



## TMTA October 25, 2016 Membership Meeting

Norfolk Sheraton

Meeting called to order at 6:20pm

- Meeting called to order at 6:20pm by TMTA President Frank Borum who led the group in prayer and the pledge of allegiance, followed by
- An update on the actions of the TMTA BOD on the members' behalf for 2016
- Announced \$1000 Food Bank donation for upcoming Mayflower Food Drive Marathon
- Our next meeting is our holiday social on December 8<sup>th</sup> and the VMA mixer is 11/17
- In January, we will have elections for open board positions
- We introduced ourselves to the group
- Introduced Cheryl Barrett, incoming President of Hampton Roads Traffic Club
- Frank introduced Cory Blackburn from Port Technology Services, who gave a short presentation on his group's software integration with N4 matrix and its reporting opportunities to users. Upload a list of your containers and his system will continuously check the status and send out notifications. Stays in real-time and has searching/sorting capabilities.
- Guests were dismissed to buffet line for dinner and to network at their respective table.

Jay Windsor of VIG explained their Import Program. Analysis shows that to move and access 1000 containers a day, operators are required to re-handle an additional 2000 containers to access those 1000. VIG has configured a system that if local truckers would notify them of their non-moves each day, they can structure their equipment/manpower to better move those 1000 containers without touching one half of the other 2000, increasing efficiency for all stakeholders. System identifies top boxes that need to be accessed that day and places them as priority in their daily plan. System updates nightly. Encouraged adoption and usage of this forecasting program by all. Contact them for more information on using this program. Took Q&A from audience.

- Is there a limit to how many containers to send you...probably see most benefit if you have 50 or over, up to as many as 1000. If you only have 5 probably not as helpful.
- Send a simple spreadsheet to us listing what you are not picking up that day. Please send by 5pm so it will run through the overnight system and allocated equipment/box position accordingly.
- How does VIG account for changes in when the ships are being worked? Container still will move from the vessel into the stacks, just flags it where it should go within that stack for easier access. Has nothing to do with vessel birthing or when ships

work, just when your container is available how it will be made available to your driver.

Joe Ruddy, Chief Innovation Officer, spoke on Port metrics and current activities.

- Starting port rebranding project 2 ½ years ago and with that incorporated 6 values:  
**Innovation:** We embrace change and the opportunity to create. We relentlessly pursue new ideas to improve business.  
**Helpfulness:** From a hand with the little things to lending perspective, experience, and expertise, our actions large and small make a difference.  
**Fortitude:** We will be decisive, follow through, and work as one.  
**Accessibility:** We let our customers and colleagues know we are there for them by act and deed.  
**Mindfulness:** We lead with purpose, strive for continuous improvement, and take care of our stakeholders.  
**Sustainability:** We are responsible stewards of all resources entrusted to our care.

Joe was encouraged to hear 4 of the 6 values in Jay's speech. Means we are walking the talk and committed to these values and our customers' experiences with us.

Showed stages of development of various projects.

- Modest growth in 2016, rail is growing, overall growth flat. Import side is better than export side, 63% of volume moved by motor carriers
- Capacity is up by 46%
- Some freight has gone back to the West Coast
- Hanjin is a financial issue, not a growth issue
- Continuing to improve on our service levels further improving the experience of our customers/stakeholders
- Gate turn times are not where they need to be, but we are trying to improve
- VMA is a catalyst for commerce
- 530,000 jobs associated throughout the Commonwealth due to the efforts of the Port
- \$800M invested in local area, 3700 jobs created, 39 new business announcements
- 2.5M sq ft of space doesn't include SPEC space which is 600,000 sq ft
- Holy triad of New York, Norfolk and Savannah could allow Eastern Ports to dominate
- Expansion plan into WV, Midwest, Ohio Valley and beyond
- 26 different nodes of the industry involved in the FMC, want to know how to define capacity, strain on infrastructure, shift in trade patterns to China, which makes the Suez Canal more important. Expansion of Panama Canal effect still to be seen
- Investment plan:
  - \$740M investment with visible measurable results by 2019

- 86 Coney Cranes have been ordered, 60 for NIT and 36 for VIG-single largest investment in history
- Northgate terminal will open in 2017, 26 gates-\$31M investment, half thanks to a TIGR grant
- I-564 connector is 12 months behind
- NIT South adding 4 auto stackers with completion in July '20
- In 2019 there will be 30 stacks complete, a \$350M investment in one agency, first of its kind ever
- VIG lease commits the Port to a 50 year vision and planning into the future to double the capacity of VIG, 1.2M containers in Phase II, 4 new ship to shore cranes
- RMT-\$3M investment in barge service
- VIP-export rail capacity
- TMT-wharf and rail loop
- NNMT-new equipment/berth dredging, enhancements to warehouse
- Total of \$4B investment around Hampton Roads in next few years, Witchduck loop, I-64 widening, I-564 connector, expansion of tunnels
- Development of the Atlantic Gateway-run to Raleigh
- Shifting trade patterns due to China is a saturation, trade patterns moving into Indian subcontinent, south Asia, Vietnam, South America etc. No African services at this time.
- Shifting trade patterns making Suez a viable route for Hampton Roads for freight to reach East Coast markets – Panama 26 days, Suez 27 days
- New ships will be 14,000 TEUs, up from last increase to 10,000 TEUs, so we need to get Big Ship Ready which would be 55' for marine terminals and 45' for Elizabeth River
- We are well positioned because the Thimble Shoal/Norfolk Harbor is widest, deepest natural harbor, and into Marine facilities, but need to re-evaluate depths by March 2018
- FTZ expansion-expands Port of VA's reach
- Positioning VA as a FILO destination, need local economic growth to position us there
- Publish outward facing metrics to keep our focus from being inward only
- 5 years/ NIT Phase I/VIG Phase II-complete, POV capacity is 2.6M containers
- 10 years Craney Island cells are being completed capacity 3M containers
- 20 years Craney Phase I/II built, Craney Island capacity is complete at 5.5M containers
- Focused on Servant Leadership model-working on changing the culture of the Port

No Q&A

Frank commented that improvements could be made to the offerings of extended hours so they are actual useful hours.

EOC commented on the changes around the port and how truckers had to continue when freight returns and we are in construction on two facilities and the roadways are congested and construction is causing issues. The port can't do their own thing, truckers, VDOT, etc. doing their own thing. We need combined leadership so that when congestion comes back with all this

construction-there will be gridlock. What will the Ports plan be then? Joe said the ship lines feel the same way and he promises someone will come back and address that issue directly with this group so they get a fair answer and a solid plan.

50/50 raffle was held.

Next meeting on December 8<sup>th</sup> is the holiday social at Waterman's.

8:20pm Meeting adjourned.