BUILDING THE CAPACITY FOR GREATNESS

THE PORT OF VIRGINIA
2019 STATE OF THE PORT
WE ARE A CATALYST FOR COMMERCE

Attracting growth, fostering development, creating jobs

WE ARE CREATING THE CAPACITY FOR GREATNESS

Our investments on land and in the water are setting us up for success for generations to come

WE ARE DRIVING PRODUCTIVITY

We continue to find innovative ways to improve our customers’ experience and make The Port of Virginia a premier global gateway

Q & A
MANY PLAYERS – ONE GOAL

A safe, sustainable and successful Commonwealth economy.
SIX TERMINALS
UNLIMITED POTENTIAL
We have handled over 2 million TEUs during Fiscal Year 2019.

**Overall volume is up 2% over FYTD 2019**

**Vessel calls are down 7% over FYTD 2019**

Our Richmond Marine Terminal Barge service has moved more than 24,000 containers to date this year.
GROWTH AT THE GATES

FY 2016: 908,285 containers
FY 2017: 950,311 containers
FY 2018: 995,003 containers
FY 2019 (PROJECTED): 1,030,000 containers
Growth on the Barge

FY 2016: 16,347 containers
FY 2017: 22,500 containers
FY 2018: 27,626 containers
FY 2019 (Projected): 34,229 containers
FY 2020 (Budgeted): 41,230 containers

Containers:
15,000 20,000 25,000 30,000 35,000 40,000
GROWTH ON THE RAIL

<table>
<thead>
<tr>
<th>Year</th>
<th>Containers</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY 2016</td>
<td>511,096</td>
</tr>
<tr>
<td>FY 2017</td>
<td>568,894</td>
</tr>
<tr>
<td>FY 2018</td>
<td>559,307</td>
</tr>
<tr>
<td>FY 2019 (PROJECTED)</td>
<td>606,493</td>
</tr>
<tr>
<td>FY 2020 (BUDGETED)</td>
<td>628,330</td>
</tr>
</tbody>
</table>
USING THE PORT OF VIRGINIA TO MOVE YOUR CARGO BY RAIL?

THAT’S SMART.

SMART STACK
RAIL SERVICE BY THE PORT OF VIRGINIA
RECORD-SETTING VOLUMES

We are handling more than 400,000 TEUs more than we did in FY2015 – a 15% increase.

FY 2015: 2.54 million TEUs
FY 2016: 2.65 million TEUs
FY 2017: 2.76 million TEUs
FY 2018: 2.82 million TEUs
FY 2019 (PROJECTED): 2.97 million TEUs
FY 2020 (BUDGETED): 3.25 million TEUs
$88.4 BILLION IN SPENDING

79,000,000 TONS OF CARGO MOVED

530,800 JOBS IN VIRGINIA

10.1% OF VA GSP
PROTECTING THE COUNTRY STARTS IN VIRGINIA.

We are a strategic port for the US Military.

In 2018, the port began working closely with the U.S. Army Surface Deployment and Distribution Command (SDDC) to cement our status as one of the country’s 16 strategic ports for deploying military personnel and equipment around the world.
THE FASTEST MOVE IS THE ONE YOU DON’T HAVE TO MAKE.

We’re working with partners to place on-terminal transload facilities to increase their speed to market.
WE’RE STONE-COLD SERIOUS ABOUT REFRIGERATED CARGO.

Our recent completion of the USDA Cold-Treatment pilot program and the fact that we’re increasing our capacity for refrigerated cargo by 66% means we’re stone-cold serious about going after this growing market sector.
WE BELIEVE

quick, reliable access to goods leads to a stronger economy – and a better life – for our customers, communities, our commonwealth and our country.
More than 37 BUSINESSES announced they were locating or expanding their business in Virginia

2,300,000 SQUARE FEET built or under development

More than $920 MILLION invested across Virginia

More than 2,400 JOBS created across Virginia

Data as of 4.05.19
In the past four years:

- **More than 160** port-related businesses announcements
- **Nearly $4 billion** invested
- **More than 15,000** jobs created
PORTSMOUTH

230,000 sq ft new facility
$60 million investment
60 new jobs
140,000 sq ft expansion
35 new jobs
TARGET

$2.25 million invested
225 new jobs
$275,000,000 investment
140 new jobs
460,000 sq ft industrial complex
Near future CSX expansion
60 new jobs
Relocating East Coast distribution
461,700 sq ft
60 new jobs
$17.2 million expansion
73 new jobs
WINCHESTER

287,000 sq ft
Ready in August 2019
WINCHESTER

250,000 sq ft cold storage facility
$41,600,000 investment
88 new jobs
ABOUT

- OUR ENVIRONMENT
- OUR COMMUNITIES
- OUR PEOPLE
- OUR PORT

SUSTAINABILITY. ON A LARGER SCALE.

See our commitment firsthand at www.portofvirginia.com/sustainability
4.5 ACRES
OF OYSTER REEF CREATED

31,500 TRUCKS REMOVED FROM HIGHWAY BY BARGE

1 IN 3 PORT EMPLOYEES PARTICIPATED IN CONTINUING EDUCATION

5,000 LBS OF DEBRIS REMOVED FROM THE CHESAPEAKE BAY

46% MORE CAPACITY SAME NORFOLK INTERNATIONAL TERMINAL FOOTPRINT

1,000 LBS OF FOOD DONATED TO FOODBANKS

See our commitment firsthand at http://bit.ly/POVSustainability
We end one chapter of our infrastructure improvements and begin a new era of service.
VIRGINIA INTERNATIONAL GATEWAY

DOUBLING RAIL SERVICE
VIRGINIA INTERNATIONAL GATEWAY

DOUBLING STACK CAPACITY
VIRGINIA INTERNATIONAL GATEWAY

4 ADDITIONAL TRUCK GATES
TWO MORE CRANES FOR NIT!
A MINDFUL APPROACH
New Drop Lot
Bulkhead and Fender repair
Pavement Resurfacing

2nd barge in service
Daily sailings
12 bills of lading at RMT
In 2018, we received $15.5 million in federal grant dollars to **double rail capacity at our Virginia Inland Port**, add equipment, and build a **new highway bridge grade separation.**
The port received **65 acres of property** and will work with local representatives to promote the use of the land for economic development purposes.
2,500 new chassis added to the pool in 2018. New build chassis now constitute 30% of our overall fleet.

The port is adding 300 new chassis per month from July 2019 – June 2020.
TURNING THE TIDE: TRUCK RESERVATION SYSTEM IS DRIVING EFFICIENCY
TRS IMPACT ON TURN TIMES - NIT

- FY18 Week 50: Expand to 4 Hr Window
- FY19 Week 5: Expand to 6 Hr Window
- FY19 Week 29: Expand to 1200
- FY19 Week 35: Expand to 1300
## GATE PERFORMANCE COMPARISON – NIT

<table>
<thead>
<tr>
<th>NIT</th>
<th>Mandatory</th>
<th>Non-Mandatory</th>
</tr>
</thead>
<tbody>
<tr>
<td>Traditional Turn Time</td>
<td>38.75</td>
<td>40.94</td>
</tr>
<tr>
<td>Expanded Turn Time Time</td>
<td>43.97</td>
<td>52.34</td>
</tr>
<tr>
<td>Container Moves</td>
<td>24,849</td>
<td>11,409</td>
</tr>
<tr>
<td>% of Total</td>
<td>68.53%</td>
<td>31.47%</td>
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</table>

March 2019
TRS IMPACT ON TURN TIMES - VIG

FY18 Week 52: Mandatory Hours Start
FY19 Week 7: Mandatory 0200 - 0800
FY19 Week 16: Mandatory 0200 - 1000
FY19 Week 29: Mandatory 0300 - 1200
FY19 Week 35: Mandatory 0300 - 1300

Minutes

Fiscal Week

Mandatory Hr Turn Time
Non-Mandatory Hr Turn Time
Overall Traditional Turn Time
# GATE PERFORMANCE COMPARISON - VIG

<table>
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<tr>
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<th>Non-Mandatory</th>
</tr>
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<tbody>
<tr>
<td><strong>Traditional Turn Time</strong></td>
<td>32.18</td>
<td>41.50</td>
</tr>
<tr>
<td><strong>Expanded Turn Time</strong></td>
<td>37.79</td>
<td>52.61</td>
</tr>
<tr>
<td><strong>Container Moves</strong></td>
<td>27,452</td>
<td>10,914</td>
</tr>
<tr>
<td><strong>% of Total</strong></td>
<td>71.55%</td>
<td>28.45%</td>
</tr>
</tbody>
</table>

March 2019
POV TRUCK VISITS WITH TURN TIME OVER 2 HOURS
85% of all truck moves last month were done in 60 minutes or less.
SAFER
DEEPER
WIDER
2020
THE INDUSTRY IS COMING TO VIRGINIA IN OCTOBER

October 13-16, 2019
108th AAPA Convention
www.AAPAVirginia2019.com