

April 30, 2020 – 8:30 a.m.
The Port of Virginia Motor Carrier and Stakeholder Committees
Virtual Meeting - Zoom Webinar

Speakers and Presenters:

- John Reinhart, CEO – The Port of Virginia (POV)
- Marilynn Ryan, Chair – Motor Carrier Committee
 - Donna Coleman, Chair – Stakeholder Committee – was present via phone (traveling)
- Rob Cannizzaro, V.P. Operations – POV
- Vance Griffin, V.P. Terminal Services – POV
- Tom Capozzi, Chief Sales Officer – POV
- Joe Ruddy, Chief Innovation Officer – POV
- John Jackson, Director Customer Service – POV
- Tom Christman – Manager Terminal Services – POV

Tom Christman welcomed and thanked all participants. He also shared The Port of Virginia’s disclaimer, relative to the webinar:

- ***“Virginia Port Authority and Virginia International Terminals, LLC (collectively “Port of Virginia”) retains all proprietary rights, title and interest in all information, documentation, photographs, images, text, content and page layout used during this video conference call. Participants shall not post, publish, copy, modify, distribute or reproduce in any way copyrighted materials, trademarks, rights of publicity or other proprietary rights without obtaining the prior written consent of the Port of Virginia.”***

John Reinhart welcomed all attendees and thanked the stakeholders for their continued partnership during challenging times. Highlights from John’s remarks:

- We “stood-up” the port’s COVID-19 Response Team two months ago (meeting three times per week, every week)
- The port has maintained continuous operations – uninterrupted access to cargo
- We have been cited by state and federal partners for executing “Best Practices”
- The supply chain continues to move, thanks to the efforts of all parties – “It takes all of us.”
- POV’s cargo volumes were up four percent (+4%) through Dec. 2019
 - For Jan. – March 2020, volumes declined by nine percent (-9%)
 - For April – June 2020, volume estimates project a decline of 23 percent (-23%)
- POV’s financial performance is down 8.5 percent (-8.5%) compared to FY 2019

Marilynn Ryan thanked John Reinhart and recognized the POV’s efforts in organizing today’s event. Highlights from Marilynn’s remarks:

- She remembered and honored our departed colleague and friend, Danny Glover – GTL Transport

- “Our lines of communication with the port are now open.”
 - Some difficulties in communications were cited between motor carriers and the port – attributable to the conditions created by the pandemic
- The June meeting of the Motor Carrier Committee will be held online (details to follow)
- The TMTA Pier Committee remains active and engaged
- Thanks to the VMA for their support in offering resources to motor carriers seeking financial relief
- Concerns regarding operational issues, particularly at VIG
 - Number of TRS reservations
 - Truck turn times
- “All parties must be healthy and profitable” to sustain the supply chain

Rob Cannizzaro presented details of the POV’s \$2.1 million to be spent on COVID-19 mitigation efforts (through June 30, 2020). Highlights from Rob’s remarks:

- Replacing bio-metric scans with visual I.D. checks
- 27,000 “no touch” temperature screenings have been performed at POV gates
 - Averaging 1,600 screenings daily
- The SERVPRO Team continues extensive work to clean/disinfect highly trafficked areas and equipment – supplementing the POV’s internal efforts
- POV advocacy contributed to a successful outcome with the TSA – the expiration of TWIC cards has been extended, creating a grace period during the pandemic
- [See attached presentation](#)

Vance Griffin presented performance metrics slides ([see attached presentation](#)). Highlights from Vance’s remarks:

- Turn times are returning to favorable levels, as the POV has implemented creative solutions relative to social distancing
- He thanks the motor carriers for their continued support of TRS and the excellent “missed rate” statistics

Tom Capozzi presented commercial slides ([see attached presentation](#)). Highlights from Tom’s remarks:

- Total TEUs for March 2020 were down 8.6 percent compared to March 2019
- Richmond Marine Terminal barge volume was up 28 percent in March, despite market conditions
- The EMA weekly service will call POV, offering a new connection to the Mediterranean market (ONE, COSCO, OOCL, Yang Ming)
- From April – July 2020, 57 blank sailings are anticipated for POV
 - Those sailings represent approximately 83,000 containers
 - That is roughly 14 percent of estimated volume during the four month period

Rob Cannizzaro presented capacity alignment and terminal consolidation updates ([see attached presentation](#)). Highlights from Rob’s remarks:

- PMT closes effective May 4, 2020
 - Details were provided regarding vessel service relocations
- Gate openings at NIT, VIG, PPCY, PCY and RSA will shift from 0600 – 0700, Monday – Friday (effective May 4)

Joe Ruddy presented details regarding ongoing projects of significance within The Port of Virginia ([see attached presentation](#)). Highlights from Joe's remarks:

- He also recognized the contributions and legacy of Danny Glover – GTL Transport
- The POV is engaged in 10 major projects, of various scopes
 - The South NIT Project is progressing on-schedule and on-budget
 - Stack 22 is online now – Stacks 23-24 are weeks away
 - The South NIT Project will be complete in calendar year 2020

John Jackson presented details regarding the Customer Service Team ([see attached presentation](#)). Highlights from John's remarks:

- New staffing hours as of May 4, 2020
 - 0700 hours – 1730 hours, Monday – Friday
 - Messages left outside those hours will be returned in timely fashion
- The POV's COVID-19 Critical Cargo Initiative continues to produce important results for the health care industry

A question was received from Nicole Sapienza – Hale Intermodal / Vice Chair of the Motor Carrier Committee:

- With the extension of TWIC expirations, will POV also extend the expiration of local port credentials?
 - A definitive answer will be provided by the Port Police

CLOSING REMARKS from John Reinhart:

- “Help where you can.”
- “Stay safe.”
- “I am proud of all of you.”

The Zoom webinar concluded at 9:30 a.m.