



VIRGINIA PORT AUTHORITY
600 WORLD TRADE CENTER, NORFOLK, VA 23510
(757) 683-8000

August 12, 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)
- Marilyn Ryan, Chair – Motor Carrier Committee
- Donna Coleman, Chair – Stakeholder Committee
- Bob Eveleigh, Chief Operating Officer – Anders Williams / Port City Trans.
- Ron Babski – V.P. Health & Safety – POV
- Barbara Nelson – V.P. Gov't Affairs and Transportation Policy
- Rob Cannizzaro – V.P. Operations
- Tom Capozzi, Chief Sales Officer – POV
- Tiffany Green, Assistant Director of Terminal Technology – POV
- Vance Griffin, V.P. Terminal Services – POV
- John Jackson, Director Customer Service – POV
- Tom Christman – Manager Terminal Services – POV

In addition to the speakers and presenters, 41 committee members signed-on and participated in the virtual meeting.

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:

- Volume is improving
- NIT civil works are complete and two STS cranes will arrive in October
- The VPA board recently approved \$42 million in capital expenditures
- We will purchase two additional STS cranes for NIT, 20 shuttle carriers for VIG and several electric hustlers for Richmond Marine Terminal
- HRCF II Pool – 3,000 new chassis by the end of CY 2020
- We have launched a new corporate website at www.portofvirginia.com

- Discussions continue on the single stevedore model
- A single “State of the Port” event will be conducted virtually on October 1, 2020
- We continue to pursue offshore wind opportunities for PMT
- The Motor Carrier and Stakeholder Committees will continue to meet, in the current format, through the end of the calendar year
 - Dates for the October and December Zoom meetings to be confirmed

Marilynn Ryan thanked John Reinhart and the membership. Highlights from Marilynn’s remarks:

- She thanked the TMTA Pier Committee for their ongoing efforts
- The Pier Committee consists of four members of the TMTA Board of Directors
 - The Pier Committee meets regularly with the POV’s Senior Ops Team, in pursuit of solutions that benefit all parties
- Volume projections from the trucking community are encouraging
- Specific customers are seeking additional yard space
- The recently announced gate hour expansion is welcome news
- TRS appointments remain challenging, depending on day and time
- Construction at the PPCY leads to speculation re: future appointments required
- The Hampton Roads Global Commerce Council (HRGCC) is partnering with the port to orchestrate the “State of the Port” address on October 1 (virtual event)
 - The “Commerce Builder Award” will be presented in memory of Danny Glover and his significant achievements

Donna Coleman thanked all members for their participation. Volume projections at the Norfolk and Portsmouth Belt Line are trending in a positive direction.

Bob Eveleigh further discussed the role of the TMTA Pier Committee (Eveleigh is chair). Highlights from Bob’s remarks:

- We are meeting with the port on a bi-weekly basis
- We field calls in between the scheduled meetings
- Topics include volumes, blank sailings and short-loaded vessels
 - Impacts gate hours and TRS reservations
- Turn times, container and chassis yard ops, reefer servicing are also discussed
- We cover technical issues related to TRS reservations
- We encourage the use of the TMTA “TRAC” reports feature
- Distribution of containers in the stacks at VIG is another area of focus
- Driver safety issues are discussed
- We are currently discussing the dynamics of container holds

Ron Babski presented the annual Safety Review ([see attached presentation](#)). Highlights from Ron’s remarks:

- Identify hazards – develop solutions – motivate participation
- The ConocoPhillips triangle
- Eighty percent of all input comes from team members phoning the H&S Team
- We identify trend items that may become key risks

- Blue Oceana data – most common marine terminal fatalities
- Key Risks: 39 identified in 2018 / reduced to 31 in 2019 / reduced to 23 in 2020
- Industry and POV videos were shared
- Port leadership is regularly involved
- We practice recognition of excellence
- Nearly 4,000 recognitions of excellence were issued last year
- 1480 individuals were cited for non-compliance

Barbara Nelson “Outside of the Gates” (see attached presentation). Highlights from Barbara’s remarks:

- I-95/Richmond Marine Terminal Access Study
- Regional Connectors Study for Hampton Roads
 - Expansion of the HRBT as the preferred alternative
- Hampton Roads Express Lanes and I-64/I-564 Interchange
 - Designing express lanes that may permit the movement of trucks
- Bowers Hill Working Group
- Route 58 Corridor Study
- HRTPO’s Freight Technical Advisory Committee
 - Giving freight a voice in transportation planning
- Corridor Improvement Studies: I-81, I-95, I-64 and 664
- VTrans 2045
- Virginia Freight Advisory Committee (new initiative)

Rob Cannizzaro presented an update on COVID-19 and its impacts (see attached presentation). Highlights from Rob’s remarks:

- Our protocols have been largely successful
- Terminal operations have continued uninterrupted
- More than 200,000 individual temperature checks conducted since early April (Port Police)
- Our Health & Safety Team has done an outstanding job ensuring a safe, clean environment
- 83 blank sailing projected – April – October
 - Only 18 of the 83 will occur from Aug. – Oct.
- Closely tracking cargo volumes – making accurate projections
 - Sharing that info. with the TMTA Pier Committee
- Impact of Isaias: Vessels are bunching – additional vessel calls
- We will increase our gate hours (0600 hour start - effective Aug. 17, 2020)
- Mondays are currently under-utilized, for TRS reservations
- Prior day reservations are critical in our efforts to serve our partners

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

- Recap of FY20 commercial totals
 - Total TEUs decreased by 6 percent
 - July ’20 – total TEUs were down 16.8 percent compared to July ’19
 - July ’20 showed good growth over June ’20

- Aug. '20 – tracking with Aug. '19 volumes – a very good sign
- Vessel services
 - EMA service began weekly service in May '20 (@ 4,500 TEU vessels)
 - EC2 service – first weekly call in VA on July 9, 2020 (@ 13,000 TEU vessels)
 - TP23/TP11 services from Maersk/MSC – coming in September (@7,500 – 9,500 TEU vessels)
- A new, private transload operation is running on Pier 3 at NIT North (focused on containerizing dry bulk commodities)
- Pursuing a “very significant” reefer cargo opportunity

Tiffany Green updated project status at NIT (see attached presentation). Highlights from Tiffany's remarks:

- All 30 stack yards complete at NIT
- Wharf modifications underway to accept two new STS cranes
 - Arrive mid-October 2020 – In-service by mid-December
 - STS crane tie-downs rated to withstand a category three hurricane

Vance Griffin presented performance metrics slides (see attached presentation). Highlights from Vance's remarks:

- “Consistent, reliable turn times at VIG”
- A 60-minute goal for reefer turn times
 - “The trend is favorable.”
- TRS performance stats were reviewed
- “Ample capacity at NIT”
- Missed TRS reservations are running below 5 percent – “Thank you, Motor Carriers”
- Long-dwell turn times (2+ hours) have been driven below one percent of all transactions
- HRCF Update
 - 5,000 new chassis ordered
 - 3,000 to be delivered and in service by the end of CY20
 - 60 percent of the chassis fleet is 2015 and newer
- PPCY – “We are studying the value of a (future) reservation program there. No immediate plans are in place.”
 - This is a long-term initiative

John Jackson presented details regarding the Customer Service Team. Highlights from John's remarks:

- The launch of the new corporate website in early July
 - Improving the customer experience
- Considering an online chat feature for customer service
- Documenting all customer service interactions in a CRM database
-

The Zoom webinar concluded at 9:55 a.m.