



## TMTA January 2016 Membership Meeting

January 26, 2016  
Town Point Club

Meeting called to order at 6:18pm

Pledge of Allegiance – Frank Borum  
Invocation – Frank Borum

Frank thanked our guests – speaker Joe Ruddy, CIO Port of VA; Dale Bennett, CEO VA Trucker's Association; Tom Cappozi – Sr VP Sales for VPA; and Kara Matzko – sales rep/trucker liaison with VPA.

Old Business: None

New Business: Bylaw Changes/Board Election

Mr. Borum presented proposed changes to the bylaws of the TMTA:

- They included the addition of two board members, from the previous 6,
- Allowance of electronic voting as a means of casting a vote in board meetings
- Re-definition of proxy voting. Proxy voting was a blanket vote in the past, but will be pre-ordained before the meeting to the secretary or the president,
- Changing voting schedule for officers and board members by moving the installation up a month to the beginning of January rather than after the first membership meeting of the year.

Frank asked for a motion from the floor to accept these 4 changes – Ed O'Callaghan made the motion and it was seconded by Marguerite Frier. A vote of all in favor was taken.

- New bylaws will be emailed to the members by the end of the week.
- We open the nominations up to the floor for recommendations on new board members.
  - Three board members remain for another year,
  - three for election tonight will also carry a two year term,
  - Officer positions are open as well.
    - Frank Borum – President
    - Marilynn Ryan – First VP
    - Tommy White – Second VP
    - Marguerite Frier – Secretary
    - Nicole Sapienza – Treasurer
    - Immediate Past President – Ed O'Callaghan, unless Frank replaced during vote.

- Two year terms include – Chris Columbus, Alan Campbell and Neil Boothby
- One year terms include – Danny Glover, Bill Jackson who are finishing out their two year term this year. Stacey Bolen is nominated for one year.
- Ed O’Callaghan then nominated Patrick Smith from AOK Transportation be added to the slate of officers for the 2016 TMTA Board for a two year term.

Frank asked for a discussion or any further nominations – none given. A motion was made to accept the slate and a second was given by Nicole Sapienza. A voice vote was taken – no objections raised, slate approved.

February 11<sup>th</sup> is the first board meeting at 3:30pm.

Next membership meeting is March 29<sup>th</sup> at the Greenbrier Marriott at 5:30pm with a Legislative Update.

Congratulations to those elected! – break for dinner.

Announcements:

- Announcement today about changes at the terminal was meant for the PPCY only...it’s not to be assumed that the ocean terminals are cutting off half hour early.
- New formulation of Port Productivity Summit is being redesigned and setup to incorporate a stakeholders committee and a motor carriers committee.
  - Kara discussed this committee – Port was tasked with revamping the Port Advisory Committee. Started by inviting the top 8 motor carriers by volume thru terminals, then reach out to two carriers in Central and Western VA and then the TMTA could offer up 4 other carriers for inclusion. VMA chairman along with one other person came into the committee. This is meant to be a proactive rather than reactive committee. First meeting Feb 3<sup>rd</sup>, every other month, first Wed at 8:30am in the Waterside Room at VPA.
- Guest – Dale Bennett – President/CEO VA Trucker’s Assoc has been at the general assembly, some good legislation happening now. Successful at fighting implementation of tolls on existing roads in VA without a vote by the general assembly. No more public/private transportation mess profiting off the drivers. Annual Truck Driving Championships, formerly known as the Rodeo, will be here in Suffolk April 15<sup>th</sup> and 16<sup>th</sup>. Written exam, pre-trip inspections and road course tests setup at the Suffolk Driving Center of Tidewater Community College. Encourage all to attend and get the word out to trucker’s about participating. Many companies come out and setup tents in support of their company’s drivers and use as a Safe Driving Incentive. 90-100 compete, top 8 go on to compete in the national level. \$95-125 fee to enter. Free to public.

Frank introduced our Speaker - Joe Ruddy, CIO for VPA.

Joe spoke about how the Port has changed over the last couple of years and refuted the article in the JOC quoting them as saying “that Port of VA has congestion woes behind it and is megaship-ready”. The port would never be so arrogant to say that. They have tried to mitigate the problems that have plagued the port and trucking. There is still a lot to do. All members of the leadership team agree there is a lot to still do. The restructuring of the Port advisory Board is a function of that. Work is not done. Tonight we’ll talk about work that has been done and the work still left. Real money being spent, real disciplines going into operations and real things for the future. Thanks us for all our feedback to help improve operations.

## How did the port do?

- We moved 2.5 Million Tons of freight broken down by
  - 64% by motor carriers
  - 32% by rail
  - 4% by barge
  - \$448M of operating revenue and turned around the port's net position. In fiscal year ending June 2105 the port had an increase of \$13M dollars revenue which was then reinvested in the port.
- Confusion over the port the last 5 years...do we make a profit, are we a nonprofit? The port has been a catalyst for commerce. When you have an economic impact of over a \$60 Billion, if nothing else, that is your mission. We have 374,000 jobs directly or indirectly related to our industry, 10% of the workforce of VA, represents 8% of the gross state product. Moving goods thru the port in efficient safe and operational sustainable measure is a result of all the work they have done.
- Mentioned his first meeting with Frank Borum which was a come-to-Jesus-meeting. Motor carriers were very much on edge, had an idea to have a Motor Carrier Task Force to begin to address the needs of the motor carriers. Issues couldn't be done in a silo and we needed to develop the Port Productivity summit. Develop operational disciplines, to manage a surge and growth in freight. A reinvestment in the port that hadn't happened in 5 years. Nothing is less than 7-8 figures of spend and we have done that. Revitalized PMT \$7-10M investment. Spent money on FT employees, new hustlers, rail conveyance. Spent 2.5Million at VIG in the buffer zone. But by understanding that rail and trucks compete in same zones, by moving them into different zones all can be competitive and out of each other's way. Helps create capacity for motor carriers by not having rail go thru the main stacks. Linking investments creates an operational efficiency throughout the port. Completed 2065 road plan to make sure we are spending tax payers' money appropriately.
- 10M in dredging so the bigger vessels can get in. Maintenance dredge PMT, Port of Richmond, etc.
- N4 implementation – success? Yes, it helped with the automated gate and transfer zone.
- Installation of N4 product at VIG upcoming.
- Shaving minutes off a port visit and how do we keep improving? Port of VA has employed IBM to help with real threats to our perimeter...not just fences and walls, but similar for our computer network.
- Authorized to go to 55ft deep in 1986 and we have 50ft channels now. Charleston and Jersey are working towards this same goal. Looking to go wider so we can do two lane traffic.
- VIG-showed the additional stacking areas and the adding and expansion of the railway. Working with owners of VIG to get concept approved and started.
- Phase 1 of NIT south conversion NIT Optimization project – 1.north gate December 20, 2016 will eventually tie into I564 connector in about late 2017/early 2018. Eventually will be coming out of NIT using two gates/in and out at both gates is the current plan.
- South conversion will leave us with a similar configuration of what you see at VIG today. Perpendicular or linear stacks? Doing some modeling to help figure that out. NIT north runs will be a little longer, adding 8 ship to shore cranes. Taking down finger piers and adding 4 ship to shore cranes, 1200 linear feet of berth and add stack and juke the rail a little. This will give us capacity of about 400,000 containers in each additional area. Nicole asked where the chassis are...they should be there, just not on the working drawing.

- Touched on the 10 year goal which includes Craney Island (CI) cells. Goal-3.5 Million containers/year at this time.
- 20 years CI phase 1-2 with goal of 5.5Million containers.
- Marguerite asked about the Chesapeake Connector and the Port of VA is on board with this connector...opens up more opportunity, per Tom Cappozi.
- Questions were taken from the group-
  - Port readiness for SOLAS asked? Preparing for EDI message from shipper prior to vessel loading. Cannot be loaded with verified weight. Port will be ready to receive EDI messages by July 1. Lots of unanswered questions. Responsibility of shipper...platform for receipt of messages has not been determined, only have 5 months to get ready. Assessing risks and understanding liability. Will the port put in certified scales? Not understood yet. How will shippers become informed? Our customers don't know what's going on. Shippers will be in for a big shock. No decision has been made on what happens if the EDI has not been received when container arrives on port. Likely rejecting at gate option for some ports like NY and Savannah. February 8<sup>th</sup> there is a webinar he will be attending and he hopes this will provide further information.

No Treasurer's Report given

Meeting adjourned at 7:58pm after the 50/50 raffle