

Virginia Port Authority Board of Commissioners
Marketing Committee Meeting – March 22, 2005
Open Session Minutes

Committee Members Present:

Deborah K. Stearns, Committee Chairwoman
Michael J. Quillen, Committee Vice Chairman
Robert C. Barclay, IV (arrived 10:05)
Ronald W. Massie

Committee Members Absent:

Jonathan J. Johnson

Commissioners Present:

John G. Milliken, Chairman
E. Massie Valentine, Jr. (arrived 10:10)
Ranjit K. Sen (arrived 10:10)
Jody M. Wagner, State Treasurer

Staff:

J. Robert Bray, Executive Director
J. J. (Jeff) Keever, Deputy Executive Director
Thomas Capozzi, Senior Managing Director of Marketing Services
Linda G. Ford, Director of Port Promotion
Gregory Edwards, Director of Marketing and Intermodal
Russell J. Held, Managing Director of Marketing, Southeast, U.S. and Europe
Carla Welsh, Public Relations Coordinator
Debra J. McNulty, Clerk

Guests:

Richard L. Walton, Jr., Senior Assistant Attorney General
John D. Padgett, McGuireWoods LLP
James M. Hewitt, Department of Planning and Budget
Joseph A. Dorto, General Manager, VIT

Members of the Media:

Peter Dujardin, *The Daily Press*

Pursuant to call by Ms. Stearns, the Marketing Committee convened an open session on this date at 9:30 a.m., in the Authority's Conference Room, 600 World Trade Center, Norfolk, Virginia. The Committee immediately went into a closed session pursuant to §2.2-3711(A)(5) of the *Code of Virginia*.

At 10:05 a.m., by motion proposed, seconded and carried, the meeting resumed in open session.

Certification of Closed Meeting

Action: Upon motion made by Ms. Stearns, duly seconded by Mr. Quillen, and adopted by affirmative vote (4-0) the Board members approved Resolution 05-E1, certifying a closed meeting of the Marketing Committee.

Affirmative Votes:

Ms. Stearns Mr. Massie
Mr. Quillen Mr. Milliken

Mr. James Hewitt, Department of Planning and Budget, and Mr. Peter Dujardin, *The Daily Press*, joined the meeting at this time.

Mr. Edwards presented the following:

- Opportunities in Virginia's rail market
- Calendar Year to Date Train Performance
- Calendar Year to Date Train Growth
- Top 5 Rail Growth Accounts

Mr. Edwards reported that calendar year-to-date train performance (January-December) demonstrated very heavy growth and he noted that the Virginia Inland Port's business has doubled due to the arrival of Home Depot and as more distribution centers locate in the region.

Mr. Edwards advised that both of VPA's rail partners - Norfolk Southern and CSX - are participating in the Port's success. Mr. Dorto advised that CSX is the dominant carrier in the New York region and they are now diverting cargo to Virginia.

Mr. Dorto discuss the congestion problems experienced by the New York/New Jersey Port. He added that VIT has contracted with outside trucking companies to provide drayage services from PMT to NIT in order to cut down on terminal congestion.

(A copy of Mr. Edward's presentation can be viewed on the Authority's website, at: <http://www.vaports.com/boardmeeting.htm>.)

The only comment from the public was Mr. Dujardin's question concerning the reading of the certification of closed session, held previously. Ms. Stearns offered to read the certification a second time, however, Mr. Walton, the Senior Attorney General, said it was not necessary.

The meeting adjourned at 10:20 a.m.

Respectfully submitted,

Debra J. McNulty
Clerk to the Board