

LaBIC Meeting Minutes
January 16, 2019
LED FastStart Conference Room
Baton Rouge, Louisiana
10:00am-12:00pm

The following Committee Members were in attendance.

1. Greg Rusovich
2. Don Pierson
3. Larry Collins
4. Paul Aucoin
5. Jay Hardman
6. Richard Ranson
7. Renee Simon
8. Michael Olivier
9. Tommy Clark
10. Wyly Gilfoil
11. Keith Guidroz
12. Kate MacArthur
13. Brenda Stelly
14. John Fay
15. Drew Heaphy
16. Richert Self

Additional Attendees included:

1. Ben Fontenot
2. Jessica Steverson
3. Rebecca Normand

Call to Order Chairman Rusovich

Declaration of Quorum Chairman Rusovich

Approval of Minutes from June 28, 2018 board meeting Chairman Rusovich

Introductory Remarks Chairman Rusovich

Chairman Rusovich discussed the recent event hosted by Governor Edwards for the Consular Corps. The focus of the event was on Global Trade and Global Economic Development. There was a great turn out and was very well received.

New Board Members Introductions Chairman Rusovich

New Board Members introduced themselves and gave a quick background of their positions; Kate MacArthur, Brenda Stelly, Wyly Gilfoil and Drew Heaphy.

Secretary Pierson welcomed the Board members new and old and discussed the importance of the Board's role in the growth of International Commerce and Economic Development for the state.

Secretary Pierson reviewed the project wins for 2018, which include a wide diversity of Global companies. These 14 projects exceeded \$12 billion, created 2,300 direct jobs, plus construction and manufacturing jobs created. The Secretary also briefly discussed the Pipeline projects for 2019. They include 3 projects out of Europe, 1 Central America and 4 out of Asia.

The October Israel Mission with Governor Edwards was a huge success. LSU and Jeff Molton hosted two major cyber security companies; Twist Lock and Check Point, a partnership that was formed from the October mission. There are also discussions about a pilot program with Port of Fouchon to build prototype cyber iron dome. The dome's use will be to protect port installation and security.

Secretary Pierson discussed upcoming events:
Cyber Conference hosted in Shreveport on May 14-16. Hosted by the National Governor Association.

Governor Edwards will address and discuss the Israel Mission on January 29th as well on the January 28th in New Orleans.

On February 1st there will be meetings held in Washington DC with Louisiana Congressional staff and Business Leaders.

LED sponsorship, First Business Summit, will be held on February 21st. Governor Edwards will be a keynote speaker. Discussions will include; financial stability that the state has been able to achieve, Economic Development progress, Stakeholders, Louisiana Programs and cyber innovation in the state.

Sec. Pierson also discussed that the State of Louisiana and Shandong Yuhuang Chemical Group jointly received an Outstanding FDI Partnership Award from the China General Chamber of Commerce. After selecting Louisiana for a major methanol production complex, Yuhuang Chemical began building a world-scale methanol facility two years ago as part of a \$1.85 billion project that ultimately will include three phases. In addition to creating 200 direct jobs with an average annual salary of \$85,000, plus benefits, the Yuhuang Chemical project will result in an estimated 1,250 new indirect jobs and will generate 2,100 construction jobs at peak building activity.

State Trade Expansion Program & Global Petroleum Show

Jessica Steverson

Ms. Steverson provided a summary of STEP participation and results, including a report on participation by region. Ms. Steverson also discussed shows that LED has attended; Singapore International Water Week and ADIPEC in Abu Dhabi. Also, upcoming shows such as Global Petroleum Show and Shallow and Deep Water Mexico.

Asia Mission

Benjamin Fontenot/Larry Collins

Mr. Fontenot and Mr. Collins discussed the seminars that were attended in 4 countries and follow ups in Taiwan. Attended the US Business Day and made a presentation about advantages of doing business in Louisiana.

Recent and Upcoming Trips/Shows

Larry Collins

Mr Collins discussed recent and upcoming trips and shows. OTC in Houston, Workboat in New Orleans, LAGCOE, OIC executed Europe Missions where they hosted 2 seminars. Upcoming trips include the Paris Air Show and Global Petroleum Show in Calgary. Mr. Collins and Secretary Pierson made a trip to Johannesburg to meet with SASOL. Mr Collins discussed Leigh Billeaud's recent trip to the Northern Offshore Federation in the UK. He also indicated that we are focusing on allies around the state, especially our Ports, Shreveport and Lafayette International Center.

Board Member Insights

Don Sanders discussed his involvement with Project Cub and recent activities of the Port of Baton Rouge.

John Fay hosted the Royal Danish Consul that were attending the WAVTEQ Conference in New Orleans. Mr. Collins met with the consul to introduce LED and the state and advise them of all the resources that the state has to offer.

Tommy Clark discussed his Panama Mission in August. He discussed the major economic development along the canal and massive public/private partnership as well as the details of the canal system. Mr. Clark says he would like to see it replicated here in the Gulf in the lower Mississippi. Sec. Pierson suggested that a Resolution of support of concept be passed for a Panama Mission. Resolution states that LaBIC encourages and supports economic development between Louisiana and Panama. Panama Mission to incorporate departments of Transportation, Agriculture, Intermodal and Ports. Mike Oliver moved the resolution, Jay Hardman seconded and all members voted aye.

Public Comments

Chairman Rusovich

N/A

Closing Remarks & Adjourn

Chairman Rusovich

The meeting was adjourned.