

# THE PORT OF VIRGINIA: A CATALYST FOR COMMERCE

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VIRGINIA PORT AUTHORITY

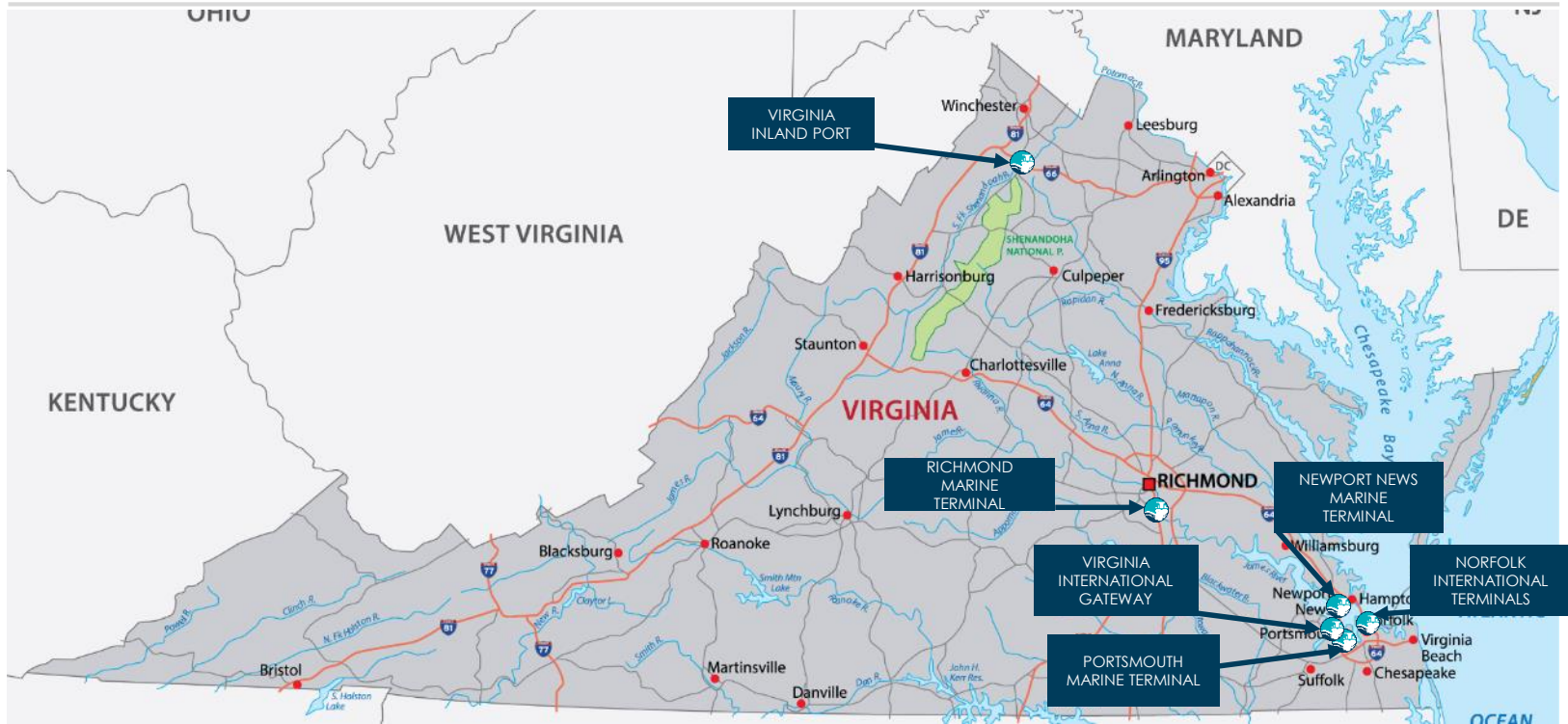
April 11, 2017

# AGENDA

- Performance update
- Industry issues
- Moving cargo more swiftly, safely, and sustainably
- Growing to meet global demand



# OUR TERMINALS

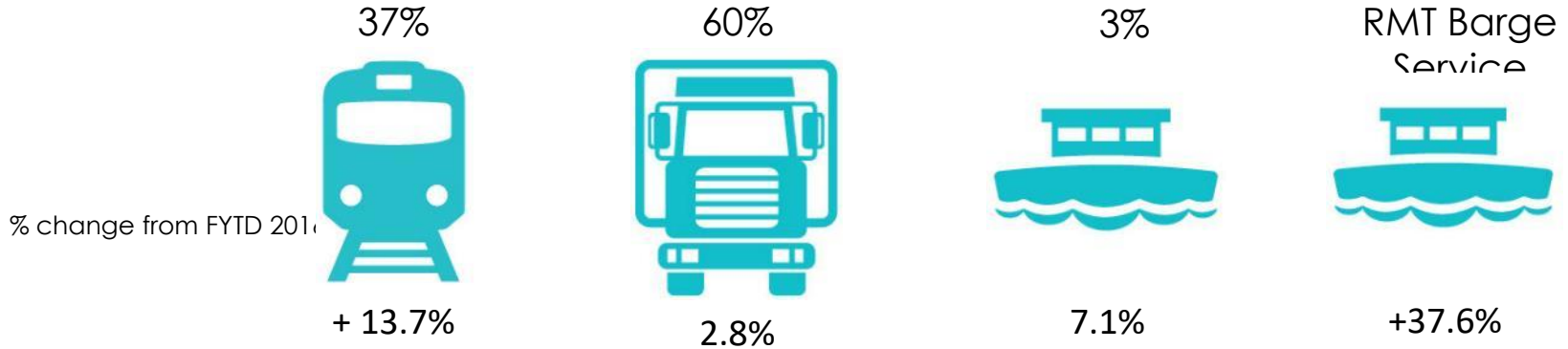




# HOW WE MOVED THE CARGO: FYTD 2017

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1.16 million containers



**6.7% growth over FYTD 2016**

# HOW WE MOVED THE CARGO: FYTD 2017

37%



+  
13.7%

The Port of Virginia is now the **highest rail-volume port on the East Coast.**

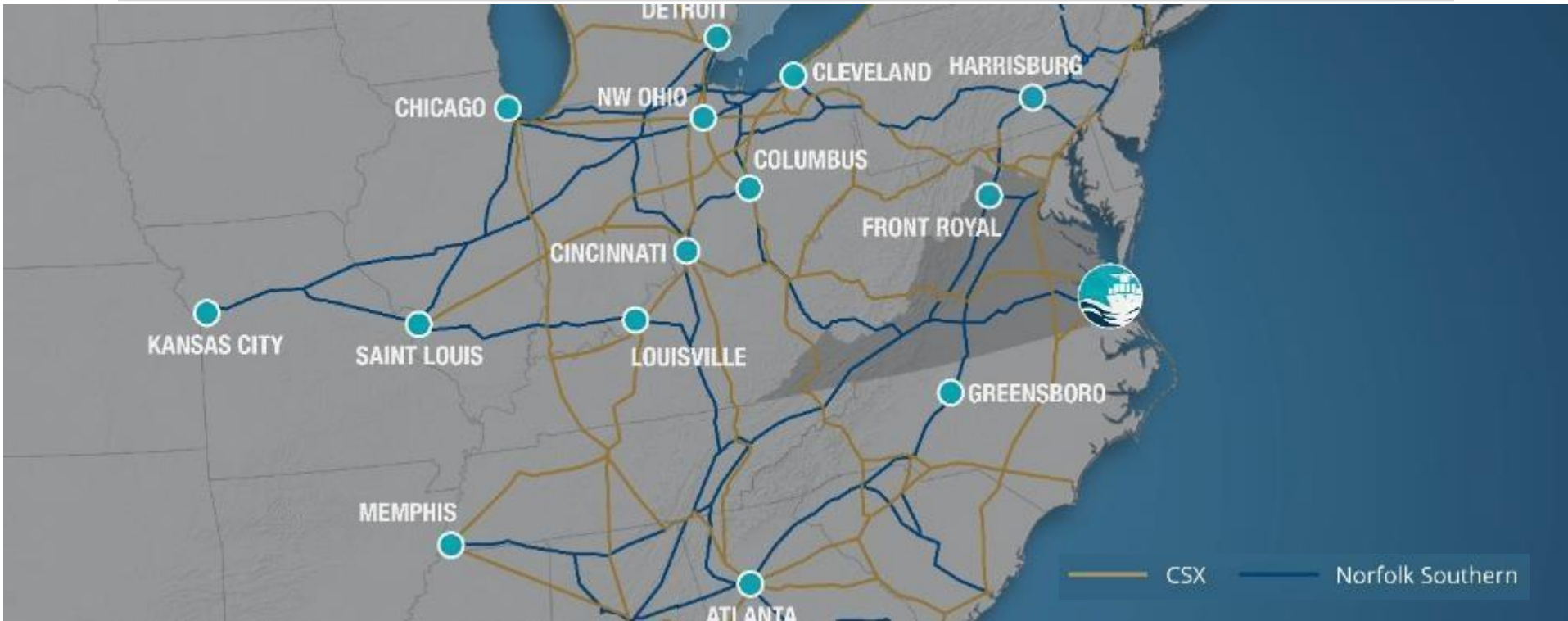


Two Class I double stack-capable rail lines

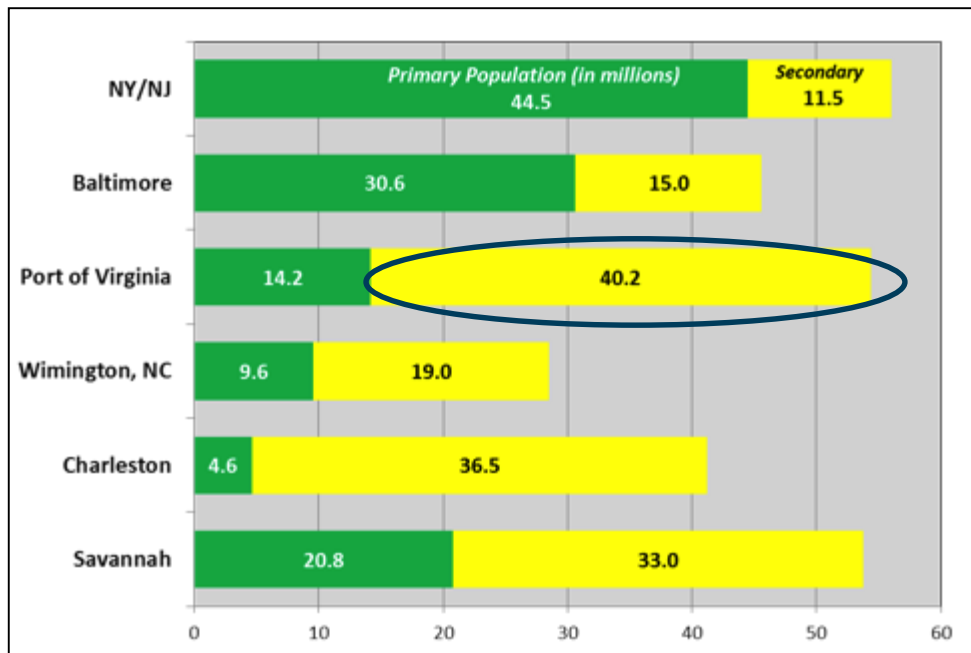
**will propel us even further.**



# QUICK ACCESS BY RAIL



# MARKET SIZE/PORT POSITIONING



Our location and primary market size positions us perfectly to serve the American Heartland.

Source: Colliers, population categories defined by R K Johns



# INDUSTRY ISSUES

Shifts in trade patterns

Increasing ship sizes

Discretionary market services

Infrastructure (land & water)

To remain competitive, ports  
have to be able to move  
cargo swiftly, safely, and  
sustainably – inside AND  
outside the gates.

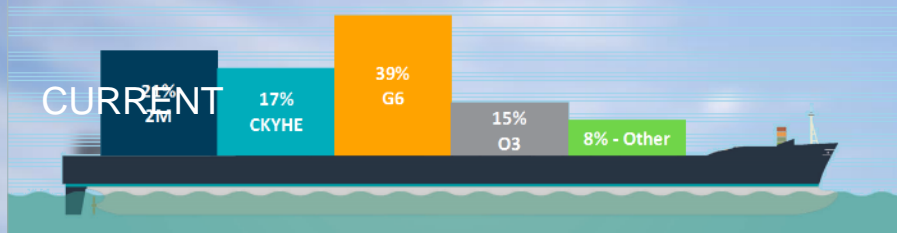


# THE PORT OF VIRGINIA:

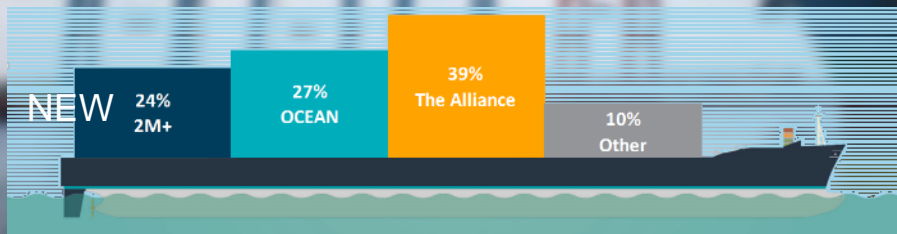
## A GLOBAL GATEWAY



# THE NEW NORMAL



% OF CARGO AT THE PORT OF VIRGINIA



% OF CARGO AT THE PORT OF VIRGINIA

**Ships as large or larger  
than the MOL  
BENEFACTOR made 31  
calls between July and  
December 2016.**

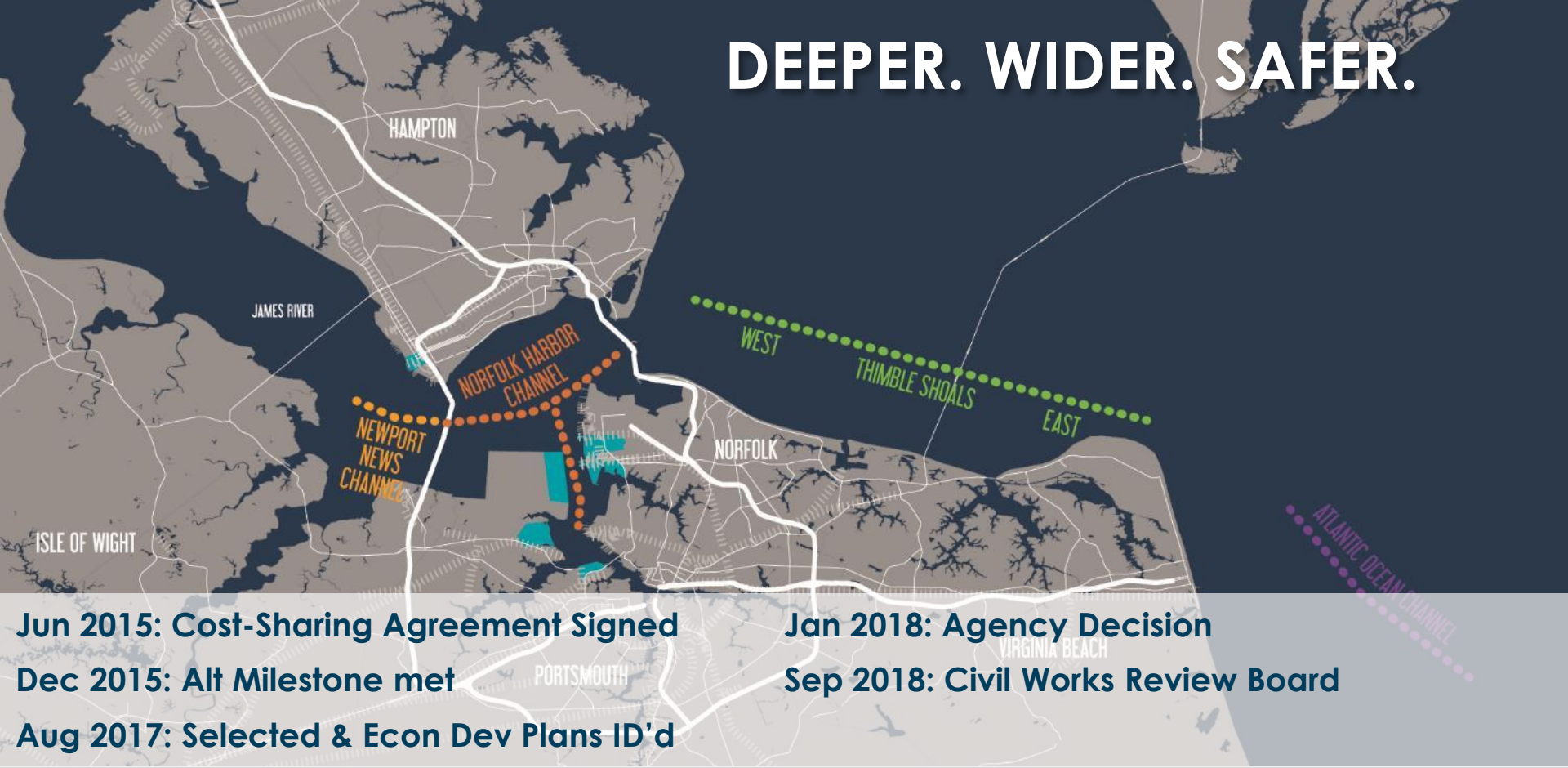
# COMING THIS MAY...



## The COSCO DEVELOPMENT 13,092 TEU CAPACITY



# DEEPER. WIDER. SAFER.







# USING TECHNOLOGY TO HELP MOVE CARGO MORE SAFELY, SWIFTLY AND SUSTAINABLY

# AUTO GATE



- Colleagues used to be required to work in all weather conditions, around moving traffic, emissions, etc.
- Auto Gate moved colleagues into a controlled environment

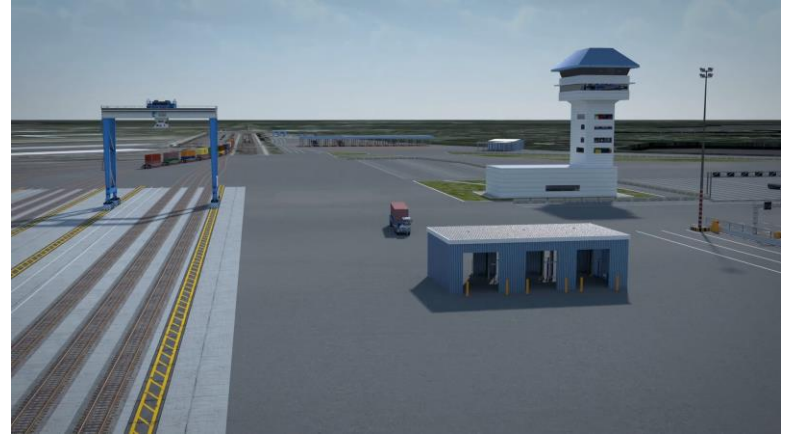
# TRANSFER ZONES

- Moved colleagues and motor carriers from exposed area to a controlled environment
- Pressure-plated floor alerts straddle carriers that driver is safely housed while container is delivered/picked up



# OCR PORTAL

- Electronically “reads” container to ensure it’s with the right driver
- Checks safety of container and chassis
- Provides photographic record of every container that leaves POV terminals



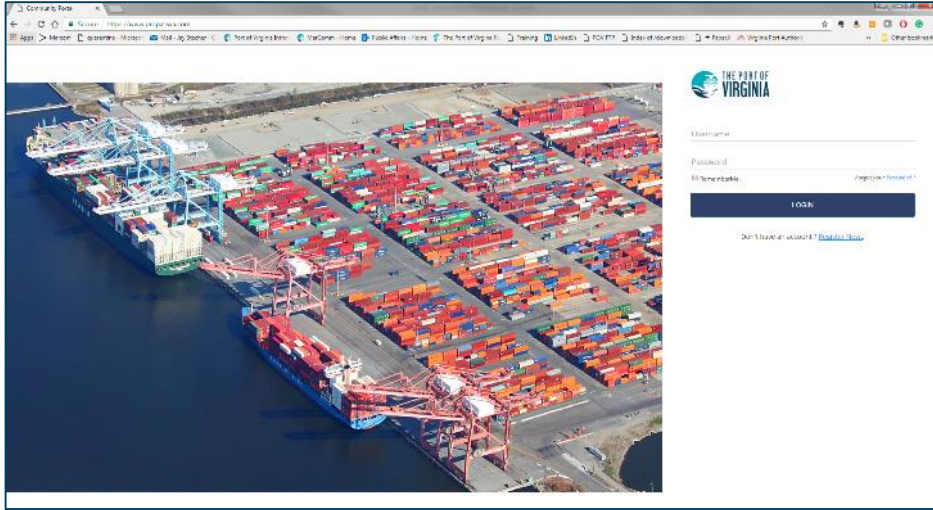


# RFID REPLACEMENT AND TRUCK RESERVATION SYSTEM

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# RESERVATION SYSTEM



- Cloud-based system built by Advent Technologies, similar to emodal.com, but dedicated solely to POV
- Planned roll out Q2 2017

# NIT NORTH GATE/OPTIMIZATION





# NIT NORTH GATE AERIAL

12/15/2016



03/08/2017





# NIT SOUTH EXPANSION



Increase capacity by 400,000 containers (46%)

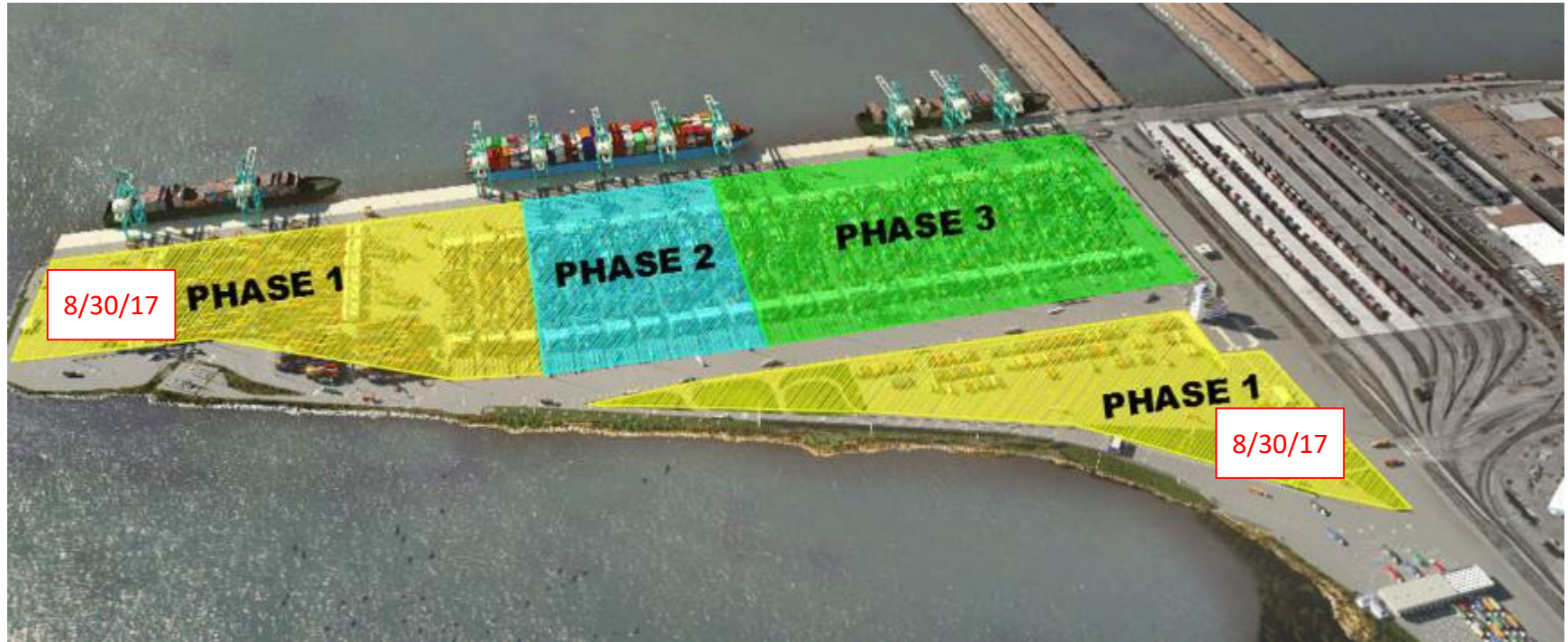
2018: first stacks complete

2020: all 30 stacks complete

\$350 million investment



# A MINDFUL APPROACH



# VIRGINIA INTERNATIONAL GATEWAY

Increases capacity to 1.2 million containers

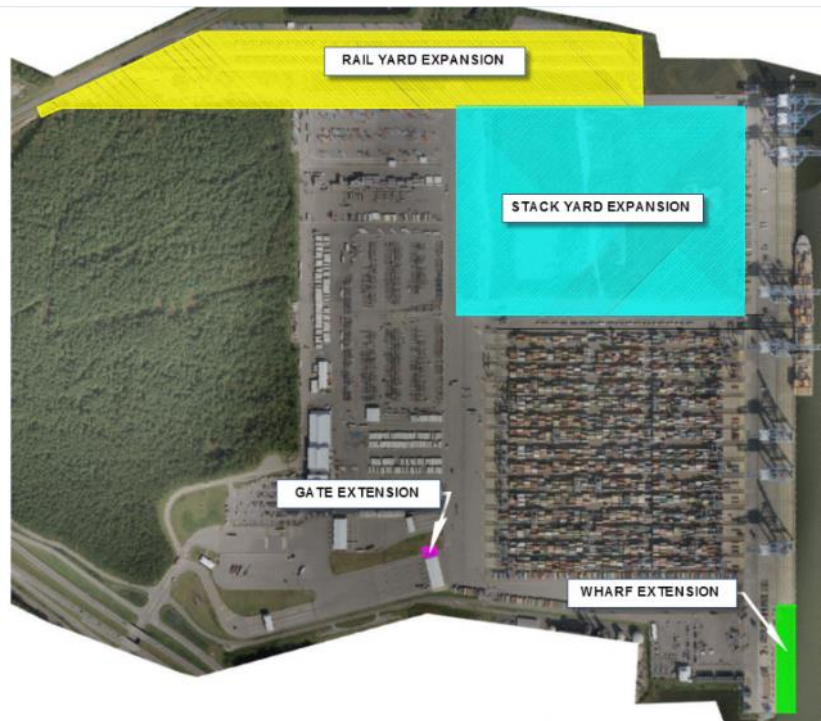
Expanded Rail Operation

Extended Berth

4 new STS Cranes



# VIG PHASE II UPDATE CIVIL WORKS







# 1,000,000 ADDITIONAL CONTAINERS ANNUALLY (A 40% INCREASE)

**286,000** NEW JOBS ACROSS THE STATE  
**\$38 BILLION** IN SPENDING  
**\$1.1 BILLION** IN NEW STATE & LOCAL TAXES

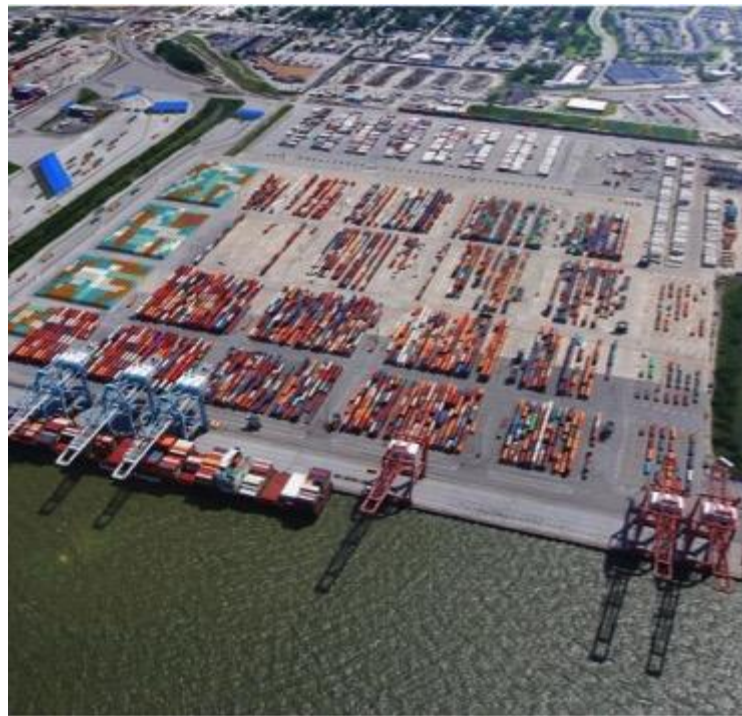


**WE HAVE A CLEAR  
PATH FORWARD**



# 5 YEARS

- NIT Phase I, VIG II projects complete
- Total POV capacity: 2.95 million containers
- Capacity to handle 36% of volume moved by rail



# 10 YEARS

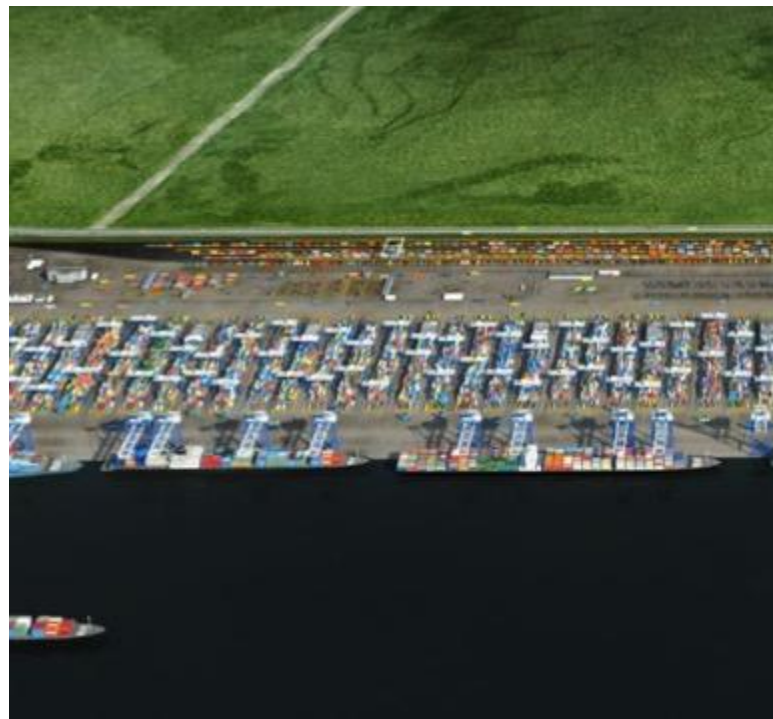
- NIT II, VIG II complete
- Craney Island cells being built
- Total POV capacity: 3.5 million containers
- Capacity to handle 42% of volume moved by rail





# 20 YEARS – AND BEYOND

- Craney Island Phase I & II
- Total POV capacity: 5.5 million containers
- Capacity to handle 45% of volume moved by rail
- Craney Island





WE ARE VIRGINIA'S GLOBAL GATEWAY.

ACCESSIBILITY  
FORTITUDE  
HELPFULNESS  
INNOVATION  
MINDFULNESS  
SUSTAINABILITY