2016

Fiscal Year-to-Date: July - December

	FY15: Jul-Dec	FY16: Jul-Dec	Change	% Change
Total TEUs	1,256,384	1,295,554	39,171	3.1%
Export TEUs	679,716	715,442	35,726	5.3%
Import TEUs	576,668	580,113	3,445	0.6%
Total Containers	723,384	735,487	12,103	1.7%
General Cargo Tonnage	9,441,941	9,692,271	250,330	2.7%
Container Tonnage	9,302,096	9,550,312	248,216	2.7%
Breakbulk Tonnage	139,845	141,959	2,114	1.5%
Total Rail Containers	226,814	244,997	18,183	8.0%
VIP Containers	19,044	20,238	1,194	6.3%
Total Barge Containers	31,476	23,576	(7,900)	-25.1%
Total Truck Containers	465,094	466,914	1,820	0.4%
Ship Calls	1,016	1,024	8	0.8%
Vehicle Units	8,894	21,574	12,680	142.6%

NILE DUTCH W. AFRICA TRANSSHIPMENTS



NileDutch
THE AFRICA CONNECTION



Stewards of Tomorrow

GOVERNOR'S TRADE MISSIONS



November 2015



January 2016



PANAMA CANAL - JUNE 2016

Panama Canal Expansion 96% Complete

Posted by Eric Haun

Monday, December 21, 2015

The Panama Canal Authority (ACP) announced that the first-ever expansion is 96 percent complete.

A video of recent progress can be seen [here](#).

In line with this, ACP CEO/Administrator Jorge L. Quijano provided a next-step update at an industry event Friday in Panama City.



(ACP file photo showing construction underway at the Panama Canal)

Virginia Port Authority Board of Commissioners, Session 370, February 4, 2016

Human Resources Report

Jim Bibbs
Chief Human Resources Officer

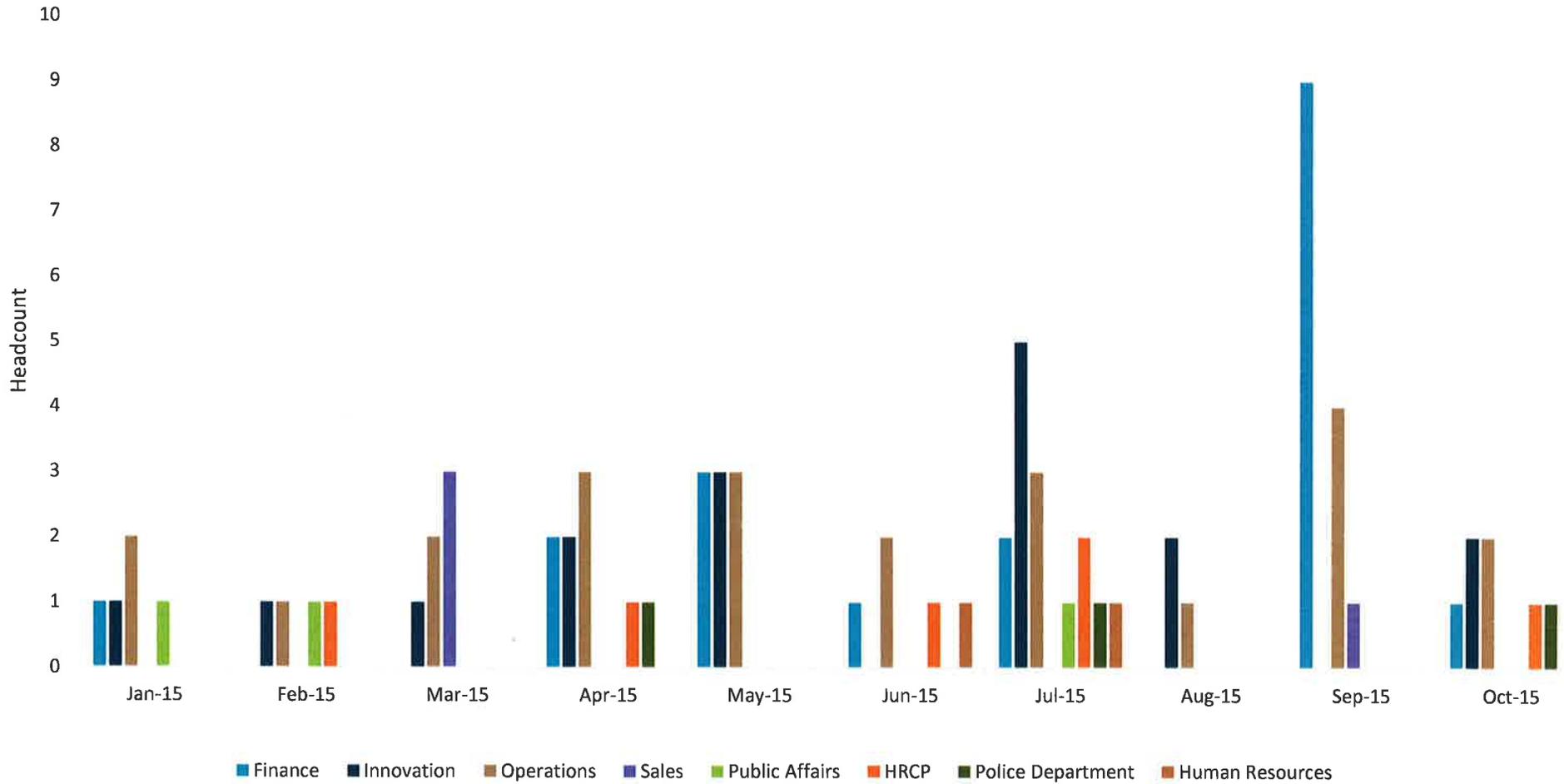


HUMAN CAPITAL

- Midyear performance discussions scheduled late January.
- On-going focus on Employee Engagement results from 2015 survey
- Survey for 2016 scheduled for April 2016
- Focus on Talent Acquisition and backfills to ensure alignment with organizational goals
- RFP out for Benefits Consulting Services
- Interviews for Summer Internship Program to begin Q1 2016.

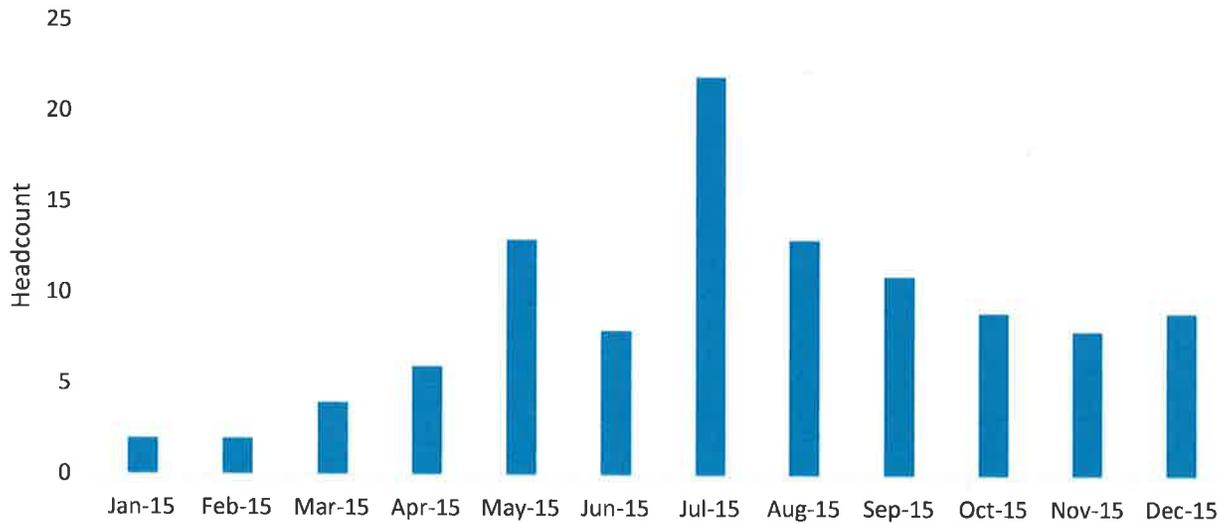
CY15 HR Metrics - Recruitment

CY15 Port of Virginia New Positions by Business Unit

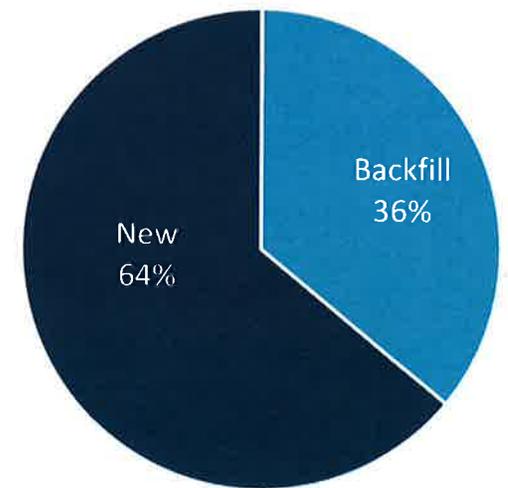


CY15 HR Metrics - Recruitment

Port of Virginia New Hires

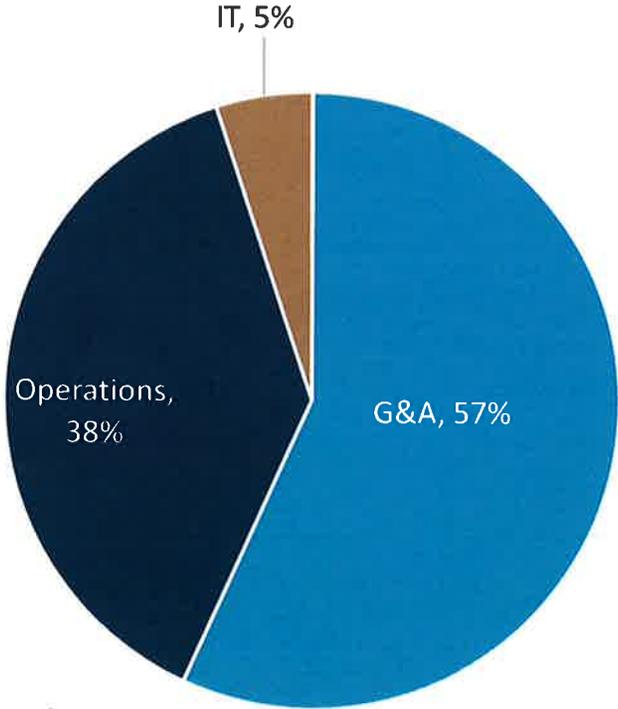


CY15 YTD Port of Virginia Hires, New vs Backfilled

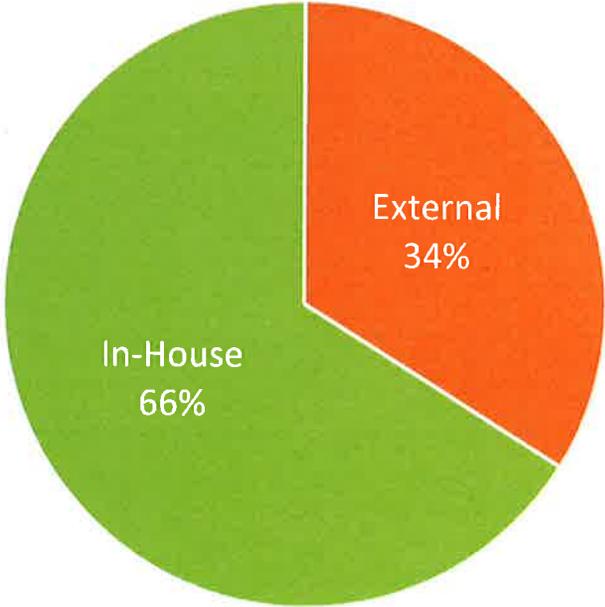


CY15 HR Metrics - Training

CY15 Port of Virginia Training Type



CY15 Port of Virginia Training Location



Virginia Port Authority Board of Commissioners, Session 370, February 4, 2015 Public Affairs Report

Cathie J. France
Chief Public Affairs Officer



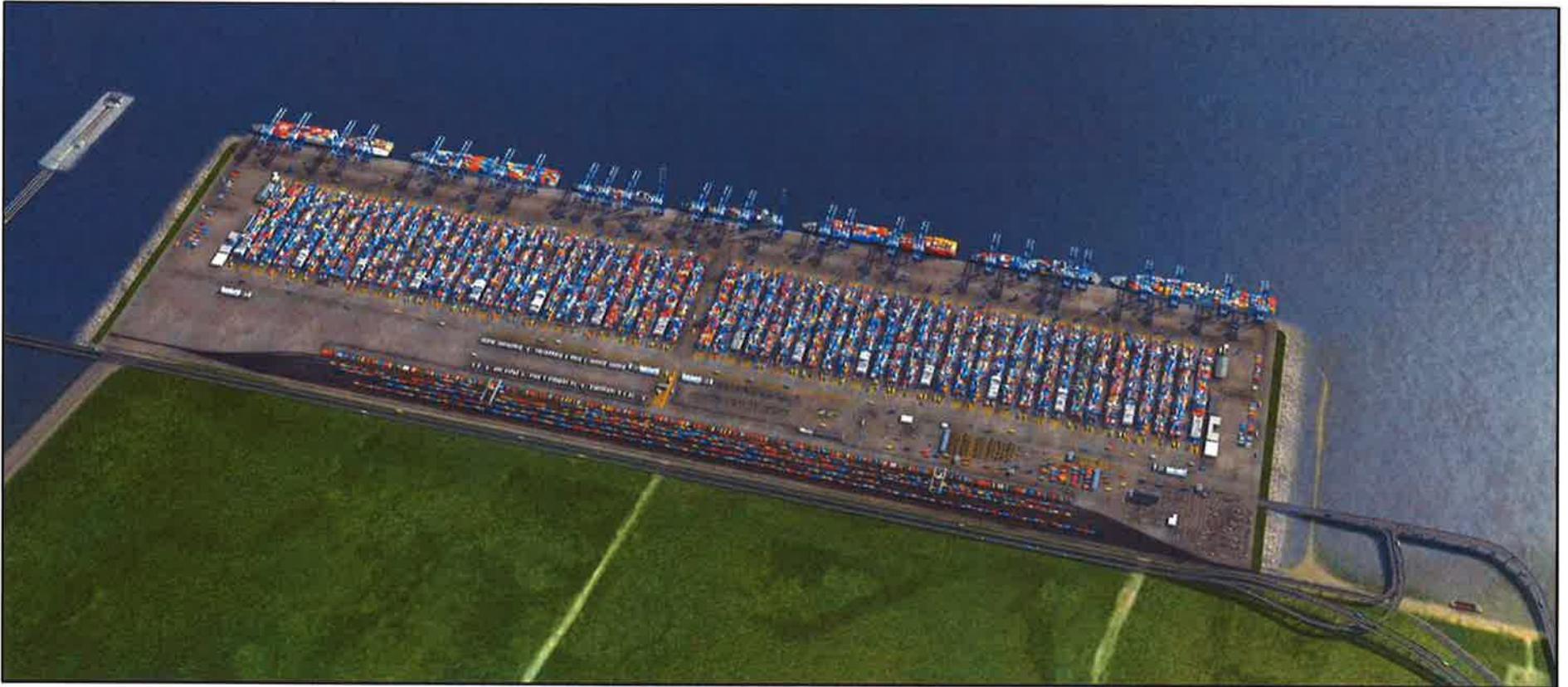
GOVERNMENT AFFAIRS

FEDERAL ACTIVITIES



GOVERNMENT AFFAIRS

US ARMY CORPS OF ENGINEERS



GOVERNMENT AFFAIRS

GENERAL ASSEMBLY



RICHMOND MARINE TERMINAL



ECONOMIC DEVELOPMENT

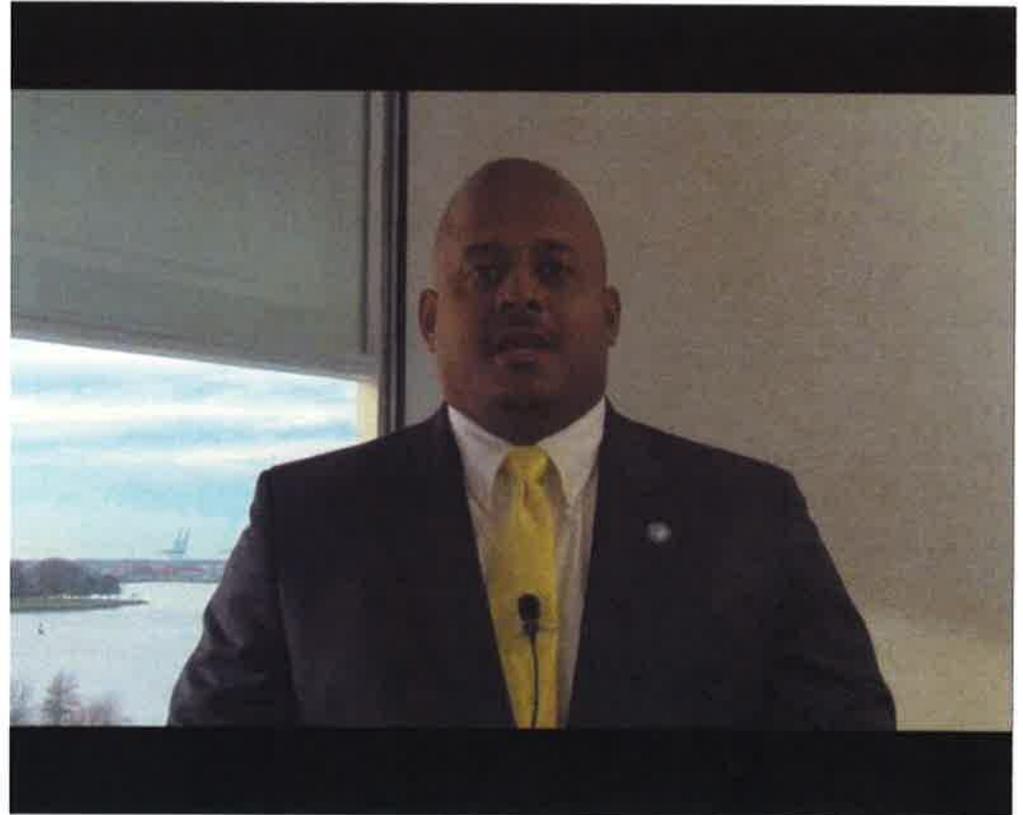
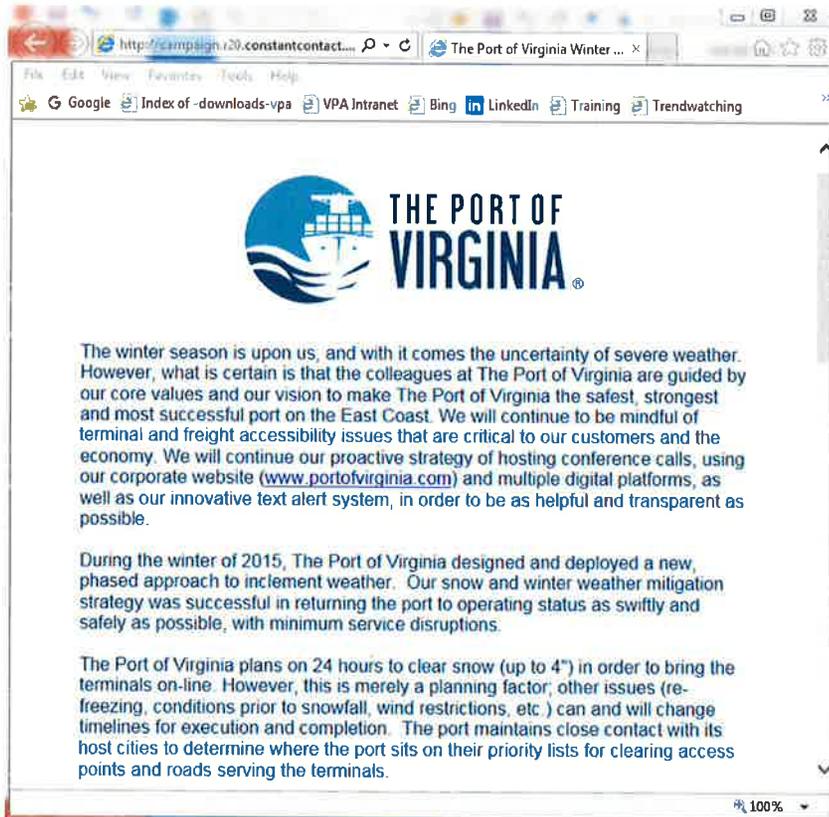
ANNOUNCEMENTS



2014 & 2015 ECONOMIC DEVELOPMENT TOTALS

- Announcements: 75
- Square Footage: Over 8 million
- Investment: Over \$3.9 billion
- Jobs Created: 7,980

INTERNAL & PARTNER COMMUNICATIONS



EXTERNAL COMMUNICATIONS



▲	▲	▲	▲	▲	▲	▲	▲	▲	▲
▲	▲	▲	▲	▲	▲	▲	▲	▲	▲

businessday

BERKSHIRE HATHAWAY BOYS NEWSPAPER ON PAPERWORKERS

Long way home: Four port cranes from Ukraine arrive in Hampton Roads

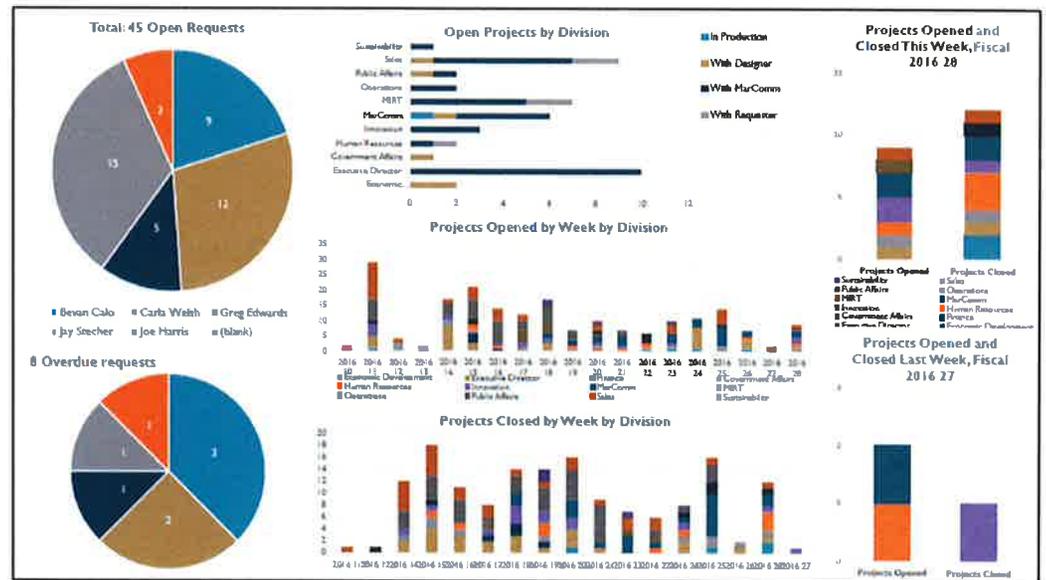
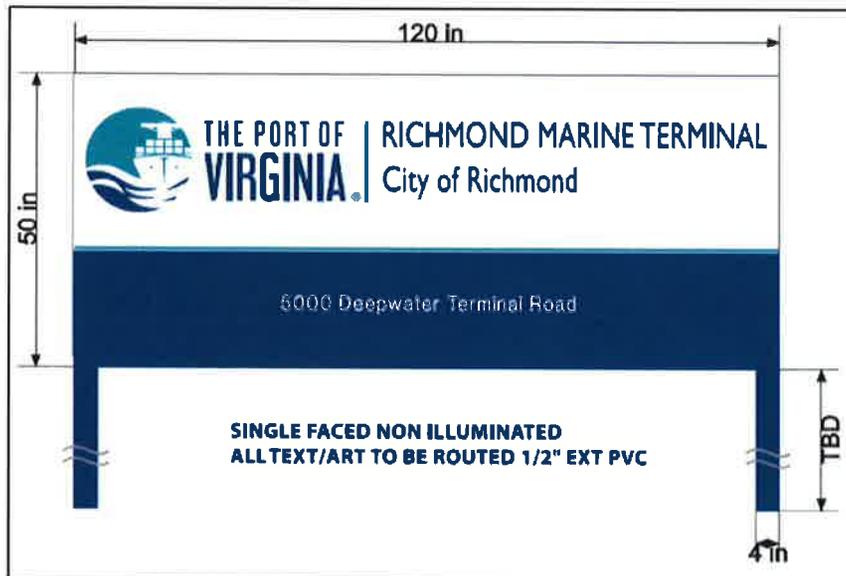
QUICK HIT

DISTINCTION



Stewards of Tomorrow

BRANDING & PRODUCTION



DNDO UPDATE

- DNDO Equipment Issued to POV
 - 50 PRDs
 - 10 RIIDs
 - 8 Back Packs
 - Valued at \$500,000.00
- 209 First Responders Trained on Equipment
- CONOPS and SOPs in Final Draft
- Member of USCG Rad/Nuc Sub-committee



MARITIME INCIDENT RESPONSE TEAM

CYBER SECURITY



- Participating with POV IT Team on several working groups
 - USCG
 - State
- POV Table Top Exercise
 - Cyber Crucible 16
 - February 9, 2016
 - VIG

Virginia Port Authority Board of Commissioners, Session 370, February 4, 2016
Innovation Report

Joseph P. Ruddy
Chief Innovation Officer



AGENDA

- Strategic planning
- Sustainability and process excellence
- Information technology

STRATEGIC PLANNING

Interchange 2.0

NIT Turn Times

Total Turn Times by Hour OB Lane Completed

	5	6	7	8	Overall
Count	3	44	110	74	231
Average	0:21:17	1:05:38	1:11:29	0:51:58	1:03:28
Median	0:21:47	1:00:40	1:09:18	0:48:03	0:59:46
Min	0:20:16	0:13:53	0:21:09	0:17:59	0:13:53
Max	0:21:47	1:48:54	2:35:32	2:18:10	2:35:32
Receive Empty	0	15	36	20	71
Receive Export	0	14	37	33	84
Receive Chassis	3	6	18	5	32
RI-Dray In	0	0	0	1	1
Deliver Empty	1	8	15	9	33
DE-Dray Out	0	0	1	0	1
Deliver Chassis	2	10	22	8	42
Deliver Import	0	22	62	43	127
Net Chassis	0	-5	-9	-1	-15
2 Standard	0:19:51 -	0:15:46 -	0:16:22 -	0:02:47 -	0:07:57 -
Deviations Range	0:22:42	1:55:31	2:06:36	1:41:09	1:58:59
Outliers	0	1	3	3	7
	30261YA: 02:17:53	XA16921: 02:35:32	XA16921: 02:35:32		

Traditional Turn Time by Hour OGP Completed

	5	6	7	8	Overall
Count	3	44	110	74	231
Average	0:13:43	0:52:47	1:06:38	0:48:54	0:57:37
Median	0:16:08	0:50:59	1:03:39	0:45:33	0:54:39
Min	0:08:55	0:10:31	0:18:41	0:14:11	0:08:55
Max	0:16:08	1:28:46	2:18:05	2:16:07	2:18:05
2 Standard	0:06:55 -	0:13:08 -	0:15:04 -	< 0 -	0:05:31 -
Deviations Range	0:20:32	1:32:26	1:58:11	1:38:14	1:49:44
Outliers	0	1	3	3	8

- Live Gate Statistics
- PMT wharf analysis

NIT NORTH GATE/OPTIMIZATION

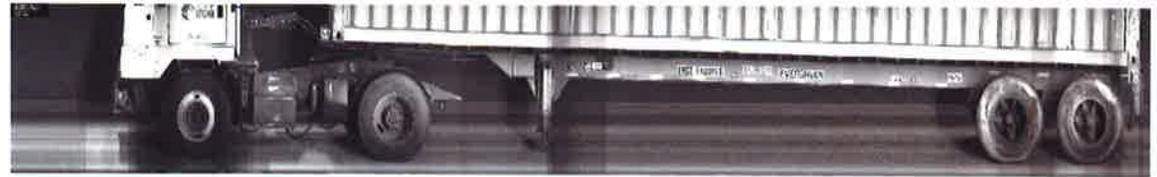
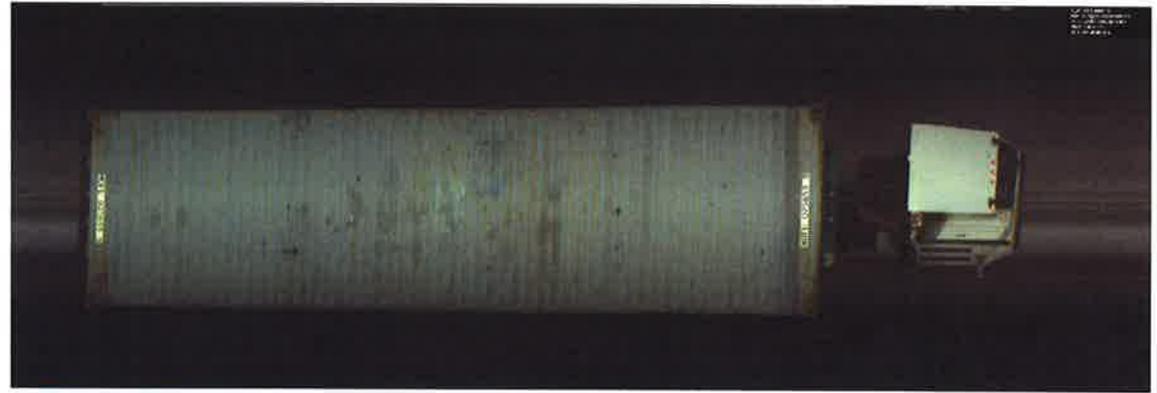




MILESTONES

- Finished Installation of Temporary Security Fence
- Erosion and Sediment Control implementation:
 - Began constructing silt fence on sediment pond
 - Began creation of temporary sediment ponds
- Past POV Gate:
 - Booth removed
 - Canopy demolition to begin this week
- Clark Nexsen to survey T-9 lot this month
- Reviewing communication grid
- Began installation of trench drain drop inlets for the expanded yard area
- Project remains on schedule/budget

3rd STREET RAIL PORTAL





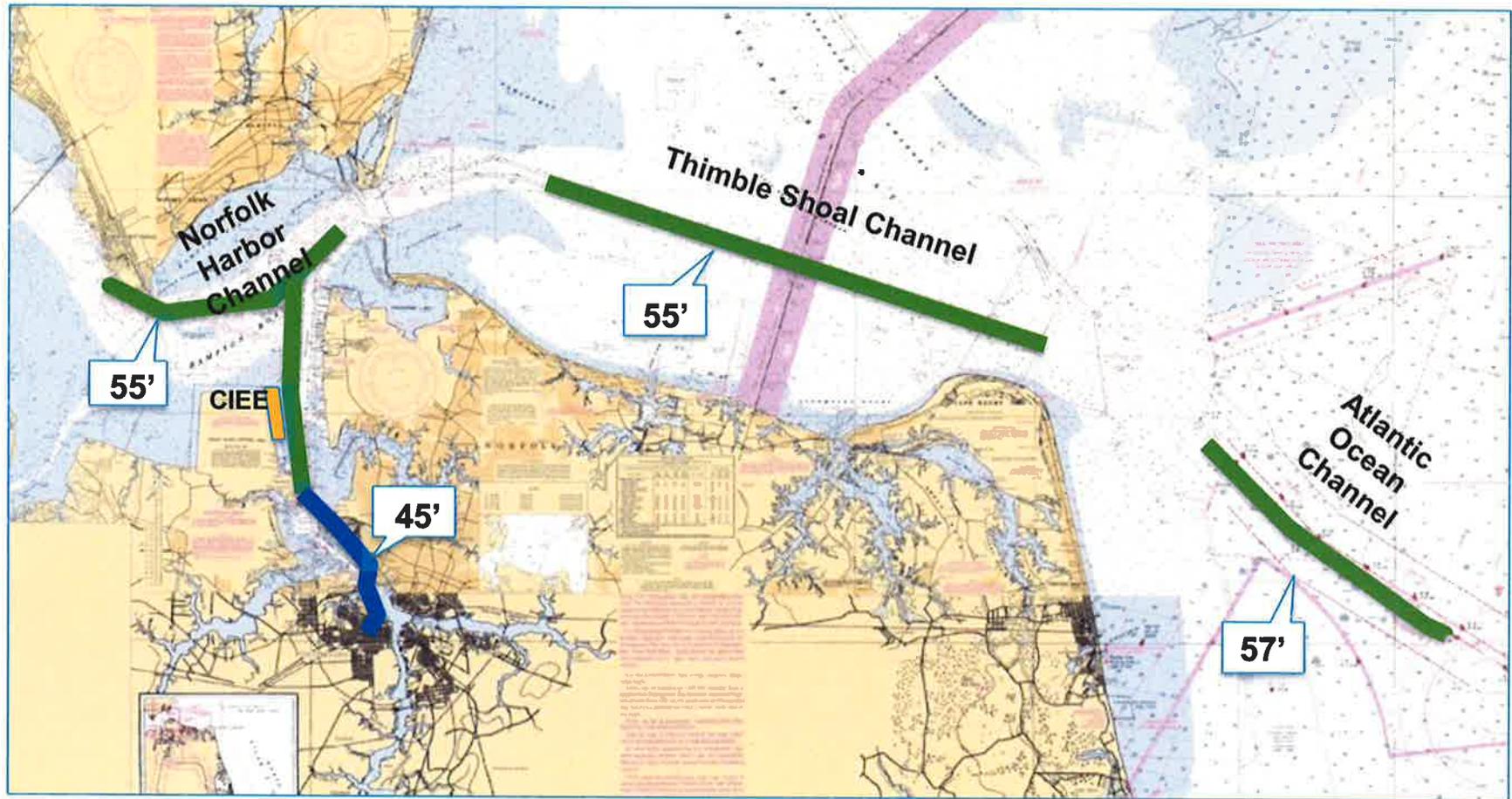
MILESTONES

- Static scales have been removed
- Paving either side of portal 95% complete
- Speed indicator installed to increase accuracy of weigh-in-motion scales
- Automated rail software running on N4 test system
- Software testing in progress
- Go-Live goal: Week of February 1, 2016
- Project remains on schedule/budget

NEXT MAJOR MILESTONES

Major Milestones	Milestone Completion Date
Third Street Rail Portal	February 8, 2016*
Third Street Paving and Striping	December 15, 2015
Operation Specification	April 1, 2016
Order ASCs	June 1, 2016
Order STS Cranes	TBD
Baker Street POV Gate	July 1, 2016
North Yard Expansion	July 30, 2016
North Gate Software Development	August 1, 2016
North Gate IT Hardware Installation	October 16, 2016
North Gate Complex Construction	October 24, 2016
North Gate Hardware Commissioning and Testing	November 15, 2016
North Gate Open for 1 st Commercial Container	December 21, 2016
South Terminal ASC Conversion	June 19, 2019

45/55 FT GRR



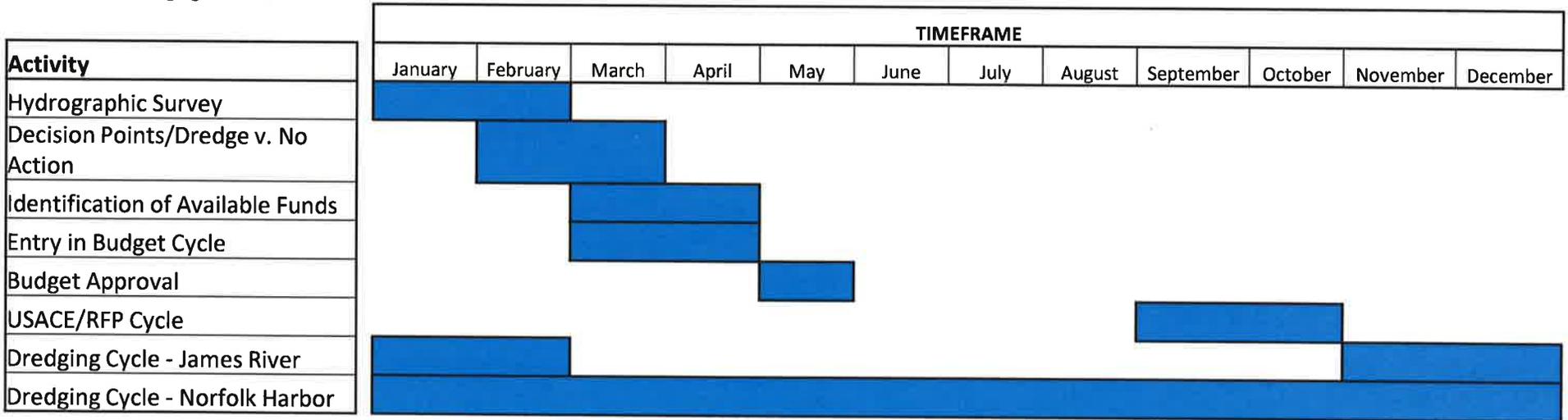
PRE-MILESTONE CHECK-IN SCHEDULE

Feasibility Study Milestone	Pre-Milestone Check-in	Milestone Date
Pre-Alternatives Milestone Interim Progress Review	27/29 October 2015	28 October 2015
Alternatives Milestone	16 November 2015	06 December 2015
Interim Check Point	Mid-April 2016	15 July 2016
Pre-Tentatively Selected Plan (TSP) Milestone Vertical Team Alignment	30 June 2016	15 July 2016
Tentatively Selected Plan Milestone	06 November 2016	06 Dec 2016
Interim Check Point	Mid-March 2017	01 Jun 2017
Agency Decision Milestone	01 May 2017	01 Jun 2017
Division Engineer Transmittal	14 July 2017	14 Aug 2017
Civil Works Review Board	01 August 2017	14 Sep 2017
Prepare FONSI	15 November 2018	07 January 2018
Interim Check Point	Late February 2018	17 May 2018
30-Day State and Agency Review Start	17 May 2018	17 June 2018
Chief's Report	11 August 2018	25 September 2018

MAINTENANCE DREDGING

The Port of Virginia

Maintenance Dredging Schedule





INFORMATION TECHNOLOGY

- Truck reservation system
- Positional detection system
- N4 VIG upgrade
- SOLAS gross verified weight update

Add/Edit Visit

Terminal	Drop-Off	Name	Stage	Time	Visit In - Visit Out
VIT-NIT	Pick-Up	Name	Stage	Time	
Direction	Container	CargoRef	Line	ISO	SlotPbk
Drop-Off	E-part	WEST5555	EGV	2200	20GP66
Drop-Off	Empty		EGV	2200	20GP66
Pick-Up	Import	HAU952894	HCM	2201	20GP66
Pick-Up	Empty	WEST5555	EGV	2200	20GP66
Ticket	Truck No	Slot			
	PH422	Monday 10/19/2015 10:00 - 11:00 (100)			

Monday 10/19/2015 11:00 - 12:00 (100)
Monday 10/19/2015 12:00 - 13:00 (100)
Monday 10/19/2015 13:00 - 14:00 (100)
Monday 10/19/2015 14:00 - 15:00 (100)
Monday 10/19/2015 15:00 - 16:00 (100)
Monday 10/19/2015 16:00 - 17:00 (100)
Monday 10/19/2015 17:00 - 18:00 (100)
Monday 10/19/2015 18:00 - 19:00 (100)
Tuesday 10/20/2015 05:00 - 06:00 (100)
Tuesday 10/20/2015 06:00 - 07:00 (100)
Tuesday 10/20/2015 07:00 - 08:00 (100)
Tuesday 10/20/2015 08:00 - 09:00 (100)
Tuesday 10/20/2015 09:00 - 10:00 (100)
Tuesday 10/20/2015 10:00 - 11:00 (100)
Tuesday 10/20/2015 11:00 - 12:00 (100)
Tuesday 10/20/2015 12:00 - 13:00 (100)

170000	MISSED	MISSED	IMPORT PICKUP	301	40GP98	F3	G	2015-06-08 13:50	44
170000	ERROR	REJECTED	IMPORT PICKUP	310	40GP98	F3	G	2015-06-08 13:50	
170000	ERROR	REJECTED	IMPORT PICKUP	308	40GP98	F3	G	2015-06-08 13:50	
170000	MISSED	MISSED	IMPORT PICKUP	353	40GP98	D8	G	2015-06-08 13:50	40
170000	MISSED	MISSED	IMPORT PICKUP	305	40GP98	S8	G	2015-06-08 13:50	48
170000	MISSED	MISSED	IMPORT PICKUP	303	40GP98	S3	G	2015-06-08 13:50	50
170000	MISSED	MISSED	IMPORT PICKUP	301	40GP98	S8	G	2015-06-08 13:50	52
170000	MISSED	MISSED	IMPORT PICKUP	302	40GP98	F8	G	2015-06-08 13:50	54
170000	ERROR	REJECTED	IMPORT PICKUP	304	40GP98	D8	G	2015-06-08 13:50	
170000	ERROR	REJECTED	IMPORT PICKUP	312	20RE88	F1	G	2015-06-08 13:50	
170000	MISSED	MISSED	IMPORT PICKUP	301	40GP98	F3	G	2015-06-08 13:50	50
170000	MISSED	MISSED	IMPORT PICKUP	303	40GP98	F3	G	2015-06-08 13:50	50

Appointment Receipt


VITNIT-1103-00335

APPOINTMENT CONFIRMED

Terminal: VIT-NIT
 Appt Date: 11/03/2015 17:00 - 18:00
 Trucking Co: TESTING ENGINEERING SUPPORT TRANSPORTATION INC
 Truck Tag ID: Ptm1019038

Line: OOLU
Container #: OOLU8736588
Truck Identification: 97254PY
Hazmat: N

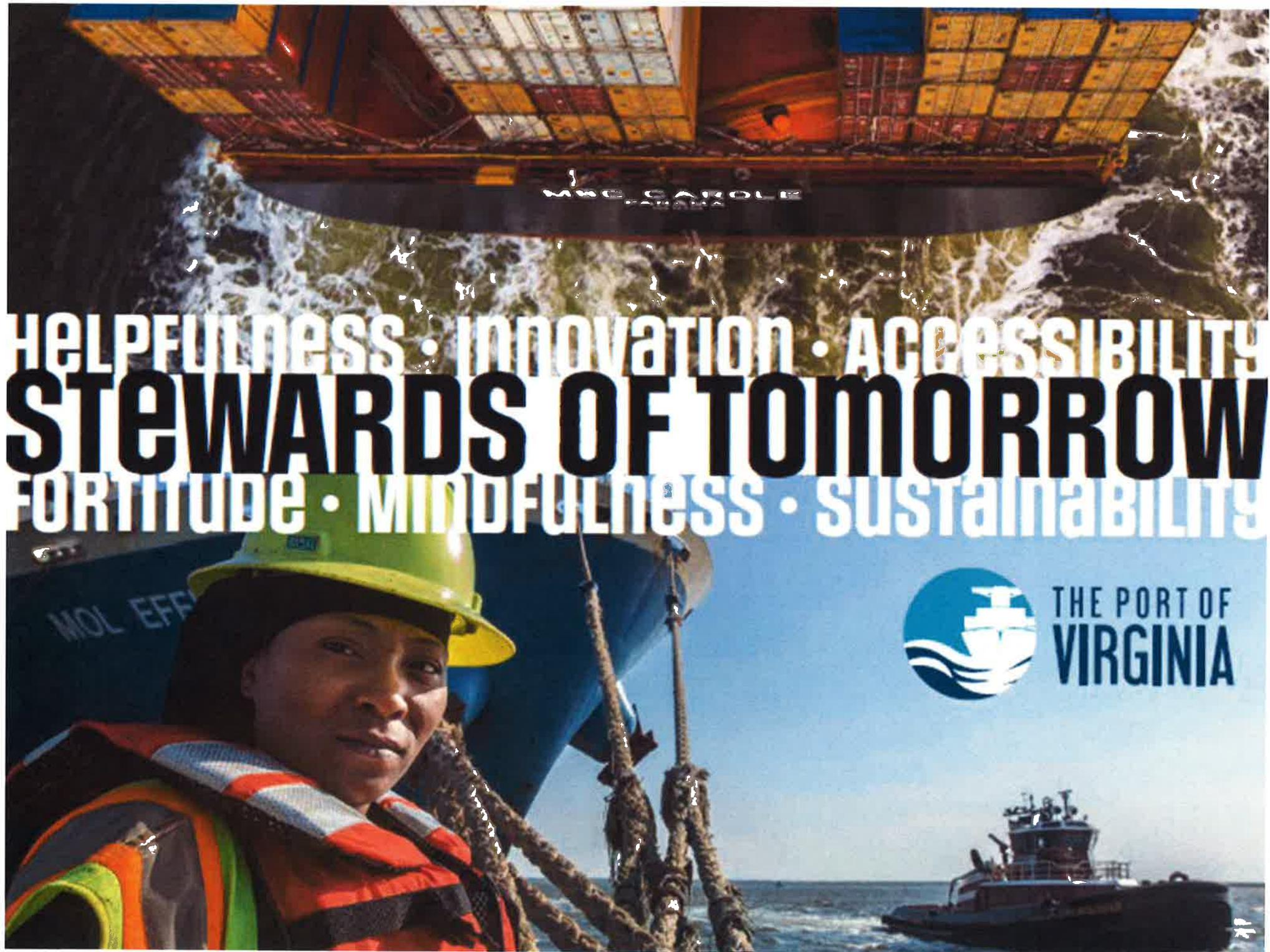
EXPORT DROPOFF
 Booking #: 2566337070
 ISO: 45G1
 Type: 40GP96
 Reefer: N
 Over Dim: N



4 0 0 0 0 0 6 2 6 5 8 4



Stewards of Tomorrow



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



THE PORT OF
VIRGINIA