

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

MEETING MINUTES FOR THE
CARGO TASK FORCE SUBCOMMITTEE
OF THE
LOUISIANA BOARD OF INTERNATIONAL COMMERCE
HELD AT
LOUISIANA STATE LIBRARY
701 NORTH 4TH STREET
MISSISSIPPI RIVER ROOM
BATON ROUGE, LOUISIANA 70802
ON THE 27TH DAY OF JANUARY, 2015
COMMENCING AT 3:06 P.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES
www.torresreporting.com
1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

Appearances:
Brad Terral, Chairman
Jonathan Lupo
Dominik Knoll
Michael Tarantino
Maynard Sanders



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 MR. TERRAL::

2 Y'all want to have a rollcall since
3 Gary's busy right now? We have 25 minutes to complete
4 what we have to do, and when we get finished, if he
5 wants to join us on the -- he's on two subcommittee, so
6 he may not joint this group.

7 So the Board of -- this is Jonathan, by
8 the way. Jonathan is from Georgia. He's going to be
9 joining us. He's going to be our contact person for the
10 guys at the ports.

11 MR. LUPO:

12 So I'll call roll.

13 Brad Terral.

14 MR. TERRAL:

15 Here.

16 MR. LUPO:

17 Joel Chaisson.

18 (No response.)

19 MR. TERRAL:

20 Joel's not here.

21 Does anybody know who Joel works for?

22 (No response.)

23 MR. TERRAL:

24 We'll find out.

25 MR. LUPO:



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 John Fay, Jr.
2 (No response.)
3 MR. LUPO:
4 Dominik Knoll.
5 MR. KNOLL:
6 Here.
7 MR. LUPO:
8 Gary LaGrange.
9 (No response.)
10 MR. TERRAL:
11 He may go to that other subcommittee.
12 MR. LUPO:
13 Mike Strain.
14 (No response.)
15 MR. LUPO:
16 Sandy Sanders.
17 MR. SANDERS:
18 Here.
19 MR. LUPO:
20 And Michael Tarantino.
21 MR. TARANTINO:
22 Here.
23 MR. LUPO:
24 All right. And we have a quorum.
25 MR. TERRAL:



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 Okay. Mike is the Commissioner of
2 Agriculture, and I can call him and he'll be glad to
3 help with anything we wanted to do.

4 Okay. All right. Here's the deal, we
5 talked about this a little bit, and I want to just give
6 you an overview and try to see what we can develop as
7 kind of a go-to reach the highest level. LABIC is
8 responsible for marketing and soliciting FDI right now,
9 trade patterns, trade and foreign direct investment,
10 number one. We're also in charge -- not our
11 subcommittee, but the general group, of sort of
12 filtering the ranks of different projects that are
13 receiving incentives, so a way to meet community
14 standards, legislators.

15 And the last part we're here to talk
16 about is a way to identify trade flows in and out of the
17 State and to see where our opportunities lay, so we kind
18 of have setup here as an idea. LBIC's going to
19 concentrate on the following ports, and this is in the
20 Master Plan: Port of Baton Rouge, Lake Charles, New
21 Orleans, South Louisiana, Plaquemine, Harbor and
22 Terminal District for those guys, St. Bernard, Harbor
23 and Terminal District. I realize it's in the Master
24 Plan.

25 MR. TARANTINO:



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 So this is my first or second meeting,
2 so I wasn't part of the Board whenever the Master Plan
3 was going on, but I do think we need to address the
4 question of Louisiana's airports. I hate to think that
5 the only thing we're looking at is deepwater. At some
6 point, whenever it's appropriate, I think that deepwater
7 ports, connection to shallow water ports and our
8 airports are very important, as well as looking at
9 deepwater ports.

10 MR. TERRAL:

11 I couldn't have said it better myself.

12 MR. TARANTINO:

13 Yes. So, again, I don't know if this is
14 the place to bring that up.

15 MR. TERRAL:

16 We're going to let Jonathan stand on
17 that.

18 MR. TARANTINO:

19 Because really what it is, you can take
20 a port, for example, Lake Providence, it's feeding the
21 Gulf, then -- it's a part of the Gulf, so, you know,
22 likewise, it's really hard to bring in --

23 MR. TERRAL:

24 Sandy was making a comment about putting
25 a shallow port and an airport representation on this,



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 and it's a question how should we handle that? Should
2 would go --

3 MR. KNOLL:

4 The only question I have with that,
5 because of the Board members, how they're structured,
6 and the bill, how it was presented, is basically Board
7 members, so the question would be, how do you bring in
8 those folks on the subcommittee? It would probably feed
9 through one of us, I assume. I mean, we'd have to
10 check. I just don't know how --

11 MR. TERRAL:

12 Why don't we pose that question to Kathe
13 and let her respond to the subcommittee by e-mail to all
14 of us. Okay?

15 MR. KNOLL:

16 But I think it's a good idea, too.

17 MR. TERRAL:

18 I do, too.

19 MR. KNOLL:

20 Because I remember when we created that
21 bill, that was the discussion that we had, and so the
22 writer of the bill had to, you know...

23 MR. TARANTINO:

24 Sure.

25 MR. TERRAL:



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 Okay. Good point, Sandy (sic).

2 So here we are, what is our task? Let
3 me just go over this with y'all. One is to foster
4 formal collaboration with the Office of International
5 Commerce, targeting and convert potential value-added
6 opportunities, represent the interest of all deepwater
7 ports -- and, perhaps, shallow water ports and airports.
8 We're going to come back to that -- leverage shared
9 business intelligence to gain insights on growth and
10 trade patterns and growth opportunities.

11 Okay. So basically one of the things
12 that we talked about -- Jonathan and I have talked about
13 is soliciting information from those ports and providing
14 information back to these ports, however we decide this
15 port, and we'll come back to that. Jonathan created a
16 questionnaire as a starting point.

17 Jonathan, do have you have more copies
18 of this?

19 MR. LUPO:

20 I do, yes, sir.

21 So just take into account it's lot of
22 questions. I tried to include everything that might be
23 asked, so...

24 MR. TERRAL.

25 And here are the ideas guys, that we can



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 go to these ports and visit with the help of Jonathan,
2 who's kind of our aide out of the office, and compile
3 this information, making a series of visits, divide and
4 conquer, and gather their input into what would then
5 become a document that sort of represents all of the
6 ports' view. Now, remember, it's important -- and I had
7 this conversation with Kathe last week -- our job is to
8 market the state and not to market any one particular
9 port, but just to get -- as we develop this information
10 to go solicit foreign direct investment to be able to
11 market the state and sort of pass the baton.

12 MR. TARANTINO:

13 Quick question. This is absolutely the
14 right way to go, and I understand the process for doing
15 that. I think I mentioned in the last LABIC meeting
16 that we had about coordination, if any, with the Ports
17 Association of Louisiana. They have their own governing
18 organization. I think Gary LaGrange is very involved
19 with those folks. They have their master plan. The
20 state also created a Coastal Ports Authority two
21 sessions ago, I believe. So some of this information
22 might be readily available for either of these
23 organizations, and it might make our task...

24 MR. TERRAL:

25 Agreed. So what you're saying is, is,



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 "Hey, why don't we add those two" -- name them again.

2 MR. TARANTINO:

3 The Port Association of Louisiana, PAL
4 for short, and the other is the Coastal Port Authority,
5 which is a public body created by the legislature.

6 MR. TERRAL:

7 So a simple way to pursue that is simply
8 add them to the list of the ports that we're about to go
9 seek this information from.

10 MR. TARANTINO:

11 That's right. They may have readily --
12 this looks like stuff that might be in their directory.

13 MR. TERRAL:

14 Right. Okay.

15 So with that said, let's go through
16 these different ports, and if y'all don't mind, I think
17 an easy way to get this done is solicit the help of us
18 sitting at the table and saying, with Jonathan's help,
19 let's divide up these ports, and these two, the Port
20 Association of Louisiana and Coastal Port Authority, and
21 let's go to them and have a sit-down visit with them and
22 solicit this information.

23 So, Jonathan, you want to kind of walk
24 through just by port and just ask for volunteers for
25 each one of them?



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 MR. LUPO:

2 Yes. And I'll start by saying, a lot of
3 this is readily available. The one reason I did include
4 everything is it gives us a chance to talk to each port,
5 get to know everybody. Also, at this time, we don't
6 have a head research person to find this information, so
7 while this could be on a number of websites, we don't
8 have, right now, the manpower to get on the internet and
9 kind of research everything. So if we do go, it would
10 be easier just to kind of go through these at one point.

11 So, again, these are just kind of the
12 ones that in thinking about cargo and trade, these are
13 what I included.

14 So we can start with the ports that
15 we'll have to go see, Ports of Greater Baton Rouge --

16 MR. TERRAL:

17 Now, Jay, is...

18 MR. LUPO:

19 He's over there.

20 MR. TARANTINO:

21 I would suggest that -- I mean, I don't
22 know where the other members of the subcommittee live or
23 work, but if we could kind of divide it South Louisiana,
24 you know, North Louisiana, New Orleans, if that's
25 possible, that would possibly be a good assignment.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 MR. TERRAL:

2 Let me further that and just say let's
3 knock out the ones that are on the subcommittee and
4 really have a sit down with Jonathan, and that really
5 makes it easier. So one of the ones we want to do is
6 New Orleans, and I guess either Gary and Dominik, if
7 they could sit down with Jonathan and walk through this
8 together, trying to -- just have dialog about each one
9 of those questions.

10 If you will, mark for the Port of New
11 Orleans, Gary and Dominik down. That's a given.

12 MR. KNOLL:

13 Right.

14 MR. TERRAL:

15 And then Plaquemines, let's see, Sandy,
16 of course, and Jonathan. And it's going to always be
17 and Jonathan.

18 MR. LUPO:

19 Yes, sir. And I'm fine with that. The
20 more that I travel around, the more I get to know
21 everybody, the better.

22 MR. SANDERS:

23 And you'll come to us?

24 MR. LUPO:

25 Yes, sir. Where are y'all?



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 MR. TERRAL:

2 Now, the Port of Baton Rouge, Jonathan,
3 since he's not on this committee, really you're going to
4 just another Board member, Jay Hardman. So I think it
5 would probably be better just to put you, since he is
6 another Board member, getting him out of the way.

7 MR. SANDERS:

8 Greg, could you come here for a second?
9 Do y'all know Greg?

10 MR. TERRAL:

11 Hey, Greg. Brad Terral.

12 MR. SANDERS:

13 Greg works at the Port of Baton Rouge.
14 He readily has this at his fingertips.

15 MR. TARANTINO:

16 Greg, Jonathan. Jonathan, Greg.

17 MR. LUPO:

18 Nice to meet you.

19 MR. TERRAL:

20 What's your last name?

21 MR. JOHNSON:

22 Johnson.

23 MR. TERRAL:

24 Thank you. If you heard back there what
25 we were talking about, so basically we just want to sit



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 and visit and try to collect a common set of information
2 from all of these ports with Jonathan.

3 MR. JOHNSON:

4 Okay.

5 MR. TERRAL:

6 Thank you. Perfect.

7 St. Bernard is Robert Scafidel. He's
8 here today?

9 MR. KNOLL:

10 He's here.

11 MR. TARANTINO:

12 He is. He's on a different
13 subcommittee.

14 MR. TERRAL:

15 Good. Jonathan, if you'll take him,
16 that's going to leave Lake Charles. Does anybody know
17 the Commissioner of Lake Charles?

18 MR. JOHNSON:

19 Bill Rase, R-A-S-E.

20 MR. TARANTINO:

21 And who's the former?

22 MR. JOHNSON:

23 Adam McBride is the former.

24 MR. LUPO:

25 I'll go with you and talk to him, if you



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 want to.

2 Okay. And then it looks like South
3 Louisiana.

4 MR. JOHNSON:

5 It's Paul Aucoin.

6 MR. KNOLL:

7 He's also here in the Port.

8 MR. TERRAL:

9 Okay. Jonathan, he'll be easy for you
10 to get in touch with there.

11 MR. LUPO:

12 Okay.

13 MR. TERRAL:

14 What's Paul's name?

15 MR. JOHNSON:

16 Aucoin, A-U-C-O-I-N.

17 MR. TERRAL:

18 All right. Okay. That is our task, to
19 compile this information, and then when we get finished
20 getting this information, figure out a way to
21 communicate back to these individuals that we've
22 started. And, of course, we'll have a little e-mail
23 exchange about these other ports and what's the best
24 way.

25 MR. TARANTINO:



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 Sure.

2 MR. TERRAL:

3 And as far as the Port Association of
4 Louisiana, who has some -- do you have some contact?

5 MR. SANDERS:

6 Yes.

7 MR. TERRAL:

8 Would you mind?

9 MR. SANDERS:

10 I'll reach out to him.

11 MR. TARANTINO:

12 Joe, I think, will be a great resource.

13 I think he can kind of bring us up to speed on what
14 you've got in mind with PAL, you know, not just the
15 information, but what they're planning do in the
16 upcoming year. A lot of them might dovetail with what
17 we've done.

18 MR. LUPO:

19 I don't have a card yet, but I can give
20 y'all my e-mail address. It's just Lupo.Jonathan,
21 L-U-P-O, dot Jonathan, J-O-N-A-T-H-A-N, at LA.gov.

22 MR. TERRAL:

23 Finally, the Coastal Port Authority.

24 MR. TARANTINO:

25 I knew someone that was on it. Do you



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 know anyone else that serves on it? I know Roy Pontiff
2 was on it, but Roy just recently retired, so I can maybe
3 ask Roy who that --

4 MR. SANDERS:

5 Yes. I'll ask, too.

6 MR. TARANTINO:

7 Okay. Actually, Secretary LeBas might
8 be on that, might be a member of that board as well.

9 MR. TERRAL:

10 Okay. We're going to put Michael and
11 Sandy's name beside that. One of them, if they know one
12 of those individuals, that will make a natural lead-in.

13 MR. LUPO:

14 Sure. We've got about four minutes.

15 MR. TERRAL:

16 Okay. With that, I'll turn it over to
17 y'all.

18 MR. TARANTINO:

19 So we're talking about -- where are we
20 on this agenda?

21 MR. TERRAL:

22 Well, what we've done is we've gone over
23 the responsibilities of our Cargo Task Force
24 Subcommittee. We've stated our objective, which is to
25 go and gather a set of information from the ports



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 identified in the Master Plan, and possibly another set
2 of ports, as well as the coordination of the Port
3 Association of Louisiana and the Coastal Port Authority.

4 The last step, of course, we won't be
5 able to do until we get this detail back from them, so
6 the main thing is set up a line of communication with
7 the Office of International Commerce.

8 MR. KNOLL:

9 Let me ask this because it says,
10 "Suggested Subcommittee Description," and it says, "The
11 current task force subcommittee provides strategic
12 analysis of Louisiana deepwater ports to assist"; right?
13 So do we want to expand that or do --

14 MR. TARANTINO:

15 I think we do.

16 MR. KNOLL:

17 And then my second question is, do we
18 have to vote on it today on the description?

19 MR. LUPO:

20 This is Kathe's language, so I don't
21 think that it has to be voted on. I think y'all are
22 able to edit that as y'all please.

23 MR. TERRAL:

24 Before we edit that, why don't I propose
25 that we actually see what the bill says, because we've



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 got to be real careful that we don't step on that. And
2 if it does, let's make it inclusive...

3 MR. KNOLL:

4 Right. Or we can vote that it provides
5 us to check...

6 MR. TARANTINO:

7 My attempt beyond the committee was just
8 to make sure that Kathe, at some point, when I had a
9 chance to chat with her, so -- but it seemed like a good
10 time to bring it up. So however y'all would like to
11 proceed is fine.

12 MR. TERRAL:

13 Okay. I'll tell you what, why don't we
14 make a simple vote to that. If you want to frame a
15 motion that if we have authority to expand, we would
16 like it to be expanded to include other ports.

17 MR. SANDERS:

18 Representative of the shallow ports and
19 a representative of the airport port's authority.

20 MR. KNOLL:

21 I think we just -- I'll just make that
22 motion.

23 MR. TERRAL:

24 Do we have a second?

25 MR. SANDERS:



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 I'll second.

2 MR. TERRAL:

3 Are there any more ideas or conversation
4 about this?

5 MR. TARANTINO:

6 Since the Master Plan was enacted,
7 there's been a lot of developments, namely Cuba, that
8 have come to fore, so if you talk international reach
9 out and get some cargo, that just seems like, that and
10 the extension of the Panama Canal, but Cuba, in the
11 interim, seems to have been the most recent development.
12 Does this subcommittee need to recommend to the larger
13 group that the Master Plan specifically address markets
14 like Cuba and their cargo? Because I don't know if
15 it's -- I don't recall in the Master Plan that the
16 opening to Cuba had been made at that point.

17 MR. KNOLL:

18 No. It's not included in the Master
19 Plan, but I think what we could do is we could probably
20 say that, you know, Cuba should be on the focus of their
21 research to see if there might be some leads.

22 MR. TARANTINO:

23 Right. It just seems like a natural
24 place for cargo to begin.

25 MR. TERRAL:



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 I think that's a good motion, and sounds
2 like a second.

3 MR. SANDERS:

4 Second.

5 MR. TERRAL:

6 Okay.

7 MR. KNOLL:

8 Just, you know, to have it looked at.

9 MR. TARANTINO:

10 Right, sure.

11 MR. LUPO:

12 You mentioned the Panama Canal, do you
13 want to include those also?

14 MR. TARANTINO:

15 If I'm not mistaken --

16 MR. KNOLL:

17 That was included.

18 MR. TARANTINO:

19 -- that was included in the Master Plan,
20 but very important, of course.

21 MR. TERRAL:

22 It would be interesting to see what
23 companies in Cuba would be targets -- I know, for trade,
24 but for FDI.

25 MR. KNOLL:



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 For FDI, that would be probably a very
2 short list, I would say.

3 MR. TARANTINO:

4 Well, they don't have the capital.

5 MR. KNOLL:

6 Right. I don't think that would be, but
7 trade definitely. I mean, Britain was the last
8 transaction in the United States --

9 MR. SANDERS:

10 Investment would follow trade.

11 MR. TARANTINO:

12 I just think that even if we're just --
13 even if it's nothing more than us getting our toe in
14 there at first and beginning to build those
15 relationships for future investment I think is
16 important, because we've had big historical trade ties
17 with Cuba pre --

18 MR. TERRAL:

19 So what we're talking about a little bit
20 is minding this database, which is kind of an exciting
21 piece, and I asked if I could get a copy just so I could
22 play with it. If you look at these countries like
23 Argentina, whose currency is getting crushed right now,
24 if I was an Argentina company, I would be begging for --
25 we already see that in North Louisiana, we see it in



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 farmland, but I'd be begging for an opportunity to
2 invest up here if my currency was crushed. And, really,
3 I guess the best way to categorize that, we know we have
4 big markets like China, but what's the low-hanging
5 fruit? Are there opportunities coming out of Russia
6 right now with their currency getting crushed, Argentina
7 with their currency getting crushed, you know, that we
8 could identify that would be FDI marketed.

9 MR. TARANTINO:

10 Now that you mention it, plus you hear
11 about all of these trade agreements -- real quick, all
12 of these trade agreements, not only NAFTA, CAFTA, but
13 some of the ones with Colombia and direct free trade
14 agreements where most of the time the talk is about how
15 they need to open their markets to us. Well, we're
16 required to open our markets to them as well, and I
17 wonder if through those trade agreements, that there's
18 some opportunities for us to open our ports, Port of New
19 Orleans and others, in a proactive marketing way,
20 specifically because we're required to. You know,
21 maybe, I guess, to make the case that investment needs
22 to be made in Louisiana ports by the federal government
23 because we -- as a way of meeting the requirements of
24 these free trade agreements. That's what we're trying
25 to do with airports in this area, so I think that might



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 be something we might want to look at.

2 MR. TERRAL:

3 Good point.

4 Okay. Our time is up. We had 25
5 minutes.

6 Good point. I want to thank y'all for
7 y'all's contribution and willing to share this load with
8 Jonathan.

9 MR. LUPO:

10 I appreciate it.

11 MR. TERRAL:

12 If I can help on any of this, meeting
13 with any of these guys, please ask me.

14 Thank you.

15 MR. LUPO:

16 We're adjourned?

17 MR. TERRAL:

18 We're adjourned.

19 (Meeting concludes at 3:28 p.m.)
20
21
22
23
24
25



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 REPORTER'S CERTIFICATE:

2

3 I, ELICIA H. WOODWORTH, Certified Court
4 Reporter in and for the State of Louisiana, as the
5 officer before whom this board meeting for the Cargo
6 Task Force Subcommittee of the Louisiana Board of
7 International Commerce, do hereby certify that this
8 proces verbal was reported by me in the stenotype
9 reporting method, was prepared and transcribed by me or
10 under my personal direction and supervision, and is a
11 true and correct transcript to the best of my ability
12 and understanding;

13 That the transcript has been prepared in
14 compliance with transcript format required by statute or
15 by rules of the board, that I have acted in compliance
16 with the prohibition on contractual relationships, as
17 defined by Louisiana Code of Civil Procedure Article
18 1434 and in rules and advisory opinions of the board;

19 That I am not related to counsel or to the
20 parties herein, nor am I otherwise interested in the
21 outcome of this matter.

22 Dated this 17th day of February, 2015.

23

24

25

ELICIA H. WOODWORTH, CCR
CERTIFIED COURT REPORTER

**TORRES REPORTING & ASSOCIATES, INC.**

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAXNew Orleans, LA
504.392.4791
504.392.4852 FAX

<hr/> 2 <hr/>	16:23 18:3 19:15,19	categorize 23:3	countries 22:22
25 24:4	<hr/> B <hr/>	chance 11:4 19:9	created 7:20 8:15 9:20 10:5
<hr/> 3 <hr/>	back 8:8,14,15 13:24 15:21 18:5	charge 5:10	crushed 22:23 23:2,6,7
3:28 24:19	basically 7:6 8:11 13:25	Charles 5:20 14:16,17	Cuba 20:7,10,14,16,20 21:23 22:17
<hr/> A <hr/>	baton 5:20 9:11 11:15 13:2,13	chat 19:9	currency 22:23 23:2,6, 7
A-u-c-o-i-n 15:16	begging 22:24 23:1	check 7:10 19:5	current 18:11
absolutely 9:13	begin 20:24	China 23:4	<hr/> D <hr/>
account 8:21	beginning 22:14	Coastal 9:20 10:4,20 16:23 18:3	database 22:20
Adam 14:23	Bernard 5:22 14:7	collaboration 8:4	deal 5:4
add 10:1,8	big 22:16 23:4	collect 14:1	decide 8:14
address 6:3 16:20 20:13	bill 7:6,21,22 14:19 18:25	Colombia 23:13	deepwater 6:5,6,9 8:6 18:12
adjourned 24:16,18	bit 5:5 22:19	comment 6:24	description 18:10,18
agenda 17:20	board 6:2 7:5,6 13:4,6 17:8	Commerce 8:5 18:7	detail 18:5
Agreed 9:25	body 10:5	Commissioner 5:1 14:17	develop 5:6 9:9
agreements 23:11,12, 14,17,24	Brad 13:11	committee 13:3 19:7	development 20:11
Agriculture 5:2	bring 6:14,22 7:7 16:13 19:10	common 14:1	developments 20:7
aide 9:2	Britain 22:7	communicate 15:21	dialog 12:8
airport 6:25 19:19	build 22:14	communication 18:6	direct 5:9 9:10 23:13
airports 6:4,8 8:7 23:25	business 8:9	community 5:13	directory 10:12
analysis 18:12	<hr/> C <hr/>	companies 21:23	discussion 7:21
area 23:25	CAFTA 23:12	company 22:24	District 5:22,23
Argentina 22:23,24 23:6	call 5:2	compile 9:2 15:19	divide 9:3 10:19 11:23
assignment 11:25	Canal 20:10 21:12	concentrate 5:19	document 9:5
assist 18:12	capital 22:4	concludes 24:19	Dominik 12:6,11
Association 9:17 10:3, 20 16:3 18:3	card 16:19	connection 6:7	dot 16:21
assume 7:9	careful 19:1	conquer 9:4	dovetail 16:16
attempt 19:7	cargo 11:12 17:23 20:9, 14,24	contact 16:4	<hr/> E <hr/>
Aucoin 15:5,16	case 23:21	contribution 24:7	e-mail 7:13 15:22 16:20
authority 9:20 10:4,20		conversation 9:7 20:3	easier 11:10 12:5
		convert 8:5	easy 10:17 15:9
		coordination 9:16 18:2	
		copies 8:17	
		copy 22:21	



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES
www.torresreporting.com
1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

edit 18:22,24			job 9:7
enacted 20:6	<hr/> G <hr/>	<hr/> I <hr/>	Joe 16:12
exchange 15:23	gain 8:9	idea 5:18 7:16	Johnson 13:21,22 14:3,18,22 15:4,15
exciting 22:20	Gary 9:18 12:6,11	ideas 8:25 20:3	Jonathan 6:16 8:12,15, 17 9:1 10:23 12:4,7,16, 17 13:2,16 14:2,15 15:9 16:21 24:8
expand 18:13 19:15	gather 9:4 17:25	identified 18:1	Jonathan's 10:18
expanded 19:16	general 5:11	identify 5:16 23:8	
extension 20:10	give 5:5 16:19	important 6:8 9:6 21:20 22:16	<hr/> K <hr/>
<hr/> F <hr/>	glad 5:2	incentives 5:13	Kathe 7:12 9:7 19:8
farmland 23:1	go-to 5:7	include 8:22 11:3 19:16 21:13	Kathe's 18:20
FDI 5:8 21:24 22:1 23:8	good 7:16 8:1 11:25 14:15 19:9 21:1 24:3,6	included 11:13 20:18 21:17,19	kind 5:7,17 9:2 10:23 11:9,10,11,23 16:13 22:20
federal 23:22	governing 9:17	inclusive 19:2	knew 16:25
feed 7:8	government 23:22	individuals 15:21 17:12	knock 12:3
feeding 6:20	great 16:12	information 8:13,14 9:3,9,21 10:9,22 11:6 14:1 15:19,20 16:15 17:25	KNOLL 7:3,15,19 12:12 14:9 15:6 18:8,16 19:3, 20 20:17 21:7,16,25 22:5
figure 15:20	Greater 11:15	input 9:4	
filtering 5:12	Greg 13:8,9,11,13,16	insights 8:9	<hr/> L <hr/>
Finally 16:23	group 5:11 20:13	intelligence 8:9	L-u-p-o 16:21
find 11:6	growth 8:9,10	interest 8:6	La.gov. 16:21
fine 12:19 19:11	guess 12:6 23:3,21	interesting 21:22	LABIC 5:7 9:15
fingertips 13:14	Gulf 6:21	interim 20:11	Lagrange 9:18
finished 15:19	guys 5:22 8:25 24:13	international 8:4 18:7 20:8	Lake 5:20 6:20 14:16, 17
flows 5:16	<hr/> H <hr/>	internet 11:8	language 18:20
focus 20:20	handle 7:1	invest 23:2	larger 20:12
folks 7:8 9:19	Harbor 5:21,22	investment 5:9 9:10 22:10,15 23:21	lay 5:17
follow 22:10	hard 6:22	involved 9:18	LBIC'S 5:18
force 17:23 18:11	Hardman 13:4		lead-in 17:12
fore 20:8	hate 6:4	<hr/> J <hr/>	leads 20:21
foreign 5:9 9:10	he'll 5:2 15:9	J-o-n-a-t-h-a-n 16:21	leave 14:16
formal 8:4	head 11:6	Jay 11:17 13:4	Lebas 17:7
foster 8:3	hear 23:10		
frame 19:14	heard 13:24		
free 23:13,24	Hey 10:1 13:11		
fruit 23:5	highest 5:7		
future 22:15	historical 22:16		



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

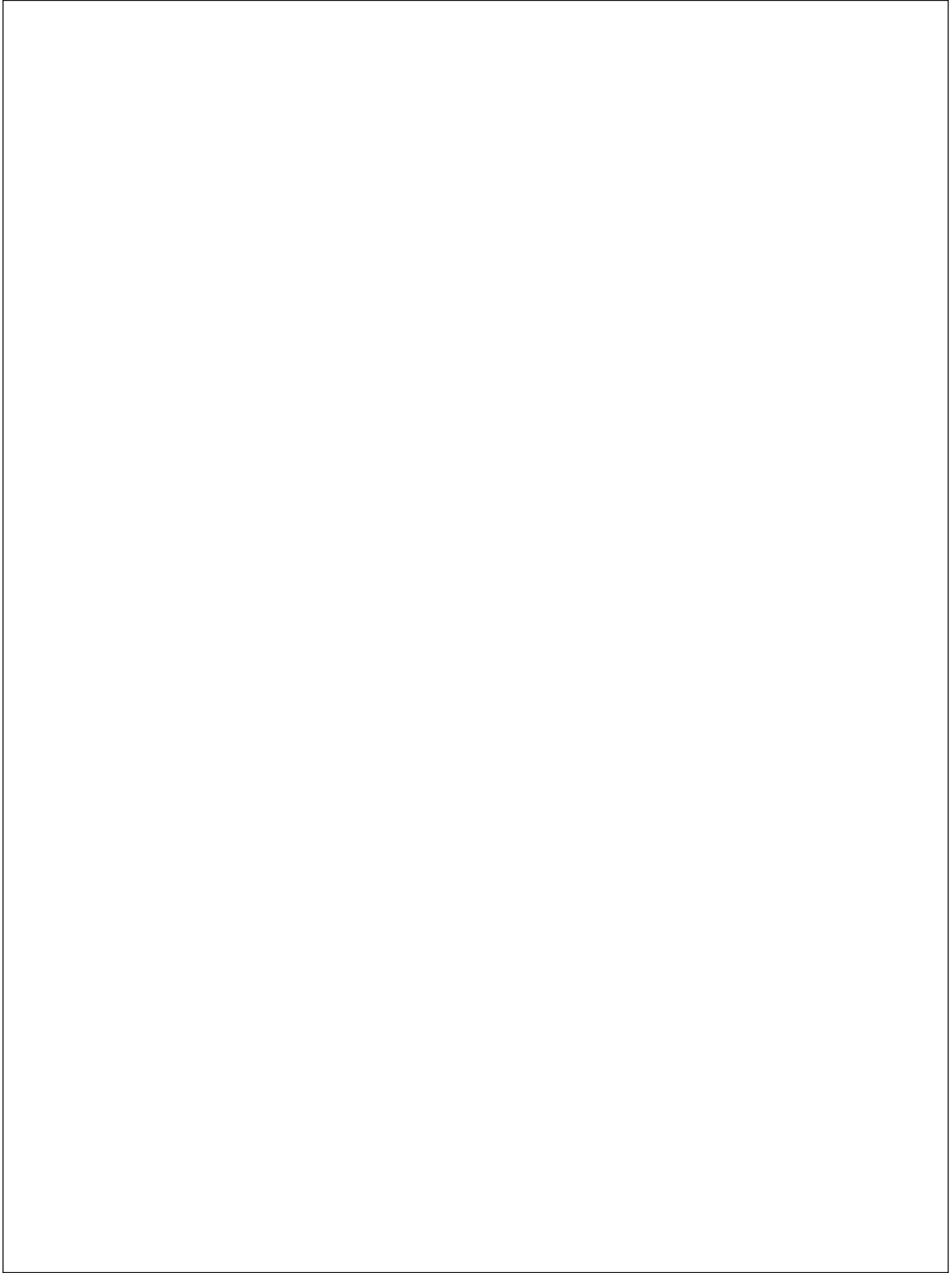
New Orleans, LA
504.392.4791
504.392.4852 FAX

legislators 5:14	21:19	overview 5:6	potential 8:5
legislature 10:5	Mcbride 14:23	<hr/>	pre 22:17
level 5:7	meet 5:13 13:18	P	presented 7:6
leverage 8:8	meeting 6:1 9:15 23:23 24:12,19	p.m. 24:19	proactive 23:19
likewise 6:22	member 13:4,6 17:8	PAL 10:3 16:14	proceed 19:11
list 10:8 22:2	members 7:5,7 11:22	Panama 20:10 21:12	process 9:14
live 11:22	mention 23:10	part 5:15 6:2,21	projects 5:12
load 24:7	mentioned 9:15 21:12	pass 9:11	propose 18:24
looked 21:8	Michael 17:10	patterns 5:9 8:10	Providence 6:20
lot 8:21 11:2 16:16 20:7	Mike 5:1	Paul 15:5	providing 8:13
Louisiana 5:21 9:17 10:3,20 11:23,24 15:3 16:4 18:3,12 22:25 23:22	mind 10:16 16:8,14	Paul's 15:14	public 10:5
Louisiana's 6:4	mindings 22:20	Perfect 14:6	pursue 10:7
low-hanging 23:4	minutes 17:14 24:5	person 11:6	put 13:5 17:10
LUPO 8:19 11:1,18 12:18,24 13:17 14:24 15:11 16:18 17:13 18:19 21:11 24:9,15	mistaken 21:15	piece 22:21	putting 6:24
Lupo.jonathan 16:20	motion 19:15,22 21:1	place 6:14 20:24	<hr/>
<hr/>	<hr/>	plan 5:20,24 6:2 9:19 18:1 20:6,13,15,19 21:19	Q
M	N	planning 16:15	question 6:4 7:1,4,7,12 9:13 18:17
made 20:16 23:22	NAFTA 23:12	Plaquemine 5:21	questionnaire 8:16
main 18:6	natural 17:12 20:23	Plaquemines 12:15	questions 8:22 12:9
make 9:23 17:12 19:2, 8,14,21 23:21	Nice 13:18	play 22:22	quick 9:13 23:11
makes 12:5	North 11:24 22:25	point 6:6 8:1,16 11:10 19:8 20:16 24:3,6	<hr/>
making 6:24 9:3	number 5:10 11:7	Pontiff 17:1	R
manpower 11:8	<hr/>	port 5:20 6:20,25 8:15 9:9 10:3,4,19,20,24 11:4 12:10 13:2,13 15:7 16:3,23 18:2,3 23:18	R-a-s-e 14:19
mark 12:10	O	port's 19:19	ranks 5:12
market 9:8,11	objective 17:24	ports 5:19 6:7,9 8:7,13, 14 9:1,16,20 10:8,16,19 11:14,15 14:2 15:23 17:25 18:2,12 19:16,18 23:18,22	Rase 14:19
marketed 23:8	office 8:4 9:2 18:7	ports' 9:6	reach 5:7 16:10 20:8
marketing 5:8 23:19	open 23:15,16,18	pose 7:12	readily 9:22 10:11 11:3 13:14
markets 20:13 23:4,15, 16	opening 20:16	possibly 11:25 18:1	real 19:1 23:11
master 5:20,23 6:2 9:19 18:1 20:6,13,15,18	opportunities 5:17 8:6,10 23:5,18		realize 5:23
	opportunity 23:1		reason 11:3
	organization 9:18		recall 20:15
	organizations 9:23		receiving 5:13
	Orleans 5:21 11:24 12:6,11 23:19		recent 20:11



recently 17:2	setup 5:18	17:24 18:10,11 20:12	12,13,17,24
recommend 20:12	shallow 6:7,25 8:7 19:18	suggest 11:21	transaction 22:8
relationships 22:15	share 24:7	Suggested 18:10	travel 12:20
remember 7:20 9:6	shared 8:8	<hr/>	turn 17:16
represent 8:6	short 10:4 22:2	T	<hr/>
representation 6:25	sic 8:1	table 10:18	U
representative 19:18, 19	simple 10:7 19:14	talk 5:15 11:4 14:25 20:8 23:14	understand 9:14
represents 9:5	simply 10:7	talked 5:5 8:12	United 22:8
required 23:16,20	sir 8:20 12:19,25	talking 13:25 17:19 22:19	upcoming 16:16
requirements 23:23	sit 12:4,7 13:25	TARANTINO 5:25	<hr/>
research 11:6,9 20:21	sit-down 10:21	6:12,18 7:23 9:12 10:2, 10 11:20 13:15 14:11, 20 15:25 16:11,24 17:6, 18 18:14 19:6 20:5,22 21:9,14,18 22:3,11 23:9	value-added 8:5
resource 16:12	sitting 10:18	targeting 8:5	view 9:6
respond 7:13	solicit 9:10 10:17,22	targets 21:23	visit 9:1 10:21 14:1
responsibilities 17:23	soliciting 5:8 8:13	task 8:2 9:23 15:18 17:23 18:11	visits 9:3
responsible 5:8	sort 5:11 9:5,11	Terminal 5:22,23	volunteers 10:24
retired 17:2	sounds 21:1	Terral 6:10,15,23 7:11, 17,25 8:24 9:24 10:6,13 11:16 12:1,14 13:1,10, 11,19,23 14:5,14 15:8, 13,17 16:2,7,22 17:9, 15,21 18:23 19:12,23 20:2,25 21:5,21 22:18 24:2,11,17	vote 18:18 19:4,14
Robert 14:7	South 5:21 11:23 15:2	thing 6:5 18:6	voted 18:21
Rouge 5:20 11:15 13:2, 13	specifically 20:13 23:20	things 8:11	<hr/>
Roy 17:1,2,3	speed 16:13	thinking 11:12	W
Russia 23:5	St 5:22 14:7	ties 22:16	<hr/>
<hr/>	stand 6:16	time 11:5 19:10 23:14 24:4	walk 10:23 12:7
S	standards 5:14	today 14:8 18:18	wanted 5:3
SANDERS 12:22 13:7, 12 16:5,9 17:4 19:17,25 21:3 22:9	start 11:2,14	toe 22:13	water 6:7 8:7
Sandy 6:24 8:1 12:15	started 15:22	touch 15:10	websites 11:7
Sandy's 17:11	starting 8:16	trade 5:9,16 8:10 11:12 21:23 22:7,10,16 23:11,	week 9:7
Scafidel 14:7	state 5:17 9:8,11,20		work 11:23
Secretary 17:7	stated 17:24		works 13:13
seek 10:9	States 22:8		writer 7:22
series 9:3	step 18:4 19:1		<hr/>
serves 17:1	strategic 18:11		Y
sessions 9:21	structured 7:5		<hr/>
set 14:1 17:25 18:1,6	stuff 10:12		y'all 8:3 10:16 12:25 13:9 16:20 17:17 18:21, 22 19:10 24:6
	subcommittee 5:11 7:8,13 11:22 12:3 14:13		y'all's 24:7
			year 16:16





TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX