Winston Churchill once said, “Now this is not the end. It is not even the beginning of the end. But it is, perhaps, the end of the beginning.” Many at Host have heard me mention this quote over the past few years.

By “the end of the beginning,” I was referencing the growth of our company and the growth of our team, both in number and in our abilities as individuals. We’ve undergone a significant transformation. Host is no longer a little family ship agency or terminal operator.

I believe this is the last time you’ll hear that Churchill quote from me. The beginning is over, our transformation is complete, and we’re ready to start the journey as the company we’ve become. The pace of our growth won’t change, and we’ll never take it for granted. But this is who we are now.

Though we have grown immensely, we’ve preserved our identity, our principles, and our commitment to the team. Each of our employees is still considered a valuable member of the Host family.

We often talk about the forest, the trees, and the leaves, and how important each aspect is. During all this growth happening around us, it’s important to step back and look at a broader perspective of being here at this place and time with such a unique company. The more we can get outside ourselves and work for something bigger, the more successful we’re all going to be.

I’m challenging myself and everyone at Host to take that step back, take that moment, take stock of where you are and where the company is. Every single operation made tremendous progress in 2016, and every one of you is a part of that. Thank you for your hard work in getting us here. I’m excited to take the next steps with such an exceptional team.

Adam Anderson, President
On November 23, 2016, Tidewater Tank Terminal reached the one-year milestone of zero recordable incidences. This is a great achievement for a start-up operation with high volumes, ranging from 100 to 144 trucks and exceeding 850,000 gallons of transferred product daily. This, in addition to loading two 50,000-barrel barges per week, requires very focused employees.

Core team members Anthony Baranowski, Craig Harrison, Josh Waide, Aaron Williams, James Reynolds, and Damien Wathen were instrumental in reaching the one-year milestone. Host thanks the entire Tidewater Tank Terminal workforce for their steadfast dedication to safety.

TIDEWATER TANK TERMINAL OPERATION REACHES FIRST ANNIVERSARY AND ONE-YEAR SAFETY MILESTONE

The 20th Annual James River Partnership Meeting


Made up of federal, state, and local government agencies, as well as business leaders and public interest groups, the James River Partnership fosters navigational, economic, and environmental cooperation and stewardship of the James River. The group’s goal is to achieve unrestricted navigation on the James River, while providing for good environmental stewardship of its resources.

Pictured here, David Host discusses current and projected vessel traffic in the channel.

ON THE COVER

Boarding Agent Michael Brewington oversees equipment being placed on board a vessel at the Perdue Grain Terminal in Chesapeake, Virginia. The equipment will be used to clean the cargo holds of the ship, ensuring the quality of the product.

HOST TERMINALS GENERAL MANAGER ANDY BAYUK ELECTED TO PORT EVERGLADES ASSOCIATION’S BOARD OF DIRECTORS

Congratulations to Host Terminals General Manager Andy Bayuk, who was recently elected to the Port Everglades Association’s 2017 Board of Directors. The Port Everglades Association serves as a bridge between public and private interests to advance the progress and development of the Port.

Andy moved to South Florida just over a year ago. We’re very proud to have him representing us and of all the terrific work he’s doing for Host!
HOST TERMINALS LOADS UNIQUE CARGO IN PALM BEACH

Our Host Terminals staff in Palm Beach recently handled a unique project, loading more than 50 large ficus and palm trees, which were each over 20 feet in height, as well as over 100 pallets of mulch and several containers. The cargo was bound for a major land and commercial developer in the Cayman Islands.

Throughout the project, South Florida was raked with significantly high winds that periodically shut down numerous operations. Our staff took opportunities between challenging weather conditions to complete a successful and safe loadout of all cargo.

Congratulations to our people in Palm Beach for another job well done, and thank you for all your hard work!

HOST BEGINS STEVEDORING OPERATION IN CHARLESTON, SC

Host Terminals began a new stevedoring operation on Friday, December 23rd in Charleston, South Carolina for Phoenix Bulk Carriers. Our crew there is unloading over one million tons of stone.

This operation will last approximately nine months. The stone will be used as the foundation for a new, state-of-the-art container terminal which is planned for construction on the property.
MEET YOUR MATES

Alec May
Host Agency, Operations Manager, Mobile, AL

Operations Manager Alec May had his first job at the age of 14, when he started a lawn care business in his neighborhood to support his motocross hobby. “I’ve done motocross, enduro...I’ve ridden horses and bulls. If it can be ridden, I’ve ridden it,” Alec says in his signature Alabama drawl.

Alec doesn’t like to be bored. He mowed lawns until he was 16, then worked as a construction worker, roofer, bouncer, plane fueler, used car salesman, prep cook, caterer, and maintenance man. Some time in his early twenties, he offered to deckhand for someone’s weekend fishing trip. During the excursion, one of the men looked at Alec, and asked, “What are you planning to do with your life?”

“I don’t know,” he answered. “Nothing keeps my interest.”

“Well I’ve got the job for you,” the man said. As luck would have it, Alec was talking to the then president of the Maritime Steamship Association.

Alec followed the gentleman’s directions and went to a ship agency office in Mobile that was hiring. The manager wouldn’t interview him at first, because he didn’t have a college degree, but Alec wasn’t giving up that easily. “I’d get out of work at 2 p.m., and I’d go sit in their lobby and wait for the manager to come out of his office EVERY DAY,” he remembers. “The receptionist told me to stop, but I was too stubborn for that. He finally gave in and gave me an interview.” Alec got the job and finally met his match. Twenty-one years later, the maritime industry still holds his interest. He has worked at three different agencies, holding management positions at each one and working every port from Tampa, Florida to Brownsville, Texas.

Alec first heard of Host from his best friend, Gulf East Regional Manager Chris Kitsos, who was working for NSA Agency when it was purchased by Host. “I was pretty happy where I was, but Chris said, ‘Host is the kind of company for you, Alec. Just go talk to Adam.’ I didn’t think I’d want to make the switch, but I trust Chris a lot, so I went.”

After talking to Adam for a half hour, Alec knew Host was the place for him. “It’s a very hands-on company,” he says. “You get to do a lot of different things, and it’s a huge confidence booster every time you get to tackle a new challenge. I learned more in my first three years at Host than I learned in ten years at my last company.”

Alec says a big part of agency operations management is “just keeping it real, man! You have to keep good relationships with everyone,” he says. “I like to go visit our principals, pilots, vendors, and the ports as much as I can. I love having a connection with people all over the port, and the world, for that matter. It’s not just a job. It’s a way of life.”

Other than that, he really enjoys being in the trenches with the agents. “I lead by example. You have to give support to get support. I can’t just sit back and watch them do all the work. I like being in the grind!”

With his motocross days long over, Alec says “I’m riding the Host wave now, and it’s one heck of a ride. That’s for dang sure.”

Chad Long
Host Terminals, Maintenance Mechanic, Wilmington, NC

Chad Long is one of the maintenance mechanics at Enviva’s brand new wood pellet facility in Wilmington, North Carolina.

With a degree in electronic engineering, Chad worked in telecommunications for his first few years out of school. “Unfortunately, that job required a lot of traveling,” he says. “I wanted to spend more time with my family, so I looked for something closer to home.”

Chad worked on the short line railroad at the Port of Wilmington for five years as the engineer, conductor, and mechanic. “We were all trained in each job, so we just alternated what we did each day,” he explains.

He later joined a large company and worked as the maintenance mechanic of a liquid facility for ten years. “It was good experience,” he says. “But I’ll take wood pellets over liquid chemicals any day!”

Chad heard of Host through his friend Jason Long (no relation) who’s currently a manager at Host. After talking to Jason, he knew it was time to make the jump. “I’m glad I did!”

he says. “There’s so much opportunity here. A lot of room for growth. I’m happy with my position, but I know I haven’t tapped out here, and that’s exciting.”

“It’s a fun job, and I really like the people I work with,” he says. “It’s nice to look forward to going to work. Not many people have that.”

Chad says to do his job, you have to be willing to get dirty and take on any task Host asks you to do. “Of course, they won’t ask you to do anything you can’t, but it’s not always the same old stuff,” he explains. “It’s also important to prioritize. Sometimes you have to jump from job task to job task, and you need to shift your schedule several times to get the most important things done first.”

When nothing needs repair, Chad’s daily tasks consist of preventative maintenance. “It’s a brand new facility! We just want to keep it as nice as it is now,” he says. Keeping brand new equipment working is more involved than you’d think. Every little piece of the machinery has regularly scheduled maintenance that needs to be done throughout the year. “Don’t worry. I have plenty to do,” he laughs. “But it’s nice working where you don’t have to do a bunch of work just to get the machine to run. I just have to keep it running. That’s a good place to be.”

When Chad isn’t working, he enjoys hunting and playing softball. He also spends a lot of time traveling with his wife and 11-year-old daughter for her competitive dance competitions.

With his motocross days long over, Alec says “I’m riding the Host wave now, and it’s one heck of a ride. That’s for dang sure.”
Peter Barry  
*Host Marine, Fleet Manager, Baltimore, MD*

Peter Barry is the fleet manager for Host’s tugs and barges in the Talen operation. Peter graduated from Massachusetts Maritime Academy with a bachelor’s in marine engineering and a Third Assistant Engineer’s License. After graduating, he spent almost 13 years working for the government’s Military Sealift Command as a licensed engineer, going from third to first assistant engineer during his tenure. He provided maintenance and logistical support for the Navy on a variety of vessels, including fast combat support, fleet oilers, new diesel electric combat support, dive salvage, and Naval hospital ships. “We provided everything from bombs and bullets to ice cream sandwiches and toilet paper,” he says.

Throughout his time at the Military Sealift Command, Peter accumulated almost 3,800 credible sea days, traveling all the way around the world and visiting 54 countries. In 2010, he spent 45 days assisting in the Haitian earthquake relief efforts. His schedule was busy, and he was almost always on a ship. From 2003 to 2015, he averaged approximately one month off per year.

During that time, he met his wife, Gretchen, and they welcomed their two children, Logan and Lucy. “It was time for something closer to home,” he says. “Host met all my requirements when I was looking for a job. I knew I would be based in Baltimore, MD, I’d come home every night, and I’d still be on the water. It was just what I was looking for.” He joined Host on Christmas Eve in 2015.

At Host, Peter directly supports the tug and barge operations, making sure the vessels are mechanically ready and the crew has all the supplies they need. He works closely with Fleet Administrative Assistant Nicole Chalmers to manage the schedule, while maintaining compliance with the U.S. Coast Guard’s Tug Safety Management System. He also developed and maintains the Electronic Maintenance and Support Program, with the assistance of Nicole and the MS JANET crew, to support the vessels.

The unique challenge of Peter’s job is that he’s managing the first vessels Host Marine has ever fully owned. “We developed a maintenance program from zero,” he says. “We’ve created over 100 checklist items to keep the tugs running and in good shape. We also had to develop specific safety guidelines and a complete list of vendors to call when something is needed.”

“I like that I still get to work as an engineer on the vessel when required,” he adds. “It’s nice that I still get to turn wrenches.” Peter has a Chief Engineer’s License Unlimited, which means he’s licensed to work on the largest ships in the world. “I can usually troubleshoot any problems and get things fixed,” he says.

When he’s not working, Peter enjoys spending time with his family and snowboarding.

Angel Cruz  
*Host Agency, Boarding Agent, Norfolk, VA*

Boarding Agent Angel Cruz can usually be found around the Norfolk office, refilling his coffee for the third time before noon, wearing a big smile, and making everyone around him laugh.

Angel got his start in the maritime industry by working as a lab technician, cargo monitor manager, and vessel agent for an energy company in Newport News, VA. “I played with dirt, basically!” he laughs.

Before joining the maritime industry, Angel was a mechanic. “I love working with my hands. That’s always been my strength,” he says. Unfortunately, injuries from a bad racecar accident made it difficult for him to continuously lift the heavy parts in the body shop.

Angel was hired on as a coal monitor at Host in 2015, and moved to agency four months later. Always interested in the terminal side of the maritime industry, he knew Host was full of opportunities to meet his goals.

Angel’s workday starts around 8 a.m., when he visits his assigned vessel to make sure the captain and crew have everything they need. “It’s good to see them face-to-face each day,” he says. “That’s important to me. You get a much better idea of what’s going on compared to just emailing back and forth.” After the morning visits, he spends most of the time in the office, answering emails and calls. He leaves the office around 5 p.m. and attends vessels that are sailing, docking, or need monitoring.

Angel says being an agent requires you to be alert. “You can make a lot of mistakes if you try to move too fast, but if you just calm down and listen, you’ll be okay.” Angel’s favorite thing about Host is the company’s effectiveness. “We do whatever we can for our clients,” he says. “It’s a lot of work sometimes, but we’ll go above and beyond to make the clients happy, and I’m proud of that.”

His favorite thing about the job is being out in the field. “There’s nothing like being on a launch boat and looking back at the shore,” he says. “It’s a privilege to look from the outside-in. Not many people get that view.”

Angel admits he doesn’t have much free time as an agent (hence the three cups of coffee), but he still enjoys racing cars, playing softball, and practicing Capoeira, a Brazilian martial art that combines elements of dance and acrobatics. “I know I’m gravity-rich, but don’t let my belly fool you,” he says. “I still got it!” His Capoeira name is “Bola6.” “I thought it meant ‘strong’ at first,” he laughs. “It doesn’t. It means ‘Big Ball!’ They think I look like a big ball. So forget ‘strong.’ I’m just trying to work my way up to ‘Little Ball’ now!”
Sean Kharche  
Chief Operating Officer  
We are pleased to announce that Sean Kharche has joined Host as our Chief Operating Officer, based at headquarters in Norfolk, Virginia.  
Sean has over 25 years of experience in management with companies such as Invacare, Longview Fibre, GREIF, and GoodYear. Most recently, he held the Vice President position with Chart Industries, a $1.3 billion global manufacturer, which markets and supplies equipment to LNG, chemical, life sciences, and healthcare industries. He holds a bachelor’s in electrical engineering from the University of Toledo and an MBA from Kent State University.  
In his role with Host, Sean is responsible for the overall strategy, management, and business development of Host’s terminal operations.

Debbie Drake  
Senior Vice President of Finance and Systems  
Please join us in welcoming our new Senior Vice President of Finance and Systems, Debbie Drake.  
Debbie has over 20 years of management experience in global trade, contracting, and analytics. Prior to joining our team, she had a long-term career with Peabody Energy, the world’s largest private sector coal company. Most recently, she was the president and head of their global trading business unit. Debbie holds a bachelor’s degree in accounting and mathematics from Illinois College and an MBA from Washington University.  
Debbie will be responsible for accounting, finance, reporting, and IT.

Greg Horvath  
Senior Vice President of Business Implementation  
We are also pleased to announce that Greg Horvath has joined Host as our Senior Vice President of Business Implementation.  
Greg has over 25 years of management experience in maritime, industrial, and energy markets with companies such as Owens Corning, General Motors, LQM Petroleum Services, and Keystone Shipping Company. Most recently, he managed marine terminal operations as the president of American Borate Company, the largest supplier of Turkish borates in North America. Greg holds a bachelor’s degree in marine transportation and logistics from the U.S. Merchant Marine Academy at Kings Point.  
Greg will oversee all new operations through the implementation phase and will be responsible for operations systems, including risk management.

In this picture, T. Parker Host, Jr. hands Customs Entry Clerk Mrs. Semprevivo and Deputy Collector Burcher a check for $52,167.78 on behalf of the American Oil Co. At that time in 1966, it was the highest duty ever paid at the Newport News, VA Custom House for a single consignment of crude oil.  
The cargo was approximately 500,000 barrels of Darius crude from Kharg Island in the Persian Gulf, valued at $1,170,546.00. The American supertanker SS Manhattan required about 37 hours to discharge its cargo.  

**FUN FACT:** Two years later, the SS Manhattan was refitted with an icebreaker bow. Registered in the United States at the time, she was the largest U.S. merchant vessel and the biggest icebreaker in history. She later became the first commercial ship to cross the Northwest Passage in a historic voyage to test the feasibility of using the Arctic Northwest Passage as a year-round trade route.
SERVICE MILESTONES

These valued Host employees reached service milestones during 2016.

35 Years
Christopher T. Kitsos, Regional Manager

25 Years
Debra L. Humphrey, Freight Forwarder II

20 Years
Cassandra C. Hotard, Front Desk Administrative Assistant

10 Years
William Davis, VP of Customer Development

5 Years
Nicole E. Chalmers, Fleet Administrative Assistant
John R. Davis, Foreman
Paul J. Gaffney, Operations Manager
Robert Gates, Regional Supervisor
Randy L. Gleason, General Manager
Randolph Gray, Jr., Operator
William Gray, Operator
Henry Halvorsen, Logistics Coordinator
Stanley L. Harmon, Jr., Electrician
Marvin N. Harris, Cargo Monitor
Thomas C. Keiningham, Jr., Cargo Monitor
Crystal Kernan, Lead Payroll & HRIS Specialist
Cheryl Lewchenko, Payroll & HRIS Specialist
Alexander S. May, Operations Manager
Wesley J. Miller, Operator
Ricky L. Swope, Operator
Godfrey V. Wynter, Assistant Terminal Operations Manager

1 Year
Stacie Allen, Regional Administrator
Steven Alt, Cargo Monitor
Masood Alvi, Logistics Coordinator
Peter Arroyo, Traveling Operator
Carlos Balderas, Traveling Operator
Anthony Baranowski, Lead Operator - Mechanic
Peter Barry, Fleet Manager
Andrew Bayuk, General Manager
Sarah Bertrand, HR Supervisor
Peter Boginsky, Operator
Robert Brus, Stevedoring Services Manager
Patrick Callahan, VP of Terminal Operations
Neal Callaway, Operator
Stephen Casenza, VP of Organizational Development
Benjamin Cherry, Full Agent
Theodore Clark, Fork Lift Operator
Janelle Clarke, Marketing Manager
Phillip Contorno, Operator
Calvin Corsey, Operator
Matthew Crudner, Full Agent
Angel Cruz, Boarding Agent
William Davis, Sr., Deckhand
Thomas Dixon, Operator
Anthony Dolce, Traveling Operator
Qushondra Fields, Mule Truck Driver
Michael Flood, Boarding Agent
Corey Foster, Operator
Ozzie Guillen, General Stevedore
Lisa Harrington, Accounts Payable Associate
Clive Harris, Fork Lift Operator
Craig Harrison, Operator
Matthew Horne, Regional Supervisor
Zachary House, Shoreside Assist Boat Operator
Stephen Howe, Terminal Supervisor
Cory Hume, Director of Business Implementation
Ernest Juhasz, Chief Engineer
Peter Kelly, Full Agent
Justin Knapp, Terminal Supervisor
Paul LePage, Operator
Cesar Lopez Altarriba, Crane Operator
Andrew Martinez, Superintendent
Jose Martinez, Deckhand
Cruz Mata, Traveling Operator
Rodney Maybe, Off-Dock Supervisor
Donald Milligan, Captain
Jackson Moore, Boarding Agent
Edward O’Neill, Operator
Manuel Ozuna, Traveling Operator
Jose Paiz, Jr., Superintendent
Heather Petty, Desktop Support Specialist
Todd Pringle, Full Agent
Bradley Redden, Maintenance Mechanic
James Reynolds, Operator
Jonathan Ricks, Regional Operator
Paul Salazar, Superintendent
Salvador Sanchez, Traveling Operator
Joshua Sarmiento, Mule Truck Driver
Matthew Scanlan, Operator
Robert Schrock, Operator
Kenneth Shults, Operations Manager
Luis Silva, Traveling Operator
Stephen Skrobacek, Traveling Operator
Ronald Smith, Operator
Sherrill Taylor, Terminal Administrative Assistant

WELCOME ABOARD NEW EMPLOYEES!

The following employees were hired during the last quarter of 2016.

Terry Bass, Operator
Christopher Antonio, General Stevedore
Matthew Bennett, Sr. Business Development Analyst
Theodore Brown, Maintenance Mechanic
Kevin Callahan, Regional Manager
Austin Capps, Boarding Agent
Jose Colon Velez, Superintendent
Kerry Douglas, Sr. Business Development Analyst
Jennifer Edwards, Terminal Administrative Assistant I
Matthew Gathof, Boarding Agent Trainee
Timothy Gunn, Boarding Agent Trainee
Jeremy Hughes, Maintenance Electrician and Mechanic
Roy Kepals, General Stevedore
Susan Larry, Accounts Payable Associate
Kimberly Lucas, Finance Operations Manager
Chasity McKiver, AP Lead
Tashanbi Monroe, General Stevedore
Jonathan O’Hara, Regional Assistant Terminal Manager
Stefani Puccio, Finance Associate
Arnaldo Rivera, Maintenance Electrician and Mechanic
Shelby Slaughter, Deckhand
Jeremy Tant, Operator
Johnny Taylor, General Stevedore
Calvin Tucker, General Stevedore
Rachel Upshaw, Cargo Department Clerk
Gwendolyn Walker, Front Desk Administrative Assistant
Rahim Walls, Operator
Ashley Williams, Reporting Analyst

Robert Trevino, Traveling Operator
Devin Trigueros, Operator
Michael Velez, General Stevedore
Maurice Walker, General Stevedore
Neal Ware, General Stevedore
Aaron Williams, Operator
Sara Wingfield, DA Analyst
Justin Wylie, Deckhand
Donald E. Carroll, Jr. passed away on October 21st at the age of 76. Don opened Host Agency’s Baltimore office in 1986, which marked the very beginning of Host’s rapid expansion outside of Hampton Roads, Virginia.

“Don came from a long shipping background,” says David Host. “He was well-liked and had some great connections worldwide.” In fact, he was named the Port of Baltimore’s Leader of the Year in 2003.

He will be greatly missed, and we feel very fortunate to have him as part of the Host legacy.

FAMILY MILESTONES & CELEBRATIONS

Welcome to the World!

_accounts Payable Associate Lisa Harrington and Aaron Lindsey welcomed their beautiful daughter, Aria Marie, on September 17, 2016.

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Meet Huxley Reed Spell! He arrived on October 28, 2016 to parents Carl Spell, Terminal Operator at Enviva Wilmington, and Sarah Spell.

On November 29, 2016, Senior Administrator Keri Jenkins lovingly welcomed her fourth grandchild, Asher Jeffrey Thompson, who was born to Keri’s daughter, Kristin Thompson, and son-in-law, Brandon Thompson.

Terminal Manager Jonathan Foster and wife Jackie are proud to announce the birth of their son, Jackson Benjamin Foster, who was born on December 5, 2016.

Weddings

Dominion Project Manager Bobby Dervishian married Jennifer Napier on October 1, 2016 at Dover Baptist Church in Manakin-Sabot, VA. Jennifer is an instructional design consultant. The pair currently live in Richmond and enjoy volunteering together, surf fishing, and traveling.

Proud parents Cory Hume, our Director of Business Implementation, and wife Virginia Strong welcomed Xavier Lemay Hume on Thanksgiving Day, November 24, 2016.

Terminal Administrative Assistant Ana Alard and Crane Operator Javier Rodriguez happily announced the birth of their son, David Rodriguez, on November 12, 2016.

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