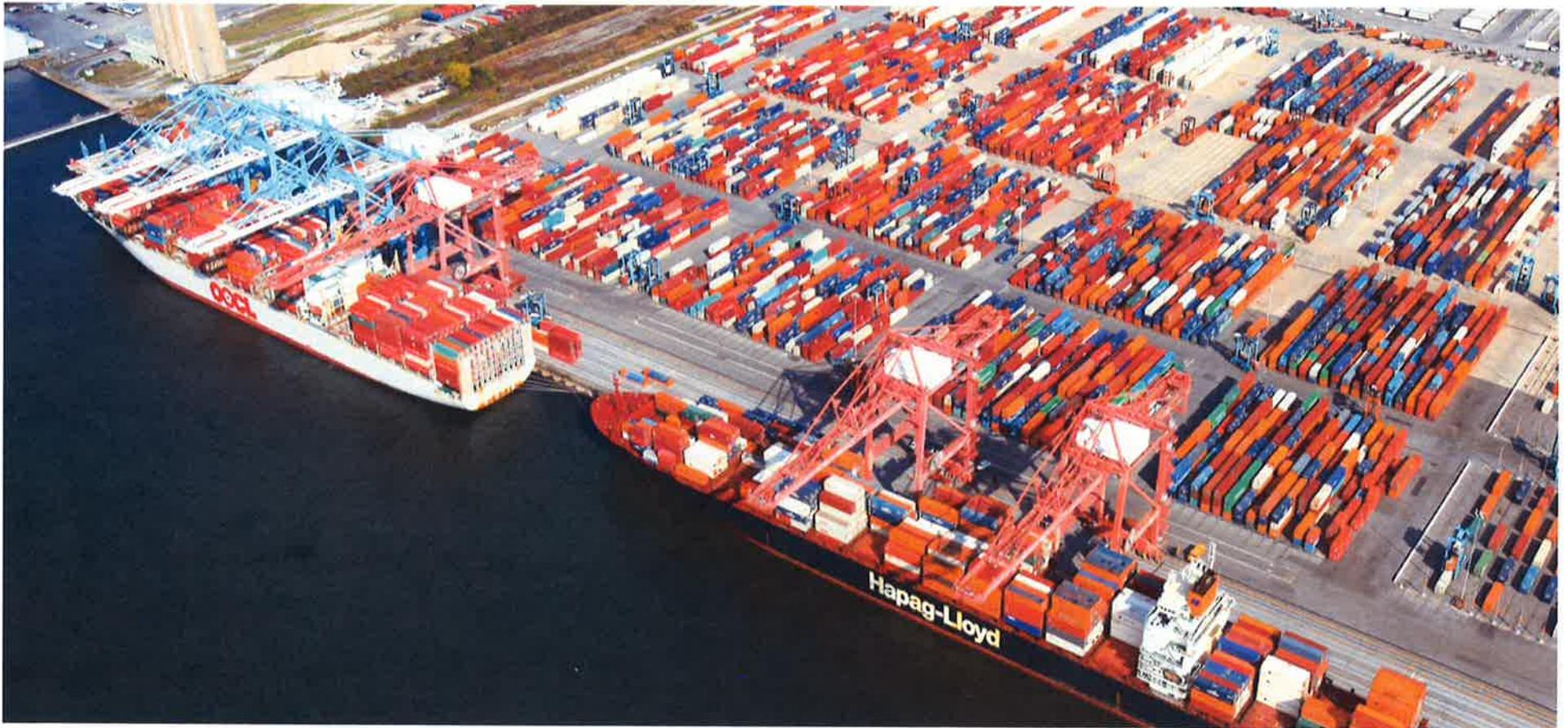


**Virginia Port Authority Board of Commissioners, Session 371, March 22, 2016
Financial Report**

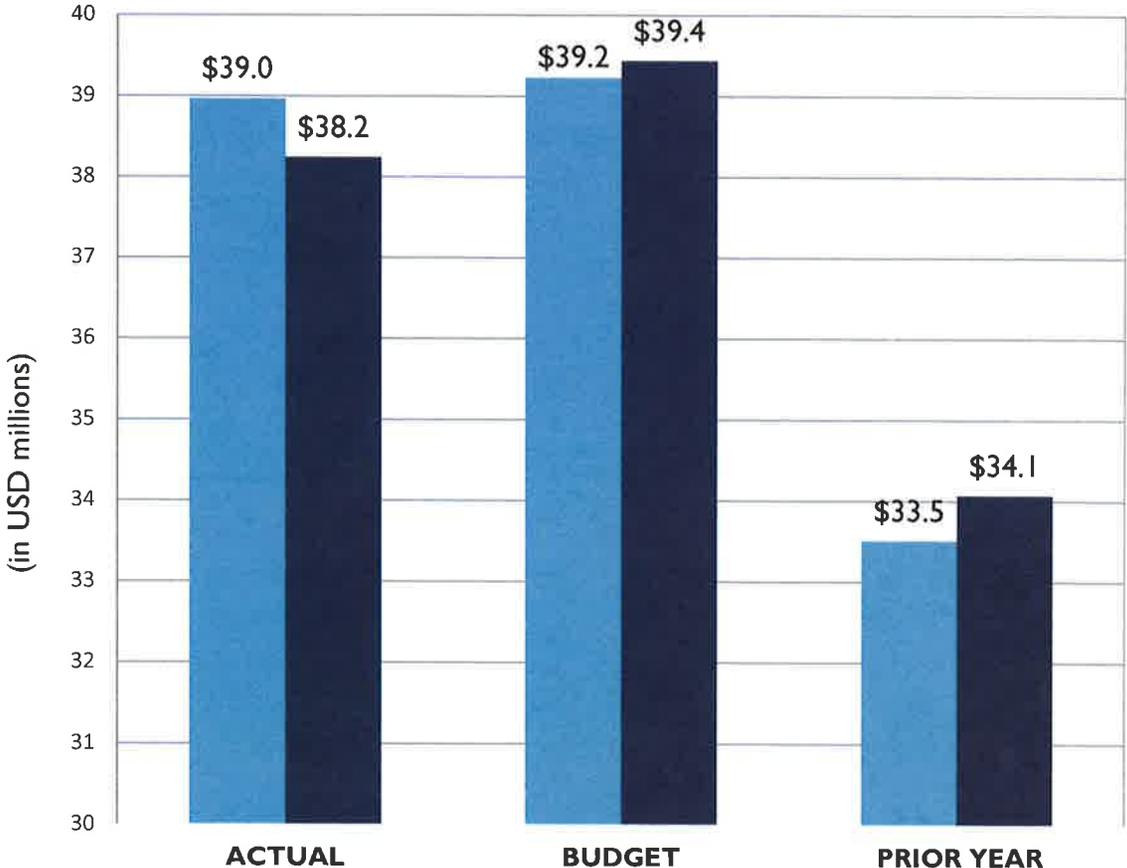
Rodney W. Oliver
Chief Financial Officer



OPERATING REVENUES AND EXPENSES: For the Month Ended February 29, 2016

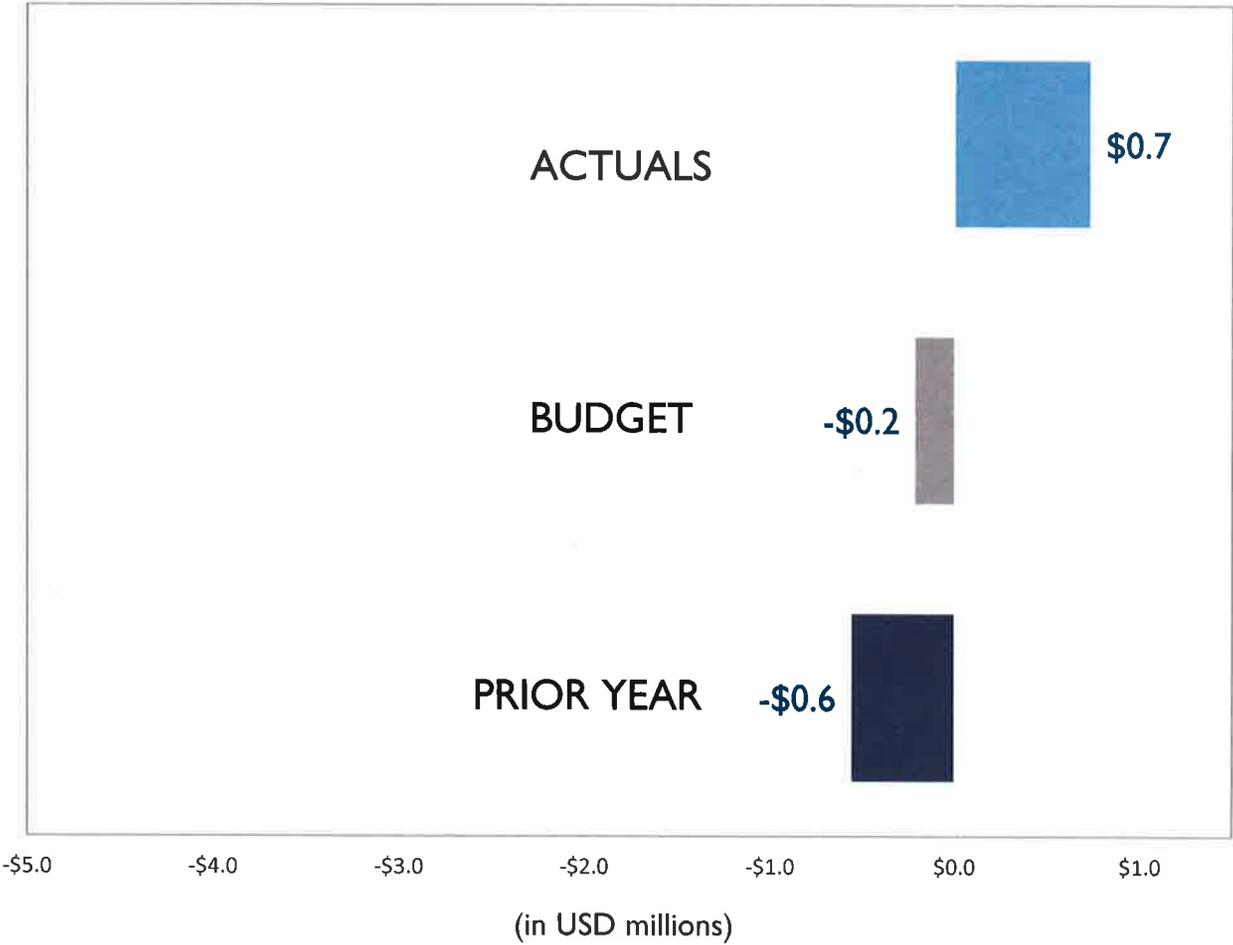
Revenues and expenses lower than budget, with actual operating revenues exceeding expenses

- Operating Revenues
- Operating Expenses



OPERATING INCOME (LOSS): For the Month Ended February 29, 2016

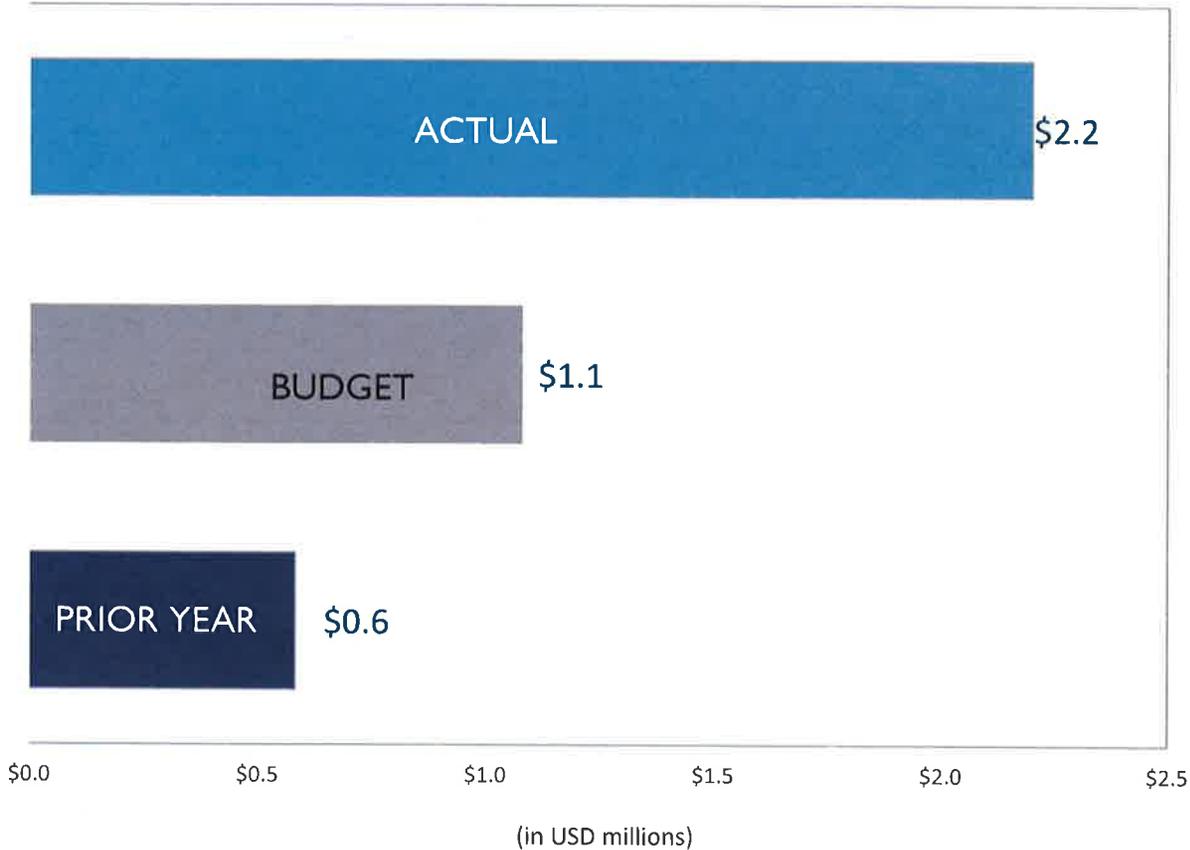
**Favorable
variances to
Budget and
Prior Year**



CHANGE IN NET POSITION: For the Month Ended February 29, 2016

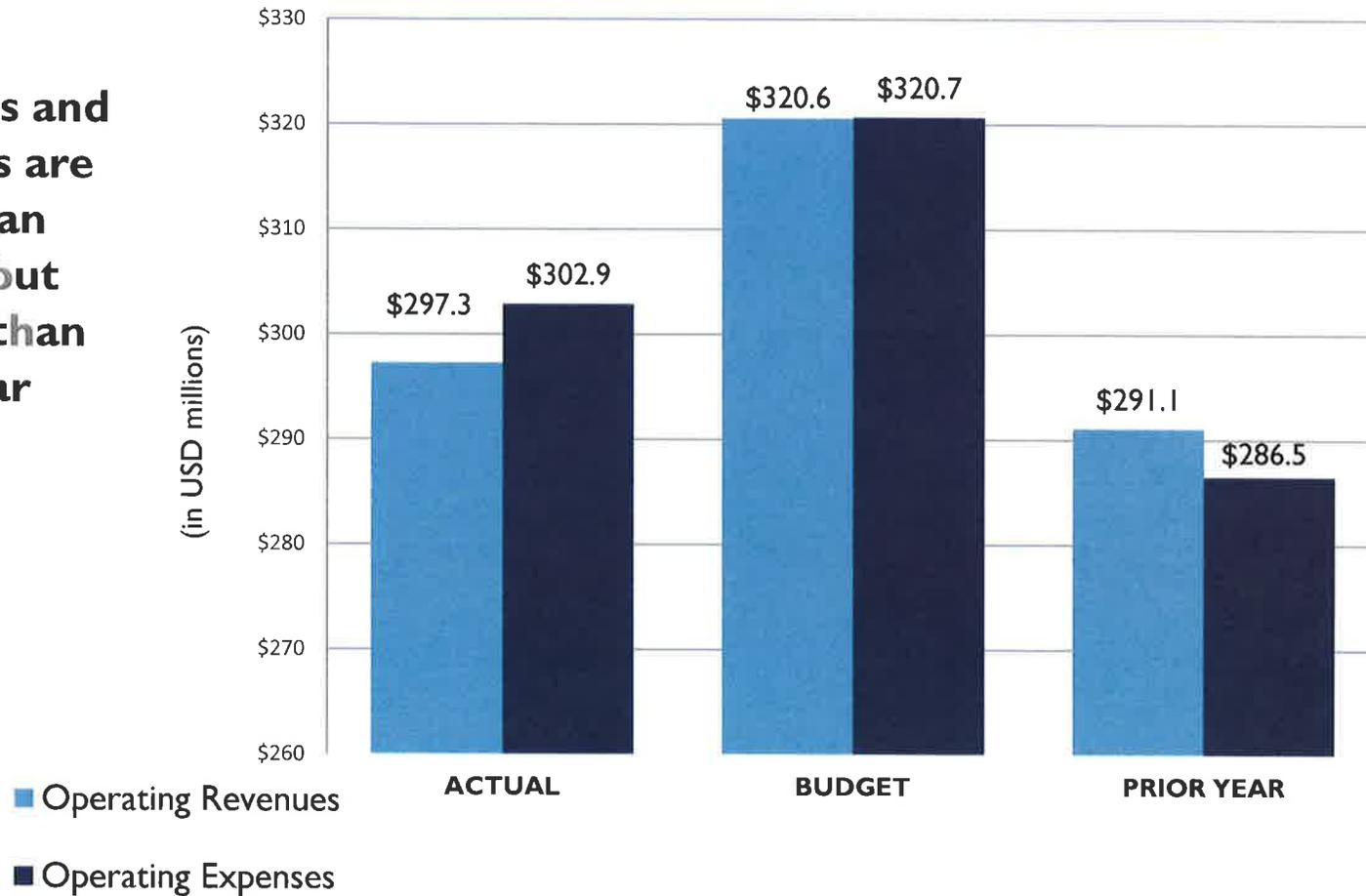
Net Position

Increase in
Net Position
compared to
Budget and
Prior Year



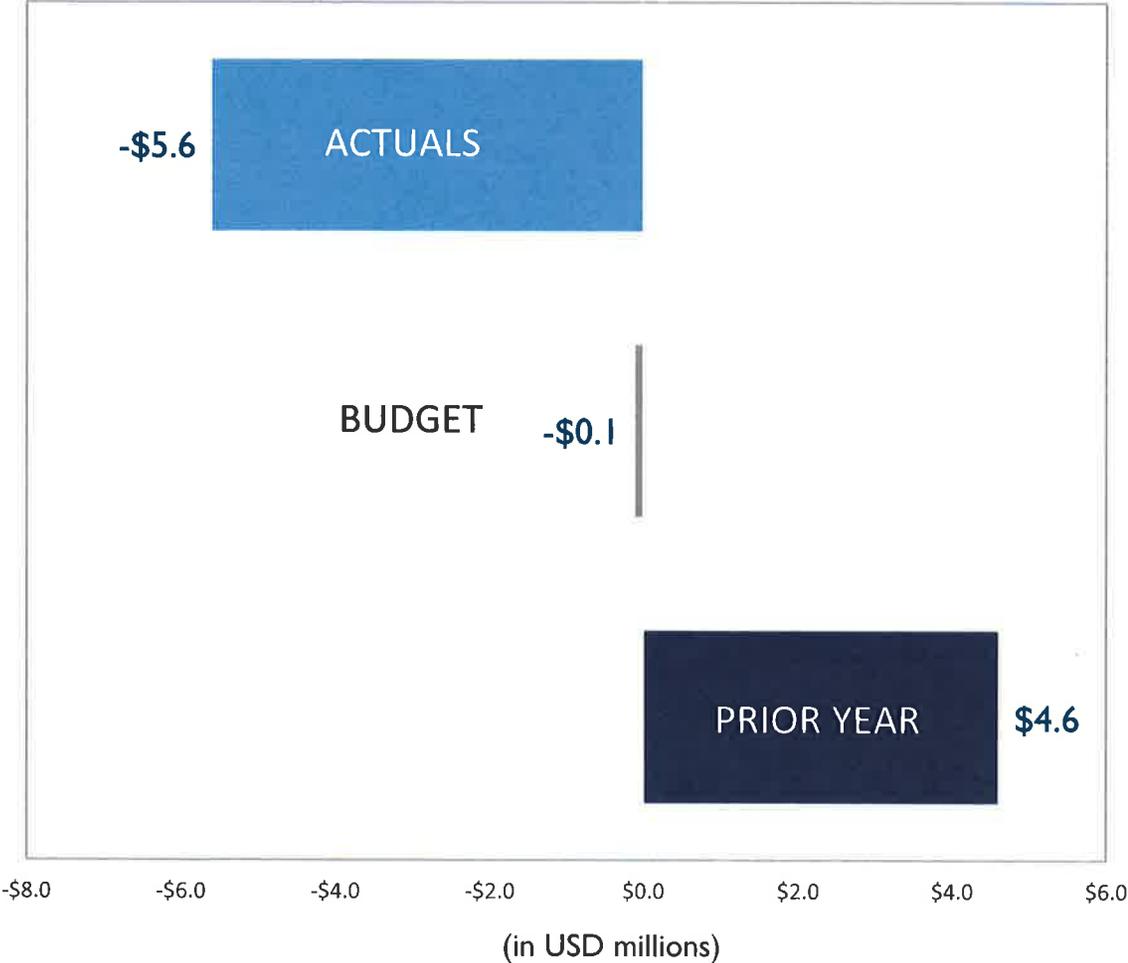
OPERATING REVENUES AND EXPENSES: For the Eight Months Ended February 29, 2016

Revenues and expenses are lower than budget, but greater than prior year



OPERATING INCOME(LOSS): For the Eight Months Ended February 29, 2016

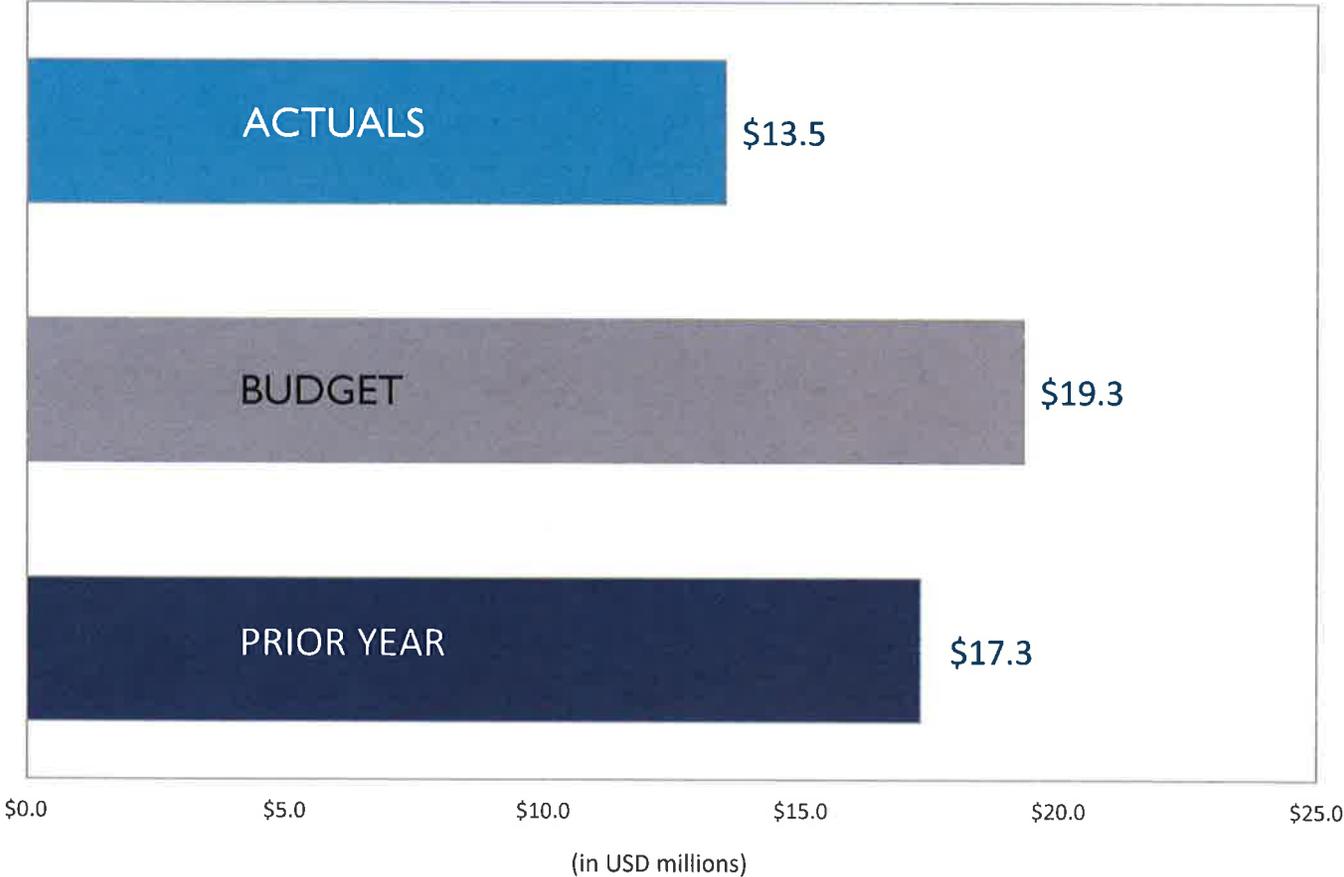
**Unfavorable
variances to
Budget and
Prior Year**



CHANGE IN NET POSITION: For the Eight Months Ended February 29, 2016

Net Position

**Lower Change
in Net Position
compared to
Budget and
Prior Year**

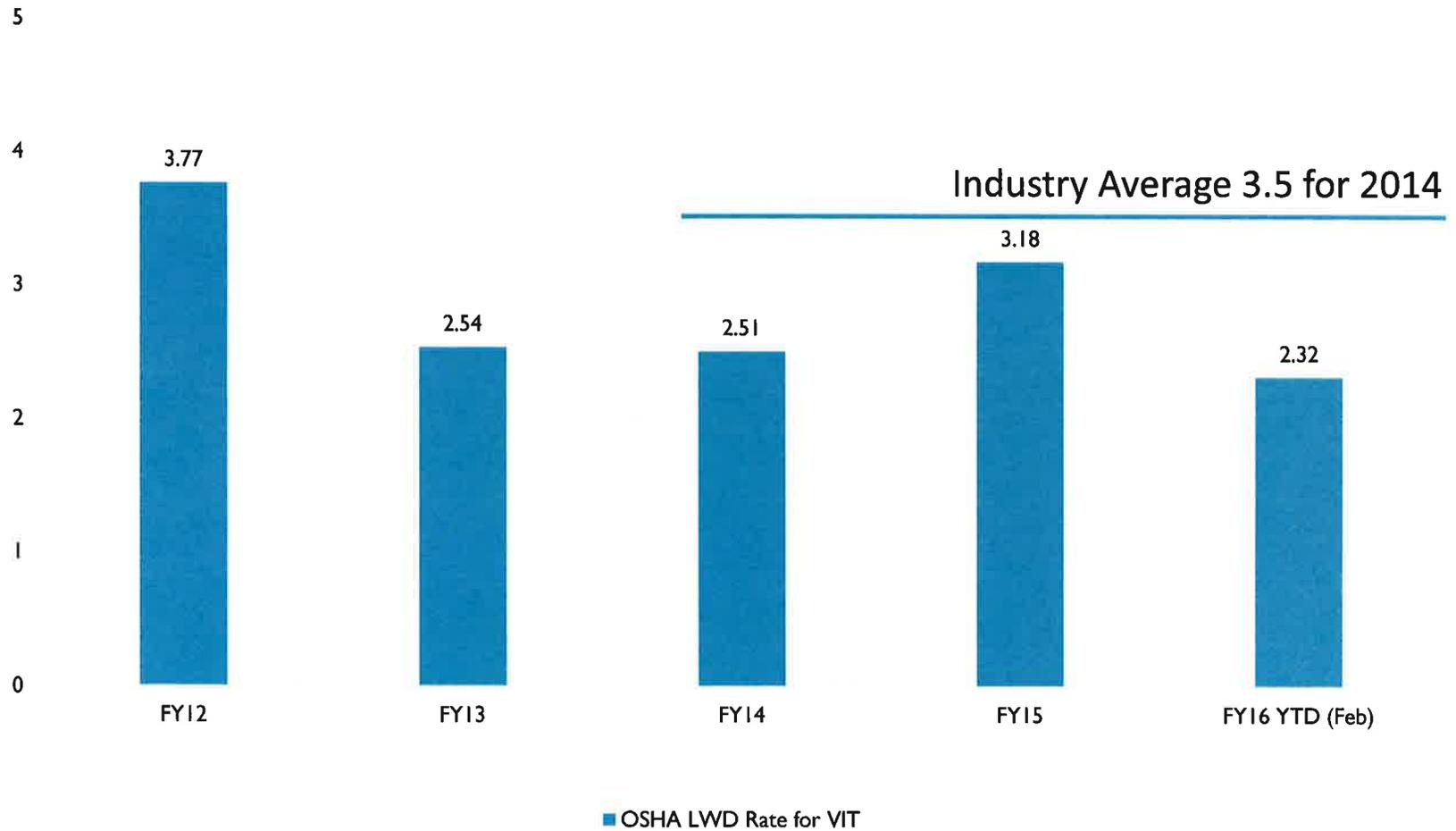


Virginia Port Authority Board of Commissioners, Session 371, March 22, 2016
Operations Report

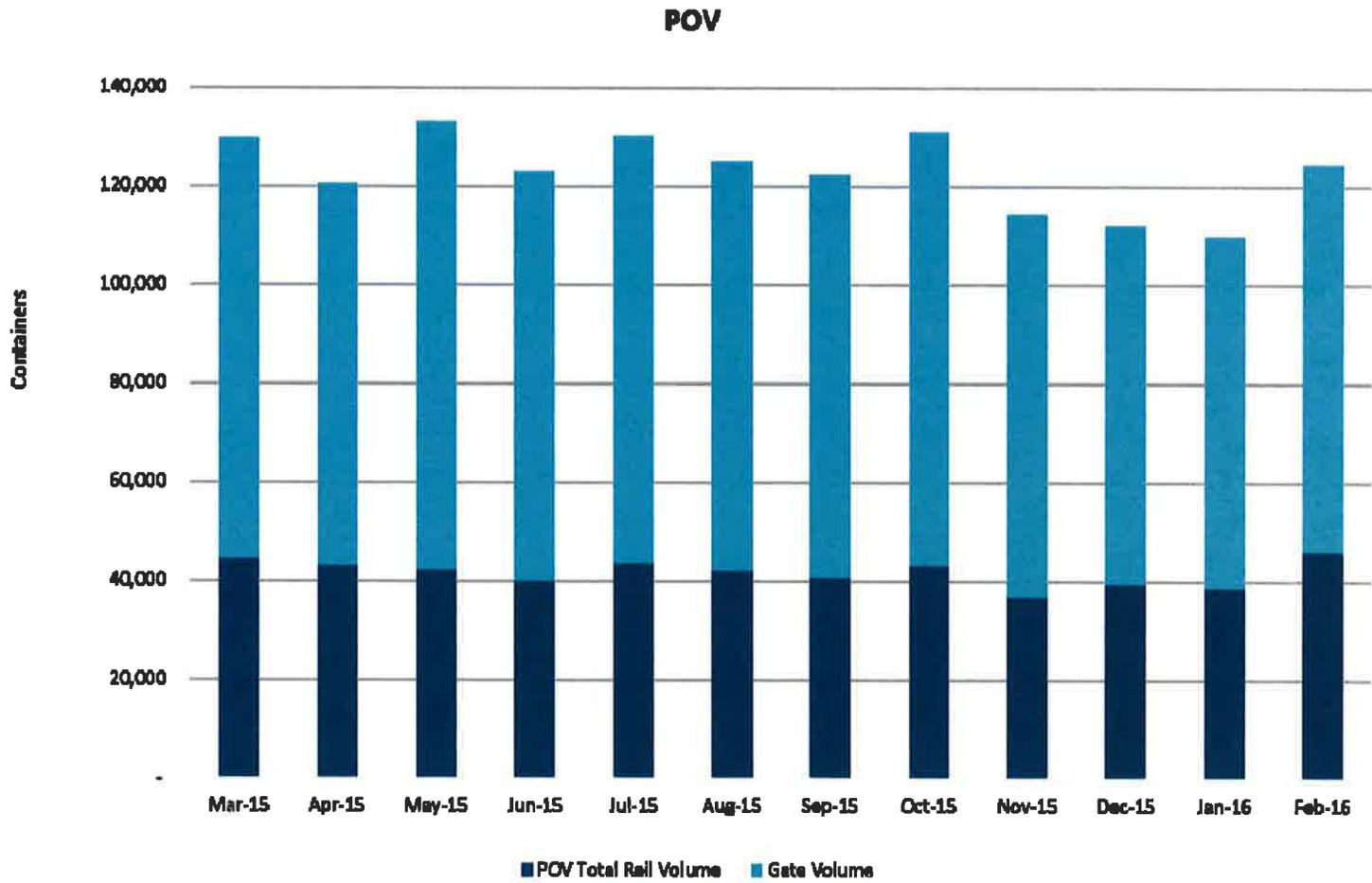
Shawn Tibbetts
Chief Operations Officer



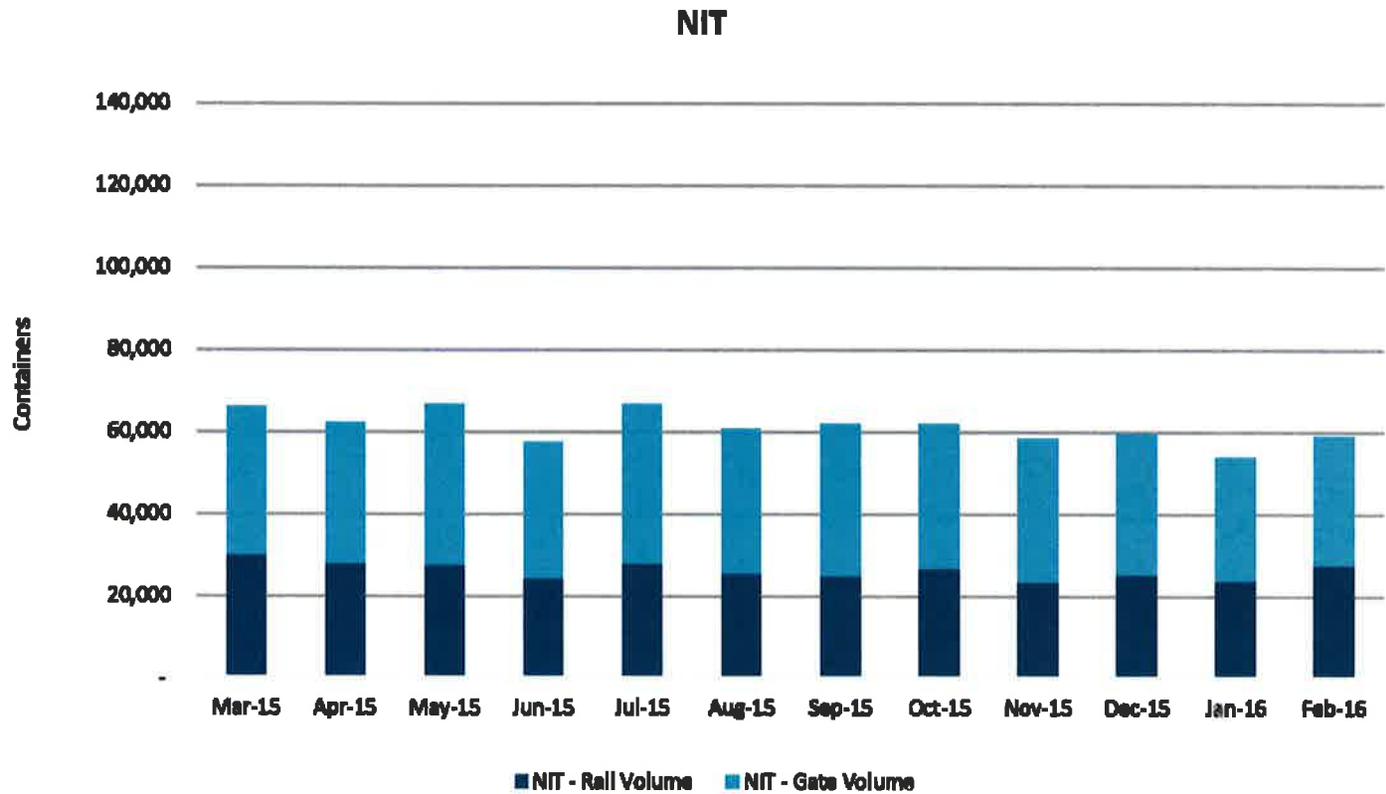
Safety Report



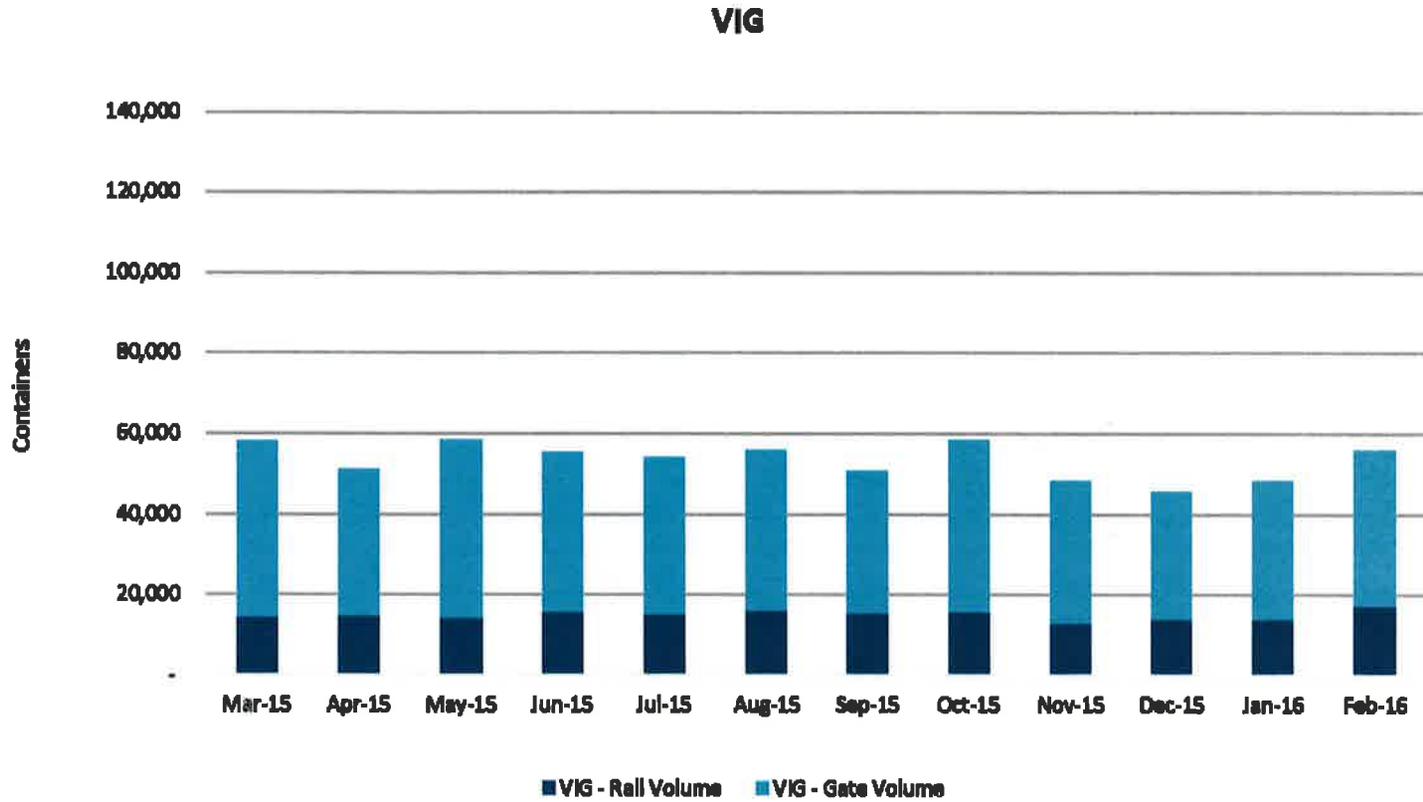
POV Rail vs. Gate/Barge Volume



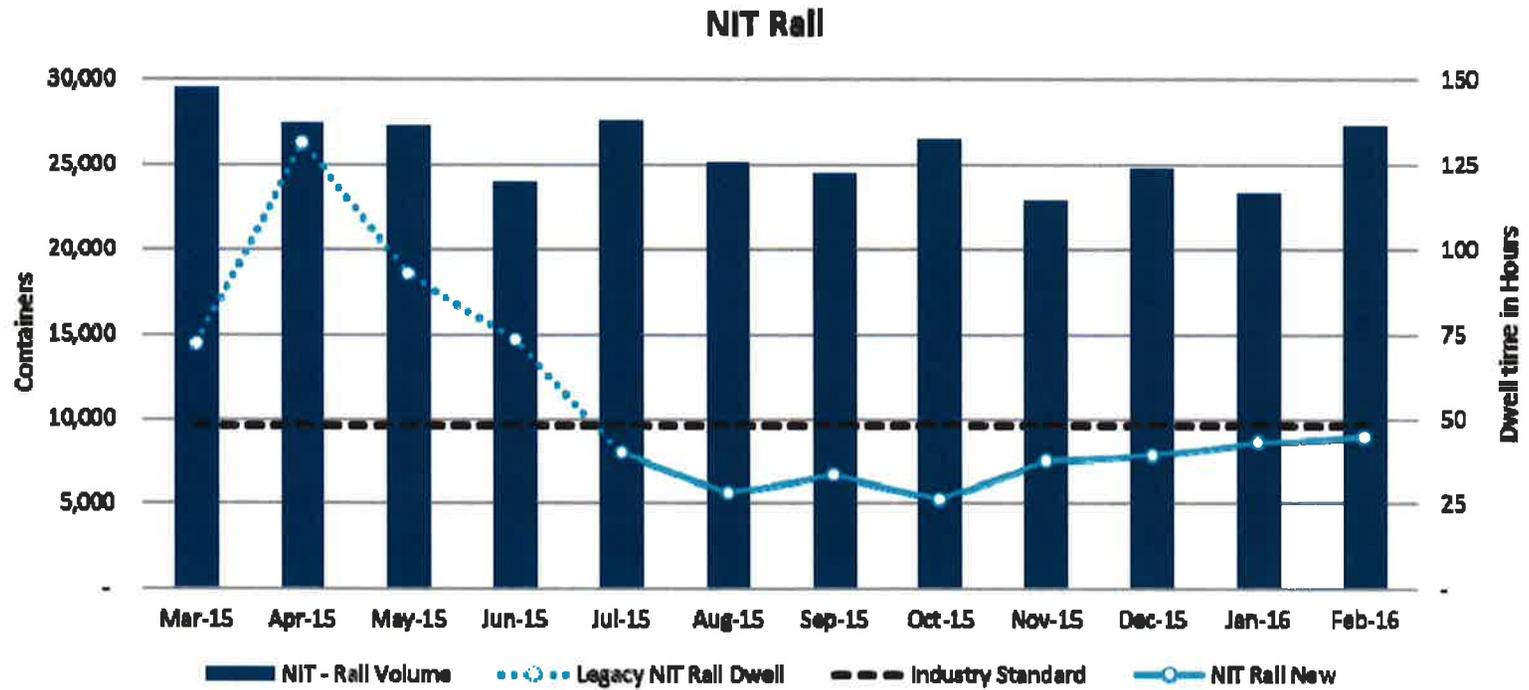
NIT Rail vs. Gate/Barge Volume



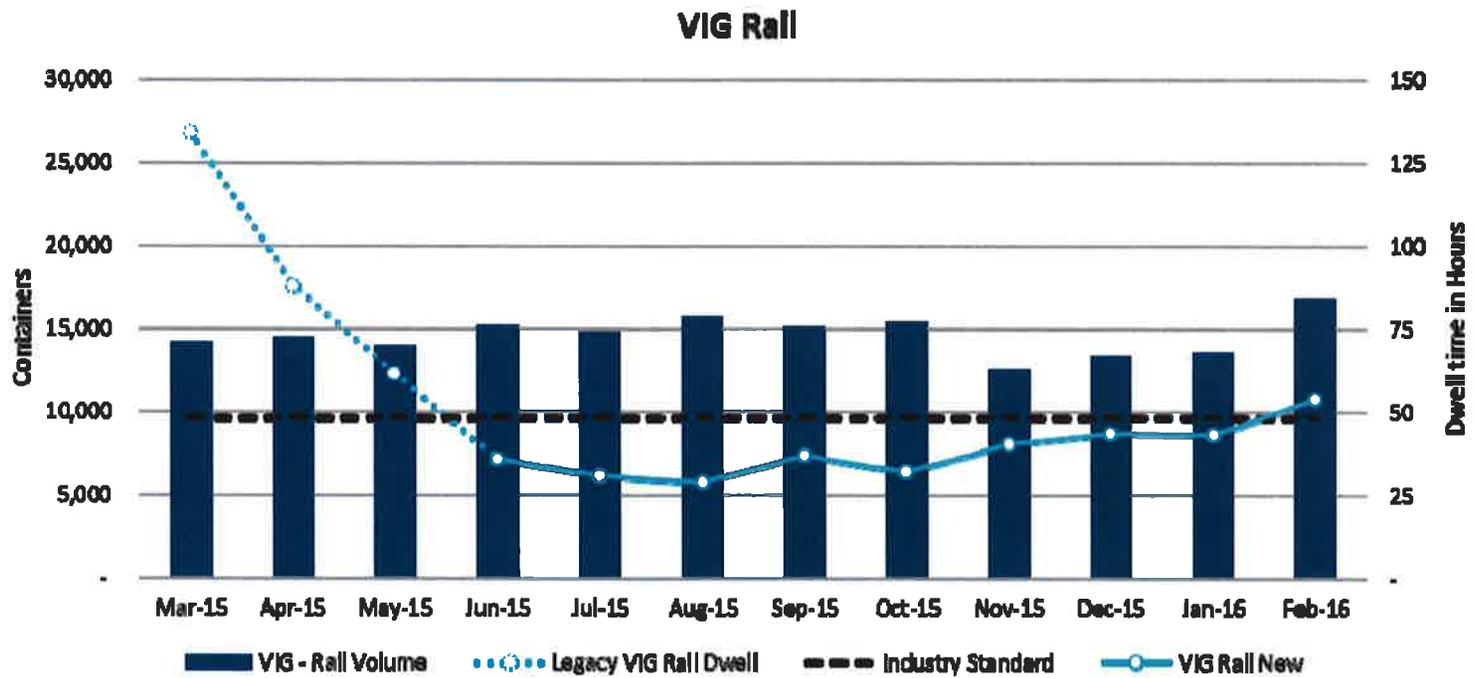
VIG Rail vs. Gate/Barge Volume



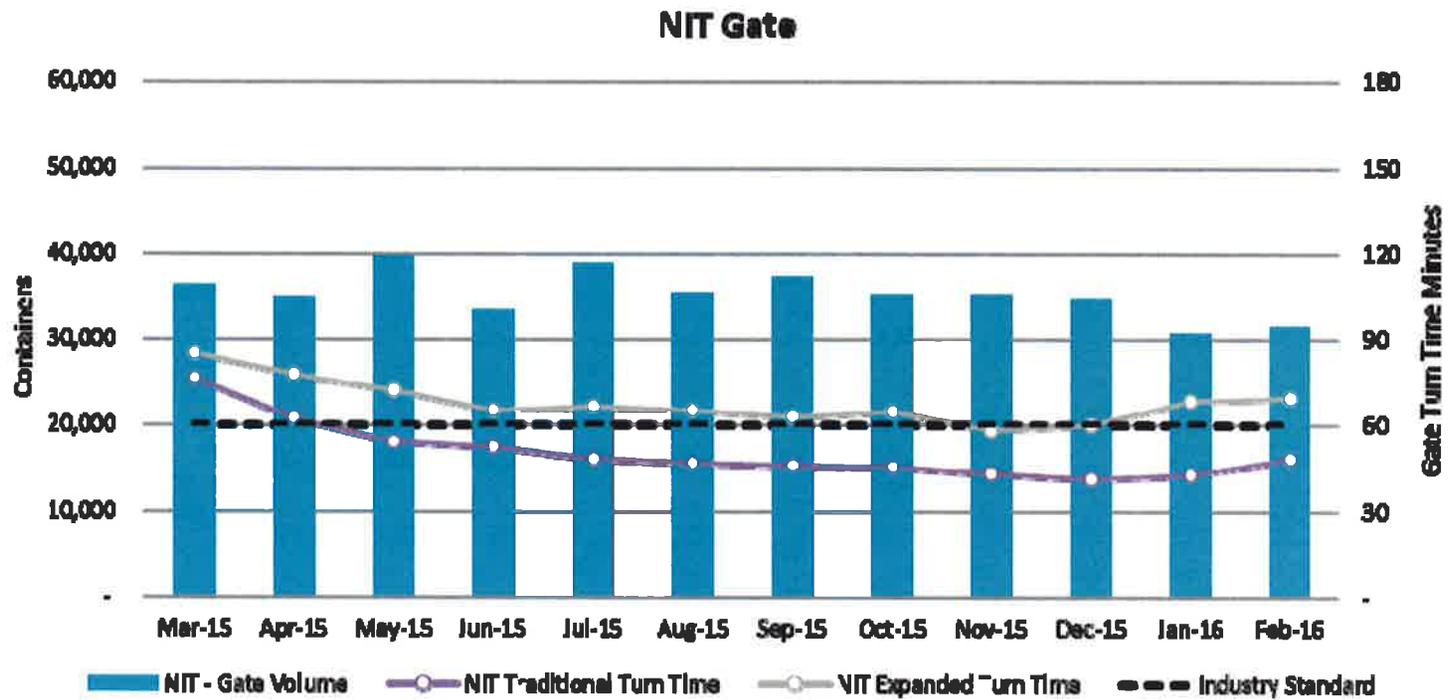
NIT Rail Volume



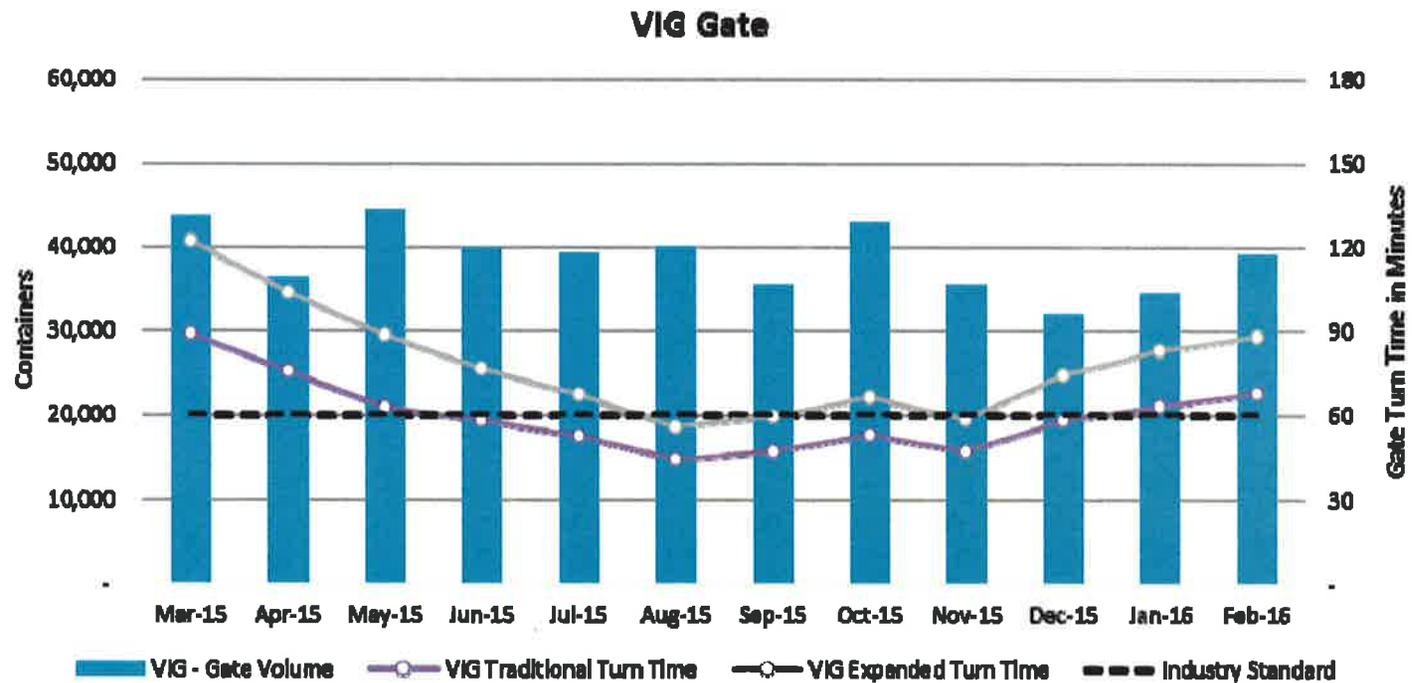
VIG Rail Volume



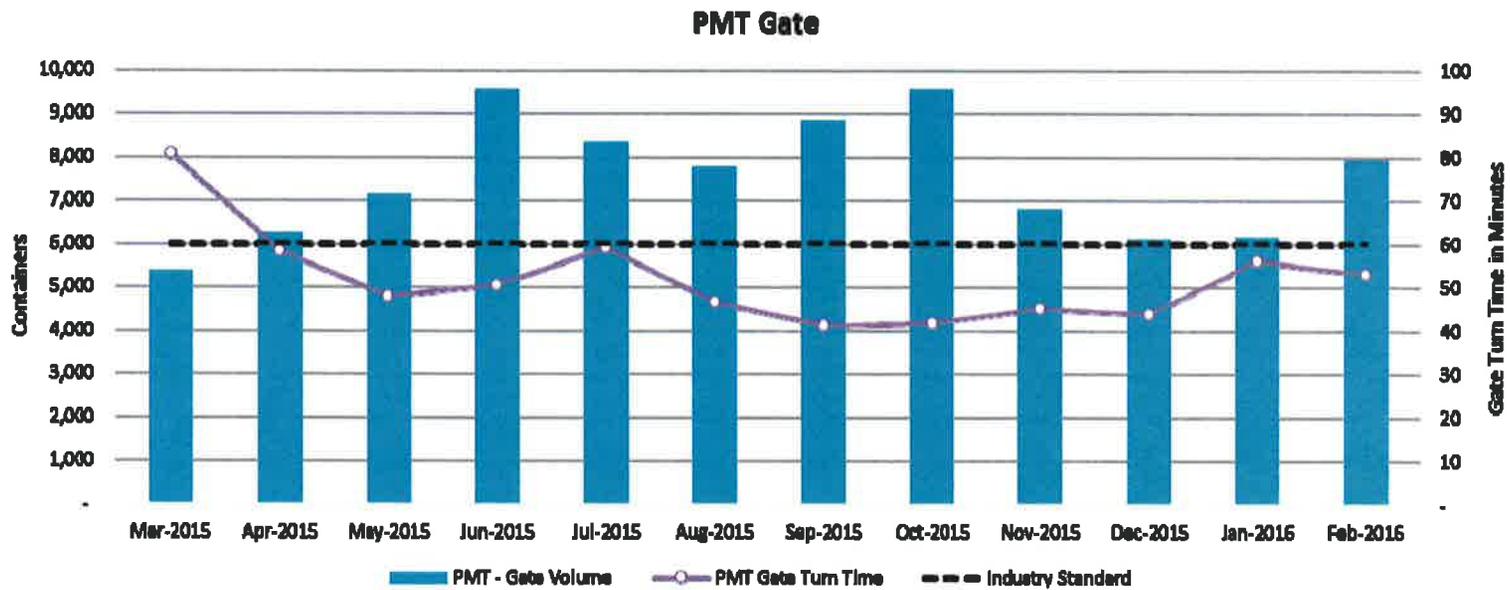
NIT Gate Turn Times



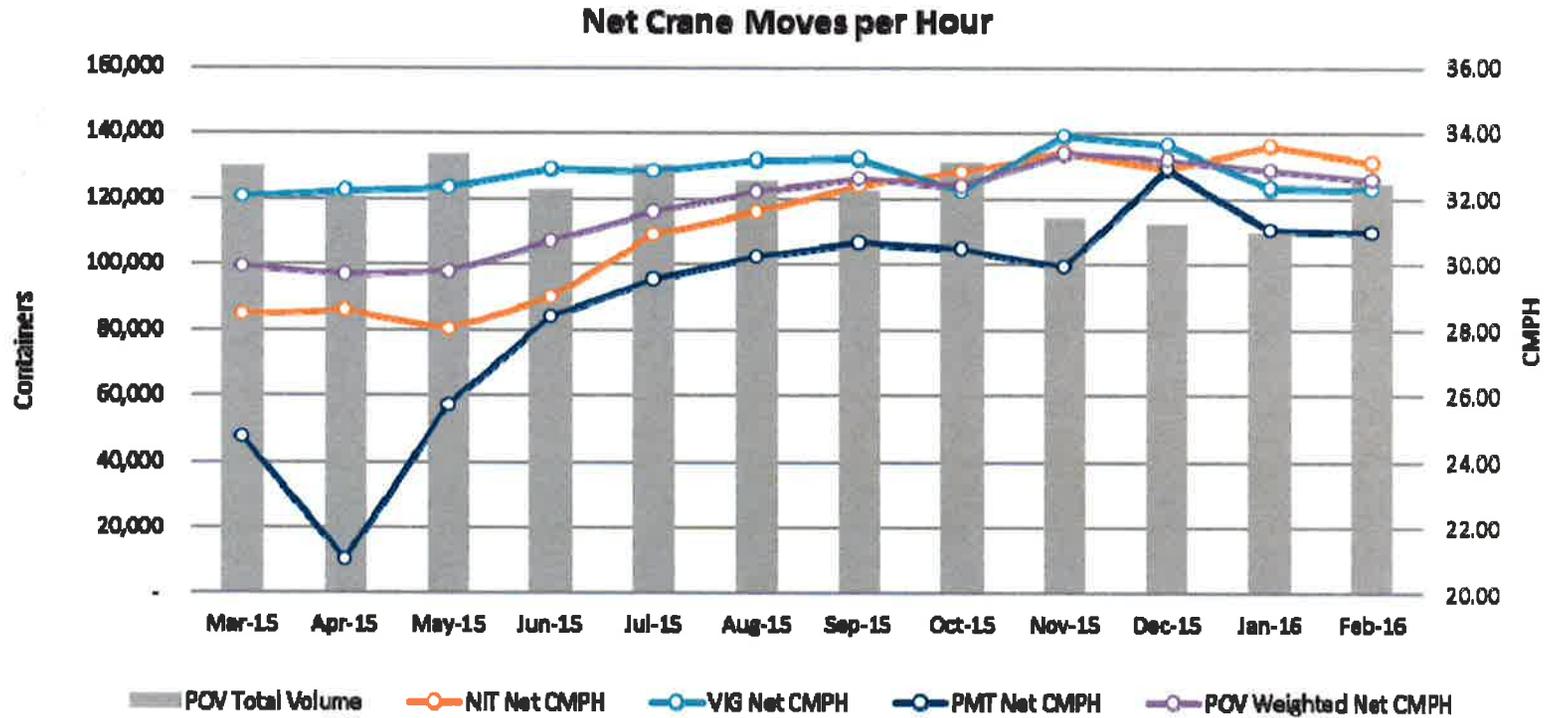
VIG Gate Turn Times



PMT Gate Turn Times



Net Crane Moves per Hour



Virginia Port Authority Board of Commissioners, Session 371, March 22, 2016 Sales Report

Thomas Capozzi
Chief Sales Officer



PORT OF VIRGINIA VOLUMES FY2016

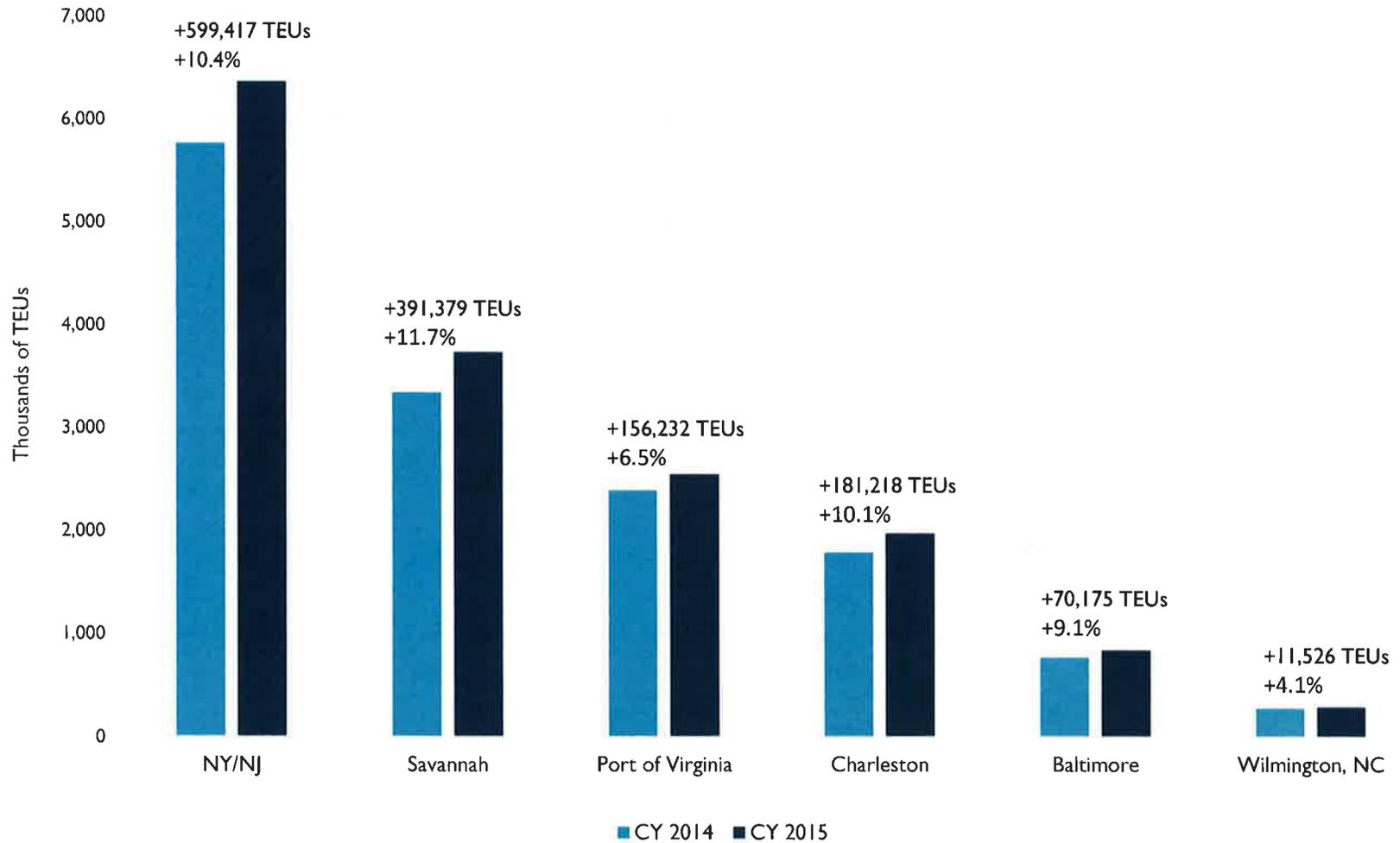
Fiscal Year-to-Date: July - February				
	FY15: Jul-Feb	FY16: Jul-Feb	Change	% Change
Total TEUs	1,626,484	1,709,125	82,641	5.1%
Export TEUs	879,586	935,673	56,087	6.4%
Import TEUs	746,898	773,452	26,554	3.6%
Total Containers	935,890	969,712	33,822	3.6%
General Cargo Tonnage	12,543,605	12,931,397	387,792	3.1%
Container Tonnage	12,355,976	12,757,866	401,890	3.3%
Breakbulk Tonnage	187,629	173,531	(14,098)	-7.5%
Total Rail Containers	296,637	329,270	32,633	11.0%
VIP Containers	24,095	26,888	2,793	11.6%
Total Barge Containers	39,111	29,490	(9,621)	-24.6%
RMT Containers	9,003	10,381	1,378	15.3%
Total Truck Containers	600,142	610,952	10,810	1.8%
Ship Calls	1,323	1,348	25	1.9%
Vehicle Units	16,093	26,677	10,584	65.8%

PORT OF VIRGINIA VOLUMES CY2016

Calendar Year-to-Date: January - February				
	CY15: Jan-Feb	CY16: Jan-Feb	Change	% Change
Total TEUs	370,101	413,571	43,470	11.7%
Export TEUs	199,871	220,231	20,361	10.2%
Import TEUs	170,230	193,339	23,109	13.6%
Total Containers	212,506	234,225	21,719	10.2%
General Cargo Tonnage	3,101,664	3,239,126	137,462	4.4%
Container Tonnage	3,053,880	3,207,554	153,674	5.0%
Breakbulk Tonnage	47,784	31,572	(16,212)	-33.9%
Total Rail Containers	69,823	84,273	14,450	20.7%
VIP Containers	5,051	6,650	1,599	31.7%
Total Barge Containers	7,635	5,914	(1,721)	-22.5%
RMT Containers	1,679	2,411	732	43.6%
Total Truck Containers	135,048	144,038	8,990	6.7%
Ship Calls	307	324	17	5.5%
Vehicle Units	7,199	5,103	(2,096)	-29.1%

East Coast Growth

Select USEC Ports TEU Volumes CY 2014-2015



MSC Signs New Contract



MEDITERRANEAN SHIPPING COMPANY

TransPacific Maritime Conference



16TH
TPM
ANNUAL CONFERENCE

- Exhibitor Booth
- Customer Events

Virginia Port Authority Board of Commissioners, Session 371, March 22, 2016
Human Resources Report

Jim Bibbs
Chief Human Resources Officer



STEWARDSHIP RECOGNITION PROGRAM



- Officially launched in November
- Identified during our colleague engagement survey
- An easy way to recognize colleagues for living the values
- Online, points-based system enabling colleagues to redeem points for merchandise
- Helps each of us recognize how living our values makes us a safer, stronger and successful port

WELLNESS PROGRAM

- Provides monetary incentive for employees to achieve and maintain a healthy lifestyle
- Incentives are earned by completing an annual physical exam, online health assessment, or 36 hours of approved wellness activity

2015 Summation:

- A total of \$166,750 was paid to POV colleagues for wellness rewards
- Total of 249 employees and 113 spouses participated in the program



Get Fit. Earn Gifts.

SUMMER INTERNSHIP PROGRAM



- Over 125 Applications to 16 different internship opportunities
- Interviews will be held from March 7th through March 18th
- Internship will run from Wednesday, June 1st through Friday, July 29th (8.5 weeks)
- Intern's Presentation Fair will be held on Thursday, July 28th

CDL TRAINING

- CDL Program launched February 22nd in partnership with Tidewater Community College
- Six new CDL licenses were issued to VIT employees
- Will improve efficiency by enabling VIT to move their own equipment and will cut outside vendor costs



Virginia Port Authority Board of Commissioners, Session 371, March 22, 2016 Public Affairs Report

Cathie J. France
Chief Public Affairs Officer



General Assembly



Federal Activities



State of the Port Series

**RICHMOND REGION
STATE OF THE
PORT LUNCHEON**

THE PORT OF VIRGINIA

CHAMBER

Hosted by
The Greater Richmond Chamber

Featuring
JOHN F. REINHART
CEO AND EXECUTIVE DIRECTOR
THE PORT OF VIRGINIA

March 23, 2016
The Greater Richmond Chamber
919 E. Main Street,
Suite 1700
Richmond, VA 23219

RSVP by March 18th

THE PORT OF VIRGINIA

Hosted by
The Port of Virginia

Featuring
JOHN F. REINHART
CEO AND EXECUTIVE DIRECTOR
THE PORT OF VIRGINIA

March 24, 2016 • 8:00 am
Warren County Government Center
220 North Commerce Avenue,
Suite 100
Front Royal, VA 22630

Click here to RSVP by March 18th

**VIRGINIA INLAND PORT REGION
STATE OF THE PORT BREAKFAST**



Stewards of Tomorrow

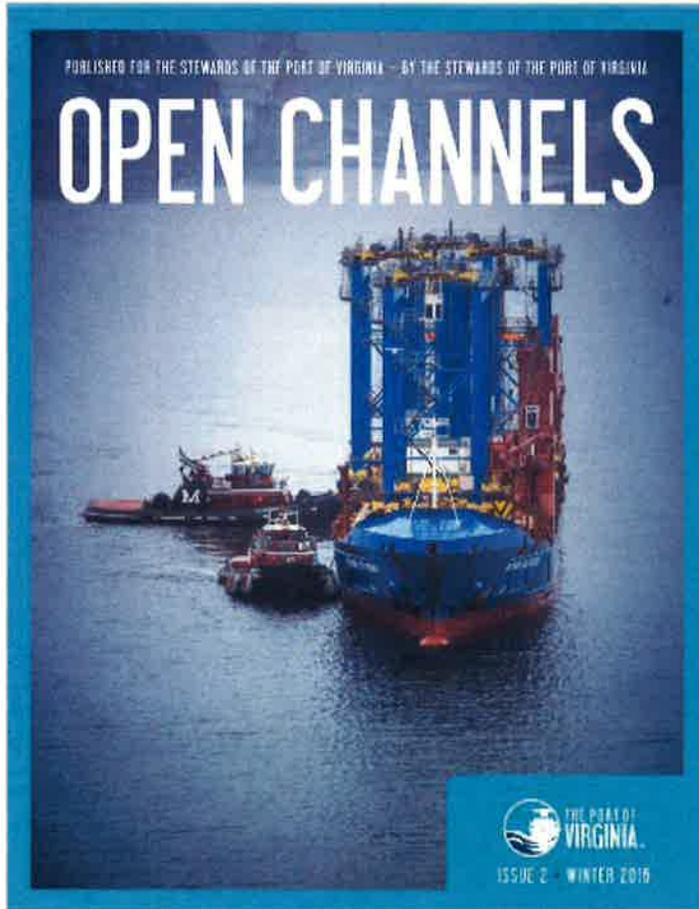
ECONOMIC DEVELOPMENT ANNOUNCEMENTS



February-March 2016 Announcements

- Announcements: 11
- Square Footage: Over 500,000
- Investment: Over \$250 million
- Jobs Created: 1379

INTERNAL & PARTNER COMMUNICATIONS



DO YOU NEED AN
OPS ALERT?

(757) 750-3255

24/7 OPS HOTLINE



BRANDING AND MESSAGING



MIRT & EMERGENCY OPERATIONS

- Participated in recovery of Buoy 11
- Coordinated Medivac of cardiac patient from Cruise Ship Anthem of the Seas
- Supported death investigation aboard the Maersk Iowa



MIRT & EMERGENCY OPERATIONS



- POV Cyber Crucible 16 TTX
 - Feb 9, 2016
 - Exceeded Objectives
 - Great Team Building
- Participated on Cyber TTX Panel in Washington DC
 - Review outcomes of the POV TTX
- 10th Annual SAR Forum
 - 31 agencies
 - 110 participants
 - FEMA Visit

Virginia Port Authority Board of Commissioners, Session 371, March 21, 2016
Growth and Operations Committee

Joseph P. Ruddy
Chief Innovation Officer





INFORMATION TECHNOLOGY

- SOLAS (Safety of Life at Sea) gross verified weight update
- Cyber Security update

Verified Gross Mass

- Effective Date – July 1, 2016
- Safety is the priority
- The Port of Virginia will be compliant
- Containers that do not have a VGM will not be loaded to a vessel

How to meet the container weight mandate

As a shipper, what are your options?

METHOD 1

Take a loaded container over a **weighbridge**, subtract the weight of the truck, chassis, and fuel to get the weight of the packed container.



$$\begin{array}{r} \text{TOTAL WEIGHT} \\ - \text{TRUCK, FUEL, etc.} \\ \hline \text{LOADED WEIGHT} \end{array}$$

⚠ Scales must be certified and calibrated in line with the national standards of the country where the weighing occurred and Method 2 is subject to national certification and approval.

METHOD 2

Weigh each item - including its packaging, palleting, dunnage and other packing and securing materials - going into the box.

Add that sum to the weight of the container to find the weight of the packed container.



$$\begin{array}{r} \text{GOODS} \\ + \text{PACKING, etc.} \\ + \text{CONTAINER} \\ \hline \text{LOADED WEIGHT} \end{array}$$

What are you required to do?

Provide a document, paper or electronic, signed by the shipper to the shipping line and terminal declaring that the **shipper verified** the weight and that it was weighed properly.

⚠ The SOLAS amendment will be enforced by the coast guard or other agency responsible for SOLAS regulations in a given country and punishments for violations will vary by country.

What happens in the case of noncompliance?

There are all kind of possibilities for what could happen to the box that failed to provide the certified weight document but none are settled.

Terminals may choose to hold a container or send it back, but whatever happens, the ship will leave and the container will not.



NIT NORTH GATE/OPTIMIZATION



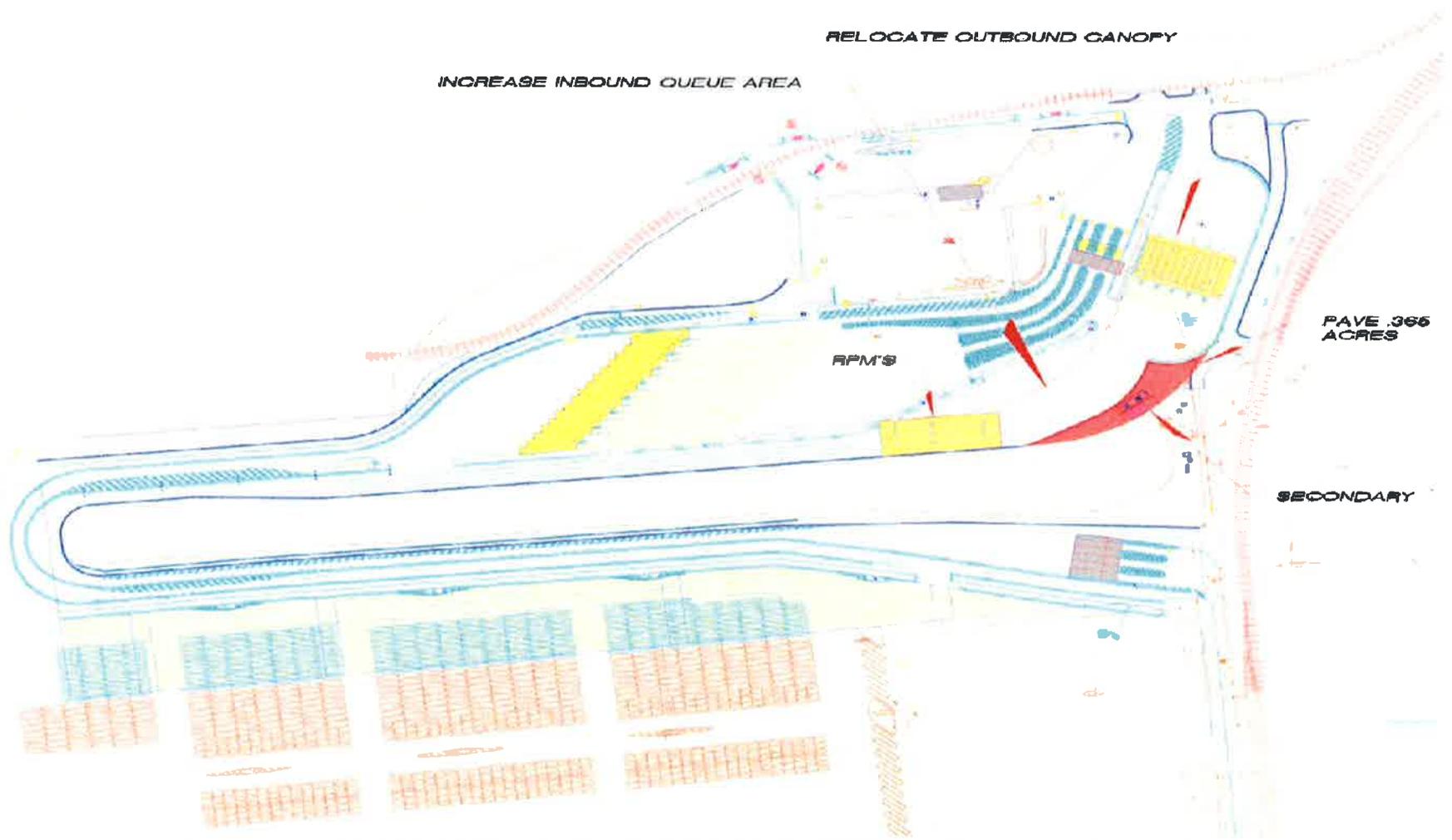
NIT NORTH GATE AERIAL – 2/18/16



NORTH GATE AERIAL – 2/18/2016



NIT NORTH GATE LAYOUT



Major Milestones

Major Milestones	Completion Date
Third Street Rail Portal	February 1, 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	April 30, 2017
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

NIT Optimization Project

North Gate & Yard Expansion



Hauling of Soil and
Arrival and Staging of Sheet Piling
March 4, 2016

Hauling of Surcharge pile
March 4, 2016



North Gate & Yard Expansion



Trench Drain Drop Repair in Yard Expansion Area
March 3, 2016

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



THE PORT OF
VIRGINIA

