

LaBIC Meeting Minutes
February 13, 2020
BRAFF
100 North 3rd Street #9
Baton Rouge, Louisiana

The following Committee Members were in attendance.

1. Paul Aucoin
2. Kate MacArthur
3. Wylly Gilfoil
4. Brenda Stelly
5. Brandy Christian
6. Richert Self
7. Jay Hardman
8. Greg Rusovich
9. Keith Guidroz
10. Michael Olivier
11. Doug Bourgeois

Additional Attendees included:

1. Ed Webb- New Orleans World Trade Center
2. Chris Knight- Wavteq
3. Steven Holliday- DOTD
4. Ashley Posata- NW Louisiana, Project Pony
5. John Henry Jackson- US Dept. Commerce
6. Ben Fontenot
7. Jessica Steverson
8. Rebecca Normand
9. Abigail DePino
10. Courtney Maciasz
11. Larry Collins

Call to Order	Chairman Rusovich
Roll Call	Rebecca Normand
Declaration of Quorum	Chairman Rusovich
Approval of Minutes from August board meeting	Chairman Rusovich
Introductory Remarks	Chairman Rusovich

Chairman Rusovich discusses the history of the International Commerce board. Eight years of support and dedication from State of Louisiana. Commends LED and the International Commerce team. International Board and Commerce Department have given the State a

singular focus on Global Trade and Foreign Direct Investment with extensive global outreach. He encourages board members to give input to grow and sustain the board.

Introduction of Mexican General Consul

Michael Olivier

Mr. Olivier introduces Tito Morales, the new Mexican Consul in New Orleans. Mr. Morales' introduces himself and thanked us for having him. His focus is in Business Development and looks forward to developing relationships.

Introductory Remarks

Secretary Pierson

Secretary Pierson thanks Ports and partners attending meeting. The 2019 annual report is complete and can be found on the LED website. Hard copies are also available. A few notable mentions included in the report are; 10 International wins in 2019, totaling \$10 Billion, \$1.7 Billion in investment. LED corporation approved the EI Williams proposal with a \$700K investment for machinery equipment. Feels confident that 2020 will exceed the \$1.7 Billion investment of 2019. Secretary Pierson also discusses LED Industry focuses of Advanced manufacturing, water management, plants, oil & gas exploration, and aerospace.

STEP Grant Report

Jessica Steverson

Ms. Steverson discusses her work with STEP programs and the funding has progressively grown. Ms. Steverson provided a summary of STEP participation and results, including a report on participation by region. Ms. Steverson explains how she is currently reassessing contracts to ensure full utilization of funds, and will reallocate funding to additional companies as needed.

Recent and Upcoming Activities

OIC Staff

Jessica Steverson:

Offshore Europe; September 3-6, 2019 in Aberdeen, Scotland. It was attended by LED, American Energy Cargo Container Association (Morgan City), Tanks-A-Lot (Morgan City) and Oil Center Research (Lafayette). LED was represented by Secretary Pierson, Larry Collins, and Jessica Steverson

Abu Dhabi International Petroleum Exhibition and Conference (ADIPEC); November 11-14, 2019 in Abu Dhabi, UAE. It was attended by LaBIC Chair, Greg Rusovich; representatives from LAGCOE, GNO Inc, LED and companies: Advance Products & Systems, LLC (Scott), ARDCO Equipment (New Iberia), Drawworks LP (A McCoy Global, Inc. Company) (Broussard), Techcrane International, LLC (Covington).

Shallow and Deepwater Mexico Show: Taking place March 24-26, 2020 in Ciudad del Carmen, Campeche, Mexico. LED will have a Louisiana Booth at the show. Companies and Organizations attending: American Pollution Control (AMPOL) (New Iberia), H2O LLC (Lafayette), Fire & Safety Specialists (Maurice), Louisiana Economic Development (reps from LA and MX office), Lafayette International Center.

Courtney Maciasz:

Ms. Maciasz discusses her involvement and assistance with the STEP Grant and port visits that she has conducted. Ms. Maciasz will be attending the Thunder Bird School program. It is a 16 week program that focuses on the CAP Stone presentation.

Abigail DePino:

Mrs. DePino discusses that OIC has toured several areas of the state meeting with elected official, local and regional EDOs. (2) New Orleans (Avondale shipyard), North LA, Lake Charles (Chennault Airport and port of L.C), Alexandria (England Airpark sites, Bunkie Industrial site, etc.) and Cheniere LNG officials.

She also discusses the recent International trips. GNO Colombia Trip which connected UNO VP of Research & Economic Development to groups that can assist in recruitment of students from Colombia. International Workboat Show in New Orleans which brought a potential aerospace project to LED.

Benjamin Fontenot:

Mr. Fontenot discusses recent and upcoming activities. The Select USA Dublin trip in September, the OFFI Annual Dinner in DC in November, Select USA 1day Roadshow in December, and finally the SIDO trip in January.

Guest Comments

John Henry Jackson with the US Dept. of Commerce discusses Select USA and how their team is working on a similar concept to bring to New Orleans.

Chris Knight, the cofounder of WAVTEQ. Wavteq manages Louisiana’s international representation on the ground in various markets across the world. Including; UK, Germany, China, Japan and Taiwan. Mr. Knight discusses the FDI and trade focus in these areas.

Steven Holliday with DOTD announces that the US Trucking Association Event will be held on Feb 17-19th.

Public Comments
N/A

Chairman Rusovich

Closing Remarks & Adjourn
The meeting was adjourned.

Chairman Rusovich