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AUGUST 20, 2014
MEETING OF THE LOUISIANA
BOARD OF INTERNATIONAL COMMERCE

Meeting of the Louisiana Board of
International Commerce convened Wednesday, August 20,
2014, at 2:24 P.M. at the Port of New Orleans, 1350
Port of New Orleans Place, New Orleans, Louisiana.

REPORTED BY:

Belinda Vigueira
Certified Court Reporter



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BOARD OF INTERNATIONAL COMMERCE

1 BOARD MEMBERS PRESENT:

2 Gregory Rusovich, Chairman

3 Steven Grissom, Deputy Secretary

4 Brad Terral

5 Dan Feibus

6 Michael Tarantino

7 Jay Hardman

8 Gary LaGrange

9 Richard Ranson

10 John Fay

11 Phil Jones

12 Walter Sanchez

13 Don Sanders

14 Maynard Sanders

15 Robert Scafidel

16

17 ALSO PRESENT:

18 Anthony Bodin

19 William Marshall

20 Veronica Mack

21

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1 MR. RUSOVICH:

2 We'll go ahead and call the meeting to
3 order. Thank you all very much for coming.
4 I really appreciate it.

5 Veronica, would you like to do the roll
6 call, please?

7 MS. MACK:

8 Good afternoon everyone. Start the
9 roll call. Pam Breaux, (no response); Joel
10 T. Chaisson, (no response); Chett Chiasson,
11 (no response); John F. Fay, Junior, here;
12 Dan Feibus, here; Marion Fox, (no response);
13 Jay Hardman, here; Dominik Knoll, (no
14 response); Gary P. LaGrange; here; Sherri
15 LaBas; (no response)?

16 BOARD MEMBER:

17 Phil Jones for Sherri LaBas.

18 MS. MACK:

19 Lisa Manuel, (no response); John Manno,
20 Junior, (no response); Richard Ranson, here;
21 Randy Robb, (no response); Gregory Rusovich,
22 here; Walter Sanchez, here; Maynard J.
23 Sanders, here; Sandy Sanders, here; Don
24 Sanders, here; Robert Scafidel, here.
25 Dr. Mike Strain, (no response); Thomas Brad



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1 Terral, here; Mike Tarantino, here; Stephen
2 Moret, (no response);

3 MR. GRISSOM:

4 Steven Grissom for Stephen Moret.

5 MS. MACK:

6 Chairman, we have quorum.

7 MR. RUSOVICH:

8 Thank you very much, Veronica.

9 MS. MACK:

10 Thank you.

11 MR. RUSOVICH:

12 Okay. Before we begin I'd like to
13 first ask for approval of the minutes from
14 the third and fourth board meetings that
15 have been duly distributed; so we can have
16 motion for approving the minutes, please.

17 BOARD MEMBER:

18 So move.

19 MR. RUSOVICH:

20 Do I have a second?

21 BOARD MEMBER:

22 Seconded.

23 MR. RUSOVICH:

24 Is there any discussion along those
25 minutes? Discussion? Okay. All those in



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1 favor say aye.

2 BOARD MEMBERS:

3 Aye.

4 MR. RUSOVICH:

5 Any opposed?

6 (No response.)

7 MR. RUSOVICH:

8 Okay. Minutes adopted.

9 Before we get on to the performance
10 update on the international lead generation
11 efforts, I have a couple of comments I just
12 want to make, if I could.

13 First, I want to welcome some new board
14 members. New board members, Michael
15 Tarantino, who I believe is here with us
16 today. Michael, welcome.

17 MR. TARENTINO:

18 Thanks for having me. Glad to join
19 you.

20 MR. RUSOVICH:

21 Thank you.

22 Michael is executive director of the
23 Iberia Industrial Development Foundation.
24 And, also, John Manno is another new member
25 of the board. I see John is not with us



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1 today but John will be joining us as
2 chairman of Southland Printing Company.

3 And then I saw Sandy Sanders here as
4 well?

5 MR. SANDERS:

6 Yes.

7 MR. RUSOVICH:

8 A new board member.

9 MR. SANDERS:

10 Thanks. Great to be here.

11 MR. RUSOVICH:

12 Thank you for joining us. And Sandy,
13 of course, is the executive director of
14 Plaquemines Port.

15 Okay. So, we've got three new board
16 members. That's great. I'd just like to
17 comment on, and I think you'll hear about it
18 today during the board meeting, a couple of
19 things that I think will be highlighted.

20 One is on the global reach. I think
21 you'll hear good information on the process
22 that we're using in the five new global
23 offices that we have around the world, both
24 in terms of the process that those offices
25 are using to generate and secure business,



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1 aligning back with LED and with the OIC
2 office and how that alignment and
3 communications protocol, the communication
4 flow is. I think you'll hear quite a bit
5 about that process and we want your input on
6 that.

7 And you'll, also, hear, I think, some
8 good information about how we're tracking
9 the master plan initiatives, 22 main items
10 on the master plan and how those are being
11 tracked, and what the methods are to track
12 those 22 initiatives in the master plan.
13 The executive committee was briefed earlier
14 on both of those and I think you will be
15 satisfied with it, but we welcome your
16 comments and want to do everything we can to
17 approve that. I think you'll be impressed
18 with the progress and process.

19 We also, I think this has led, you
20 know, the whole focus on international
21 which, of course, Senator Appel lunched
22 through his legislation and has really, I
23 think, given Louisiana even further
24 international impetus around the world, and
25 I think that partially what you probably saw



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1 recently is the announcement on this China
2 project that was secured for Louisiana.
3 Yuhuang coming in and investing in
4 Louisiana, and I think that was likely
5 partially result of the traveling to Asia.
6 And we're seeing more and more of this now
7 where we're reaching around the world and
8 those paying dividends. We have Russian
9 investments now; Chinese investments; and
10 really -- you know, South African
11 investments. And Louisiana is becoming a
12 household name for foreign investment around
13 the world which I think we can all take
14 great pride in.

15 Finally, I just want to comment the
16 subcommittees, of course, will have break
17 out sessions during this board meeting where
18 the critical subcommittees on the Cargo Task
19 Force, and Finance Task Force, and
20 Governance Task Force will break out and
21 discuss their processes for moving forward,
22 because we really want a lot of the work to
23 be done in those subcommittees, and have
24 those subcommittees help guide us. And I
25 think that, hopefully, you will, I'm sure,



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1 have good input into that and good impact in
2 terms of those subcommittees. So, we'll put
3 some time aside, too, to have subcommittee
4 breakouts, too, in alignment with the master
5 plan.

6 And then the communications flow.

7 We're looking to continue to improve on our
8 flow of communications to the board, and I
9 think you noticed recently that Will and
10 Anthony have put together an ongoing
11 newsletter now. You probably received the
12 first one a couple of weeks ago. So, we'll
13 talk about that a little bit, but that will
14 be a new newsletter format that we'll be
15 providing and welcome your input into that
16 newsletter and ways to improve and keep
17 communications flowing to you and back from
18 you as well.

19 So, just wanted to make some of those
20 initial comments before we move on, and
21 Anthony and Mr. Secretary, I move, you know,
22 the next item, to turn over to you on the
23 performance update on the international
24 efforts.

25 MR. GRISSOM:



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1 Thank you, Mr. Chairman. I believe
2 Anthony is going to kick off those comments,
3 and I have an update as well on the
4 import/export tax credits that I wanted to
5 review. But let Anthony kick things off and
6 then as we wind down, I'll provide a brief
7 update on that.

8 MR. BODIN:

9 First, thanks again on behalf of the
10 OIC for your attendance and participation.
11 Some of you have traveled quite a distance
12 to come here today and appreciate your
13 support. Particular thanks to the Port of
14 New Orleans for hosting us today.

15 So, Mr. Chairman, I would like to give
16 the board an overview of how we have set up
17 the different markets, the different
18 representatives, and how they have been
19 going about their work in creating new
20 business for us.

21 First, let me just ask if everyone has
22 received the newsletter we've put together.
23 In particular, Will Marshall, I want to give
24 him great thanks for putting that together.
25 If you stand up in case someone doesn't know



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1 Will. He's my right-hand person in the
2 office. We're working very closely in that
3 together. So any technical difficulties,
4 please let us know so we can make sure you
5 receive the newsletter on ongoing basis.
6 Our idea is to send that letter on a
7 quarterly basis in between our meetings so
8 that you will get, essentially, update every
9 month and a half or so. There is also a
10 copy of the newsletter in your folders in
11 front of you.

12 If you recall during our last meeting
13 we had our representative, actually, here on
14 the ground in Louisiana as part of a
15 statewide tour that we provided for the
16 representatives, just to be familiar with
17 the state and our proposition. Since then I
18 can happily say that we successfully
19 onboarded all the representatives and the
20 markets and their support staff and it's
21 been a pretty tough process just because of
22 the information that we have to communicate,
23 the different markets and the different ways
24 that different businesses understand the
25 proposition, but so far I'm glad to say that



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1 the representatives have been very
2 aggressive and very forthcoming in providing
3 us the necessary information. And it was up
4 to us, really, to catch up with them and
5 make sure that we provide information that
6 they require both in terms of handouts and
7 pitch materials.

8 So, today I'd like to move to two
9 things. One is to explain the process by
10 which we manage leads and projects. And how
11 we manage the point of contact with LED and
12 then I like to show you how we performed so
13 far. Remind you, we started this engagement
14 in early June and we are now mid August,
15 including preparation. I think we can say
16 we're active for about two months.

17 If you look at this chart over here,
18 this is a high level review of how we manage
19 this project. So, we've asked the
20 representatives to give us an annual
21 business plan that lists a variety of
22 factors in both the marketing to specific
23 companies that they want to reach out to,
24 and you take this business plan, take this
25 list of companies and then we process it



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1 internally to see do these companies'
2 sectors make sense in the sectors that we're
3 pursuing. Do we already have these
4 companies inside the state or close or
5 nearby or do we already have communications
6 with these companies and we wouldn't want to
7 overlap in any ongoing discussion. And so
8 we filter these companies out.

9 Then we move along this process, make
10 sure that the projects move along the way
11 that we want them to.

12 And we'll talk about each stage in
13 detail. I just discussed the business plan,
14 how the list of companies come to us. The
15 next phase will be the research. And on the
16 research portion we look at how best to
17 educate our representatives in approaching
18 these companies. What is the strategy that
19 these companies have identified in their
20 expansion plans. And so far what we have
21 identified is 318 companies across all
22 sectors across all markets that have the
23 right sets of characteristics that we would
24 want to pursue further. So that's the
25 opportunity landscape that we're looking at



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1 in terms of companies that are out there.

2 MR. GRISSOM:

3 And this is international reps and
4 members of the LED team, essentially,
5 collaborating going back and forth, to
6 identify a set of companies that combined,
7 we feel, represent real opportunities for
8 us. These are not necessarily companies
9 they have contacted yet, but companies that
10 are -- that we feel are poised to be
11 productive conversations.

12 MR. BODIN:

13 Once we have these companies identified
14 we want to put together a set of pitch
15 material that will communicates our message
16 and gets them interested in further
17 conversations.

18 To give you an example what these pitch
19 materials look like, we have EQ Magazine, I
20 think most of you have seen that as
21 employee/manager LED publishes. We have
22 custom powerpoint presentations. These are
23 industry specific. We try to give a high
24 level overview of how their market aligns
25 with ours. Show existing companies the



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1 sectors that have successfully done business
2 in Louisiana. And so on this slide we have
3 shown how LED comes together with the
4 company including a solution for them.

5 Also like to thank Pam Breaux and her
6 staff at Cultural Recreation and Tourism for
7 providing us with some of the quality of
8 life materials they have put together in
9 their tourism activities. For example, here
10 on the bottom of the page is descriptions of
11 different towns in Japanese, translated in
12 Japanese. And those have been good
13 introductory materials to get people poised
14 in our state, the printed materials. In
15 terms of technical materials we have videos
16 produced by Fast Start and by the tourism
17 department. We have our own digital
18 database we utilize, and then of course the
19 way of communicating with the
20 representatives is a CRM system that we
21 utilize.

22 So, once we have these pitch materials
23 in hand, once we understand who to contact
24 at these companies, we tell the
25 representatives to go ahead and try to find



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1 a way to have meeting, have conversation
2 with these companies. And what you see here
3 is 27 companies are currently in the stage
4 of having first contact.

5 The next stage, the full engagement,
6 means that the company received that message
7 and actually was interested and wants to
8 figure out a way to conceptualize a project
9 in Louisiana. So, that number of 17, these
10 are the amount of companies currently in the
11 stage of wanting to move more and wanting to
12 have more information. And just to be
13 clear, these are 27 plus 17 companies that
14 have moved along that stage.

15 And then finally, once we get into the
16 point where the company identifies a very
17 specific project paramaters including the
18 sites, employment, and general business
19 case, that's when we internally move it from
20 our department, our office, into the project
21 management office where the project manager
22 will then work with the company and try to
23 find the best site, work on trying to find
24 people to work with our team. What it does
25 is alleviates our resources so that we can



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1 go back further along the line and create
2 more business and more leads.

3 MR. GRISSOM:

4 Just to the elaborate on Anthony's
5 point. On the project management side, LED
6 has several teams focused on managing these
7 projects. Generally, the timeframe from
8 when it would be handled by the Office of
9 International Commerce converted over to
10 potential announcement where the company
11 actually reaches a final decision, can be
12 anywhere from three to 12 months. Sometimes
13 it's a multi-year process. So, really this
14 conversion process gets it to its advanced
15 stage on the project management teams. Many
16 of the team members have experience working
17 with international companies. They
18 compliment the Office of International
19 Commerce, while sitting right next to each
20 other on the same floor. It's a seamless
21 transition.

22 MR. BODIN:

23 So, to give you an idea, from the 318
24 companies that we initially identified at
25 the beginning of this fiscal year, we've



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1 essentially moved 56 companies to a next
2 stage, and they fall along these categories.
3 The 27 in first contact; 17 in the fully
4 engaged; and one conversion. And a couple
5 of companies at one point expressed they
6 weren't interested at first contact stage,
7 so they are not represented here which is
8 why the math does not add up. Essentially,
9 56 companies have moved through that.

10 MR. RUSOVICH:

11 And that's since June.

12 MR. DON SANDERS:

13 The first contact stage is pretty
14 simple. That's what the people we hired
15 them to do. The fully engaged stage, is
16 that the point when you go to them or they
17 come to us, face-to-face meetings taking
18 place at that point?

19 MR. BODIN:

20 Good question. At point of contact
21 what you see we rely heavily on the
22 international representatives in identifying
23 the companies, talking to the companies,
24 because they're based there. But, also, to
25 communicate the custom fit solution that we



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1 want to propose to those companies. They'll
2 maintain contact all the way to the
3 conversion process.

4 MR. DON SANDERS:

5 Results are what we want at the end of
6 the day.

7 MR. TARANTINO:

8 Is there a goal percentage, perhaps,
9 that you have?

10 MR. BODIN:

11 Absolutely.

12 MR. GRISSOM:

13 One comment on the fully engaged.
14 Generally, there's a set of questions that
15 you start with. When you start having more
16 interaction back to the Office of
17 International Commerce because they'll be
18 more detailed questions that our people on
19 the ground don't really know, so we'll start
20 leveraging more and more to the internal
21 LED.

22 BOARD MEMBER:

23 Can you elaborate a little bit on the
24 converted as to exactly what that is?

25 MR. BODIN:



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1 Yes. The converted, at one point in
2 your conversation you realize that a company
3 has identified two or three states where
4 they definitely want to do a project. When
5 they come to the point where they know how
6 many people they're going to hire, exactly
7 what type of site they need, what type of
8 infrastructure they need, these kind of
9 specific project parameters are best handled
10 by project managers who have the expertise
11 both in industry and project management
12 phase to bring that project to bear. That's
13 when our team will then convert it to those
14 project managers thus conversion. Does that
15 answer?

16 In each quarter which fits in nicely
17 with our meetings, we ask the team to give
18 us a quarterly report; so, this is where
19 they need to reflect upon what's been going
20 on in the last quarter. Do they see any
21 trends? Does the market know about
22 Louisiana? Are they interested in that
23 market? Whereas previous to us talking
24 about each project, each company, at each
25 quarter, talking about what's going on



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1 generally in the market. Since they just
2 submitted the first quarterly report, I will
3 detail that in the next couple of slides.

4 So, to review, overall we've identified
5 318 companies that are of interest to us.

6 The current set of companies in the first
7 contact stage is 27. Eleven have so far
8 have said that they are not interested, they
9 are not getting more orders from the US or
10 they already have an establishment there or
11 in this market, not interested. Seventeen
12 in the fully engaged stage, ongoing

13 conversation with them. And one has been
14 converted. Parallel to that pipeline to
15 that activity, we on some occasions will get
16 engaged with projects that have already been
17 converted that either came through our
18 pipeline or came directly to the agency
19 where additional assistance may be required.

20 And an example I would use here is the
21 Yuhuang announcement which you will find in
22 your package. Yuhuang was on its way to
23 select a site, usual contenders and
24 Louisiana was among them. The fact that
25 Louisiana had an office in China I think



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1 really made quite a level of comfort for the
2 company. Well, this state is really
3 intending on bringing our business to the
4 State and that bridging certain cultural
5 gaps, certain nuances lost through
6 translation is a thing of particular value
7 to the project manager phase. Mind you, I'm
8 not saying the project would not have
9 happened without the Chinese office, but I
10 think it adds to our service.

11 MR. SANCHEZ:

12 You're talking about 55 companies. Is
13 the 17 a subset of the 27 that were formally
14 first contact or 17 additional companies?

15 MR. BODIN:

16 Additional. I apologize. And if you
17 believe that it would be clearer if we added
18 all the companies that have gone through the
19 first contact stage, and then...

20 MR. SANCHEZ:

21 That's fine. You answered my question.

22 MR. BODIN:

23 I'm asking how best to present it, I
24 would change it.

25 Mr. Tarantino, this goes back to the



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1 question, what target this fiscal year?
2 Agreed with representatives, they need to
3 reach 174 first contacts, and 35 fully
4 engaged. Now, the discrepancy between
5 previous numbers some companies come
6 directly to our office. So far they have
7 uncovered -- made 52 first contacts of which
8 16 have moved to a fully engaged stage.
9 Now, obviously, these are probably companies
10 that they had existing relationships with,
11 and ready for first engagement. But we
12 believe that there is significant
13 opportunities in each of these projects
14 where these targets could be met. So far
15 they have exceeded the targets, quarter one
16 targets.

17 MR. TARANTINO:

18 A question on the previous slide, so I
19 understand. So the first column that you
20 see, you're expecting first contact with 174
21 companies?

22 MR. BODIN:

23 By the end of the year.

24 MR. TARANTINO:

25 Okay. So fifty-two is so far.



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1 MR. BODIN:

2 Yes.

3 MR. TARANTINO:

4 And the 35 of the fully engaged is that
5 of the 52 or of the 174.

6 MR. BODIN:

7 These would be of the 174.

8 MR. TARANTINO:

9 So, about -- okay. And then the 16 of
10 the 35 you would move to the fully engaged,
11 you would be expecting to be moved to the
12 fully engaged or is that how many are fully
13 engaged so far?

14 MR. BODIN:

15 The amount of fully engaged --
16 companies in the fully engaged stage at the
17 moment and have been brought by the
18 International representatives. Seventeen,
19 because one project came to us.

20 MR. DON SANDERS:

21 Anthony, one thing you might want to
22 make clear, I think I know where you're
23 going with this. I think 52 of 174 and it's
24 at the end of August right now. This is
25 really not since January 1st.



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1 MR. BODIN:

2 Right. Its since June.

3 MR. DON SANDERS:

4 Since June.

5 MR. TARANTINO:

6 That's helpful. Thank you.

7 MR. BODIN:

8 If you see the quarter one, which will
9 be today, and to the deadline that's where
10 we need to be. We're slightly above it in
11 first contact and nicely above it in fully
12 engaged.

13 Then broken down, the 317 target
14 companies by the industry that they
15 represent, and you will see we have listed
16 all the industries that are interested to
17 LED as part of target industries and as part
18 of the mass identification.

19 Now, chemicals, for example, is
20 15 percent; heavily represented. One
21 reason, of course, is that the chemical
22 industry is quite interested in what we have
23 to offer. The second reason is that a lot
24 of the conglomerates that we are in contact
25 with, such as South Korea and Japan have



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1 chemical divisions but they and also have a
2 manufacturing division and several others.
3 And so, our approach here since we already
4 have contact with them at least in some kind
5 of engagement on the chemical side, we want
6 to relay that contact to other divisions.
7 That's why chemical is perhaps overly
8 emphasized here.

9 Another way to picture the performance
10 is to see by geography. The numbers still
11 add up. I think you see Japan has been
12 pretty active in turning these companies
13 into fully engaged due to the fact that they
14 have had previous contact and knew exactly
15 what they were going after, but you see good
16 progress in all markets.

17 I will try to quickly run through each
18 market and what's going on in each market.
19 I think UK in the domestic market, consumer
20 demand has picked up, which has actually
21 brought companies in UK to focus back on the
22 consumer demands and less so on expansion.
23 Remember that the UK has been and continues
24 to be a major market for us and will
25 continue to find companies that are



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1 interested in this expansion.

2 In Germany and Austria, the German
3 market is interesting because it's solely
4 export reliant, and they're now seeing the
5 impact of slow growth in the European Union,
6 really impacting their performance. The
7 prices, didn't help. Which could mean two
8 things, either they are looking for more
9 expansion or have to figure other ways to
10 cut costs. At the moment there seems to be
11 a good traction especially in the
12 manufacturing sector but it would be on a
13 case by case basis.

14 China, is really one of the most
15 promising markets to us. We're seeing now a
16 willingness and activity by the central
17 government to push the provinces to compete
18 on a global basis and gone are the days when
19 they're protected inside their markets and
20 assisted with certain infrastructure. From
21 our conversations with our representatives
22 in the Chinese market they are being
23 incentivized to go global and compete on a
24 global basis. That would mean that we
25 certainly could see more traction in that



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1 market.

2 In Japan, finally, another very
3 interesting dynamic with the central
4 Abenomics. The term called Abenomics where
5 Mr. Abbey has pushed policies to counteract
6 the --

7 (REPORTER REQUESTS THE SPEAKER TO SPEAK
8 MORE LOUDLY).

9 MR. BODIN:

10 The monetary policy has been quite
11 loose, and Japanese companies are flushed
12 with cash looking for opportunities to
13 increase revenue. Seeing that Japan is a
14 saturated market we expect the Japanese
15 market to be good for global expansion
16 opportunities as well.

17 South Korea is really a long term game.
18 It has the right factors. It's very export
19 heavy, has the right policy environment, but
20 the companies are still coming to fruition.
21 Seeing that in the Asian culture and
22 business culture certainly the relationships
23 are of high importance. We believe that
24 it's a great interest to us to maintain
25 contact in this market and to establish the



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1 relationships now so in the future when
2 these companies really are looking for
3 global expansion, that Louisiana is on their
4 mind.

5 So, that was my update on the
6 performance by the international
7 representatives and how we track those
8 performances, and in how we manage projects.
9 So I welcome any questions at this point.

10 MR. RUSOVICH:

11 I think what we want to do is just give
12 everybody a picture of the confidence level
13 that our international offices are robust
14 and moving and communicating, coordinating
15 well with the LED office back in Baton
16 Rouge. Hopefully, that will answer your
17 questions. Any other questions?

18 MR. TERRAL:

19 Are you tracking the projects as you
20 move through the various stages, the
21 planning, et cetera, the objections of the
22 guys that drop out?

23 MR. BODIN:

24 Absolutely. It's one of the main notes
25 that I like to see from representatives.



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1 Not just why they drop out, what it is that
2 makes them hesitant about coming to the
3 state. Do they know about the state? We
4 want to know about each gap we can try to
5 fill.

6 MR. TERRAL:

7 Can you elaborate on some of those
8 trends that you see?

9 MR. BODIN:

10 I think it's a little early to really
11 talk about any specific trends. I think the
12 sample is just too small at the moment.
13 However, I would say that in a lot of the --
14 for China, South Korea, we've noticed that
15 Louisiana is very low on the awareness
16 level. They simply don't know about the
17 state and the business climate that we have
18 to offer. So it's been our objective to
19 educate them about education, the general
20 cultural context of Louisiana, and then to
21 relate that into a business opportunity that
22 we have to offer.

23 MR. RUSOVICH:

24 Any other questions?

25 MR. FEIBUS:



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1 A quick question. Just from personal
2 experience, I had a group over in Turkey
3 doing some investment and they sort of got
4 through their Chamber of Commerce, kind of,
5 the standard Louisiana, corrupt, backward
6 kind of pitch, ancient legal system, et
7 cetera. Is there some sort of comprehensive
8 way to address that? It seems like a lot of
9 these folks are being represented in DC
10 through either their chamber of commerces or
11 their business communities, et cetera, just
12 a general outreach on what we have here.

13 MR. GRISSOM:

14 I think it's a great point. One thing
15 I'm not sure, and Anthony may comment on
16 general awareness perhaps working through
17 some of the international chambers of
18 commerce, countries' chambers or commerce,
19 we also have our marketing efforts to try to
20 get that message out. We hone in on third
21 party rankings to validate what we're saying
22 is true, and we're moving in the right
23 direction. So, I think a great comment. A
24 combination of our advertising and also some
25 outreach to some of these chambers of



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1 commerce is something to take a closer look
2 at.

3 MR. BODIN:

4 I think representative's first step
5 even now attempt to reach to chamber of
6 commerce, the embassies, the US embassies.
7 There's, actually, a new initiative by the
8 US Department of Commerce called Select USA
9 that will look at solely bringing in FDI and
10 we're in close communication with them in
11 really making sure that they represent us
12 correctly when they have investors come to
13 their offices. And so, there's a whole
14 spectrum of layers in this field and we need
15 to reach out to all of them.

16 MR. TARANTINO:

17 I apologize, so many questions. I'm
18 learning here. I noticed quite an extensive
19 group of international representatives that
20 are covering the world, but I did notice
21 that South American, Brazilian market is not
22 represented in that list. Any reason for
23 that?

24 MR. BODIN:

25 When we did the master plan analysis,



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1 we looked at two things. We looked at the
2 track record of FDI, how much FDI has been
3 generated out these markets on a global
4 basis, and how do they align with the
5 industries we want to attract. So, those
6 two metrics -- these five metrics came out
7 on top, and some of the Latin American
8 markets were, although they were very strong
9 on trade, they are not to this day very
10 strong on outward direct investment.

11 MR. RUSOVICH:

12 Okay. Let's move on. We're right on
13 time. Go ahead Anthony.

14 MR. BODIN:

15 So, briefly, I want to give you a quick
16 update on the master plan initiatives that
17 were laid out in the master plan.

18 Twenty-two initiatives have been identified
19 as bringing in more competitiveness to the
20 State and attracting international projects.
21 I'm glad to say all initiatives, in terms of
22 the plan completion date, are on track, as
23 pictured by the green status dot; and they,
24 really, these initiatives really break down
25 in a couple of different categories. One



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1 large one has to do with workforce;
2 workforce department. As you know, we have
3 in LED a very strong team led by Jeff Lynn
4 called the FastStart team. And they have
5 been doing a terrific job on all of these,
6 and these initiatives, actually, were put
7 together in communication with Jeff back
8 when we put the master plan together. I
9 check in periodically with Jeff to see how
10 these initiatives are going, and we have two
11 handouts, actually, in the folder that talk
12 to the initiatives; one is the C4M program
13 and that trains students on high school
14 level in the manufacturing profession. And
15 second one has to do with Louisiana Job
16 Connection and I think both of these
17 respectively represent the way forward in
18 the categories of initiatives in terms of
19 training the workforce and in terms of
20 tracking the workforce.

21 MR. RUSOVICH:

22 I did want to comment to numbers two,
23 three, and four since so much of our
24 interest is about international trade. The
25 Cargo Task Force subcommittee will be



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1 convening shortly. I think those are three
2 real priorities of that subcommittee, to
3 focus on international trade reps, the
4 intelligence unit, and obviously creating
5 the Cargo Task Force. But that whole focus
6 on international trade is what that
7 subcommittee is really focused on. I didn't
8 want to loose focus on that international
9 trade component of this effort.

10 MR. BODIN:

11 Thank you. The initiatives here that
12 are part of the responsibilities of each
13 subcommittee.

14 MR. RUSOVICH:

15 Right.

16 MR. BODIN:

17 These three represent the Cargo Task
18 Force, also finance and budget, and of
19 course executive committee. And I just
20 wanted to point out some of them have
21 already been completed. If you look at 17
22 is the realignment of preexisting committees
23 that we have to the subcommittee structure.
24 And you look at 14, we now established a
25 foreign presence in the five target markets



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1 ahead of schedule as well.

2 So, this is the update to the master
3 plan initiatives, and also included those
4 slides in your handouts if you want to look
5 at those and happy to take any questions on
6 line or off line.

7 MR. RUSOVICH:

8 Okay. Any questions on that component,
9 on the tracking of the master plan, the 22
10 initiatives of the master plan? Conrad, do
11 you have any observations or points before
12 we convene and go into subcommittees?

13 MR. APPEL:

14 I do. For those of you who don't know
15 me, I'm Conrad Appel. I'm the senator from
16 Jefferson Parish and Orleans Parish. And
17 prior to that, in my early lifetime I was
18 Chairman of the Board of the Port of New
19 Orleans, so I spent quite a bit of time with
20 this guy.

21 Just a few quick things from my
22 perspective. Number one, relationship with
23 the legislature. Until I got there I'm not
24 sure there was anyone in the legislature
25 that took on international trade or port



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1 activities as a particular interest area.
2 There's still only a handful of us, maybe a
3 tiny handful of us. So when we designed
4 this board, it was specifically designed to
5 be geographically and business type diverse
6 so that you guys representing different
7 parts of the state and different industries
8 and so forth would bring to the table a
9 certain connectivity with your legislative
10 delegations from your areas. And I just
11 want to emphasize in my world that is
12 extraordinarily important.

13 The next point I had on my list is
14 don't forget you guys are required by law,
15 the legislation that I drafted, to report to
16 the joint commerce and transportation
17 committees. Whether it's this type of a
18 report or something combined with this.
19 Generally, we don't like it in this much
20 detail, but something. So, I guess my
21 challenge to you guys is y'all need to get
22 out to your local legislators and say that
23 this body exists and that we are actively
24 engaged and meeting with tremendous success
25 in the State of Louisiana on all kind of



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1 facets of international commerce. That is
2 fundamentally a part of your
3 responsibilities in my view.

4 The same thing goes with public
5 relations. Y'all have the connections in
6 your areas with your news media. Y'all need
7 to be trying to get to the editorial boards,
8 or the TV people or so forth and get them to
9 do stories on the successes Louisiana has
10 had with international commerce and the
11 potential future for international commerce.

12 And the last thing is, this is a simple
13 thing, is we drafted this bill in 2012.
14 Something like that. This is a challenge to
15 all of y'all. If there are specific areas
16 within the legislation that we passed that
17 we see now aren't working or could be
18 working better or could be changed, please
19 let me know and we can try to get them done
20 in the legislative session. We also have,
21 as most of you know, Norby Chabert has
22 crafted a new structure. I'm going to be on
23 the transition team. I'm not sure what it's
24 about. To move ports and intermodal trade
25 into, kind of, a superset within the



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1 Department of Transportation and
2 Development. I think you just got to stay
3 tuned to see where that goes. I'm not sure,
4 personally, where they go.

5 MR. RUSOVICH:

6 Well, Senator, they were actually, as
7 part of the Board of Commissioners executive
8 meeting, Walter Leger and Norby Chabert.

9 MR. APPEL:

10 Okay.

11 MR. RUSOVICH:

12 And he emphasized to them the
13 importance of making sure there is alignment
14 and full cooperation with this board and
15 with the Office of International
16 Development.

17 MR. APPEL:

18 Well, that's specifically why I
19 accepted the request to be on that
20 subcommittee. And Norby and I discussed
21 this at length during the session. His
22 vision of that change was that it would
23 elevate the importance of intermodal
24 transportation issues from kind of a low
25 level position within DOTD to something more



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1 on its own that kind of stands out
2 separately. That's his world view of it. I
3 don't know how it will work out. We'll see.
4 But we don't want competition with what you
5 guys are doing and with what OED's doing.
6 That's the main thing. Because your job is
7 one thing, that's to create jobs for the
8 citizens. That's it. It's that simple.
9 Create jobs. And we don't want any
10 intrastate competition in any way, shape or
11 form hindering either side. We certainly
12 want to elevate the importance of ports and
13 transportation but there's a slight nuance
14 between that and selling Louisiana to
15 international companies and trying to create
16 manufacturing jobs. You hit upon it
17 perfectly a minute ago, talking about the
18 breakdown in the spectrum of different
19 industries. We have a plethora of primary
20 chemical, primary manufacturing in
21 Louisiana. What we don't have is secondary
22 manufacturing. We create plastic pellets
23 but don't create car bumpers, and the jobs
24 are in creating car bumpers, not in creating
25 plastic pellets, unfortunately. We like to

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1 create them but you would like to go to the
2 next step.

3 That's all I had and just to say,
4 especially to the new fellows, anytime, my
5 door is always open. I am in Metairie, but
6 the guys at the Port of New Orleans know how
7 to reach me. Anything that y'all want to
8 talk about, any ideas, any changes to
9 legislation, please let me know. That's it.
10 Thank you.

11 MR. RUSOVICH:

12 Thank you, Senator, very much.

13 And I think Mr. Secretary, you wanted
14 to debrief a bit on the cargo tax credit.

15 MR. GRISSOM:

16 Yes, and I'll be very brief. But I
17 know at our last meeting last quarter there
18 was some questions about the cargo tax
19 credit, import/export. A notice of intent
20 to promulgate the rules were published in
21 the media July 20. They were in the
22 process. The rules have been drafted.
23 We're now in the public comment period which
24 will last until August 25th. After that
25 public comment period, we'll need to take a



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1 look at the comments and see if we should
2 modify those rules. If the comments suggest
3 that no modifications are needed we then go
4 to legislative oversight committees for
5 further review and comment and unless the
6 rule is modified, I think we have a good
7 draft rule. Unless the rule is modified, we
8 expect the final rule to be promulgated this
9 fall. If there is modification, that will
10 delay the promulgation. Again, I think we
11 have a good draft rule out there so hopeful
12 that when we receive the comments, that they
13 align with the draft that we have.

14 MR. LAGRANGE:

15 This fall. This fall.

16 MR. GRISSOM:

17 In parallel, you know, I'm working on
18 guidelines and application and those
19 guidelines and the application align with
20 the draft rules. We have completed the
21 draft. It's under review. We cannot
22 finalize those until, I guess, we would like
23 to not finalize until the rule becomes
24 final; so, our anticipation is we'll have
25 those finalized in parallel sometime in the



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1 fall. And it may be that we go ahead and
2 have the application out there even before
3 it's finalized just so people would have
4 something to work with. We have a target
5 date for September 30, that's unless there's
6 some significant modifications.

7 And we can start receiving applications
8 January 2, 2015; so, I think a lot of
9 progress has been made. We, again, we have
10 the program in statute, we are fully capable
11 of interacting with companies on this
12 program. We'll have some additional
13 materials with the application guidelines
14 available shortly and that rule process is
15 moving along. We're just kind of working
16 through the formal process.

17 MR. RUSOVICH:

18 I know the ports are really excited
19 about this because once we're able to go
20 out, announce it to all the ports when we
21 can, it will be nice enhancement.

22 MR. GRISSOM:

23 We're excited as well. There were some
24 complications. I think we worked through
25 those, and put something together simple.



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1 We interacted with the ports in trying to
2 develop the approach, and we received some
3 good feedback, good guidance, so we're
4 hopeful that we're moving in a positive
5 direction and will be finalized this fall.

6 MR. RUSOVICH:

7 Thank you. Anthony, maybe before we
8 adjourn this part of the meeting, what we'll
9 need to do is adjourn this part and go into
10 subcommittees to commence those meetings and
11 the re-adjourn this meeting, have another
12 call to order to finalize the final
13 component of this meeting after. But first,
14 Anthony, before we adjourn is there a
15 comment you'd like to make in terms of how
16 you see the subcommittee structure? I know
17 we're running behind time, so just be
18 mindful of that, but for the subcommittees
19 is there some comment you'd like to make of
20 how you see that organizing with
21 subcommittees? In other words, which rooms;
22 what are the logistics?

23 MR. BODIN:

24 So the cargo subcommittee will stay in
25 this room; the governance subcommittee will



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1 be just across the hall here; and finance
2 and budget, the subcommittee will happen a
3 couple doors down.

4 Each subcommittee will be led or
5 managed, at least for this time, by the LED
6 point contact. So, for the cargo it will be
7 Will Marshall. Finance and budget will be
8 Steve Grissom and I will do the project
9 governance subcommittee, just to get the
10 ball rolling, conversation started. And
11 then my idea, if there are any
12 recommendations that the subcommittee agrees
13 upon and votes upon, to bring those back
14 into the full board meeting and before the
15 full board when we reconvene.

16 MR. RUSOVICH:

17 Okay. And just two comments to that.
18 So since the executive committee did not
19 convene earlier I think we just need about
20 five minutes for executive committee, so
21 maybe if it's okay, the executive committee
22 can go to your office down the hall just for
23 us to take a vote on what we heard this
24 morning because that's basically what it
25 will be. And then maybe we could go to your



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1 office, the executive committee for five
2 minutes.

3 MR. LAGRANGE:

4 Just follow the Saints signs.

5 MR. RUSOVICH:

6 Is that all right? So, we'll do that,
7 so if you go to your rooms for the
8 subcommittee just give, particularly,
9 Anthony and Secretary just a few moments to
10 come in and they'll be about five minutes.
11 That's number one.

12 Number two, I think Anthony put a
13 timeframe, Mr. Secretary, on the
14 subcommittee, so right now, like, ten after
15 three, so do you want to give 30 minutes to
16 the subcommittees?

17 MR. BODIN:

18 That will be fine.

19 MR. RUSOVICH:

20 Thirty minutes is satisfactory? And
21 then we can reconvene this meeting. Okay,
22 everything clear? So, just one moment. So,
23 in that case I'm going to ask for a motion
24 to adjourn this part of the meeting.

25 BOARD MEMBER:



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1 So move.

2 MR. GRISSOM:

3 Second.

4 MR. RUSOVICH:

5 All in favor? We'll adjourn this part
6 of the meeting. Thank you very much.

7 (WHEREUPON, THE CARGO TASK FORCE SUBCOMMITTEE
8 HEARING CONVENED AT 3:24 P.M.)

9 MR. MARSHALL:

10 Thanks to everyone for being here
11 today. I appreciate your time. My name is
12 William Marshall. I'm the marketing manager
13 with LED's Office of International Commerce
14 and until we have a dedicated international
15 trade representative, I'll kind of be
16 shepherding these meetings for you. But
17 again, this is --

18 MR. SANDERS:

19 Can I ask a question?

20 MR. MARSHALL:

21 Sure.

22 MR. SANDERS:

23 Is that replacement for John --

24 MR. MARSHALL:

25 That's actually separate positions; so



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1 John will be the executive director which
2 we're currently trying to fill. And,
3 hopefully, today we'll be able to make some
4 progress towards hiring an international
5 trade specialist. Which is laid out in the
6 master plan. It's, actually, budgeted for
7 as well. And there's, also, a team, by the
8 way, of trade specialists that would support
9 him. Again this is kind of like the blind
10 leading those with 20/20 vision. You guys
11 are the experts here. So, I encourage you
12 to take over and interject when you feel
13 comfortable.

14 But, basically, we have three small
15 tasks ahead of us today, and first is to
16 elect a Cargo Task Force subcommittee chair.
17 Next, would be to discuss the international
18 trade representative position. And finally,
19 I'd like to present the cargo intelligence
20 unit and get some feedback from you guys
21 about that position as it's outlined.

22 So, first to kind of get this out of
23 the way and get things going, I'd like to
24 ask for someone to move to nominate a chair
25 for the subcommittee head; and, again, this



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1 would be someone who would interface
2 directly with me and our office. Also, with
3 the chairman, and directly with the
4 subcommittee on some of the items going
5 forward. Just give us, basically, a point
6 of contact at the LIC.

7 MR. TARANTINO:

8 Before we do that, can I ask: What's
9 the mission, the purpose of Cargo Task
10 Force? Does it have a mission, been
11 determined a role?

12 MR. MARSHALL:

13 So, we can go specifically into that.
14 I've got some specifics outlined in the
15 document there.

16 MR. TARANTINO:

17 In front of me?

18 MR. MARSHALL:

19 Yes. So in front of you, you will find
20 a few pages. These are directly from the
21 master plan that Anthony was referring to
22 earlier prepared by A. T. Kearney. The blue
23 pages are from the general master plan. The
24 red pages following from the Bulk Trade
25 Module that goes into some high degree of



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1 specificity about trade. And generally, the
2 responsibilities of the task force include
3 developing and reviewing the trade
4 commission strategy, potential projects
5 related to trade that requires state funding
6 in conjunction with the project
7 subcommittee.

8 As Anthony mentioned, there's a serious
9 workforce component which requires
10 developing training services. So, training
11 and services based on company needs. That
12 would be done with FastStart. Do planning
13 and coordinating trade promotion activities
14 with the international trade rep and the
15 international sales representatives. And
16 then, ultimately, the role of you guys would
17 be to, basically, develop strategies to grow
18 to market share, convert value add
19 opportunities, and develop insights on trade
20 patterns through intelligence and research.

21 MR. RUSOVICH:

22 Well, I think it's to look at, sort of,
23 the global market and also to determine
24 where Louisiana's best play is for cargo.
25 You know, if it's inbound, outbound, and



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1 develop strategy around that. And once the
2 strategy is in place to have more cargo
3 coming in and out of Louisiana.

4 MR. DON SANDERS:

5 We're a fairly small company. Just 65
6 percent export out of the state, and when we
7 freight forward out of Baton Rouge,
8 Louisiana, it never goes out of a Louisiana
9 port. It goes out of Houston, goes out of
10 Los Angeles, somewhere else. This is bulk
11 shipping in and out. Even to find a
12 container to put our equipment in is very
13 difficult, so there is great opportunity for
14 this.

15 MR. FAY:

16 What we found and I sat on this board
17 with Greg, we didn't start seeing
18 improvements in the containerized aspect
19 until we brought a value added business
20 here, for example, TCI. They were bringing
21 these plastic pellets from Baton Rouge and
22 exporting them. They were railing them over
23 to Houston, bagging them, and putting them
24 on container ships there. It wasn't until
25 they built a plant here within the port



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1 property that our container volume started
2 going up. So, it's those kind of businesses
3 that actually drew cargo through the port
4 that was otherwise going to Houston or
5 Savannah.

6 MR. MARSHALL:

7 That's a great point. And I think I'll
8 just skip ahead a little bit and point you
9 guys directly to, should be the second page
10 of your packet. And this is what A. T.
11 Kearney called -- there's a value-added
12 sectoral analysis. And they looked at
13 specific industries and the raw materials
14 that are already flowing through our ports
15 for opportunities for value-add. And long
16 term we'd like this position and the support
17 staff, to dig more deeply into these
18 value-add opportunities.

19 And then if you look at -- I'm sorry, I
20 didn't include this. But another is
21 analysis of traffic lane profiles and it
22 looks, specifically, at our competitors,
23 different states regionally and destination
24 and source countries for different
25 commodities and opportunities that Louisiana



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1 could seize to grow that market share, and
2 ultimately, value-add opportunities as well.

3 MR. RUSOVICH:

4 Will, you will be acting, you said
5 until we hire the cargo -- sort of cargo, I
6 forget what it's called, representative that
7 you would be acting in that role for this
8 subcommittee. So, as this subcommittee
9 meets and determines that they would want to
10 do this, investigate, whatever, you would
11 lead that effort, right, for now?

12 MR. MARSHALL:

13 Right.

14 MR. RUSOVICH:

15 And by the way, I think the port can
16 guide -- I mean, the ports are primarily on
17 this subcommittee. So, we've such great
18 resources in the ports to be able to pull a
19 lot of that data. I think we can rely on a
20 lot of ports for that information.

21 MR. SANDERS:

22 When we say, hire, that's out of our
23 budget?

24 MR. MARSHALL:

25 It has been budgeted for.



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1 MR. FAY:

2 Is there an RFP or announcement gone
3 out about that?

4 MR. MARSHALL:

5 So, we need to, I think, get to a point
6 of defining that position a little more
7 specifically, and again if you look at --
8 let's see. Up to that sectorial analysis,
9 you'll see, I believe, an org chart. I'm
10 sorry. Should be page 42 in blue. And
11 you'll see how this, sort of, international
12 trade -- the bottom right of the page,
13 international trade representative fits
14 within this larger picture of the OIC
15 reported to by the cargo intelligence unit,
16 port/cargo business intelligence unit.
17 Again, that's with budget for two staffers
18 there. It's going to be research positions
19 essentially. And then you can see that
20 guideline pointing to the cargo task force
21 and, again, as Chairman just pointed out,
22 coordinating with you guys in the future.

23 The following page speaks more
24 specifically to the roles of this
25 international trade representative person;



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1 position rather. And I think what's ahead
2 for us is to really, sort of, first of all,
3 kind of dissect this, agree on it and then
4 ultimately amend it with other strategies or
5 things that are missing from these roles and
6 responsibilities. And also like to hammer
7 out a full position description. You know,
8 the minutia of this doesn't fall to you
9 guys, but in coordination with our office
10 and I've included a copy of the executive
11 Director of International Commerce's
12 position description in the packet just
13 handed you, and this is just a template
14 really for how we might outline this
15 position. And this is a format that the LED
16 management is best desired for.

17 MR. TARANTINO:

18 So, the international trade
19 representative, I'm just reading through the
20 roles and responsibilities, that's going to
21 be beyond just cargo.

22 MR. MARSHALL:

23 Yes.

24 MR. TARANTINO:

25 But he or she will be directly



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1 interacting with us?

2 MR. MARSHALL:

3 Through the primary point person for
4 your task force.

5 MR. TARANTINO:

6 So this task force may weigh in on
7 things beyond cargo.

8 MR. MARSHALL:

9 I think that's fair to say.

10 MR. RUSOVICH:

11 Yes.

12 MR. MARSHALL:

13 So, I think since you guys have had
14 very little time to kind of digest these
15 roles and responsibilities as they're laid
16 out, I think it might make sense to sort of
17 sit on these until the next meeting, and I'd
18 like to solicit recommendations from you
19 guys, virtually; can be email, you know,
20 picking up the phone and call me, with
21 additions, subtractions from this list of
22 responsibilities and that will give us a
23 format for actually building out this
24 position description, and it may be a bit
25 optimistic to say by the next meeting we can



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1 have a full draft of the position
2 description but I don't see why not. And
3 then, potentially, vote on it at the next
4 meeting.

5 MR. RUSOVICH:

6 Well, why don't we make that a target.
7 Don't you think? Where we target to have
8 that position description done by then and
9 then we can maybe get a vote on it at the
10 next meeting.

11 MR. MARSHALL:

12 Okay.

13 MR. RUSOVICH:

14 Y'all good with that?

15 MR. DON SANDERS:

16 Do we have input? Are we going to
17 interview the person?

18 MR. RUSOVICH:

19 Well, that's --

20 MR. DON SANDERS:

21 Because I think putting a stake in the
22 ground is the right thing to do.

23 BOARD MEMBER:

24 As far as just drafting the job
25 description, if we each put our input in in



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1 the next two weeks, then we can see
2 everybody's comments, we can assimilate that
3 and then. I mean, whatever the time table,
4 is. I mean, how is this -- filling this
5 position tracking with the executive
6 director. I mean, do we want to be in a
7 position of hiring this guy before we hire
8 the director?

9 MR. RUSOVICH:

10 Well, to answer your first question, my
11 understanding is -- you can comment on this
12 a little further -- my understanding of the
13 way -- sort of the way LED operates and the
14 way the board would operate, I don't think
15 that we would be -- we can be involved in
16 the drawing up of the job description. I
17 think it's unlikely that we'd be involved in
18 the actual interviews and hiring. I think
19 that probably goes beyond our -- probably
20 what we want to do. But we can outlay the
21 description and give some guidance to the
22 executive director or to the hirer of what
23 we're looking for. I think probably not
24 interviews. Y'all agree with that? That
25 would be my...



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1 MR. MARSHALL:

2 And we'd also be interested in
3 candidates. If there's someone you know,
4 you'd like to send a candidate.

5 MR. TARANTINO:

6 Well, what you just said I think is
7 important to put in the role of the
8 international trade representative. In
9 other words, have a description as to what
10 his or her interaction is with the body;
11 works with the task force; advises the task
12 force; interacts; takes guidance from; that
13 kind of things.

14 MR. RUSOVICH:

15 What John said, too, is a good point.
16 I presume, too, that you would want to
17 hire -- you would want the executive
18 director to make this hire. You wouldn't
19 want to make the hire and then have the
20 executive director, depending on how long
21 it's going to take to hire the executive
22 director. I'd have to check where the
23 process is.

24 MR. DON SANDERS:

25 There is a budget, I assume.



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1 (Inaudible discussion between members.)

2 MR. MARSHALL:

3 Yeah. I second that. My understanding
4 is that the executive director process is
5 pretty far a long. That candidates have
6 been agreed on and that those are in the
7 final stages of interviews and stuff; so. I
8 think, you know, push that forward before we
9 start on the next position, if possible.

10 Of less importance but similarly
11 related is these two business intelligence
12 specialists and these are more minor
13 positions and require a less comprehensive
14 position description, but I think, while
15 we're engaging in this process of drafting
16 the positions we might as well lump these on
17 and there will be a lot of shared
18 responsibilities and roles there. So, if
19 you guys support that, I'd like to do that
20 as well.

21 MR. TARANTINO:

22 We do. I certainly do. Back to the
23 original point, when the executive director
24 is chosen, just wonder if the executive
25 director, also, would have input not just in



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1 the hiring portion but also what kind of
2 business intelligence specialist that
3 executive director would think would be
4 important. I mean, we certainly want to put
5 our two cents in. Maybe three cents, but I
6 think the executive director is going to
7 have to guide them in that direction, so I
8 don't want to put the cart before the horse.
9 Should the executive director be here giving
10 us input from that perspective as well?

11 MR. DON SANDERS:

12 I think so.

13 BOARD MEMBER:

14 Or international trade rep.

15 MR. TARANTINO:

16 Right. Someone who's going to be, you
17 know -- that's who they're going to be
18 providing intelligence to.

19 BOARD MEMBER:

20 With the small number of people here,
21 they're going to be talking about filling
22 these positions themselves, I think.

23 MR. MARSHALL:

24 So, maybe we'll hold off on that one
25 since I think it's contingent on more



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1 positions.

2 BOARD MEMBER:

3 My concern is how long it's going to
4 take. If we don't do anything for another
5 three months it seems like a very
6 time-consuming process to get this program
7 off the ground. So, my suggestion would be
8 that we, as a committee, try to decide what
9 we want the job to look like and get that to
10 the powers that be just so that we're not
11 holding up the process.

12 MR. RUSOVICH:

13 You know what might be helpful there,
14 Will, is for you to put -- get with Anthony
15 and Secretary and put out a proposed job
16 description to us and then let us comment
17 back on it and add anything that we see
18 that's in alignment with what is called for
19 in this document and in the master plan.
20 This way, instead of us starting from
21 scratch.

22 BOARD MEMBER:

23 Right, they do the draft.

24 MR. RUSOVICH:

25 You do the draft and then let us



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1 comment on the draft.

2 MR. TARANTINO:

3 Is there a time line? A happens before
4 B; B happens before C in this whole process?
5 Not just with this task force, with the
6 hiring of the executive director, when the
7 job descriptions need to be done in the
8 process versus when the -- I don't want to
9 make it complex but I just wonder if there's
10 an overall timeline that all the various
11 pieces need to be on so that we know, okay,
12 we're on step C, we need to get the job
13 description to someone. Now, it's time for
14 step D, we hire someone.

15 BOARD MEMBER:

16 We weren't actually planning on looking
17 for executive director at this point.

18 MR. TARANTINO:

19 Right. Right. No doubt.

20 MR. DON SANDERS:

21 I'm not as worried about that relative
22 to this subcommittee or our entire
23 committee, but the consultants that we have
24 sitting around the world right now, who are
25 they reporting to?



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1 MR. RUSOVICH:

2 Anthony and Will. They are
3 coordinating a lot. They have monthly calls
4 with them. They have got monthly calls and
5 they're communicating with them on a
6 constant basis.

7 MR. MARSHALL:

8 Daily basis. Emails daily, yes. And I
9 think that relationship will hold, by the
10 way, even after we've hired an executive
11 director and the trade specialists. We'll
12 still be the point people on that.

13 MR. TERRAL:

14 It seems a little off base, but if I
15 was hiring somebody for my business to be
16 the executive director, the first thing I
17 would do is try to figure out the metrics
18 that I'm trying to compare against for the
19 future. So is that tons into the state, or
20 throughout the state; is it dollars; is it
21 jobs; maybe it's all three of them, on a
22 map. So that we can say -- we can task a
23 particular guy with the charge of growing
24 that, and giving him a goal to grow that, so
25 every project would have those same, you



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1 could figure out those similar metrics and
2 say, okay, this is going to grow by
3 five percent, you know, so y'all can vision
4 two or three different maps and then every
5 project has to supply, this is going to be
6 this many value-added jobs, this is
7 whatever, and it gets overlaid onto that
8 map. You can see the growth. You can
9 communicate with this new guy and everybody
10 is kind of geared to that goal. That's how
11 I would start it.

12 MR. DON SANDERS:

13 Good point.

14 MR. MARSHALL:

15 I kind of skipped over that portion of
16 the presentation. I apologize. But the
17 master plan did lay out specific targets for
18 us and that's 2500 direct jobs over the next
19 five years. Organic growth would account
20 for about 32 million tons of growth, and
21 1400 direct jobs. And market capture,
22 market sharing capture from other port
23 networks estimate about 21 million tons and
24 1100 direct jobs. Now, we can -- we will,
25 in fact, drill down with a little more



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1 specificity about how those targets relate
2 directly to this position.

3 MR. RUSOVICH:

4 Yeah, those numbers.

5 Twenty-one million tons?

6 MR. MARSHALL:

7 This is from the bulk trade module.

8 Does that not sound correct?

9 MR. RUSOVICH:

10 Jay, you're more of a bulk.

11 MR. HARDMAN:

12 Well, I think that was the low hanging
13 fruit that they anticipated could be
14 garnered and brought to the port. That was
15 tonnage or something that could be diverted
16 or developed to come through. I don't know
17 if those are the specific numbers.

18 MR. RUSOVICH:

19 Do those numbers sound doable?

20 MR. HARDMAN:

21 Twenty-one million tons? I think so.

22 MR. RUSOVICH:

23 Yeah?

24 BOARD MEMBER:

25 We rehabbed our -- just we rehabbed our



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1 grain elevator that went from three-quarter
2 of a million tons up to six, they tell me.
3 So not that that's new tonnage to a certain
4 extent; but yeah, I think 21 million tons
5 throughout the State of Louisiana is
6 probably doable.

7 MR. RUSOVICH:

8 Okay.

9 BOARD MEMBERS:

10 If Sandy would get that damn coal
11 terminal going.

12 BOARD MEMBER:

13 All I need is a solution from the
14 Sierra Club. They're my new best friends.

15 MR. FAY:

16 Will, when you circulate that draft,
17 being a lawyer, would you put a deadline as
18 to when you want feedback. I think if you
19 give us a little guidance on that. You
20 know, we'll be doing it the day before, or
21 at least I would be.

22 MR. MARSHALL:

23 Okay. I, also, circulated some other
24 pages from the master plan, the bulk trade
25 module just to give you guys a little more



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1 background. I apologize it wasn't a bit
2 more thorough from these slides.

3 MR. RUSOVICH:

4 So, what I'm hearing though, is that
5 when the full board convenes, I guess what
6 we would say, what I'm hearing, is that we
7 really think the executive director needs to
8 drive a lot of this. That the hiring, we're
9 sort of saying that before we can take a
10 real step, we've got to have the executive
11 director, right?

12 BOARD MEMBER:

13 I think that, and also that, like you
14 said, working on what we feel will be good
15 qualifications, good strengths and skill
16 sets for it, as well as maybe metrics that
17 can be evaluated in some form of that
18 performance. What they'll be anticipated to
19 hit. I think just coming in here and try to
20 get this rolling, I don't think that's too
21 bad of a start.

22 MR. RUSOVICH:

23 And I think, Will, maybe, you can say
24 about how you got this data and what
25 comments were made relative to it.



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1 MR. MARSHALL:

2 Do you think it would be possible to
3 elect a subcommittee chair? Do we have any
4 volunteers who are interested in being that
5 point person?

6 BOARD MEMBER:

7 I nominate Gary LaGrange since he's not
8 here. He's first on the list. Veronica
9 won't have to move his name.

10 MR. RUSOVICH:

11 The only thing, you know, just to speak
12 regarding that for a second, John. The only
13 issue I would have, frankly, is I don't want
14 to get too New Orleans centric. You know,
15 I'm chairman. I'm New Orleans. And I'm
16 with the Port of New Orleans. I'm a little
17 concerned of Gary now being, if he were the
18 head of the Cargo Task Force, you know, then
19 it sort of -- it would get too New Orleans
20 centric. So, if it's okay, I just want to
21 throw that out there because I just don't
22 want any kind of thinking that -- you know,
23 we all, I think, have great respect for
24 Gary. But I think, also, don't want
25 something where, you know, I'm chairman of



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1 the dock board this year. Gary is, all of a
2 sudden --

3 MR. DON SANDERS:

4 Greg, does it need to be somebody in
5 that business, like these two guys. But
6 there's also the guy here from north
7 Louisiana, and north Louisiana said they
8 would want representation on these
9 committees; so I don't know if it's critical
10 for port people.

11 MR. RUSOVICH:

12 My role here in this committee is just
13 a member of the task force. So, I'm not
14 serving on this task force as chairman of
15 the board. I'm serving on this task force
16 as member of the task force. So, to answer
17 your question, though, I don't think it
18 would have to be someone from a port. I
19 think it can be someone from trade, or I
20 don't think it has to be any one specific
21 sector unless y'all disagree?

22 BOARD MEMBER:

23 No.

24 MR. DON SANDERS:

25 I nominate Brad, then.



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1 BOARD MEMBER:

2 Second?

3 BOARD MEMBER:

4 Second.

5 MR. MARSHALL:

6 I guess we should take a vote. Does
7 everyone support Brad as subcommittee chair?
8 No objections?

9 (NO OBJECTIONS).

10 MR. MARSHALL:

11 None.

12 MR. TERRAL:

13 Thank you, guys.

14 MR. RUSOVICH:

15 You shouldn't have asked such a good
16 question.

17 MR. TARANTINO:

18 I don't know if we finished the part of
19 the subcommittee agenda. I apologize but
20 I'm really trying to get up to speed with
21 the functions of the committees and all
22 that. I have a couple of questions.

23 BOARD MEMBER:

24 I think it would be good if you had the
25 opportunity to sit down and thumb through



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1 the master plan. It takes a long time to go
2 through it. I don't know if myself would be
3 the person to do it. Maybe somebody, maybe
4 Will can take you through it and kind of...
5 I think that would kind of get you along. I
6 wouldn't say a lot of water but important
7 water has flowed under the bridge.

8 MR. TARANTINO:

9 Right and I appreciate that and I'll do
10 that, so I'll be better prepared.

11 BOARD MEMBER:

12 Starting cold, it's hard coming out the
13 blocks.

14 MR. TARANTINO:

15 One other question, I assume is not
16 part of the master plan, but I am curious.
17 Last year, I know you gentlemen will be well
18 aware, but last year the state created the
19 Coastal Ports Authority and I'm curious if
20 the master plan or if the tasks of this
21 board are aligned with what's going on and
22 what's being discussed within the Coastal
23 Ports Authority. I know that you guys are
24 making some plans to increase market share
25 and to protect market share, this kind of



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1 thing; but I'm curious if the two bodies are
2 aligned in any way. I know we have members
3 that are on each of the boards and I just
4 hope that, you know, especially in Acadiana,
5 which is basically what I represent, there
6 are a lot of ports that are specific there.
7 So, I'm just curious. If not, I'd like to
8 hope we can.

9 MR. TERRAL:

10 May I make a suggestion? And maybe
11 this is for Greg. But wouldn't it be nice
12 if we had a document that sort of spec-ed
13 out what the Louisiana Board of
14 International Commerce is -- not the big
15 document, but sort of a short version that
16 we can all carry to our executive summary,
17 who we report to, what our charge is. Kind
18 of what we would respond to a newspaper guy
19 if he asked us about our board and what we
20 do. And then we can take that document or
21 something like it over to this other group
22 and see, make sure that everything is...

23 MR. DON SANDERS:

24 I think that has happened, hasn't it?
25 I read something in the New Orleans paper



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1 about this group.

2 MR. RUSOVICH:

3 Well, the New Orleans paper, as a
4 matter of fact, Michael Hecht and I -- and I
5 would think it would be great. I think what
6 Conrad was saying before, what Michael
7 Hecht -- Michael is the CEO of GNO, Inc.,
8 and Michael and I cosigned a letter and sent
9 a letter to the editor to run top billing at
10 the Advocate here locally and the Picayune
11 on the Board of International Commerce and
12 the importance of international trade and
13 FDI. I think what Conrad was trying to do
14 is provoke go to each representative around
15 the state to do something very similar. But
16 we can send that letter out so that everyone
17 can sort of see it as a context.

18 Will, maybe I can ask you to find from
19 GNO where to get a copy of that. It was a
20 opinion -- not even. It was behind, you
21 know, you have the letters to the editor.
22 What's the next? It's the opinion or
23 whatever. You know. Yeah, La Tech.
24 There's a full La Tech piece by Michael and
25 I. You know, he led it. I just gave him



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1 input, but you can use that as a template to
2 sort of look at and use.

3 BOARD MEMBER:

4 Very positive.

5 BOARD MEMBER:

6 So, a master plan summary exists.

7 MR. TERRAL:

8 A letter. It doesn't exist today, but
9 I think what you're proposing today is to
10 turn it into --

11 MR. RUSOVICH:

12 We should do exactly what you said.
13 What you were about to say? Do we have such
14 a document, Will?

15 MR. MARSHALL:

16 No, no. As far as a nice narrative, I
17 think that's probably the best place to
18 look. We have more specifically defined
19 responsibilities, things like, directly from
20 the master plan if that's more of what
21 you're talking about.

22 MR. TERRAL:

23 So, perhaps, we can take this letter
24 and we can look at the master plan and then
25 we can have an executive summary with many



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1 executive summaries of each subcommittee
2 within it, give us all, especially, our
3 cargo.

4 MR. RUSOVICH:

5 Well, Will, in your newsletter -- in
6 the newsletter that you sent out, you
7 actually have a -- you summarized the
8 mission I thought in that newsletter.
9 Because I was, in fact, trying to memorize
10 when I read your newsletter -- I'm trying to
11 find your newsletter right now. But you
12 described the Board of International
13 Commerce and it's governance structure in
14 the newsletter, don't you?

15 MR. MARSHALL:

16 Very briefly. I talk about there's a
17 blurb that's taken from the LED web page,
18 the sentence says: International Commerce
19 works closely with and is governed by the
20 Louisiana Board of International Commerce.
21 Those board members representing a variety
22 of stakeholders in international commerce.
23 Is that?

24 MR. RUSOVICH:

25 So, we can build on that. So, Will,



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1 maybe what you can do is take that document
2 and get with Steven and with -- or Anthony,
3 and build that into a paragraph and work it
4 into sort of foreign direct investment side,
5 the international trade side, and make it
6 into a nice one or two page narrative. I
7 really like that idea, where we all have
8 sort of an elevator speech, where you've got
9 an elevator narrative. I think that's a
10 really good idea.

11 Do we want to let everyone come in?

12 Yeah, our time is...

13 MR. MARSHALL:

14 Thanks guys.

15 (LOUISIANA BOARD OF INTERNATIONAL COMMERCE MEETING
16 RECONVENES.)

17 MR. RUSOVICH:

18 I think what we need to do is call to
19 order. Again, call to order the full Board
20 of International Commerce. Again, I'm not
21 sure, but I would think. Do we need another
22 roll call, Veronica? Veronica, do we need
23 another roll call? We do need another roll
24 call.

25 MS. MACK:



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1 Roll call: Pam Breaux, (no response).
2 Joseph T. Chaisson, (no response). Chett
3 Chiasson, (no response). John Fay, Jr.,
4 here. Dan Feibus, here. Marion Fox, (no
5 response). Jay Hardman, here. Dominik
6 Knoll, (no response). Gary P. LaGrange,
7 here. Sherri LeBas, (no response).

8 MR. JONES:

9 Philip Jones here for Sherri LeBas.

10 MS. MACK:

11 Felicia Manuel, (no response). John
12 Manno, Jr., (no response). Richard Ranson,
13 here. Randy Robb, (no response). Gregory
14 Rusovich, here. Walter Sanchez, here.
15 Maynard Sanders, (no response). Don
16 Sanders, here. Robert Scafidel, here. Mike
17 Strain, (no response). Thomas Brad Terral,
18 here. Mike Tarantino, here. Stephen Moret,
19 (no response).

20 MR. GRISSOM:

21 Steven Grissom for Steve Moret.

22 MS. MACK:

23 We have quorum again.

24 MR. RUSOVICH:

25 Thank you, very much, Veronica.



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1 So, we'll go ahead and we're going to
2 ask the LED team members that were in each
3 one of the respective subcommittees to give
4 an assessment of those committees' meeting
5 back to the board. So, Secretary Grissom.
6 Should I start with you, sir?

7 MR. GRISSOM:

8 Absolutely. I'll be fairly brief in my
9 remarks. We did not have a quorum. It was
10 a small group. Dan and I participated in
11 discussion. We reviewed an overall estimate
12 of the current Office of International
13 Commerce budget versus the target that was
14 outlined in the master plan. The target
15 outlined in the master plan is a multiyear
16 target. We're currently at a budget of,
17 again, estimated there's some allocations
18 that have to be made to get to a true sense
19 of the International Office, but currently
20 over a million dollar annual budget which
21 puts us in line with some of our competing
22 peer states. Some are budgeted at a lower
23 level; some at a higher level; but, we do
24 have some additional steps to go through to
25 meet the master plan target which was at



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1 2.4 million. So, we reviewed that. I
2 indicated that the department plans were to,
3 as through the budget process, will be
4 pointing back to the master plan if it is
5 approved by the legislature and put in place
6 the funds outlined in the master plan. And
7 we will start that process in the coming
8 months.

9 MR. RUSOVICH:

10 Were there any thoughts or questions?

11 Okay, Anthony.

12 MR. BODIN:

13 The project governance, actually, did
14 have a quorum, and -- there was a quorum for
15 the project governance subcommittee and I'm
16 happy to say that the subcommittee elected
17 Richard Ranson as the subcommittee chair.
18 Under discussion was the project evaluation
19 process and the subcommittee decided that
20 the next action items are to review the
21 existing evaluations process for the capital
22 for the Port Priority Project and to review
23 that and to align that with the project by
24 the evaluation process.

25 MR. RUSOVICH:



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1 Okay. Any questions on those
2 proceedings?

3 MR. LAGRANGE:

4 I'd just like to add something real
5 quick. My point I wanted to make with
6 Bill's presentation, we talked about, what
7 goes on in the Port Priority Trust Fund
8 Program. We spent -- and Bobby Scafidel was
9 one of them -- no less than two and a half
10 or three years coming up with that
11 evaluation process in 1989, '90 and '91.
12 It, basically, took politics completely out
13 of the evaluation and put it on an objective
14 level and objective playing field, and it's
15 worked beautifully ever since.

16 MR. RUSOVICH:

17 What program was this?

18 MR. LAGRANGE:

19 That was the DOTD -- it's in DOTD and
20 it's a Port Priority Construction Trust Fund
21 Program, which, as you know, we utilize
22 quite a bit here at Port of New Orleans, and
23 it's a great evaluation process, and I
24 thought the notion and the thought was why
25 recreate the wheel, but take that and use it



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1 as a template and then add some of the
2 criteria that DED would like to add to it,
3 like evaluations that don't exist in the
4 DOTD process like jobs created, and so on
5 and so forth in terms of the things that you
6 were mentioning.

7 MR. RUSOVICH:

8 That's great. And you remember in the
9 master plan I know on the project evaluation
10 process there are specific metrics as well
11 in that master plan that are called for for
12 review in the project evaluation program of
13 the master plan. So, I think maybe tying
14 those that are called for in the master
15 plan, tying back to the program you just
16 mentioned that Bobby was aware of as well,
17 seemed to me would be a good sort of best
18 practice and overlay two good methods.

19 Cargo Task Force?

20 MR. MARSHALL:

21 So the Cargo Task Force did have a
22 quorum, and we elected Brad Terral, Mr. Brad
23 Terral as subcommittee chair. Also agreed
24 to work with the Office of International
25 Commerce and to draft position descriptions



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1 for the international trade representatives.
2 The OIC will produce a first draft of that
3 position description. Ideally, we'll have
4 input from the executive director and would
5 circulate that with the subcommittee for
6 feedback. Specific members suggested
7 various metrics and that would, also,
8 incorporate that position description.

9 MR. RUSOVICH:

10 Okay. Any other observations on those?

11 Okay. Anything else? I think --

12 MR. LAGRANGE:

13 Yeah, because Bobby said something
14 that's important. We got to put it on the
15 table. In determining some of the
16 evaluation processes in the future the last
17 thing we want to put up is a firewall and
18 something that becomes very onerous to the
19 evaluation process that does negative as
20 opposed to positive things to the evaluation
21 process of major infrastructure projects
22 that take us out of the element of
23 competition with neighboring states. And
24 that can be anything from a huge blown up
25 economic impact study to a number of other



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1 things that would go hand and glove with the
2 process and could be quite costly and
3 detrimental to the project.

4 BOARD MEMBER:

5 Well said.

6 BOARD MEMBER:

7 There was one other thing from the
8 Cargo Task Force. It didn't have anything
9 to do with cargo, it was the Coastal Port
10 Authority. I missed the last meeting. I
11 don't know if there was discussion on
12 whether there was any dovetail activity
13 between our group and the CPA and the Board
14 of International Commerce. I don't know.
15 I'd hate for us to be creating the same
16 effort. Maybe that's something we need to
17 talk to Scott about and see to make sure
18 that we're not going -- I don't think we'd
19 go against each other in any form or
20 fashion. I'd want to make sure we align in
21 some form.

22 BOARD MEMBER:

23 I brought up in our governance -- I
24 attended the CPA last week, and one of the
25 things that was discussed there last week --



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1 I have to choose my words carefully.

2 The criteria that is laid out for the
3 legislation -- in the legislation of what
4 we're trying to achieve, pretty much
5 excludes a lot of our coastal ports and
6 right now, Gary may take issue with this,
7 but there's nothing hotter right now than
8 some of our semi inland costal ports not
9 being able to get their customers serviced
10 because the channels are too shallow or too
11 narrow. Some of our support ships are not
12 able to get in and out to the big rigs, deep
13 water rigs that we service, and worse of
14 all, we've got companies that are leaving
15 not only going to other states but going to
16 Mexico and Brazil for fabrication of the
17 deep water rigs. These giant rigs are now
18 being built for the deep water way out
19 simply can't get up to our fabrication
20 plants in some of the coastal ports. And
21 we -- and Sharon, every single day has been
22 working on Houma navigation depth.
23 Thirty-eight months just to the get a
24 feasibility study through the Corps and
25 we're not even close to having that yet.



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1 Just a feasibility study to get the thing
2 done. It's absurdity. It's crazy.

3 So, that is a real world thing that
4 we're dealing with every day right now. And
5 I try to beat that drum in every single
6 forum that I can, but what came out last
7 week -- go back to your point -- is are
8 those deep water rigs of international
9 flavor, do they need to be included in what
10 LaBIC is trying to accomplish and many of
11 those companies that own those rigs are
12 international and we have just as much of a
13 need to attract them and all the peripheral
14 jobs that they bring with them as we do
15 maybe an automobile manufacturing plant.
16 Again, I'm kind of stepping out here.

17 MR. RUSOVICH:

18 Well, I would think that certainly
19 connects to the FDI component of what we're
20 trying to achieve and I don't think there
21 would be anybody on LaBIC that would be at
22 all contrary to what you're trying to
23 achieve and would be very supportive of what
24 you're trying to achieve. I don't know that
25 it's specific -- I don't know what else we



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1 can do that you're not doing. In other
2 words, you said you've gone to the Corps,
3 the CPA has gone to the Corps and tried to
4 get it passed through. I don't know what
5 else we could do other than just lend
6 support. I don't see why we would not lend
7 support.

8 BOARD MEMBER:

9 The key is going to be, again, from a
10 very elementary perspective, a port project
11 or a dredging project would go through all
12 these filters, jobs created, all this kind
13 of stuff, and maybe, maybe, come out on that
14 list as presented to the legislature for
15 additional capital outlay funding or
16 whatever other funding sources we come up
17 with. But somehow get the need for these
18 projects on there. The Corps simply doesn't
19 have enough money. Does not want to get
20 enough money to do it. Houma now, alone, is
21 right now estimated at \$250 million. All
22 the state treasury money in the world is not
23 going to cover that. We've got to get as
24 many different pots of money and this may be
25 just one little part of it.



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1 BOARD MEMBER:

2 AGMAC, too.

3 BOARD MEMBER:

4 AGMAC, same thing. Didn't mean to
5 leave you out.

6 BOARD MEMBER:

7 Our business is 30 percent upstream.
8 Deep water rigs, they're being built, and
9 until we do what you're saying. There are
10 labor issues, too. Things like that. But
11 what we might target, manufacturers that are
12 making the product to go on that. I do
13 agree they can't float it out of our
14 facilities.

15 BOARD MEMBER:

16 And we are the best equipped right now,
17 due to the assets we have in terms of
18 navigation channels and we're not
19 capitalizing on that. I didn't mean to get
20 on a soapbox, Gary.

21 BOARD MEMBER:

22 Just for the record, Jerry never said
23 he had any issues today.

24 BOARD MEMBER:

25 We're also high, high priority



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1 deepening the Mississippi River to get to
2 New Orleans. That's a different pot of
3 money.

4 MR. RUSOVICH:

5 Thank you for that information which I
6 was unaware of. So that's good to know.
7 Thank you.

8 Okay, do we have any move to the public
9 comments? Was there anything to discuss
10 before that, Mr. Secretary?

11 MR. GRISSOM:

12 No.

13 MR. RUSOVICH:

14 Or Anthony?

15 MR. GRISSOM:

16 Move next agenda item.

17 MR. RUSOVICH:

18 Well, the next agenda item would be
19 public comments. Do we have any public
20 comments? Okay, not seeing any public
21 comments. Closing remarks? I don't really
22 have any closing remarks except thank
23 everyone for coming. Our next meeting is in
24 November. I don't think we have the date
25 yet. We will get it out shortly, and get



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1 that information to you; and again we'll be
2 getting the newsletters out in the meantime
3 to keep you posted on all our activities,
4 and please reach out to us, to the team,
5 with whatever you have, or to me, with
6 whatever issues or recommendations or
7 whatever you've got. We want this to be a
8 very collaborative effort.

9 This is our fifth board meeting with
10 the new board so we want to get all the
11 input we can. So, thank you all very much.
12 And we do our meetings in different parts of
13 the state each time, and just thought it
14 would be interesting to have different
15 components. I think Baton Rouge will be the
16 main one, but time to time it will be in
17 other places as well. And Rick was just
18 leaving me a comment downstairs. Don't
19 forget your driver's license when you check
20 out. Anything else, Mr. Secretary?

21 MR. GRISSOM:

22 Thank you everyone for participating;
23 for traveling those of you who travel. I
24 think a lot of great work was accomplished
25 today and I'm excited about the energy in



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1 the room and look for work ahead. So, thank
2 you very much for your contribution.

3 BOARD MEMBER:

4 Thank you for getting those tax credit
5 rules out.

6 MR. RUSOVICH:

7 Anthony, thank you for your hard work.

8 (WHEREUPON, THE MEETING OF THE LOUISIANA BOARD OF
9 INTERNATIONAL COMMERCE WAS ADJOURNED AT 4:13 P.M.)

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C E R T I F I C A T E

I, BELINDA D. VIGUEIRA, Certified Court Reporter, in and for the State of Louisiana, do hereby certify that the foregoing transcript is true and correct to the best of my ability and understanding. I further certify that the foregoing transcript has been prepared by me or under my direction.

BELINDA D. VIGUEIRA, CCR
Certificate #83075
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