#### September 2018 Financial Report

Rodney W. Oliver Chief Financial Officer





#### **AGENDA**

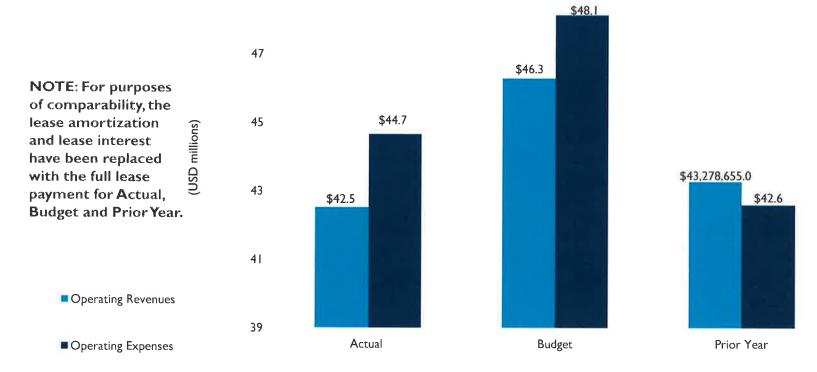
September Financial Results



#### **OPERATING REVENUES AND EXPENSES:**

For the Month Ended September 30, 2018

49

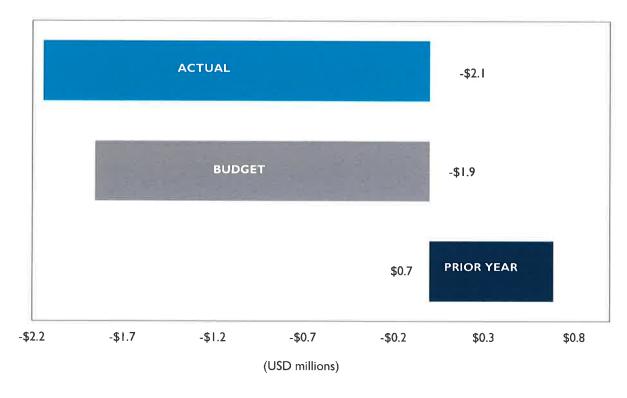




#### **OPERATING INCOME (LOSS):**

#### For the Month Ended September 30, 2018

NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.

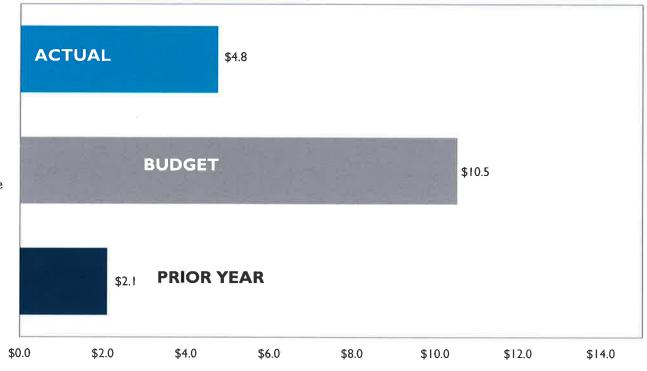




#### **CHANGE IN NET POSITION:**

#### For the Month Ended September 30, 2018

NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.



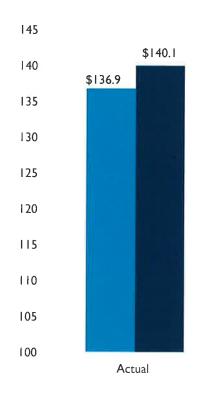


#### **OPERATING REVENUES AND EXPENSES:**

For the Three Months Ended September 30, 2018

NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.

Operating Expenses





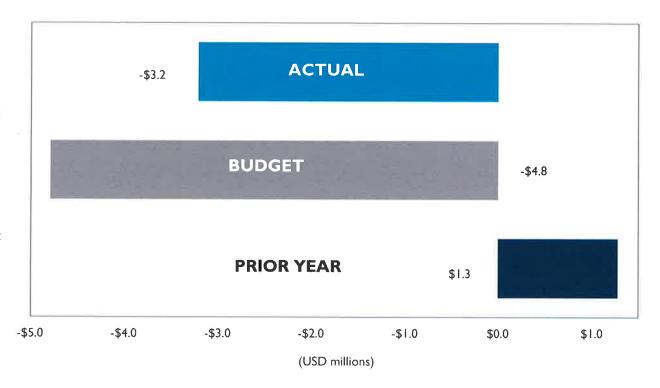




#### **OPERATING INCOME (LOSS):**

#### For the Three Months Ended September 30, 2018

NOTE: For purposes of comparability, the lease amortization and lease interest have been replaced with the full lease payment for Actual, Budget and Prior Year.

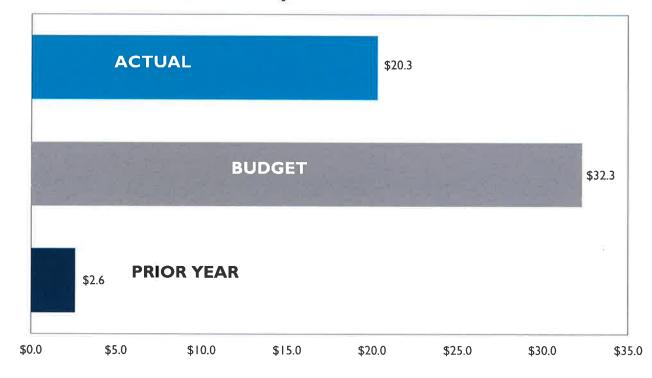




#### **CHANGE IN NET POSITION:**

#### For the Three Months Ended September 30, 2018

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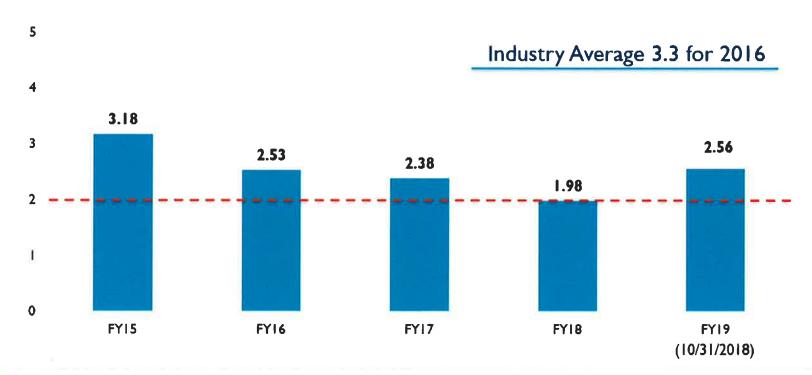






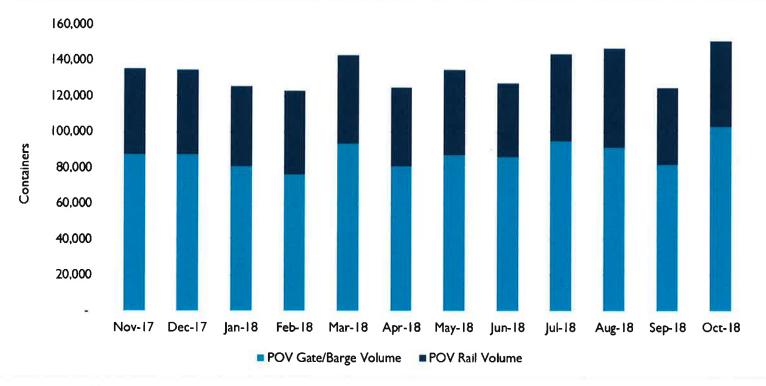


## POV OSHA LOST WORK DAY RATE



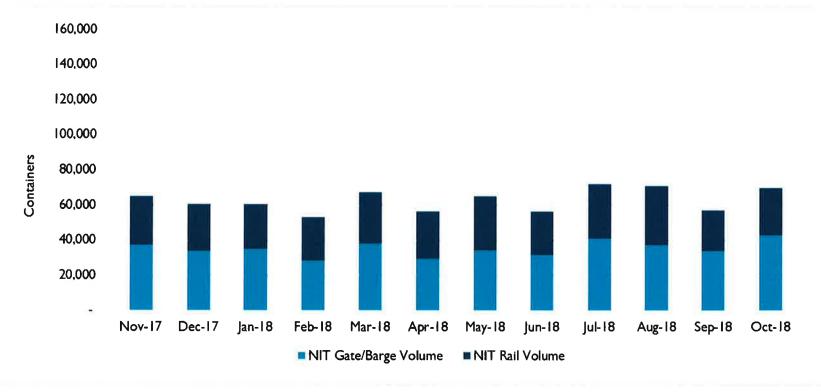


### POV RAIL VS GATE/BARGE VOLUME



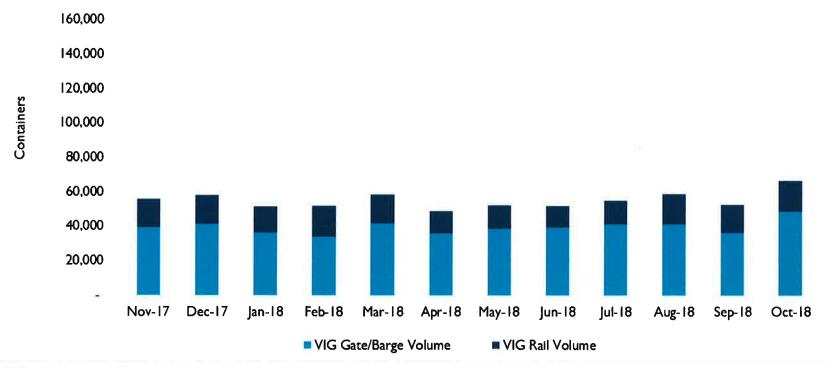


### **NIT RAIL VS GATE/BARGE VOLUME**



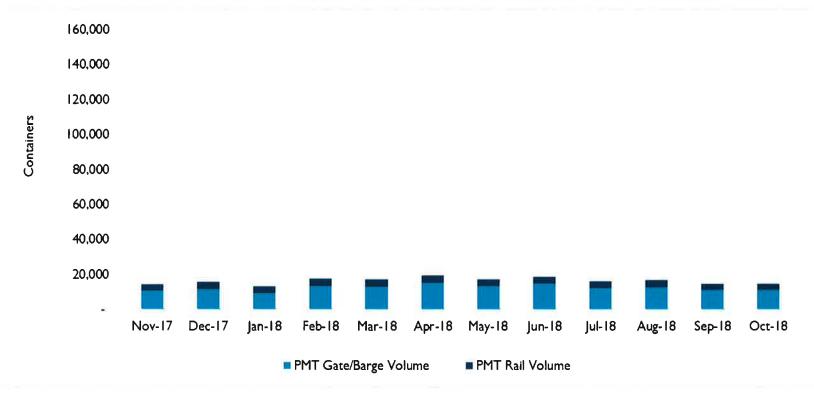


## **VIG RAIL VS GATE/BARGE VOLUME**



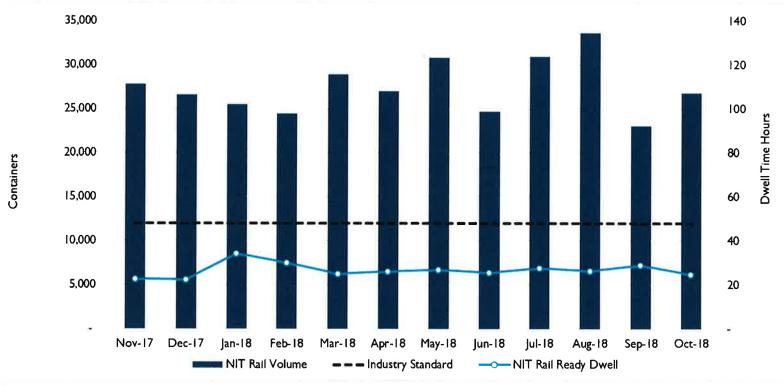


#### PMT RAIL VS GATE/BARGE VOLUME



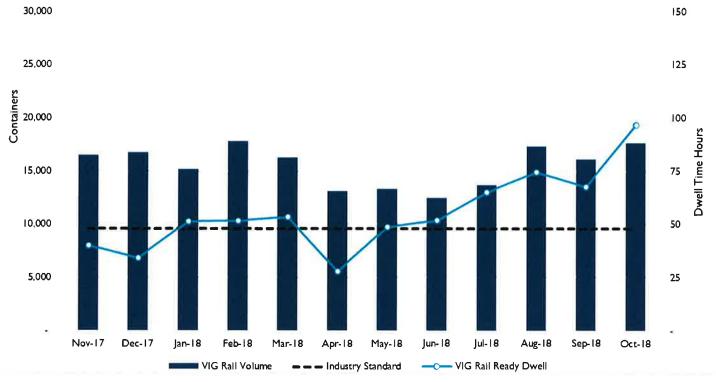


## **NIT RAIL VOLUME**



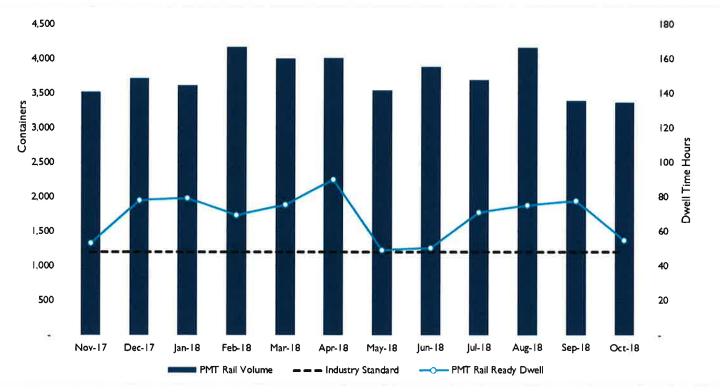


## **VIG RAIL VOLUME**



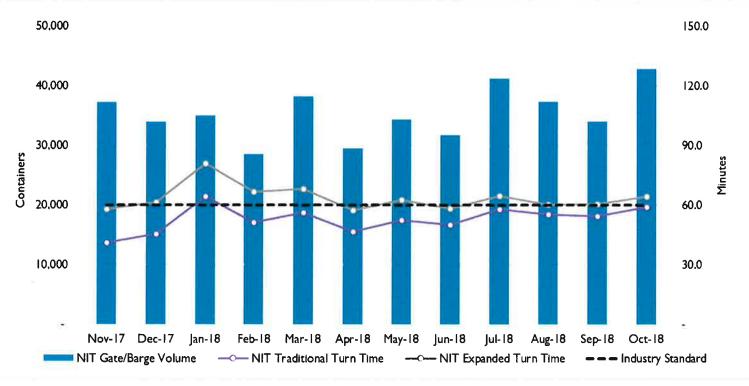


## **PMT RAIL VOLUME**



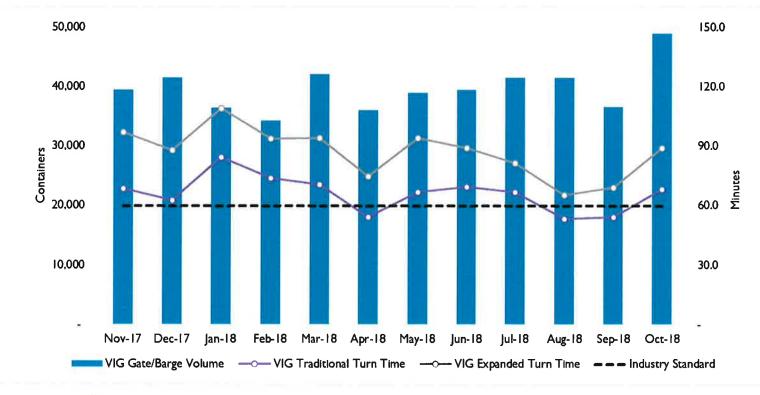


### **NIT GATE TURN TIMES**



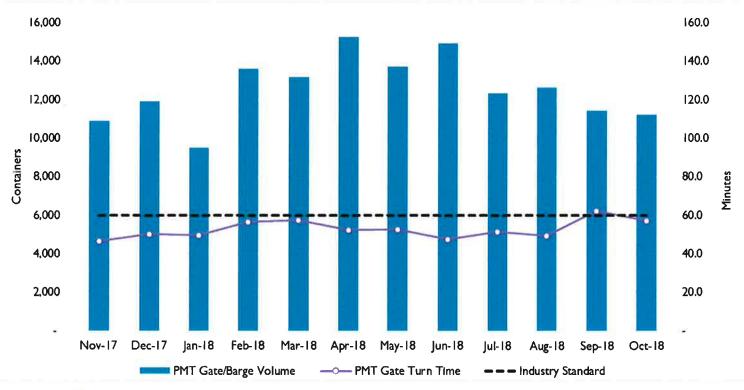


## **VIG GATE TURN TIMES**



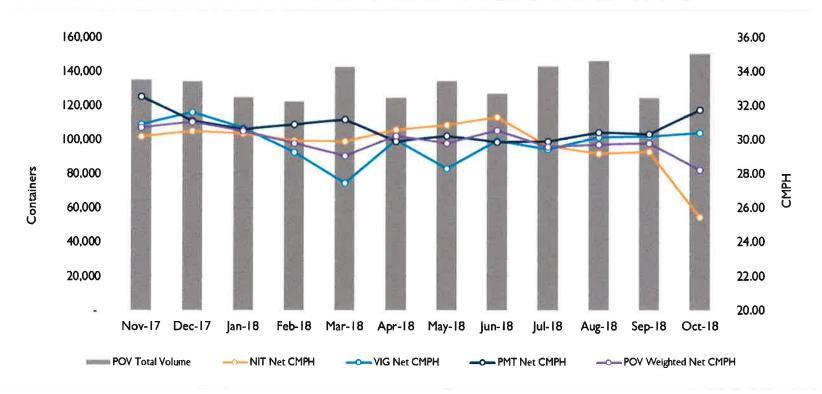


## **PMT GATE TURN TIMES**



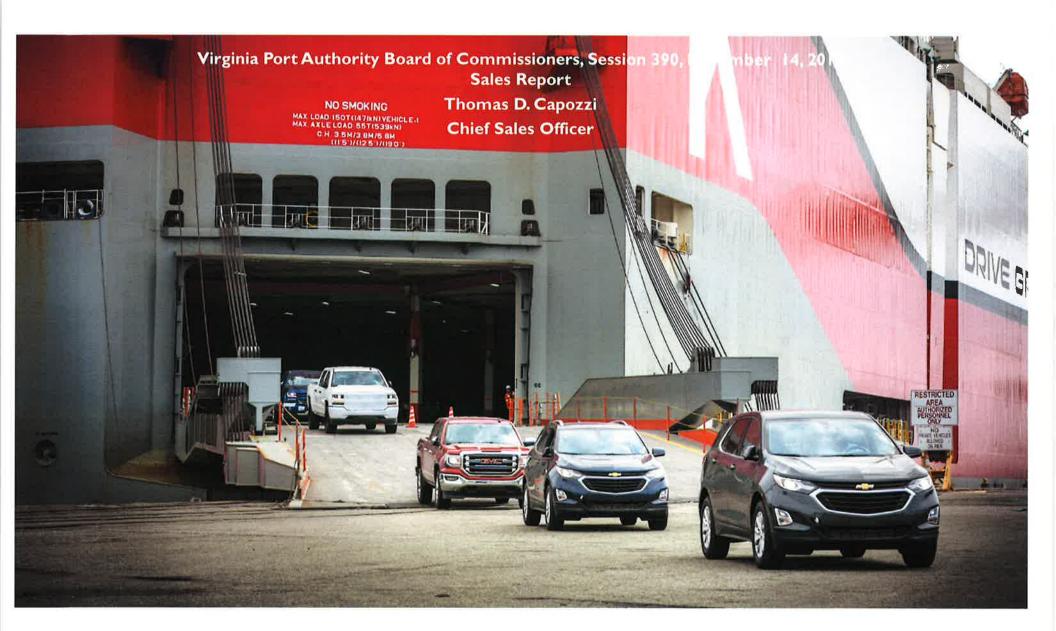


#### **NET CRANE MOVES PER HOUR**









## **POV VOLUMES - FYTD JULY-OCT 2018**

	FY 2018	FY 2019	Change %	6 Change
Total TEUs	978,140	1,003,392	25,253	2.6%
Export Loaded TEUs	315,677	315,530	(147)	0.0%
Export Empty TEUs	197,945	208,495	10,550	5.3%
Import Loaded TEUs	457,194	473,831	16,636	3.6%
Import Empty TEUs	7,324	5,537	(1,786)	-24.4%
Total Containers	555,567	565,924	10,357	1.9%
General Cargo Tonnage	7,199,099	7,316,135	117,036	1.6%
Container Tonnage	7,141,403	7,255,528	114,125	1.6%
Breakbulk Tonnage	57,696	60,607	2,911	5.0%
Total Rail Containers	191,611	193,945	2,334	1.2%
VIP Containers	12,597	14,679	2,082	16.5%
Total Barge Containers	16,763	18,487	1,724	10.3%
RMT Containers	7,853	11,716	3,863	49.2%
Total Truck Containers	347,193	353,492	6,299	1.8%
Ship Calls	589	561	(28)	-4.8%
Vehicle Units	10,715	7,381	(3,334)	-31.1%



# **COFFEE DAY**







## PORT INDUSTRY PARTICIPATION









CONTAINER TRADE EUROPE CONFERENCE



TPM ASIA CONFERENCE 泛太平洋海运亚洲大会



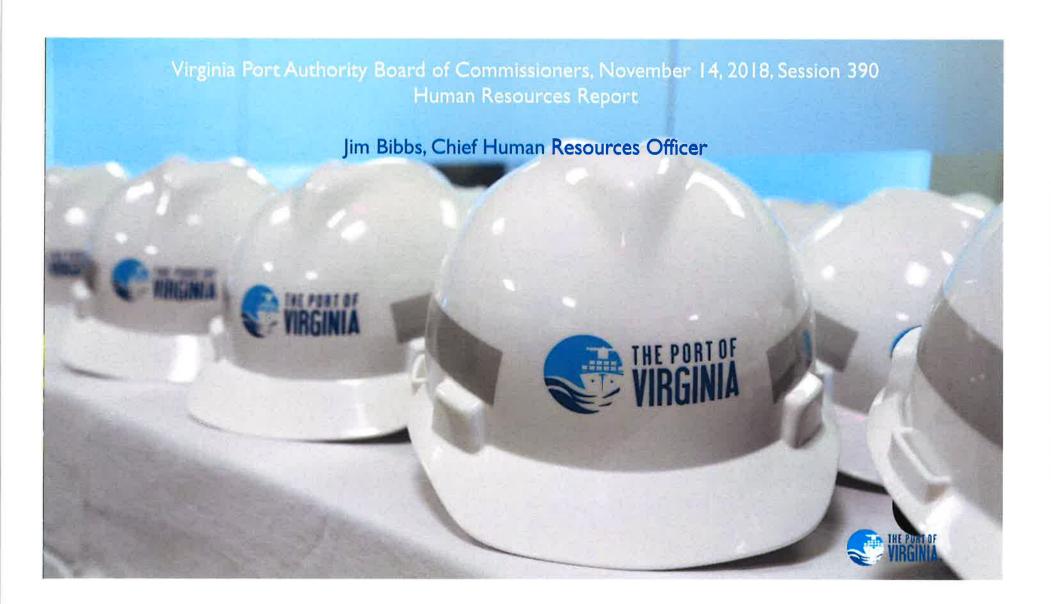
# ONE FOOD DRIVE IN RICHMOND

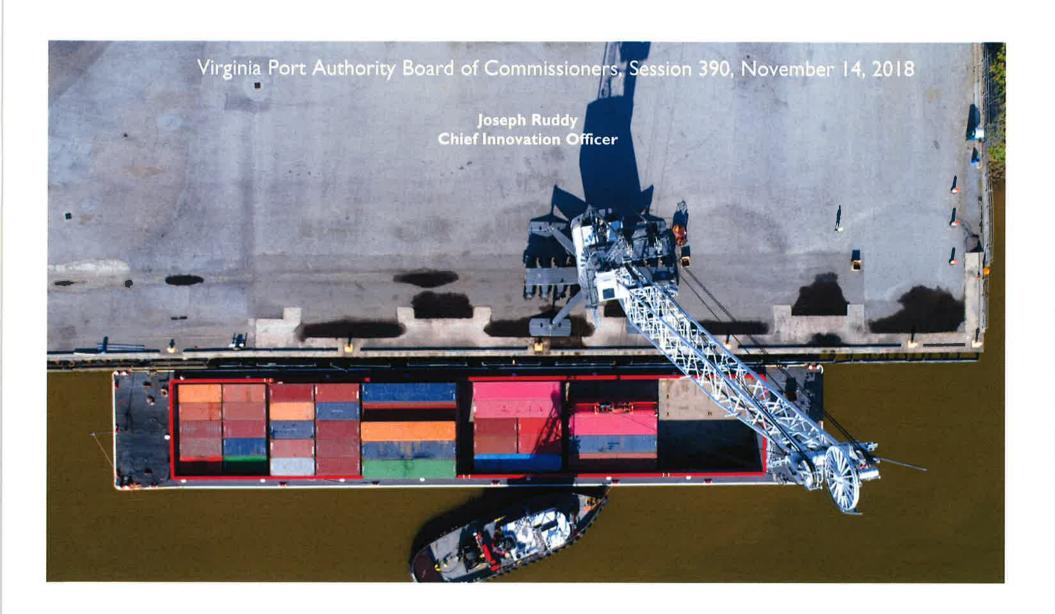












## **AGENDA**

- Marketing and Communications Update
- Projects Update



#### MINDFUL MESSAGING CONTINUES

We continue to "flatten the curve," earn positive coverage, and anchor our messaging with key audiences.

OVER \$3.5 MILLION IN AD EQUIVALENCY

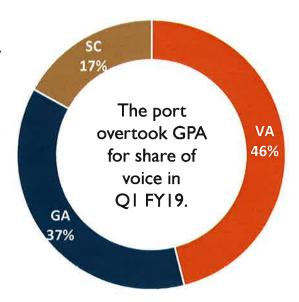
+300%

compared to FY18. Nearly double the mentions over FY18 as well.

100 MENTIONS/WEEK AVERAGE

+89%

compared to FY18.



#### **FOCUSED MESSAGING**

**5X** "capacity" mentioned over "congestion" 33 during Q1 FY19.

## INTERNATIONAL COVERAGE

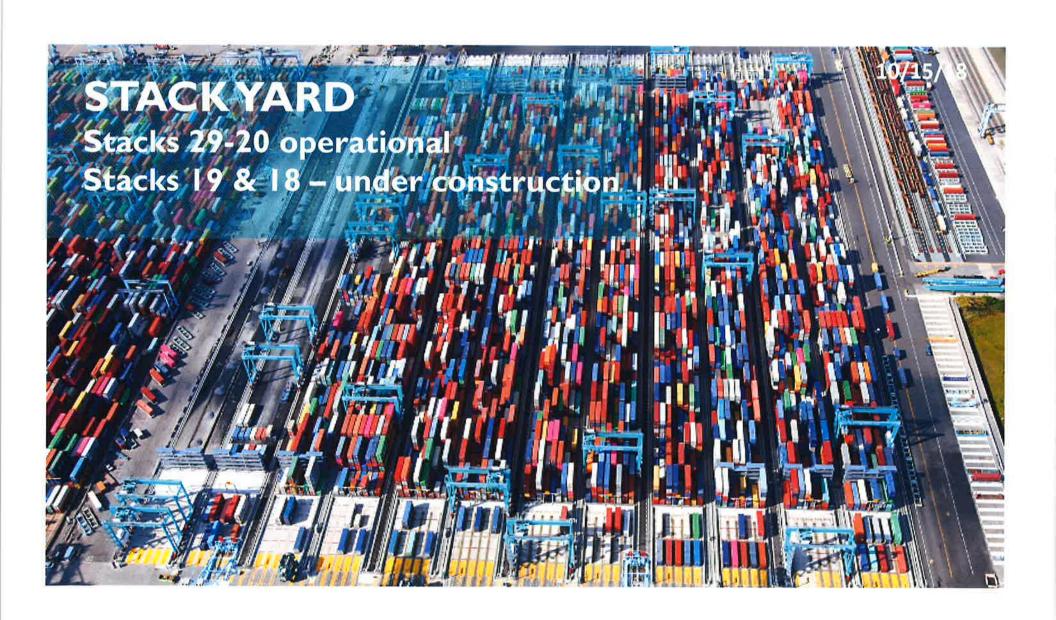
9 countries ran stories mentioning The Port of Virginia during Q1 FY19.



# PORT PROJECTS - UPDATE

PROJECT	BUDGET	SCHEDULE
VIG Phase II		
NIT PDS		
NIT Optimization		
Finance Projects (Billing + PSFT)		
Business Intelligence		
IT Business Continuity		

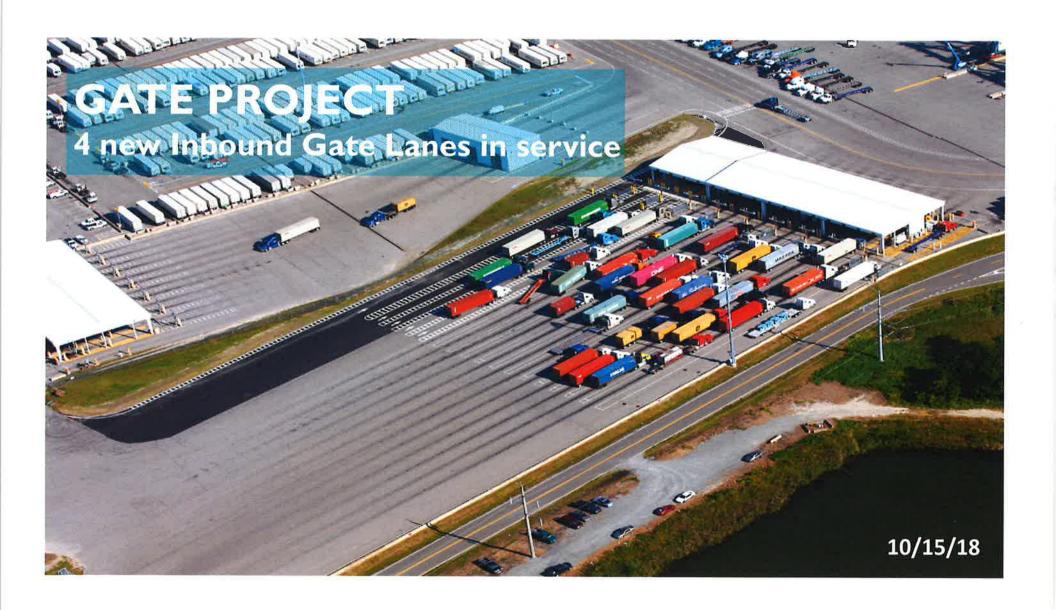




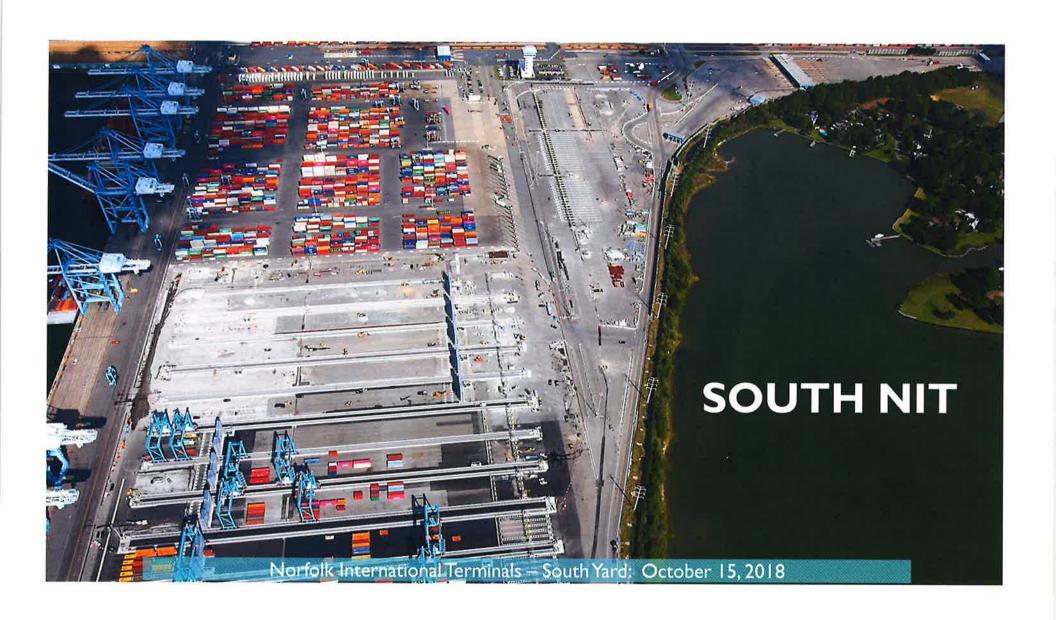


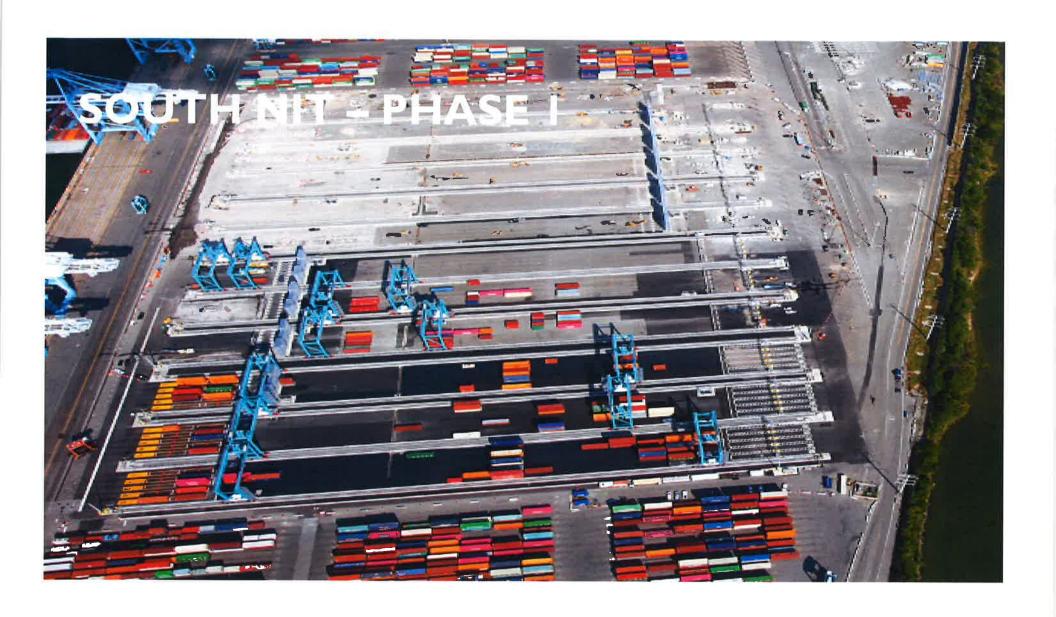


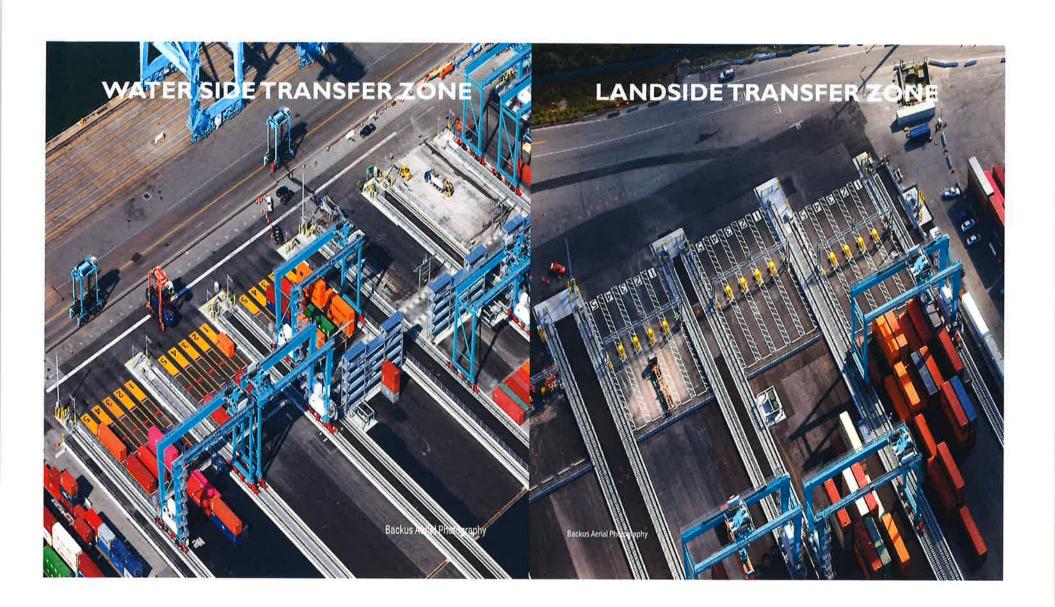


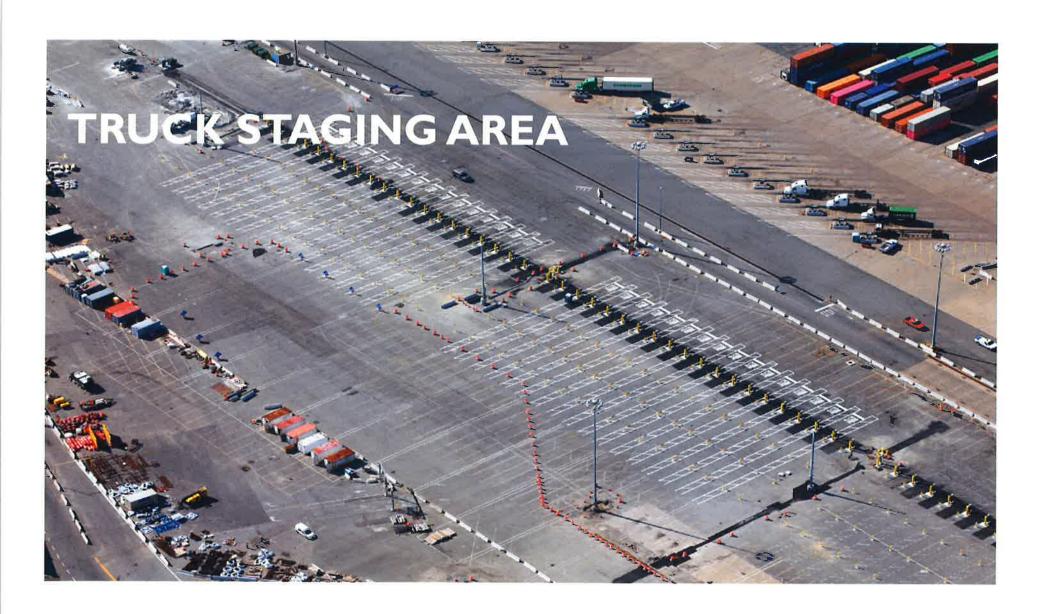


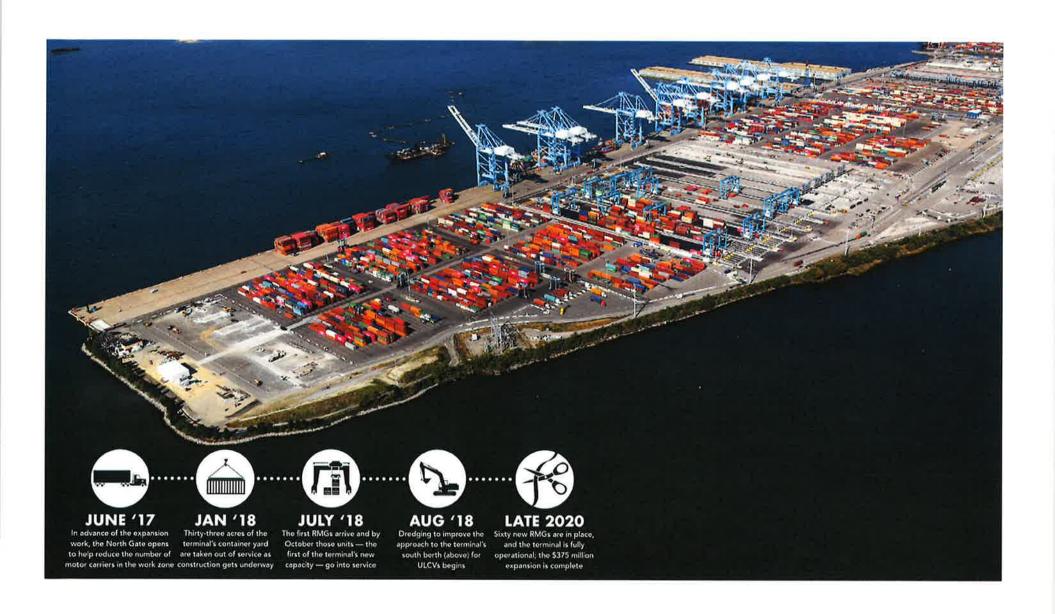


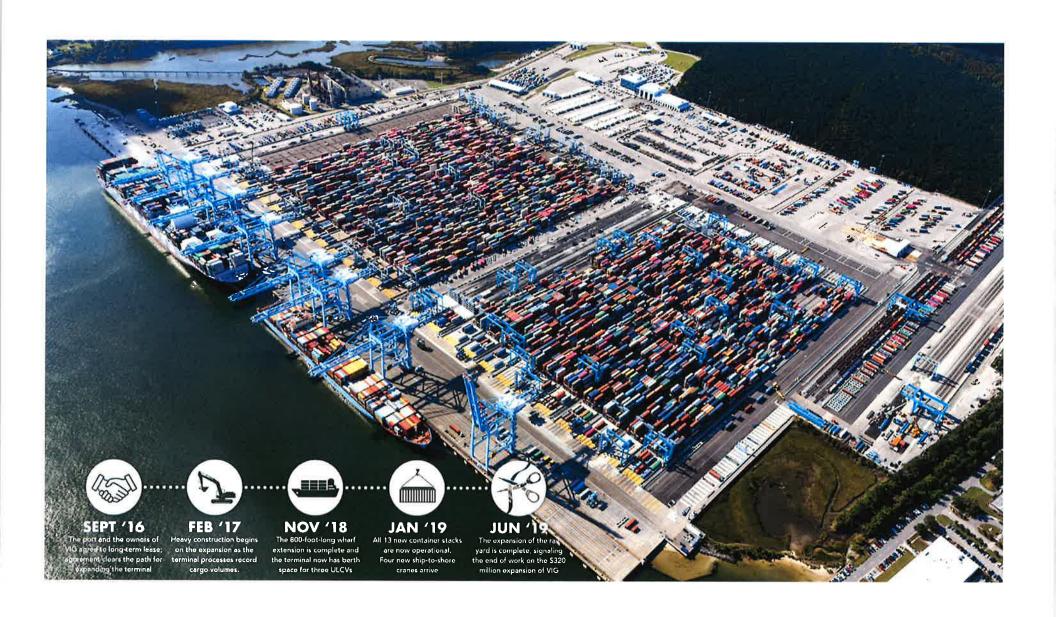


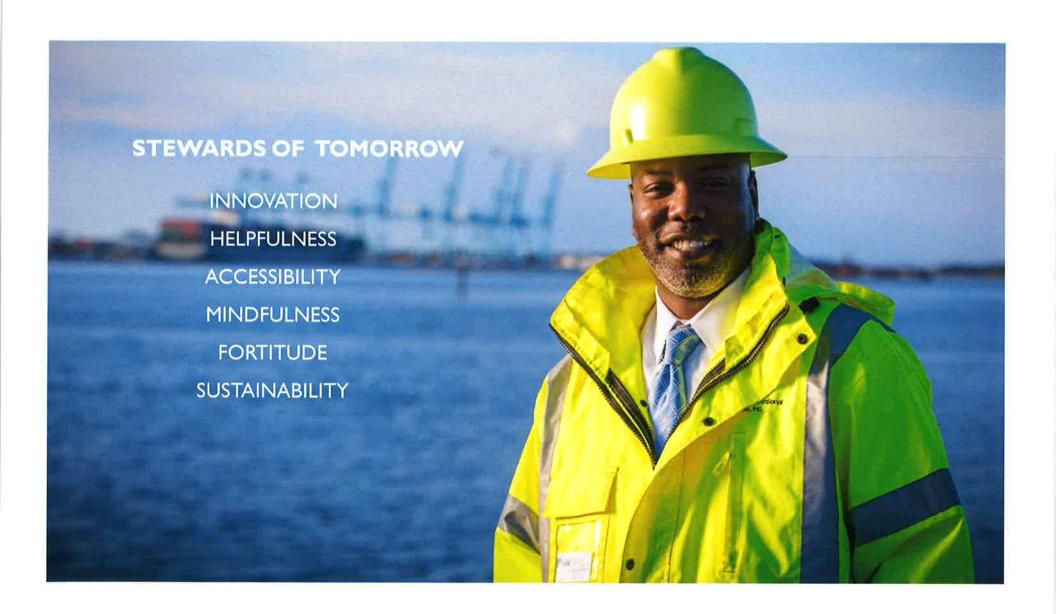














### SUSTAINABILITY (WITH A LOWER CASE "S")

- One of our anchor values
- Four pillars of sustainability efforts
- Annual Sustainability Report
- Because it's the right thing to do





### **SUSTAINABILITY INITIATIVES**

- ISO 14001:2015 standard
- Green Operator program
- Air Emission Inventory



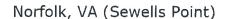
### **SEA LEVEL RISE**

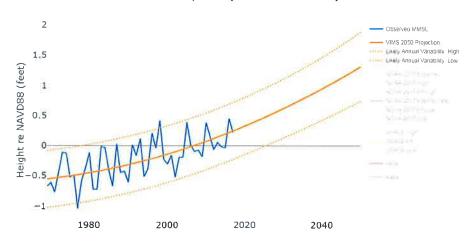
- Affected by multiple factors
  - Global sea rise
  - Coastal subsidence
  - Gulf Stream induced
- Extreme weather events have more pronounced impact
  - Hurricanes
  - Nor'easters
  - Tides/rain





### THE REALITY OF THE THREAT



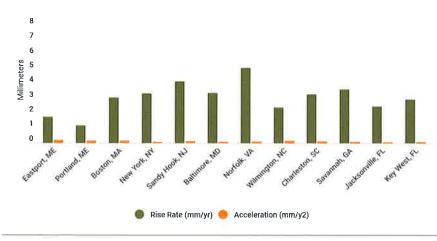


Source: ADAPTVA

### U.S. East Coast

#### Sea-Level Trends & Processes

#### Trend Values for 2017



Source: Virginia Institute of Marine Science



### **INFRASTRUCTURE PROJECTS**

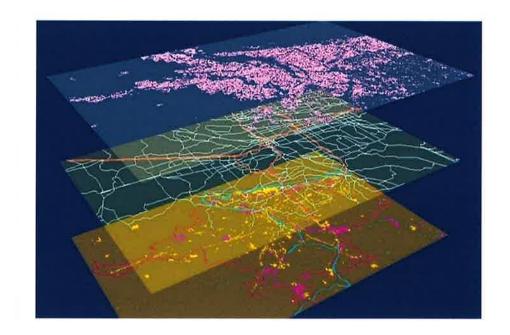
- Continue to build to higher and harder standards in VIG and NIT projects
- Partnered with ODU's Virginia Modeling, Analysis and Simulation Center for NIT South Project
- Completed engineering analysis of current infrastructure





### OTHER RESILIENCE ACTIVITIES

- Created Design and Construction Standards and Preferences
- Initial stages of creatingGeographic Information System
- BMP Rehabilitation/Improvements
- Baker Street Flooding





### NOT AN ISLAND, BUT WE COULD BE...

- First and last mile are under our control, but...
  - Communications networks
  - Electrical power supply
  - Transportation infrastructure
- We are engaged in meaningful dialogue with the community





























### **TAKEAWAYS**

- We are investing and building wisely
  - The port is accounting for future scenarios in NIT and VIG projects
- We're not in this alone
  - The port is actively engaged in dialogue with other stakeholders





## **AGENDA**

Benefits Open Enrollment
Smart Dollar

Metrics Recruitment
Training

**Demographics** 



### **OPEN ENROLLMENT**

November I – 25





New Providers





New Voluntary Policies







### **SMART DOLLAR**



#### **OVERALL FINANCIAL WELLNESS SCORE**

The Initial Financial Wellness Score comprises 10 questions answered during the onboarding process of SmartDollar. This wellness assessment is designed to focus heavily on behavioral finance, the leading indicator for retirement readiness.

Participants are encouraged throughout the program to revisit the assessment to track their progress. At that time, additional questions around progress such as debt pald, dollars saved, and retirement preparedness are added. This comparison is based on the 46 employees who have taken both the before and after wellness survey.

TOTAL PARTICIPANTS

219

ELIGIBLE PARTICIPANTS

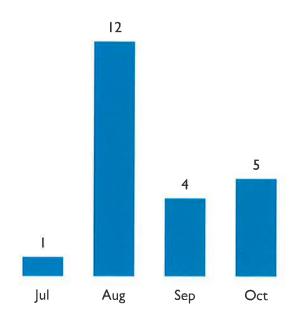
550

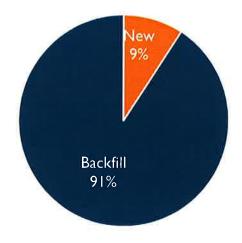
PARTICIPATION RATE

40%

## **Recruitment Metrics**

FY 19 New Hires

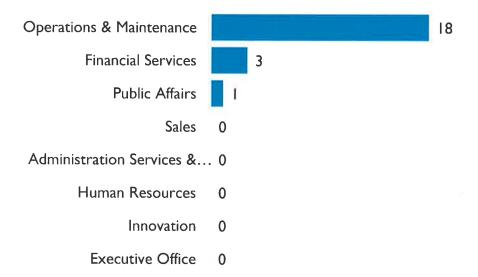




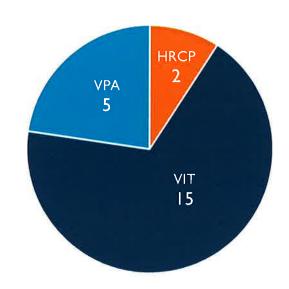


### **Recruitment Metrics**

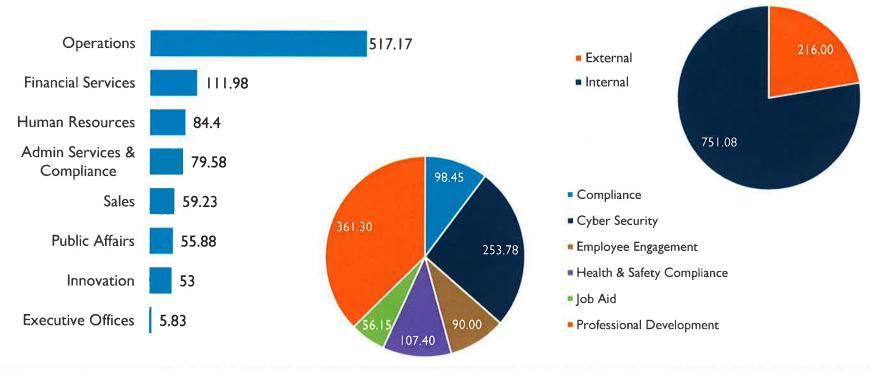




### New Hires by Entity

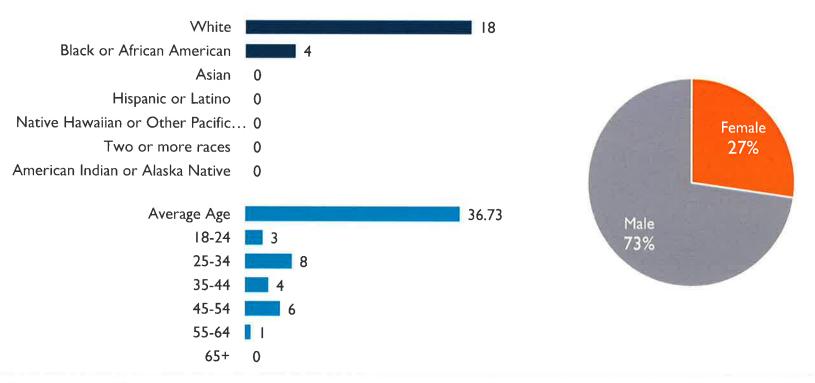


## **Training Hour Metrics**



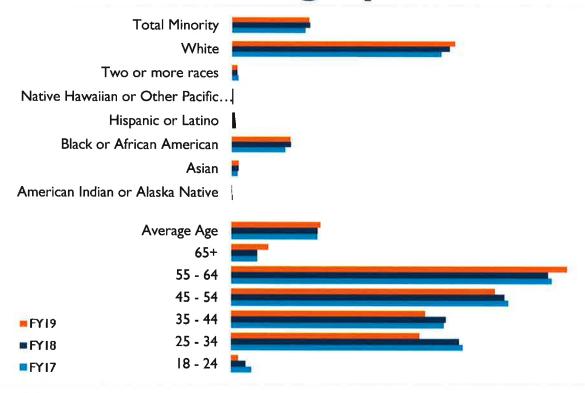


## **New Hire Demographics**





## **POV Demographics**









### FEDERAL GOVERNMENT AFFAIRS - WRDA





### **STATE & LOCAL GOVERNMENT AFFAIRS**

Legislative Requests Approved by the Governor's Administration



ChamberRVA at RMT





Port Host Cities Taskforce led by VEDP



### **CY 2018 ECONOMIC DEVELOPMENT TOTALS**





MORETHAN 1,800,000 SQ. FT. OF SPACE



CREATED 2,434 JOBS

INVESTED MORE THAN \$819 MILLION



Source: POV Economic Development 09/2018



### SINCE LAST BOARD MEETING...

Announcements: 5

- Square Footage: Over 89,000
- Investment: Over \$265 Million
- Jobs Created: 899





### **COFFEE DAY**





# ELDOR GRAND OPENING FAREVA RICHMOND GRANT PRESENTATION





## NORFOLK HARBOR DEEPENING PROJECT

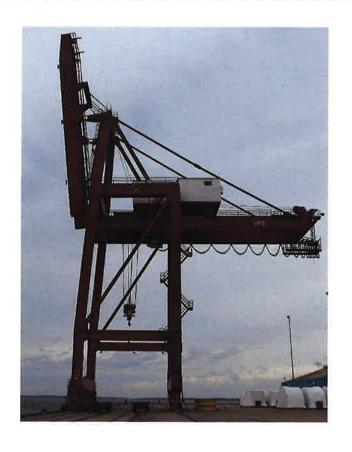


- Ship Simulation: Oct '18
- Sediment Testing: Oct '18 Nov '18
- Environmental Modeling: Oct '18 Mar '19
- Dredging Begins: Jan '20



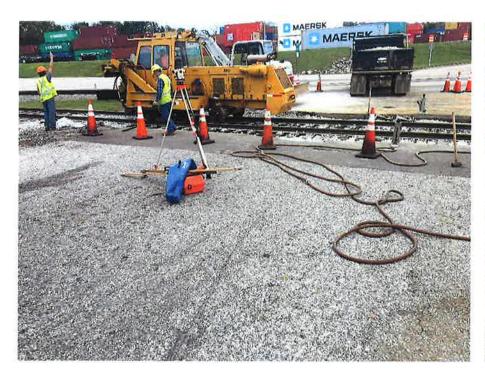
### **DEVELOPMENTS AT NEWPORT NEWS MARINE TERMINAL**







### **GRANT-FUNDED RMT REPAIRS**





### **MIRT & EMERGENCY OPERATIONS**



### Severe Weather

- Florence
- Michael

# Surface Deployment and Distribution Command (SDDC) Efforts

- Texas Visit
- NDTA
- TTX in Nov 5<sup>th</sup>

### Public Safety Dive Forum

• 100 attendees



