

LaBIC Meeting Minutes
December 18, 2017
IBM Conference Room
Baton Rouge, Louisiana
10:00am-12:00pm

The following Committee Members were in attendance.

1. Greg Rusovich
2. Don Pierson
3. Shawn Wilson
4. Thomas Clark
5. Rene Simon
6. Doug Bourgeois
7. Don Sanders
8. Michael Olivier
9. James Bourgeois
10. John Fay, Jr.
11. Paul Aucoin
12. Jay Hardman
13. Brandy Christian
14. Randy Robb
15. Larry Collins

Additional Attendees included:

1. Leigh Billeaud
2. Jonathan Lupo
3. Ben Fontenot
4. Jessica Steverson
5. Rebecca Normand

Call to Order	Chairman Rusovich
Roll Call	Rebecca Normand
Declaration of Quorum	Chairman Rusovich
Introductions of New Members and Staff	Larry Collins
Approval of minutes from the 12 th board meeting	Chairman Rusovich
Introductory Remarks	Chairman Rusovich

Chairman Rusovich outlined the progress of international relations within Louisiana, noting that Governor Edwards has taken on a surge of international visitors and proves to be engaged in this area of economic development. He noted that while we are still searching for more certainty in the global market, Louisiana has experienced large improvement in the international sector.

Introductory Remarks

Secretary Pierson

Sec. Pierson described Louisiana's growth in international commerce and highlighted the importance of consistently reviewing and improving. Sec. Pierson reviewed the benefits and issues of ITEP, stressing accomplishments of the program despite negative press. Sec. Pierson also addressed the continuing efforts in place to support NAFTA and its importance for Louisiana.

Project Pipeline – Wins & Issues

Secretary Pierson

Sec. Pierson reviewed recent project wins including DXC in New Orleans and recommitment of capital to West Rock Pulp Mill. Both projects have led to substantial increase in jobs and further investment opportunities. Sec. Pierson introduced the Water Institute as a major international milestone that will provide productive future investment for Louisiana.

STEP Grant Report Steverson

Leigh Billeaud & Jessica

Ms. Billeaud provided an overview of the STEP Grant program and its progress. She shared success in increase of export sales for participating companies. Ms. Steverson expressed efforts to expand participation among Louisiana companies, as the grant program now allows for participation from industries beyond oil and gas.

PRIMO Grant

Leigh Billeaud

Ms. Billeaud explained the PRIMO grant and database that has provided insight into potential investment partners. The PRIMO grant tool has helped to identify France and Canada as two key countries of interest.

Planning and Operations

Larry Collins

Mr. Collins reported that Governor Edwards has met 15 delegations from countries having interest in Louisiana which revealed a significant increase from previous years. The OIC assured there are many promising initiatives taking place to promote Louisiana and support Louisiana's depressed industries.

OIC Staff Reports

OIC staff reported on the incoming president of the EU and opportunities for Louisiana delegates. Recent and upcoming trips to the Netherlands, Germany, Japan and the UK are expected to promote and build lasting international relations. OIC staff also reported on activities by LED international representatives.

British Airway Updates

Larry Collins

Mr. Collins expressed that the British Airways project has exceeded expectations. It was noted that an improvement in flights promotes longer international visits and facilitates US travelers abroad. It was agreed that this will open us up economically to the world.

Board Member Insights

Board Members

Board members agreed that these successes are made possible with strong state collaboration. Suggestions were made of the possibility of small meetings between action groups before and after board meetings to enact plans of action. Members acknowledged progressions in attractiveness to foreign companies. Remarks on the advantage of foreign council members in Louisiana led to recommendations on how to benefit from differing perspectives.

Public Comments

Chairman Rusovich

N/A

Closing Remarks & Adjourn

Chairman Rusovich

The meeting was adjourned at 11:59pm