PORTSMOUTH | Virginia International Gateway is ready for peak season container volumes now and in the future, said Virginia Gov. Ralph Northam, who made the announcement to a crowd attending the July 23 ceremony marking the end of construction at the terminal and the start of a new chapter in Port of Virginia® history.

“What we see here today is a port that is evolving and becoming one of Virginia’s most powerful economic engines,” Northam said. “The Port of Virginia is doing everything necessary to become the U.S. East Coast’s leading gateway for global trade for the next several decades and to make Virginia the nation’s top state for business.”

Northam was joined by John G. Milliken, chairman of the Virginia Port Authority (VPA) Board of Commissioners, John F. Reinhart, the VPA’s CEO and Executive Director and U.S. Maritime Administrator Mark H. “Buz” Buzby. All provided brief remarks to a group of more than 200 invited guests who gathered at VIG and were given a close-up look at the world-class terminal.

“The terminal and the team behind it are performing at a high-level,” Reinhart said. “The gate, rail operation, stack yard, berth and new cranes are processing cargo and we are well-prepared for peak season.”

“During construction, our goal was to maintain service and efficiency and because our capabilities were limited, our growth was very closely managed,” Reinhart said. “We are well past that, we are open for business and we are carrying this message to the industry.”

A modern transportation system, Milliken said, will take on even greater significance as the port moves ahead on its expansion of the South Berth at NIT and begins work on the Wider, Deeper, Safer dredging project that will make Virginia home to the deepest port on the U.S. East Coast.

“A new generation of big ships is on the way and they are going to go to ports that offer deep water, modern, efficient terminals and access to important markets,” Milliken said. “The work at NIT is past the half-way point and the dredging will start in early 2020. The improvements being made here and the focus on building a twenty-first century transportation system will be critical to Virginia’s economy.”
MHI HOLDINGS TO MERGE WITH VIGOR INDUSTRIAL

NORFOLK | Norfolk-based MHI Holdings, a VMA member, plans to merge with Portland, Oregon-based ship builder, Vigor Industrial.

“The merger will create a bi-coastal giant in ship repair, cleaning, and other services,” said MHI President and CEO Tom Epley. “It will bring together resources that are scarce throughout the country.”

MHI Holdings employs 750 people across three local entities; MHI Ship Repair & Services, Accurate Marine Environmental (tank cleaning), and Seaward Marine Services (underwater hull cleaning). MHI Ship Repair & Services has two locations, including a 1,220 foot-long pier able to berth up to four vessels.

Vigor Industrial employs over 2300 people and has eight dry docks across the Pacific Northwest and Alaska.

All employees are expected to keep their positions after the merger.

ODU OPENS DOORS TO NEW INNOVATION HUB

NORFOLK | On August 30, Old Dominion University’s Institute for Innovation and Entrepreneurship located at 112 Bank Street in downtown Norfolk officially opened its doors, acting as a liaison between Old Dominion University, the community, and industry to advance innovation and entrepreneurship initiatives throughout the Commonwealth.

“The center will be a much-needed resource,” stated Mayor of Norfolk Kenny Alexander during the ribbon cutting ceremony. “The city has made innovation a top priority.”

The hub offers space for training, workshops, and meetings, as well as other resources and services that will help enable new enterprises and programs. One of these programs will be the Open Seas Technology Innovation hub, a partnership between ODU, the Virginia Institute of Marine Science (VIMS) and the College of William & Mary. It will focus on maritime, shipping and logistics, aquaculture and fisheries, and flood mitigation and resilience.

The idea for the hub began in the spring of 2018 between ODU and the Virginia Maritime Association, both agreeing that such a hub could strengthen Virginia’s port commerce.
VMA SOUTHERN CHAPTER FORUM: THE INTERNATIONAL SUPPLY CHAIN

VMA’s Southern Chapter invites you to attend the Forum on the International Supply Chain exploring the Piedmont region as an economic machine. Hear from experts discussing challenges, solutions, and incentives impacting the international supply chain. The forum will be held at the Institute for Advanced Learning and Research in Danville, VA.

Following the forum, the Virginia Maritime Association will be hosting a VMA2020 reception, honoring the approaching 100th anniversary of the VMA.

The most current information, sponsorship, and registration is available at www.VAmaritime.com/events.

$500K GRANT AWARDED FOR WOMEN IN SHIP REPAIR JOBS

On August 28, the Department of Labor awarded a $500,000 grant to the Hampton Roads Workforce Council, who will be coordinating a program aimed to train women to work in the waterfront trades such as welding or pipe-fitting.

The program will provide the nine-week program to 40 women who have survived domestic abuse and trafficking, dealt with homelessness and poverty, or find themselves under-employed and unable to make ends meet.

Program partners include The Virginia Ship Repair Association (VRS), Tidewater Community College, Paul D. Camp Community College, the United Way, and WHRO. VSRA already helped prepare the grant application and will continue playing a key role moving forward.

CROFTON INDUSTRIES CELEBRATES 70 YEARS

Crofton Industries has been a member of the Virginia Maritime Association for years, but have been in business much longer.

Crofton & Morris Divers was founded in 1949 following World War II with a single 50-ft long Navy work boat... and has since grown to boast seven acres and 9000 square-feet of office and warehouse space with multiple barges, cranes, and tugboats, employing around 175.

A Crofton crane, the Manitowoc 4600, transported a RTG from VIG to PMT

When you hear the word “cyber,” what is the first thing you think of? It is tempting to think of IT servers, cryptic passwords, or a hooded figure in sunglasses selling your private information on the dark web. You probably don’t initially think of a cargo-laden vessel, a marine terminal, or transportation infrastructure. However, the cyber realm has increasingly become a bigger part of our maritime ecosystem, for better or for worse.

Many marine terminals, including some of our own, are upgrading to top-of-the-line cargo-handling equipment in order to take...

Continue Reading on Page 4
CYBER SECURITY (CONT.)

...advantage of the efficiencies that technology can bring. Vessels around the world are doing the same in an effort to modernize, improve safety, and cut costs. However, these opportunities bring with them a new wave of vulnerabilities that must be addressed.

During the fall of 2018, a west coast marine terminal was the victim of a cyber-attack, and earlier this year a New York-bound cargo vessel experienced one as well. Even within our own port, there have been reports of AIS anomalies that may be linked in malicious activity. The U.S. Coast Guard has diligently led the efforts to identify and respond to these types of security incidents in the maritime domain, but there's much left to do in regard to standardization, and industry is still coming to terms with the idea of virtual security in an operational setting.

It is easy to talk to industry about the need for physical maritime security in a post-9/11 world. Gates, fences, TWIC cards, and reporting requirements are easily understood in terms of physical threats to our marine transportation system, but what about access controls in terms of wi-fi, automated systems, and machine learning? How do you report a cyber security incident, and to whom, and how do you even recognize one in the first place? The days of looking for suspicious packages on the pier may be fading, but an increasing number of digital suspicious packages are hiding in the cyber domain.

Recently, the VMA participated in the 2019 Cyber Flag Exercise at the Joint Staff Training Facility, where our respective military branches and our allies engaged in a cyber battle with a mock state adversary. During this event, a group of government agencies and maritime stakeholders engaged in a two-day tabletop exercise that simulated a multi-pronged attack on our local maritime infrastructure, including the subsequent response. It was surprising to learn about all the different resources available to the maritime community from the Coast Guard’s Cyber Command, DHS, FBI, etc. as well as the different ways a cyber-attack could severely impact our marine transportation system.

For those looking to dive further in, the VMA will address “Maritime Cyber Security” as the topic at our next Breakfast Briefing on October 8th. Speakers will include the U.S. Coast Guard as well as local industry experts. Additionally, the VMA is exploring the possibility of a Maritime Cyber “Industry Day,” to include information sessions, expert meet & greets, and local vendors.

At the end of the day, our local maritime industry must acknowledge that these new threats are indeed a reality, to learn what tools and resources are available, and to prepare accordingly. Some companies are moving forward with hardening their assets in regard to cyber, yet all of our marine transportation partners need to consider a proactive approach – a hole in the fence renders the fence useless.

Register for the Oct 8th Membership Briefing at www.VAmaritime.com/events

CHAPTER UPDATES

GREENSBORO, NC | The VMA Southern Chapter was pleased to partner with the NCWTA-Triad Chapter to co-host a meeting of members in Greensboro, NC on July 24th. The group gathered first at the Norfolk Southern Greensboro Ramp, which sits adjacent to the Port of Virginia chassis yard, getting a visual and presented overview of the operations. Following the tour, over fifty members and guests were welcomed by Chairperson Kimberly Clark receiving VMA and Chapter updates. The Port of Virginia provided a report on volume and VIG and NIT terminal facility improvements. Representatives from Dewberry Engineers shared a study being conducted by NC-DOT asking attendees for input. Norfolk Southern served as the keynote presenter for the meeting, giving an overview of intermodal services, economic impacts and growth opportunities in the region with relation to waterborne commerce.

A Maritime Mixer was held following the meeting, thanks to Mixer sponsors CV International, Lightning Transportation, the Port of Virginia and STI-Service Transfer, Inc.

Upcoming Chapter Meetings
VALLEY LOGISTICS CHAPTER – October 10, 2019, 3:30PM, at the George Washington Hotel
The Valley Chapter will host the MLCP and invites you to support the Shenandoah Valley Traffic Club by attending their industry dinner that evening. Visit VAmaritime.com/Events for more info & registration.
**VESSELS BY TYPE**

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<th>YTD-19</th>
<th>Jul-18</th>
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<td>11</td>
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<td>RORO</td>
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**ULTRA LARGE CONTAINER VESSELS (ULCV)**

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**DISTRIBUTION OF COAL DUMPINGS**

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Source: Coal figures compiled by coal terminals & third party sources

**PORT OF HAMPTON ROADS TEU’S**

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<td>TOTAL</td>
<td>239,329</td>
<td>1,454,453</td>
<td>223,840</td>
<td>1,371,503</td>
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Source: Virginia Port Authority

**CUSTOMS RECEIPTS - VA CUSTOMS DISTRICT**

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Source: US Customs and Border Protection

**VMA2020 sponsors who commit by the end of September are guaranteed complimentary ad space in the 100th Anniversary commemorative book!**

Need more time? Join later for all the other benefits without a deadline... like signing the new charter document at the 100th Anniversary Reception on Feb 13!
ASSOCIATION IN ACTION

VMA was pleased to have been included for the July 1 announcement by Governor Northam and Dominion Energy of the start of construction of the Coastal Virginia Offshore Wind (CVOW) demonstration project. The CVOW project calls for development of two 6-megawatt wind turbines and it is a stepping stone toward development of a commercial lease area of 112,800 acres expected to support more than 2,000 megawatts of renewable energy. CVOW will provide critical permitting, design, installation, and operational experience as it is the first project to be installed in federal waters under the Bureau of Ocean Energy Management (BOEM) process. Between the CVOW project and commercial-scale development, Dominion Energy plans to invest up to $1.1 billion in offshore wind through 2023.

VMA gladly sits on the advisory panel for the City of Hampton Public Schools’ new Academy for Transportation, Analytics, Information, and Logistics (TRAIL). The panel met July 10 to support planning for the first class that will pursue a path of study that will teach through the lens of professionals engaged in international trade, logistics and supply chain management. The Academy will provide a foundation for future transportation and logistics professionals.

July 15 & 16 were days spent on Capitol Hill in Washington, D.C. visiting the offices of members of Congress who represent states with supply chains that flow through and rely on the Port of Virginia. As we seek broad Congressional support for federal funds for dredging, VMA is working to educate these members about the project and how their constituents will benefit from the dredging to make our main channels Wider, Deeper, Safer.

It was an honor for VMA to be in attendance on July 23 as Governor Northam announced the completion of the $320 million expansion at the Virginia International Gateway container terminal. The 800-foot extension of the berth at VIG will allow the terminal to service as many as three Ultra-Large Container Vessels (ULCVs) simultaneously. VIG now boasts 26 new rail-mounted gantry cranes as well, which support 13 new container stacks, creating more room to stack and sort containers. In January, four new 170-foot-tall ship-to-shore cranes arrived at the Port. These cranes are the largest on the U.S. East Coast and will be able to service container vessels, regardless of their size, for decades to come.

“The completion of the VIG expansion enables the Port to move cargo more safely, efficiently, and sustainably than ever before and cements Virginia’s position as home to a world-class port,” said Governor Northam. “That reputation will help drive economic investment and job creation across the Commonwealth.”

COMMITTEE UPDATES

COMMERCE DEVELOPMENT COMMITTEE (7/23):
The discussion on refining industry data points and potential product offerings was resumed, as well as the formation of a multi-discipline “Go Team” in order to help facilitate and advise new businesses exploring Virginia. Additionally, it was discussed that the VMA would explore hosting additional industry speaker events at local venues if there was appropriate interest. VEDP also shared information on funding that is available for Virginia companies through the STEP program.

AWARDS COMMITTEE (7/23): The VMA has a history of granting Honorary Life Membership to select individuals who during their careers played notable roles in the wellbeing and progress of the Association. A subcommittee of the Awards Committee met to reconsider and make recommendations for the criteria for individuals to receive Honorary Life Membership.

STRATEGIC PLANNING (7/31): At the direction of VMA President Scott Wheeler, the committee began reevaluating the terms, size, structure, and criteria for service of the Board of Directors. The committee is tasked with considering and recommending changes that will ensure the Board can best support the mission of the Association and help it achieve its financial, membership, and advocacy goals.
NEW MEMBERS

CRUX SYSTEMS, INC.
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www.cruxsystems.com

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www.colliers.com

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▶ John Lesinski
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tom.hazelwood@dhg.com

▶ Rob Oden
Partner
(757) 624–5100
rob.oden@dhg.com

VMA2020
Statewide Celebration Schedule

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<thead>
<tr>
<th>Event</th>
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<td>Southern Chapter Reception</td>
<td>Oct 2nd</td>
<td>Danville</td>
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<tr>
<td>Southern Supply Chain Forum</td>
<td></td>
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<tr>
<td>Annual Business Meeting</td>
<td>Dec 2nd</td>
<td>Norfolk</td>
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<tr>
<td>Valley Chapter Reception</td>
<td>Dec 4th</td>
<td>Winchester</td>
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<tr>
<td>100th Anniversary Reception</td>
<td>Feb 13th</td>
<td>Richmond</td>
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<tr>
<td>100th Annual Maritime Banquet</td>
<td>May 14th</td>
<td>Norfolk</td>
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<tr>
<td>Southwestern Chapter Reception</td>
<td>Coming Soon</td>
<td>---</td>
</tr>
<tr>
<td>Northern Chapter Reception</td>
<td>Coming Soon</td>
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www.VAmaritime.com/VMA2020
CLUB CONTACTS:

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Edward Falis • 928-0484 ex 106
www.hrcoal.org

Hampton Roads Global Commerce Council
Thomas Berkley • 757-440-7208
www.hrgcc.org

Hampton Roads Traffic Club
Dennis Wilson • 543-1941
www.HamptonRoadsTrafficClub.org

Propeller Club - Port of Norfolk
Margo Winans
www.PropellerClubNorfolk.org

Shenandoah Valley Traffic Club
Chad Brant • (540) 398-9923

Tidewater Motor Truck Association
Marguerite Frier • 558-7614
www.tmtava.org

Virginia Ship Repair Association
Sylvia Bell • 233-7034
www.VirginiaShipRepair.org

Virginia International Business Council
www.vaibc.org

Upcoming maritime events are listed on VAmaritime.com/events

Registration at 7:15 AM
Breakfast at 7:30 AM
$30 Early Bird
(Members-Only by October 1)
$45 Non-Members
Norfolk Yacht & Country Club
www.VAmaritime.com/events

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