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7	MEETING MINUTES FOR THE
8	LOUISIANA MILITARY ADVISORY COUNCIL
9	HELD AT
10	IBERVILLE BUILDING
11	627 NORTH 4TH STREET
12	BATON ROUGE, LOUISIANA
13	ON THE 16TH DAY OF NOVEMBER, 2017
14	COMMENCING AT 10:16 A.M.
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18	REPORTED BY: ELICIA H. WOODWORTH, CCR
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1	Appearances:
2	Secretary Donald Pierson, LED Murray Viser, Barksdale Forward
3	Sherri McConnell, LED
4	Gary Silbert, GNO, Inc. Chris Goode, Roosevelt Group
5	Danny Ford, Louisiana Lobbying Solutions Robert H. Gatti, Junior
	Brian P. Jakes, Senior, Southeast Louisiana AHEC
6	Deborah Randolph, Central LA Chamber of Commerce Michael Reese
7	Joel R. Whitehead Lorenz J. "Lo" Walker
8	Raymond J. Crews
9	Sec. Lt. Col. Joey Strickland David A. "Andy" Thomson
10	Sheena Bryant Julie Baxter, Legal Counsel, LED Ronald Thibodeaux
11	David Carter Danny Ford
12	Marty Romitti
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1	SECRETARY PIERSON:
2	All right. Ladies and gentlemen, we'll
3	call the meeting to order. We'll use the electronic
4	flag over there today. I'd like to ask you to now join
5	me in the Pledge of Allegiance.
6	(Whereupon the Pledge of Allegiance was
7	conducted.)
8	SECRETARY PIERSON:
9	Just a few housekeeping things.
10	Restrooms right outside. Also, for those that may wish
11	to have the Wifi password, I don't have that yet, but I
12	have that in the process of getting retrieved, and we
13	will share that with you shortly.
14	At this time, I'd like to begin
15	rollcall, and we'll just kind of come around the room
16	with introductions after that.
17	MS. MCCONNELL:
18	Willie Banks.
19	(No response.)
20	MS. MCCONNELL:
21	Mayor Beebe.
22	(No response.)
23	MS. MCCONNELL:
24	Representative Crews.
25	(No response.)



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1
     MS. MCCONNELL:
 2
         Glenn Curtis.
 3
     (No response.)
     MS. MCCONNELL:
 4
 5
         William Davis.
 6
     (No response.)
 7
     MS. MCCONNELL:
 8
         Bob Elder.
 9
     (No response.)
     MS. MCCONNELL:
10
         Robert Gatti.
11
12
     MR. GATTI:
13
         Here.
14
     MS. MCCONNELL:
15
         Brian Jakes.
16
     MR. JAKES:
17
         Here.
18
     MS. MCCONNELL:
19
         Bennett Landreneau.
20
     (No response.)
21
     MS. MCCONNELL:
22
          Stanley Mathes.
23
     (No response.)
24
     MS. MCCONNELL:
25
         Jim Nunn.
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LMAC MEETING MINUTES

1	(No	response.)
2	MS.	MCCONNELL:
3		Secretary Pierson.
4	SECF	RETARY PIERSON:
5		Present.
6	MS.	MCCONNELL:
7		John Pugh.
8	(No	response.)
9	MS.	MCCONNELL:
10		Deborah Randolph.
11	MS.	RANDOLPH:
12		Here.
13	MS.	MCCONNELL:
14		Mike Reese.
15	MR.	REESE:
16		Here.
17	MS.	MCCONNELL:
18		Ron Richard.
19	(No	response.)
20	MS.	MCCONNELL:
21		Leonardo Russo.
22	(No	response.)
23	MS.	MCCONNELL:
24		John Smith. I understand we've got
25	somebody represe	enting oh, she just picked up his



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1	packet?
2	MS. BAXTER:
3	Actually, she went to fill out his
4	parking meter.
5	MS. MCCONNELL:
6	Secretary Strickland.
7	SECRETARY STRICKLAND:
8	Present.
9	MS. MCCONNELL:
10	Dylan Tete.
11	(No response.)
12	MS. MCCONNELL:
13	Andy Thomson.
14	MR. THOMSON:
15	Here.
16	MS. MCCONNELL:
17	Don Vinci.
18	(No response.)
19	MS. MCCONNELL:
20	Murray Viser.
21	MR. VISER:
22	Here.
23	MS. MCCONNELL:
24	Mayor Walker.
25	(No response.)



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1	MS. MCCONNELL:
2	Mr. Whitehead.
3	MR. WHITEHEAD:
4	Here.
5	MS. MCCONNELL:
6	We do not have a quorum, Mr. Chairman
7	SECRETARY PIERSON:
8	All right. We'll see if we have some
9	additional arrivals that come to us later. We need 13
10	for a quorum, I believe, and we may have to look back at
11	some of our folks that have busy agendas that can't join
12	us because it is important. We do have work that we'd
13	like to accomplish, and we're not able to do that when
14	we don't have a quorum.
15	It might be noted that dial-in is not
16	permissible to constitute a quorum. It has to be in
17	person, so
18	With that, we will then begin to move
19	through our agenda, and you have been provided the
20	meeting minutes from the April 27th meeting. We cannot
21	adopt those minutes in that we don't have a quorum, but
22	I would wish to capture any comments that anyone may
23	have relative to those minutes.
24	(No response.)
25	SECRETARY PIERSON:



1	Hearing none, we will perhaps establish
2	a quorum later today and circle that. We do know that a
3	number of people are impacted by the weather.
4	So as we continue, Chairman's remarks
5	and introductions, I would, at this point in time, like
6	to circle around the room and just make brief
7	introductions. I know that the board members are called
8	out, but we also have some guests here, and so all of
9	those can be acknowledged.
10	I ask that you project your voice and
11	speak clearly as it's important these proceedings are
12	all recorded by our court reporter, and this becomes a
13	part of our minutes.
14	MR. JAKES:
15	Good morning. I'm Brian Jakes
16	representing City of New Orleans.
17	MR. GATTI:
18	I'm Rob Gatti, Major, Louisiana National
19	Guard, Camp Mindon.
20	MS. BRYANT:
21	Sheena Bryant, North Louisiana Economic
22	Partnership.
23	MR. VISER:
24	Murray Viser, Barksdale Forward.
25	MR. THOMSON:



1	Andy Thomson, and I'm privileged to
2	represent the (inaudible).
3	MS. BAXTER:
4	I'm Julie Baxter. I'm legal counsel for
5	the Louisiana Department of Economic Development.
6	MR. STRICKLAND:
7	And I'm Joey Strickland. I'm Secretary
8	of Veterans Affairs for our state.
9	SECRETARY PIERSON:
10	Don Pierson, Louisiana Economic
11	Development.
12	MS. MCCONNELL:
13	Sherri McConnell, Louisiana Economic
14	Development.
15	MS. RANDOLPH:
16	Deborah Randolph, President of the
17	Central Louisiana Regional Chamber of Commerce
18	representing (inaudible).
19	MR. REESE:
20	Michael Reese, Fort Polk Progress.
21	MR. GOODE:
22	Chris Goode with the Roosevelt Group.
23	MR. OLSON:
24	Jimmy Olson representing (inaudible).
25	MR. WHITEHEAD:



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1	Joel Whitehead, Coast Guard, Retired.
2	MR. CARTER:
3	David Carter with Louisiana Economic
4	Development.
5	MR. FORD:
6	Danny Ford, Louisiana Lobbying
7	Solutions.
8	MR. THIBODEAUX:
9	Ron Thibodeaux. I'm the press secretary
10	of LED.
11	SECRETARY PIERSON:
12	For those of you that may have an
13	interest in the Wifi password, I will now tell you that.
14	It's a little bit of a complex code. Lower case 1-e-d,
15	that's lima, echo, delta. Then the percent sign.
16	Again, lower case, echo, tango. Then the dollar sign.
17	Lower case r, as in Romeo, and then a capital K as in
18	Kilo. I'm sure you'll appreciate all of these alfa
19	designations.
20	I'll read that again. Lower case lima,
21	echo, delta, percent sign, lower case echo, tango,
22	dollar sign, lower case Romeo, upper case kilo.
23	Proceeding with Chairman's remarks,
24	we've now accomplished introductions to get a feel for
25	who is in the room with us. We have had outstanding



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activities across the state, but rather than steal thunder across the room, I would really like to just go ahead and proceed to call on those that are here to make their reports.

I think you'll find in that great content relative to the accomplishments of our council over the last six months.

Secretary Strickland.

SECRETARY STRICKLAND:

Thank you, Mr. Secretary. Honored to be here with the LMAC again. Good to see everybody. Lots of old friends here.

The Department of Veterans Affairs for the state is really in excellent shape. I'm always happy to say we're not under any kind of investigation and we have a clean bill of health, so that's good. That allows us to accomplish our mission. But we've had a very busy week, as you might understand. Couple of things. We dedicated a chair in Death Valley in honor of our POW/MIAs on the first floor with a big, beautiful plaque with the MIA logo on the back right next to the field post where everybody can see it. And we had a beautiful ceremony with the entire Corps of Cadets, Tiger Athletic Foundation, representatives, and we're very, very honored to do that for our POW/MIAs, of



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course, to represent everybody.

Like I said, we also, Friday, had a wonderful ceremony involving the Governor, Lieutenant Governor, and just about 200 veterans at the Old Arsenal Park. We renamed that park. We've rededicated it in honor of veterans. It's no longer the Old Arsenal Park. It's now the Louisiana State Veterans Memorial Park. And the Governor has directed that the first memorial to go into that park will be in honor of Gold Star Lewis. So we're really honored to do that, of course.

And we're putting together a committee to -- and I'll talk more about that Gold Star Committee. There was a resolution that passed in the legislature last year to create a Gold Star Action Committee, and we're in the process of doing that, so we're honored to do that. And there was a number of Gold Star families there.

The department across the board's doing very well. We have, as you-all know, we have five beautiful veterans homes, and all of them are at 90 percent capacity, with the exception of the Jackson Veterans home. The old Jackson Veterans home, which is about 30 years old, was our very first one, and it's in a rural city. It was originally designated for 161 beds. That's when we only had one home, and now we have



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five across the state. So we've had to downsize that home from the original 161 beds to 129 beds. And the reason why is because we're actually, in this state, and in every sate across the nation, losing veterans to World War II and Korean Cold War are pretty much gone. Our biggest group of veterans now is Vietnam and Desert Storm, followed by Iraq and Afghanistan. Usually those veterans are still young and still in the workforce, still engaged.

We're starting to get a large number of Vietnam veterans and also combat-wounded veterans in our homes, so we're doing very well. We are honored to take care of them.

We will be dedicating a 2,000-square-foot activity center at the Reserve home next Monday for those veterans. We just completed it. The Governor will be there to dedicate it. So we're honored to do that.

Across the board, all of our homes have passed their, what they call, CMS surveys. These are intensive, three-day healthcare surveys conducted by the government. They've all passed their surveys in every one of our homes, and they are all five-star, what they designate as five-star facilities, which is the best that you can be. So we're really happy about that.



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Deemeteries are busy. You know, we bury people five days a week, Monday through Friday, around the clock. The busiest cemetery that we have in the state is Slidell because of the New Orleans traffic. The second busiest one is Keithville near Barksdale. At Slidell, we have 1,100 veterans buried there now, along with their families, and about 800 in Keithville. And then that's followed by Fort Polk and Leesville. And then the newest one is in Rayville in the northeast with about 50 burials.

But I do have a bit of good news. We've just been notified by the federal VA that they've approved \$9-million to build Louisiana's fifth state veterans cemetery on the 22 acres that we own in Jennings, and so that will take care of the 50,000 veterans from Breaux Bridge all of the way to Lake Charles. So we're excited.

We are going to have our first meeting with the Feds on the 12th of December to put that operation into effect and get started. So that's good for us.

Benefits, we have trained counselors in every office across the state now, and this year, the latest report shows that we will have brought in \$1.2-billion in pension and disability compensation



benefits. This is money that goes directly into the veteran's pocket, and we're extremely happy about that. For a small state, that puts us 11th in the nation, and when you consider Florida and California and some of -Texas, some of those big states, we're like an aggressive Chihuahua. We're right on their heels, and so we're honored to do that and bring those benefits home to Louisiana.

The Military Family Relief Fund, this is a fund that was set up about 10 years ago initially to support just for the Guard and the Reserve, but we've extended that. Now it's afforded to all veterans who are in economic distress and who have needs. This year, we've already spent about \$8,000 on deploying guards into Iraq and Afghanistan. We pay to bring those young guardsmen and reservists back home one last time before they depart for overseas so that they can visit with their loved ones. And this is important to us because in the past, it was the last time some of these young people see their parents or their loved ones.

And we also spent about \$400,000 to support veterans that went under during the recent floods last year. And, also, every month, we get requests to help veterans, \$2,000, 3,000, \$4,000. We can actually spend up to \$10,000 to help a veteran and



their family in economic distress. And this is money that they don't have to pay back. The money does not come from the general fund. The money is donated to the state to the Military Family Relief Fund by folks that want to donate. So we're always out there pitching support for the Military Family Relief Fund.

We're approaching about 70,000 honor medals that we've given out. About two weeks ago, I heard of a World War II veteran, he's 101 years old residing in a veterans home up in Shreveport and he didn't have his medal. His son, who's a retired Air Force Colonel, called me, he really would like to have one of those medals. So I drove all of the way to Shreveport with the medal and the Governor's certificate. We had a nice ceremony at the home and gave -- this gentleman was a retired colonel himself, and we honored him with the Louisiana Honor Medal. It was very emotional and we're very happy to do that. We're approaching about 70. We mail out medals every day all around the clock, and so we're going to continue to do that as long as we are in office.

I had the honor -- I'm really proud of being able to tell you this. I just received the honor of being one of 12 state directors of veterans affairs that's been selected by the White House to meet with the



President and Secretary Shulkin on the 29th of this month. Thank you. I really appreciate that. I was surprised by it, but extremely happy. I've been in this business for 20 years, and I think somebody's finally recognizing that I know a little bit about veterans affairs.

So I want to talk to the President and to the Secretary about this Choice Card, the Federal Choice Card, and making that program much more effective than what it is. Veterans tend to use the Choice Card without authorization. They go to a civilian hospital for their medical needs, and then all of a sudden, they get hit with a huge medical bill that they have to the pay back. And then we get involved to try to fix that for them and it just creates a lot of headache for everybody. So the Federal VA needs to be a little more clear on how they use that.

The other thing that we -- our veterans have really good care from the VA Medical Centers here in Louisiana. There's 19 community-based, out-based clinics that support VA Medical Centers, but the -- and New Orleans and Overton Brooks in Shreveport do a great job, but the one VA Medical Center that is less than satisfactory, in my opinion, and I work closely with a lot of them via the Veterans Coalition, is Alexandria.



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Alexandria has over 100 Alexandrians. They have three VA Medical Centers, one in Lafayette, one in Jennings and one in Lake Charles, and none of those 3A community-based outpatient clinics are staffed properly. So I'm going to talk about that to him and try and get that fixed, and whatever else I happen to think about that comes up at the time.

But, anyway, that concludes my briefing, Mr. Secretary, subject to any questions that anyone might have.

MR. REESE:

I have a question for you.

SECRETARY STRICKLAND:

Yes, sir.

MR. REESE:

any interest in expanding their footprint in VA homes?

I only ask this question because we have a nursing home in Leesville and the owner is building a new facility, and there's been just a little bit of brief discussion about the use of the old facility, whether or not they could be, you know, adopted by the state or is there an opportunity to grow that in to another VA home or not?

SECRETARY STRICKLAND:

That's a good question, but,



1	unfortunately, we are, at the state level, we're over
2	bedded.
3	MR. REESE:
4	Okay.
5	SECRETARY STRICKLAND:
6	For example, if the old Jackson home
7	were to go away and we kept just four homes, we would be
8	in good shape.
9	MR. REESE:
10	Okay.
11	SECRETARY STRICKLAND:
12	And so but what they could look into
13	is creating a domiciliary bed facility, and that means
14	that homeless veterans and veterans that are in need of
15	a place to live can live there and the owner could
16	receive federal domiciliary payments. We could talk
17	more about that.
18	MR. REESE:
19	Yeah. I'll talk to you more.
20	SECRETARY STRICKLAND:
21	That is doable.
22	Lo, did you have something?
23	MAYOR WALKER:
24	Well, obviously, the dog ate my Garmin
25	and I couldn't



1	SECRETARY PIERSON:
2	We welcome Mayor "Lo" Lorenz Walker, who
3	represents Bossier City.
4	MAYOR WALKER:
5	Sorry about that.
6	SECRETARY STRICKLAND:
7	Anymore questions?
8	(No response.)
9	SECRETARY PIERSON:
10	Okay. Mr. Murray Viser, Barksdale
11	Forward.
12	MR. VISER:
13	Thank you, Mr. Secretary.
14	We've had quite a week in Shreveport
15	Bossier. We had the Global Strike Challenge, which is
16	the celebration of about six months or so of intensive
17	training and exercising by the Air Force Global Strike
18	Command across the community, and it culminated last
19	night with and there was a lot of hooting and
20	hollering, I guarantee you. And part of that Global
21	Strike Challenge is probably about 350 folks that came
22	into Shreveport Bossier, two of which were Governor
23	Edwards and Secretary of the Air Force, Heather Wilson.
24	Quite a treat to have her come in, and she spent the
25	better part of two days actually, the better part of



a day, I guess, spread over two days, had an opportunity to visit with the young airmen and really come to get a good hands-on understanding of what Air Force Global Strike Command does.

Another initiative that we've got going on right now is an ongoing initiative, public-private partnerships with the Air Force with either governmental entities, other governmental entities, in Northwest Louisiana, or, in some cases, private entities that want to come in and partner up. And, you know, they cover things, like Joel and I were talking earlier, jobs for veterans or jobs for folks that are transitioning out, and we're working with Workforce Development and LED to see if we can streamline some of those things so that rather than having the talent pool move away, they might like to stay. If they can get a job, they'll actually stay in the State.

In fact, a little anecdote, we had -one of the folks that's on our committee had a group of
folks that are transitioning out, and he said, "How many
of you folks would like to stay in Louisiana?" About 10
people raised their hand. He said, "How many people
would like to go someplace else?" About another 10 or
so raised their hand. "How many would stay in Louisiana
if you had a job?" The rest of those raised their hand.



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So we're trying to solve that problem, work with the bases, and it's a win-win for everybody.

Along the lines of win-win for everybody, Barksdale is in the process of working with a power company for our Energy Resiliency Project. It's a pilot program that would be the first one out. It's a long-term process. Chris and others from Roosevelt Group did meet with folks from Office of Energy Assurance to talk about this project. They are all over it. They're on board; Barksdale is on board. It's just a matter of getting the right instruments to make this project happen. But, again, it's a long-term process.

Review is underway. That's going to term, in all likelihood, what the bottom of the roadmap looks like. We have on pretty good authority that -- in fact, Secretary of the Air Force yesterday made the comment that the bomber bases are going to continue to be bomber bases. So as the B21, the new stealth bomber, comes on -- I think Andy is a little bit familiar with that -- then those aircraft will come into service from 2025 probably into the 2040, 2045 timeframe area and they will go to bomber bases. So that's good for Air Force Global Strike Command. It's good for communities for bomber bases as part of our ongoing efforts to make sure



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that Barksdale is in the running for the B21, probably 1 2 not early on, but at some point in the future. We're working with Air Force to have a 3 4 new weapons storage facility built at Barksdale. It's a huge project. It's about \$450-million or so. So those 5 6 are -- that's a big, big deal for Barksdale. It's going to be a big, big deal for the community to have that 7 kind of economic impact. 8 9 To that end, we're working with Chris 10 and his team, Chris Goode and his team, to set up a 11 meeting with the Air Force Civil Engineer, Major General 12 Tim Green, and make sure we are on track as we're doing 13 everything we can to get that facility to Barksdale back 14 in the nuclear weapons storage business. So that's my report, Mr. Secretary. 15 16 If are there any questions, I'll try to 17 answer them. 18 SECRETARY PIERSON: 19 Any questions for Murray? 20 (No response.) SECRETARY PIERSON: 21 22 Thank you so much. 23 Fort Polk Progress. 24 MR. REESE: 25 All right. Thank you, Mr. Secretary.



I'd like to first recognize, too, I know he introduced himself briefly, but Danny Ford over on the back wall, who has continued to represent us at the state government level and does a good job at keeping us abreast of issues in military installations during the rapidly-changing session.

Going through a few items for Fort Polk, so Army Corps Structure, obviously that's what's driving the train for us in our ability to attract new soldiers stationed there, which creates the economic development necessary to provide all of those things outside of the installation that are important to our Army and to Fort Polk. So the Army, you know, there's a lot of talk about the Army growing. You know, all branches of the service were going -- under the new administration. That, so far, has not occurred. They've been authorized to hire any, but they hadn't appropriated the dollars for that.

There appears to be some compromise working this week that may result in about a 7,500 person active-duty military increase on the Army side. This is an area that's really precarious for us because they continue to identify new priorities. They've identified high priorities in Europe. They need to go back and restation soldiers in Europe where we've drawn



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down from the last several years. They talk about the need for another armors brigade combat team, and they continue to identify these new priorities without new soldiers.

Then the community that we have at Fort Polk continues to be at risk for potentially to be the bill payer to set up some of these new priorities. So it's our goal to see that the Army grows properly in size, which helps us properly protect the 310 Brigade at Fort Polk as well.

We continue to advocate for a Security Force Assistance Brigade. The Army said that they're going to stay with five with the active-duty force.

We appreciate you, Mr. Secretary, for sending Paige Carter up with the rest of our team. We talked to General Abrams at Fort Bragg and advocated for this. The Army has set one of those up in Fort Benning. And, right now, we really don't think that Fort Polk is in the hunt, despite having ready housing, ready office facilities, ready training space right now. We don't think we're there. So we're going to continue to advocate for that.

I think we need to get back with you,
Mr. Secretary, and the Governor and talk about pushing
it again from a different angle before it's too late to



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see what we can do to leverage Fort Polk in that discussion. That's about between 500, maybe 1,000 soldiers in one of those brigades.

We do train on Security Force Assistance at Fort Polk. Again, we have the land, we have the facilities, we have the housing. It is the lowest cost of operation's installations in the country in many facets. There's really very few arguments against this.

Army Cyber, the ability to do robust cyber training at Fort Polk continues to be very important, and we think we can advance on that. You know, Paige Carter had pitched that to General Abrams when we were there, and we'll have the Army Cyber Command, maybe General Foster, in the state, I guess, in December to look at what the state's assets are and see how we can grow this type of business at Fort Polk.

The military Army only has two training centers state side. One in California and one in Fort Polk. They already have this type of robust training in California, and we need to make sure that we develop it at Fort Polk.

For energy Resiliency, we had a great meeting there just a few weeks ago. And, again, Mr. Secretary, we appreciate David and Sherri both making it to that meeting. We had members from about five or six



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people from Entergy, from the Army's Office of Energy, from Fort Polk, so we really had every team member that needed to be at the table discussing some opportunities for that at Fort Polk. Again, very important for our installations in Louisiana. Every major initiative that the military identifies, we need to have a check in that box that we're pursuing it and excelling at it. So we're participating in that process as well and have a couple really good ideas in the works.

And, lastly, I'll just share with you, we heard great feedback from General Abrams at Fort Bragg when we went there. You know, very much supportive of what Fort Polk Progress is doing. know, I was a little disappointed that he wasn't fully abreast of the great sacrifice the community made in helping them grow by 50,000 acres and the community allowing them to use the threat of eminent domain to do That's a really big deal, in particular, for a state like Louisiana, and received endorsement from a lot of very conservative officials. And, again, that was so long ago. That was like nearly two years ago. So, you know, we're going to have to really continue to press on that, because the reason we participated in land purchase was so that you can have a training mission occurring and your other stationed units at Fort



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Pol could also train without too much competition for range space, but now they're throwing back to us that we may lack what they call command and control to have additional units stationed at Fort Polk. Our One-Star general may have his plate full with training missions at Fort Polk and not be capable of properly managing other vehicles stationed there. That has never been a problem for us. We've had, you know, a higher number of soldiers at Fort Polk. We don't think it's a problem now, but it's something else that we'll have to really tackle and break down, and we will do that.

And, lastly, I just want to tell you a few things occurring in our education initiative. So the resources the state has given us has really been helpful. In the last year, we've been able to secure a \$1.1-million grant in Vernon Parish and a \$354,000 grant in Beauregard Parish to grow our advanced placement courses. We have required some action, which the state fund allows us to participate in.

In this first year in Vernon Parish, we grew advanced placement classes in our tests from 113 AP exams in the previous school year to 231 exams. We had 50 qualifying scores the previous school year. We had 64 qualifying scores this year. And it reads like that for all of our schools that participated. They have



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sometimes doubled and tripled the number of AP class offerings and doubled and tripled the outcomes on the tests in the first year. So this is a huge advancement for us. It's the kind of thing our military partners want to see. The latest test scores put Vernon Parish School District in the top five of the state. Take out the independent school districts, and we were the number 2 public school in the state.

That is so incredibly valuable to our military partners when they're contemplating a station to -- so we're thankful to the school system for participating in our education initiative. I think we're seeing some real growth because of it.

So that would conclude my report subject to any questions.

SECRETARY PIERSON:

Any questions for Mike Reese?

SECRETARY STRICKLAND:

Mike, just an observation, there's two brigades at Fort Polk?

MR. REESE:

We have one brigade combat team at Fort Polk now. So we have JRTC and their ops group. We have the 310 brigade. Right now, they're at the tip of the spear for our National Defense Strategy in Iraq.



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Unfortunately, they lost one soldier about two weeks in, and they have another soldier who lost both of his legs. And we're currently helping his family move back to near Walter Reed to be with their soldier, help them through that time. But they are the tip of the spear clearing out cities -- ridding cities of ISIS in Iraq, and we're really proud of the work that they're doing. But that is our only other really, other than the tenant unit at Fort Polk.

SECRETARY STRICKLAND:

So the total number of soldiers on the ground?

MR. REESE:

It's about 8,300 now. So we've lost the 152nd Mission, which was currently training for the same thing, and the Security Forces Systems Brigade with about 900 soldiers, and we had the first MEB unit there that had engineers and MPs. We still have a few MPs, we still have a few engineers, but that command and control structure left, and that was about another 1,500 or so soldiers there.

SECRETARY STRICKLAND:

Thank you.

SECRETARY PIERSON:

Welcome Representative Crews.



1	MR. CREWS:
2	Thank you. I apologize for the
3	tardiness.
4	SECRETARY PIERSON:
5	Well, we had a number of weather-delayed
6	individuals. In fact, we're waiting on a few more, and
7	thank you for joining us and look forward to working
8	with you.
9	For Southeast Military Alliance, Gary
LO	Silbert was unable to be with us today.
11	MR. JAKES:
12	Mr. Chairman, Mr. Secretary, if I may
13	just ask for a point a of clarification. J.D. Olson
14	kind of quickly said, "I'm J.D. Olson." That's retired
15	Rear Admiral, upper half, United States Navy, J.D.
L 6	Olson.
L7	When I was ESGR State Chair, nobody was
18	more helpful to me than J.D. Olson, who was Commander of
19	the Naval Reserves, both of surface and air
20	MR. OLSON:
21	Just air.
22	MR. JAKES:
23	in New Orleans, but very, very
24	helpful, and he has become a very, very vocal member of
25	the Mayor's Military Advisory Committee in New Orleans.



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And I was clearly, since our last meeting about SEMA -and I missed it at the last meeting, so I asked Sherri
if she would tell me at least what the acronym is, and I
think it might be helpful for Admiral Olson to hear what
SEMA is and the wraparound function if somebody could
share that for him and he can take that back to Tom
Pierre (sic), who did ask that question.

SECRETARY PIERSON:

Sure. We're happy to do that, and for Mike also.

There's footprint that we've established with Barksdale Forward that became a great template for the production of Fort Polk Progress, and these are support organizations around significant military facilities around the state. What was very noticeable from economic development's perspective is that for too long, the New Orleans and Southeast Louisiana Region, which is actually rich in number of Department of Defense installations, had not formed a 501 around support for these facilities.

So to begin that process, the Greater New Orleans, Inc., the Regional Economic Development organization, has established a vehicle to do that, which is the Southeast Military Alliance, and it is still maybe a bit information.



LMAC MEETING MINUTES

1	Murray, your organization is 25
2	MR. VISER:
3	May of 1994 we incorporated.
4	SECRETARY PIERSON:
5	So they've been at it for decades.
6	Mike, y'all are
7	MR. REESE:
8	Just over a decade.
9	SECRETARY PIERSON:
10	Okay. So this is a beginning of a very
11	important and focused endeavor. The state is providing
12	some resources to help establish this organization, and
13	currently designated to be the coordinator is Mr. Gary
14	Silbert, who's on staff at the Greater New Orleans Inc.
15	So what we encourage is that networking at the local
16	level that we've seen such outstanding results with in
17	other parts of the state.
18	Is that kind of a good overview for you,
19	sir?
20	MR. OLSON:
21	Yes. That was very helpful. I can take
22	that back to General Mize an the Naval air station.
23	SECRETARY PIERSON:
24	So with Gary and with the general
25	network that he's established so far, the more volunteer



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1	assistance that he can get to better articulate the
2	needs to better network the various organizations, he
3	can lead for a best practices-type of engagement over.
4	MR. OLSON:
5	Thank you.
6	MR. JAKES:
7	Thank you.
8	There was a Calendar Commitment or a
9	Calendar
10	SECRETARY PIERSON:
11	And those are not to be overrun. They
12	should be a part of that family and incorporated under
13	the larger umbrella.
14	MR. JAKES:
15	And I thank the Mayor's Military
16	Advisory Committee for their work.
17	MR. OLSON:
18	Absolutely.
19	MR. JAKES:
20	Thank you very much.
21	MR. REESE:
22	And I can just say, too, that that's how
23	we've found the success that we've found. We've got
24	Fort Polk Progress and we have a board, and on that
25	board, you'll have involvement from like the Lake



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Charles Mayors, the Military Affairs Committee. You'll	
have involvement from your various chambers, you know,	
involvement from all of the cities that have been	
impacted from that region. It's been a pretty	
successful way to do it following Murray's leads, the	
Godfather.	

MS. MCCONNELL:

I think Chris is prepared to give Gary's report today since he was detained, so he could speak to that further, and then move into your report from the Roosevelt Group as well.

MR. GOODE:

Sure. And let me just say one other thing keying off of Mike Reese.

Bob Abrams is an important guy; right?
You know, 4-Star, son of Creighton Abrams. Could very
well likely be the Chief of Staff for the Army. Sort of
a tough cookie, but, you know, we went down there, we
had a great briefing with him. And Mike's right about
the purchase program. Again, that's why we do this type
of outreach.

One of the things that Abrams said, he said, "I want you to know that when it comes to Fort Polk and the JRTC, we have absolutely no issues shooting, flying 24/7. That is not the case." He said,



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"Please, please tell your folks the special forces love to train at joint -- at the JRTC, and they are not training just inside the fence line. They are operating all over the state during rotations, and they have zero issue. And that also is very unique at JRTC."

So Abrams was very prepared. You probably caught him a little bit off guard on the purchase program, but it was a really, really important meeting and a great impact.

We are not giving up on the SFAB. We are not in the top five right now. We have talked to everybody till we're blue in the face inside the Army. This is an institutional issue. It's the same issue we've faced back at Fort Benning and now at 310. We've got to keep going.

The Cyber piece is great news because the Army's going to put a lot of money into Fort Polk to get the cyber environment consistent with the cyber environment at NTC. You know, that's to ensure that when security turns something on, the trap doors don't open and close. I mean, we've got to create this environment, and there's a lot to that.

Admiral, I want to get together with you. Obviously we have just started working with Gary. We went down to Belle Chasse with Kathleen Ferguson,



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who's Principal Deputy Assistant Secretary of the Air Force for Installations, Environment and Energy, but brings a lot of installation supports. And we just brought on Vice Admiral Bill French, who's going to be a great asset. He was a former Command of installation, so he'll be a big help for us in New Orleans, and he's a great guy.

I want to focus on Belle Chasse because Gary, you know, one of the issues down there is recapitalization of not only the F18, but the old F15Cs. We met with, after -- we met with the CO Scott, and last week, we met with and our NP, and in '98, the warfare, based on the fact that the delegation did put some report language in basically asking the Navy to tell them what is the long-term plan for naval preservation. We met with the DeWolfe Miller, the Admiral at 88, and we met with his Action Officer, who wrote the response. So it was a good meeting, and he said, "First of all," he said, "There's a rumor out there that these F18 at Belle Chasse can't go to the boat." He said, "That is not true." He said, "If we want to put them on the boat, put them on the boat." Second, he said, "There is no plan to get rid of naval reserve aviation." he said, "Belle Chasse is going to get not new F18s, but F18 Season Ds, as Season D's in the active force get



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rolled out to be replaced with F35s." He said, "All of the F18As will be out of inventory by January 2019." He said, "There is a plan, a clear plan, to put F18, F18 Season D is in only three places, Belle Chasse, Hope and Fallon."

And he also said, "Belle Chasse is a great base." And, you know, when we had drove through that base, it's the third most new naval air station in the country because of all of the recent activities since Katrina. So that is good news. I mean, we're going to track that. We have not seen the report back to the Hill yet. It was supposed to be delivered November 1st. We're just go to go track that down to make sure that report sets the right -- and that's what he told us, but that's good news.

We took a quick tour past the F15. You know, they do have a new alert facility going in. The Air National Guard is the largest tenant of Belle Chasse. They have an air control mission. Those F15s -- I represent the State of Massachusetts. There's also an air control facility in the Northeast with the same F15C. The good thing is that F15, that community is pretty aligned. Between California, Oregon, Florida, Louisiana and Massachusetts, they're trying to get -- and I've participated in some of those sessions with



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tech from Massachusetts. They're trying to get a little bit more control, and we're trying to help them by working with Novice, but there is all sorts of rumors out there in terms of what happens with those F15Cs. But really what's happened is they're just going to stick around a long time, like the B52 now. But now, just recently, the Air National Guard, the Director of the Air National Guard, Lieutenant Rice, former TAG in Massachusetts, we have a very good relationship with him. He's taking the brief on the next new idea, which is an old idea that keeps coming out, which is recapitalizing the 4.5, which is the newest version of the Boeing F15 that's being sold So it will probably go nowhere, but there's just a lot of churn in what's happening with those, you know, the F15 mission. So it was a good visit. like to follow up with you.

MR. OLSON:

Great.

20 SECRETARY PIERSON:

So was that Gary's report?

MR. REESE:

Yes.

SECRETARY PIERSON:

Okay. For those who may be new here,



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Chris is from the Roosevelt Group, which is under contract for the state, and also with a separate contracts to some of these affiliated military support groups here. And this is a very necessary part of our efforts because we need to be strong both in the halls of the Pentagon and in the halls of the Capitol, and saying things, you know, like five states working together, we can often weld together 10 senators and speak with a louder voice in certain situations. And having all of the recognizance and situational awareness that's brought about by this interaction of the firm and state and the affiliated organizations is a very powerful component for our ability to manage and hopefully succeed, and not only retain, but growing or Department of Defense assets across the state.

member of the Roosevelt Group's client base, and associated with that, Chris led a team to come through and at least get on the ground around a number of the assets in Southeast Louisiana. So we'll continue to make progress against that and encourage your participation to those that are in that vicinity.

So we'll now shift gears and call on Chris again to give an overview report.

Chris.



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MR. GOODE:

And I'll keep this quick.

Just from a big perspective in DC, what we've been watching obviously is the DOD Authorization Bill and Appropriations Bill. You know, we watch the Defense policy bill every year because that's the pay raise and BRAC and, you know, recreate a space command, do we increase Army core structure. So that is -they're pretty much done with this past one. It's on the House floor this week, and the Senate will probably take it up after Thanksgiving. And, yeah, we've been through this before. You know, they've authorized us to pump a lot of cash in defense, 700-billion total, which is great, but, you know, the defense might say, "Well, that's contrary," just like Andy, you know, "it's meaningless until you see the Appropriations Bill." 700-billion is way over what Trump requested, which was 603-billion, and that's even over the budget caps of 549-billion.

So there's a lot white space in these numbers. There has been zero dollars appropriated, yet we're under continued resolution until December 8th, and that will get extended till the end of the year.

Nothing's going to happen until the tax year happened, then we'll appropriate from there. One of this is big



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Army investments that they've been doing for the last five years.

But, you know, I think from Mike's perspective, you're going to get a sum increase in core structure. I think that 700 number will be probably right in the active Army. Not a huge number. There is no space core that has been thrown out.

BRAC was not authorized, as you probably know. I think that's good for Louisiana. I think this current idea on a BRAC Round would have basically got rid of the BRAC Commission, which would be disastrous for communities that we're dealing with a closure, which is possible. So the Senate didn't even vote on it. They said, "We're not interested and BRAC is done, dead, for another year.

That doesn't mean that the DOD could play some tricks. You know, the Assistant Secretary of Defense for Energy, Installations and Environment, Lucian Niemeyer, which used to work for us for five years until he went back and took this job, you know, there are authorities that are -- and I would not be surprised in February that Lucian will put 10 bases on his request to Congress to close just as a way to say, "We're not going away and we are going to start closing this." So we'll see what happens there.



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1	Our focus now is to start to build our
2	FY '19 Congressional Advocacy Plan with Murray and Gary.
3	And, again, there's some great things happening from a
4	standpoint, things like energy resiliency, weapons
5	storage area, F18s. You know, we have a lot of good
6	things happening.
7	SECRETARY PIERSON:
8	Thank you. We're were joined by Paul
9	Sawyer, Chief of Staff, which some of you are familiar.
10	Welcome home. And Marty Romitti, correct me on the
11	firm, you're
12	MR. ROMITTI:
13	Business Development Advisors.
14	SECRETARY PIERSON:
15	Okay. And we'll be calling on you
16	shortly, but welcome.
17	With that, the Secretary, Sherri
18	McConnell.
19	MS. MCCONNELL:
20	Thank you, Mr. Secretary.
21	Very quickly, as you heard, spent some
22	time both on the SEMA tour with Chris and Gary. That
23	was very educational and learning as I go. If nothing
24	else, starting to figure out all of these acronyms, and
25	I was just delighted that I was able to actually know



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one when I was asked today what "SEMA" stood for. So I'm feeling kind of accomplished about that.

I also spent some time at Fort Polk, as Mike was mentioning, both for the Board meeting on one day, and then the next day, David and I both were at the Resiliency meeting at the very early stages of that. A lot of engineering talk going on, and most interesting, but, again, with Murray and Mike's initiatives on energy resiliency, we hope that this is going to kind of set the stage and create an example that we can both share with each other as well as with SEMA. So excited about those initiatives.

We've started a base status call where Murray, Gary and Mike all participate on a monthly call with me just to keep the communications lines open, sharing information and keeping me informed. So that's, I think, proving to be beneficial. I hope, it has for you guys. It certainly has for me. And we welcome Chris on an as-needed basis if necessary, but it allows us to kind of keep up-to-date on all of the issues and address anything that needs to addressed in a hurry. So pleased to have that.

We've also facilitated some meetings with Secretary Strickland on workforce development in the Veterans Affairs piece. We've actually facilitated



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the meeting for Louisiana Business Connection, which is an LED initiative through FastStart, which is actually the building we're in, and developing a program that will directly connect veterans to jobs in the state. So we're looking -- I think we're looking at January on moving that forward.

MS. BAXTER:

February.

MS. MCCONNELL:

February. So excited about that opportunity.

I think you'll find with Dr. Romitti's preliminary findings today that we've seen an increase in our veterans staying in the state on one of key pieces or changes, I think, probably with all of that, and he'll speak to that. So we're pleased with that, and, of course, we recognize, even though our big announcement that the Secretary spoke to earlier of DXC in Louisiana, the opportunity to put some of these veterans or exiting military personnel to work, particularly in the cyber securities space, because they already have experience and some baseline training, has been an asset for us in the private sector as we've offered this pipeline of work for us. And so we're going to expand on that.



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Other than that, of course, we're going -- we're working closely to get the Economic Impact Study completed. Again, Dr. Romitti will speak to that today. And then we've got some issues with regards to legislation, and I know Mr. Whitehead very much wanted to have that discussion today.

Number one, we are interested, of course, in changing some of the fundamental things in our law, the law that creates the Louisiana Military Advisory Council. That is a -- it pretty much mandates that we have like eight meeting subcommittee things that we truly don't do, so we're looking possibly to make that a "may" or a "shall" or something simple.

I don't know if Paul can speak to it or not, but there's some things that they actually did in previous years, and I think that's a full-time job and none of us has the capacity for it. So we're hoping to make some just little changes like that.

But more specifically and more substantively, we are very much interested in looking into and doing some research with regard to the reciprocity of professional licensure. What we have learned, thanks to Murray and some other resource that we've done, is that, you know, for our military spouses, their ability to practice their profession in the state



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with an out-of-state license has been very difficult.
There is, however, a law that mandates that they should
be recognized, and so we are going to do a little bit
more research. You know, I think it was Sharon Hewitt
had the bill in the Senate last year, and there was a
bill that started that in 2012, subsequent amendments in
2016. It looks like a strict mandate to me across the
board for any licensure, certification, et cetera, for
any profession that military spouses, and military
personnel for that matter, their licensure should be
recognized in this state if the minimum requirements are
met and gives them temporary status until they can sit
for permanent licensure.

I've read it now five times. I don't see any loopholes in that. However, what we're finding -- Mike, I think I spoke with your --

MR. REESE:

Staci McGowan (sic).

MS. MCCONNELL:

-- Staci, who suggested, you know, that's great, but none of those practicing licensure or boards of commissions are either doing it or are aware of it. So a little bit more research needs to be done on that.

I've asked Chris Goode's office to look



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to see what other states are doing about this. I know I noticed that a bill passed without any objections. mean, 10 objections, probably just people opposed to licensure in general, but, you know, zero amendments of any substance, and so it was bewildering to me that something as potentially controversial with every licensing board in the state would be not -- wouldn't be opposed. So I've made a call to Senator Hewitt to find out what those dynamics are. I have yet to hear back from her, but there's some research that we need to do to further understand what we need to do to make this an effective. The law seems pretty clear to me. simply the governors telling these boards and commissions you need to do this? And if so, then that would make things simple.

At the same time, they've come back with some silly answers, like, I think Staci told me, "No, we don't grant reciprocity, but we endorse other licenses." What is that? You know, it seems to me that they're finding ways to get around that, and maybe that would be a fix in the law or maybe just a matter of the Governor saying, "No. This is clear. You need to do what you need to do." But we need to do a little bit more research, and I've suggested to the Secretary that we put together a task force of base communities to further



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1	this issue. So I don't know if that requires a motion
2	or
3	SECRETARY PIERSON:
4	Probably not. We still don't have a
5	quorum, so I don't know that we could be effective in
6	that regard.
7	I will circle back now, after these
8	reports have been made, with some Chairman's remarks, if
9	you are complete with your
10	MS. MCCONNELL:
11	I think I am. Thanks.
12	MR. OLSON:
13	I do have something to add to that.
14	SECRETARY PIERSON:
15	Sure.
16	MR. OLSON:
L7	Dave Mize has asked me to represent that
18	issue, and several issues that have come up are some
19	licensing boards here in the state require not only the
20	previous state
21	MS. MCCONNELL:
22	To agree, yeah.
23	MR. OLSON:
24	to agree, but they've also asked for
25	every state beyond that, and we're talking about usually



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like \$100 to go to each state and get these, this trail of licenses for the spouse in order for him or her to then satisfy all of the requirements. So it goes beyond -- it's several steps in some cases, not just a single state. So the reciprocity really ultimately is, it seems like there needs to be a Federal mandate law that will bridge this gap so that we can extradite that process and not have a members spouse being active in his or her tour of duty --

MS. MCCONNELL:

Tracking down licenses.

SECRETARY PIERSON:

It's a very complex issue. Certainly the low-hanging fruit is likely to be those licenses that have an actual practice standard, and then there's another tier below that where states establish their own. So because of the complexity of the issue, I think on the good news side is that there is legislation in place, and where we would like this task force to focus is and work very closely is the beginning, to go back and make sure we've got a clear understanding of the intent that Senator Hewitt encountered as a fashion to pass the bill.

And then to move on to what I will call education and enforcement, certainly we heard from



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1	General Rand at Barksdale that this was a big issue.
2	Well, there's a big solution out there that's already in
3	place, we're just not using it in the best of our
4	ability and in a smart and, again, if we can capture
5	low-hanging fruit, move on that, identify what the
6	battle is and other issues are related to this and then
7	kind of come back to the council here at a future date.
8	Hopefully we can make some real progress against this
9	over the next 90 days is what I would suggest. And then
10	working with each of the major groups, and if there are
11	some folks that have a passion for this particular issue
12	to sign on to that task force as well.
13	MR. JAKES:
14	Secretary Pierson, before you leave
15	that, are we linked in any way, shape or manner with the
16	VA health system?
17	SECRETARY PIERSON:
18	No.
19	SECRETARY STRICKLAND:
20	We have nothing to do with the VA health
21	system at all.
22	MR. JAKES:
23	Okay. I'm a grant writer by advocation,
24	and I'm seeing an awful lot of grants coming down that
25	must include decadence, and it's all workforce



1	development, a billion-dollar facility that's built, as
2	we all know, in New Orleans.
3	SECRETARY PIERSON:
4	That may be a discussion when you can
5	link Dr. Beebe with the Department of Hospitals and the
6	VA and
7	SECRETARY STRICKLAND:
8	We know who the administrators are. We
9	work closely with them on generally the problems with
10	veterans trying to get into the
11	MR. JAKES:
12	I understand. Again, but, they're
13	SECRETARY STRICKLAND:
14	Yes, but they're independent of anything
15	that we do, and so that's where we all are.
16	MR. WHITEHEAD:
17	If I could kind of remark on the last
18	topic quickly. I'll send you details on an example that
19	I've got. Actually, I went to Admiral Thomas with the
20	new Coast Guard District Commander of New Orleans and I
21	said I'm on this council now, and if there were issues
22	that he wanted to bring forward, please let me know, and
23	he says, "Well, yeah, you can talk about professional
24	licensure." And the example is his wife, who's a
25	veterinarian, and has worked in 15 states over his



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career and she now has to go back to every one of those states and apply for like proof of whatever at about \$100 bucks each.

The bottom line is that for somebody coming in the state, the requirements are far greater than somebody in the state renewing their license. And if we could in some way make the requirements similar to someone renewing their license, that would be a big help. It's -- I mean, it's real -- it's quite onerous. For example, if it's been more than five years since they passed the medical exams for a veterinarian, then they have to retake the medical exams, but they don't require that of anybody in the state. So there's requirements in addition to what you're required within the state.

So that's one example. He's gathered more. I'll send that.

MS. MCCONNELL:

I'd appreciate that. I know Staci sent me one as well that she's dealing with. In fact, I think it's her spouse or her son.

SECRETARY PIERSON:

The more of this type of evidence that we have to eliminate the problem would be helpful, and then in some specific instances, like the one you



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mentioned, we can take that directly to the Agriculture Commissioner, Dr. Mike Strain.

MR. WHITEHEAD:

I think he's got it fixed, but it's done on a political fix rather than, you know, that board recognizing it.

SECRETARY PIERSON:

I understand. That's exactly why we need a task force.

MR. WHITEHEAD:

And they're not aware of it.

MS. MCCONNELL:

I think it's an awareness thing for some. I think it's, as a lobbyist many, many years ago in another life, I represented a lot of those licensure laws, and I know Deborah can speak to this, there's this kind of protectionism that kind of comes with that, and that's why I was kind of questioning why some pass so easily. So, you know, I don't know if it just flew under the radar or that they felt like there was something that they didn't have to really do or if it's just a lack of awareness. I think it's the second one, but...

MR. WHITEHEAD:

Yes. I'm far less concerned with an



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admiral's wife than I am with a non-commissioned officer's wife, you know, because this, the cost involved in this is really a big chunk of their money.

MS. MCCONNELL:

And I'm sure from hairdressers to vets.

MR. REESE:

And those are our issues with young soldiers at Fort Polk that's going to be there for 24 months and it takes his spouse the first nine months to get the certification to go to work and then tells somebody "I can only work for you for a year," and so they have a difficult time.

MR. WHITEHEAD:

In her discussions with the board when she did talk with people over the staff there, you know, they looked at her -- that she's worked in 15 states, they just assumed that she couldn't keep a job. And one year, she had -- and they required her full-time employments, which every time you move, you probably lose two months at least.

SECRETARY STRICKLAND:

I think we've done better in this state with teachers for alternative certification. I think we've done a pretty good job with nurses. Both of those people are in my immediately family, so I know. Maybe



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we could use that as a start point to address these other issues.

MR. WHITEHEAD:

There is none in the VA --

SECRETARY STRICKLAND:

This example that you just gave having to go to 15 different states to get your, you know, that's crazy.

MR. VISER:

Another way that can negatively impact, not just the State of Louisiana, but the military spouse's here, is if this comes out at town hall, the Second Bomber Commander there, and they went through and picked the comments, not for attributions, for the folks that would be honest in their remarks, and at least one case, the spouse said, "It was just too hard. I'm staying in Arkansas." So now you've got an individual who would be producing revenue for in Louisiana for the state tax revenue and you've got a spouse who's not a happy camper because, you know, his or her significant other is not here, so...

SECRETARY PIERSON:

All right. I'm going to put y'all back on task. That's why we're going to have a task force.

MR. GATTI:



1	Last comment, I had a physical
2	therapist, I had a meeting with the PT board and they're
3	still guarding licensure because we had a lot of
4	Filipino-based physical therapists that go over there
5	and go to a substandard school and create a lot of
6	problems in our profession. And so they've gotten up
7	there knowing they do this and ask for this expedited
8	licenses process, which is a huge thing, and they simply
9	have a box that if you're military, you check that box
10	and it goes into a different file. It is separated and
11	it's expedited and they work with them very closely.
12	So I'm going to go back to them and kind
13	of see what they're doing because there's a lot of PTs
14	and PTAs, military spouses, are in that profession, you
15	know, along with other things.
16	MS. MCCONNELL:
17	That would be helpful. Thank you.
18	MR. GATTI:
19	So I'll kind of do a little makework and
20	see like what they're doing also on nursing, teachers, I
21	think is what you said.
22	SECRETARY STRICKLAND:
23	And I think the thing that brought it to
24	our attention is a spouse of a Second Bomber Commander



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here at Barksdale who's a physical therapist couldn't

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get certified, and we started looking into that and we couldn't believe it. So maybe we can talk.

SECRETARY PIERSON:

We could go on for hours, and that would be great. It's an important problem, but we are going to put resources against all of that, so thank you.

Chris, circling back a little bit, it was my understanding, and I don't know if you had a chance to connect the dots on this, but there seems to be an understanding, perhaps, of a recent award to the Coast Guard of significant funds to upgrade their cyber, and we didn't know if that had any -- cyber security, and we didn't know if that had any impact for us here in Louisiana, but there's a very positive trendline forming around this idea of -- it was discussed at Fort Bragg of upgrading the cyber environment and the training environment around Fort Polk. And in certain ways, this ties all of the way back to the wonderful announcement that we had on Monday with a company called DXC declaring that this will be a major center, New Orleans will be, for their formation of business activities ramping over the next seven years to 2,000 employees. They have a very strong interest in veterans, and Secretary Strickland was a part of the recruitment process with this, as were many of you, that we probably



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reached out. They have this strong interest in those that already have security clearance that are leaving the military that may be in retirement or may be reenlistments, the whole range, but certainly they can step into very well-paying jobs because for DXC or other companies, to begin to get a security clearance to work in the cyber arena is a lengthy, 18-month-type of process sometimes. And so it gives them somebody that's kind of ready to go when they can identify a military member that becomes available.

And for that reason, what Sherri touched on earlier, we have a very powerful website. And "website's" not really the right word for what it does. I think a better word to call it would be a portal because it's a matching activity where we will be reaching out through the Stars and Stripes, in Germany, to stations where people that may have rotated through Barksdale, like Louisiana, have an opportunity to put their resumé up there is one side of the job connection portal.

The other side, these companies like CSR and like CGI, like IBC, like, now, DXC, that see those resumés and respond to that person and say, "Come here. I see from on your resumé you've got a great background. Here's a high-paying job available for you in



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Louisiana." So it gives us sort of a global reach within the military community to bring either people that want to be back in Louisiana or people that just choose to be anywhere, but sees a great company and high-paying job opportunities here. And so we're really growing a deep bench in cyber security around the Cyber Innovation Center at Barksdale, but with a number of these major players that are now ready to cross the state. And a large reason that they are arraying around the state is because we're aligning our community colleges and our four-year universities with pushing them to kind of workforce they need.

It's not for everyone, but certainly for those that have this kind of interest. We're building a great industry, and one that has a very high demand associated with it. So when and where we can, in these conversations with people like General Abrams, for them to know that we not only have the military infrastructure that goes with this, but we're, from a state's perspective, willing to layer in the educational elements that go with this, even all of the way down to sort of perhaps customized training modules, that we could work with them on. That just needs to be a part of what we represent, and we will be happy to continue to work in close partnership



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with you on that. And just from the council's awareness perspective, this idea of Louisiana Job Connection, and it's for all kind of jobs, but certainly we're making a special effort to contact and give opportunity to some of the these military members that have security clearances out there.

And then, Chris, any way, that we can sort of investigate around this opportunity with the Coast Guard and the allocation of those funds, we'd like to accentuate that. To the Roosevelt Group, we will be up for the Washington Mardi Gras activities. We hope to see you. Then we would like you to attend our luncheon on Friday, but there's so much going on at that particular time.

I would also like to reach out and coordinate a separate activity with you, and I don't know if Fort Polk or others are already planning something in the February timeframe, but to come up and either visit the Pentagon to key installation, targets that you identify that would be helpful to have the state come up. We'll put that together. And we'll also ask if the Governor is available, and he may well say he can come if he can. I'm sure if he has the capacity, he wouldn't mind coming up and spending the day with us.

So please note that we're that focused



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and we're willing to bring that level of attention to our efforts given that we have the important elements to come off of conversation around.

MR. GOODE:

Absolutely. And that's timely because you have a new Secretary of the Army, which was confirmed yesterday, and a whole slew of new appointees that are finally getting past the Senate. So we have a lot of targets. Even going up and seeing Lucian I know would be helpful.

SECRETARY PIERSON:

all right. We'll move to our next element of business here today, our enabling legislation, the legislation that Sherri referred to, that needs some housekeeping tweaks just to federally align it with the resources and the activities, not in any way to reduce the effectiveness, but just make sure that we're doing as the legislation directs us to do, but one of those elements is that on about a four-year cycle, we come back and do a Military Economic Impact Analysis. This is a very powerful and helpful opportunity. What it does is sets the stage for us to be able to talk to our fellow legislators, to the various divisions and Department of Defense about what assets we do have here, but then also be able to message



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across a lot of different audiences the very important economic impact that the Department of Defense has on our state. And these are preliminary findings. I want to make sure that the group here today treats this as a confidential engagement. It is my preference, and I would ask your support on this, that we get the final findings in, and then that we give the Governor's office the opportunity to be a part of messaging this forward in concert with our Military Advisory Council and our legislative delegations.

And with that, please tell us about the work that you've been able to perform over, I think this has been pretty close to maybe a six-month engagement so far.

MR. ROMITTI:

Yeah. We started this back right at the start of Summer, so as the season changes, we're kind of winding it up. But like you mentioned, these are preliminary findings. We're excited to present with you today.

So good morning to everyone. I'm Marty Romitti. I'm with Business Development Advisors. My colleague, Ellen Harpel, and I have been working on this project.

I added the word "good." Sherri can



tell you, when we talked about at hour and a half ago, I had dropped the "good" and just said morning, because on the way up from the New Orleans airport, my rental car, my rental car gave out on me 30 miles outside of Baton Rouge, and so I would have been here at 9:30. I apologize. I was really looking forward to hearing the entire discussion. So I apologize for my tardiness, but the good folks of Gonzales got me back on the road. So here I am. So it is good again.

go, "I may recognize that person," and I can assure you, or at least likely, it's not from Crime Stoppers around the area. I actually was here four years ago when we kind of went through the first of the reports, and so it's -- real happy to be back. And it's interesting for me, too, from being an economist and doing studies like this, to have a chance to revisit, because not only am I going to kind of be able to talk about, you know, essentially what the preliminary findings are currently, but if you don't mind, I'll also kind of give you some perspective how it's changed from that interim period since we last had this conversation.

So with that said, Chris has so been good. He's going to be my slide advancer here. He does it all, so well go on to the first slide.



Now, this is a fairly big room and I have tables, and so I'm not sure you are going to be able to see them all. I think you have a handout. So what you have in your packets is what I'm going to be showing. I think, you know, that slides, as I say, you may not be able to read them any better from your distance. But, you know, it's not official. I can't be comfortable giving a presentation unless I've got a background, so I'm going to go ahead and do that, and you have them as well.

So in doing this, we followed the same methodology and we used the same assets that we did back when we used the Fiscal Year 2012 data, and that way we were able to kind of keep more apples-to-apples comparisons. So what that meant is we really have three categories of impacts that we're looking at, and that first category is we're looking at the military facilities and assets, basically the bases and the other facilities. We're looking at that. We, you know, thanks to Murray, Mike, Gary and others, the bases were tremendous. We actually send out to them. We did a data call back in the early Summer asking them to provide us information, mostly budget information, about the military and civilian workers employed, the payroll that they're doing, the type of operations, and in some



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case, we were actually very detailed. You know, the more detail we have about the operational expenditure in the budget, you know, the more we can categorize it and much more fine tune the impact information that we're getting. And construction as well. So that data call went out; that information came with great help and assistance. That's one category.

The second thing that we're looking at is the actual Department of Defense contract awards that are made to companies in the state, and as a caveat, we also, and this was back in the previous study as well, we actually include as well the U.S. Coast Guard contracts coming in. Now, Coast Guard comes through Homeland Security, but together, it's really about, you know, money that's coming in to help with national security, enhance the war fighter, so the Coast Guard is included. So keep that in mind as we go through some of the information.

Now, I would also tell you that, you know, the Corps of Engineers' money is dropped, so I'll explain this a little bit, but we're really trying to get that contract spending.

And then lastly, and this was mentioned earlier, it's retirees. So these are actually military retired, and so this is DOD money that comes to people



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who retired from the military. There's an annual report that's put out. It actually talks about the ZIP code locations and amount of pay coming in, and that becomes a very important component. We want to include that component in as well. It's not the same as veterans. So it's not, you know, everybody who went and served in Vietnam or Korea. It's really about military retirees, but, anyway.

So the facility, the bases, the contract spending to companies and the funds coming in that support military retirees, these are the three big components to what we're looking at. What we're trying to do is we're asking the question about what is the economic value that all of that spending coming in, all of that money coming into Louisiana, what does that mean in terms of the Louisiana economy, particularly in terms of its economic impact as well as the jobs that support it, because ultimately, and this happens all over, you know, this really is an important currency to kind of translate all of the wonderful things, the bases, the companies and the retirees are doing in your state into a currency that helps to organize and galvanize and be able to compare and talk about how important the military is.

Okay. That's my setup. Now, let's get



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into the kind of nuts and bolts here. 1 2 So the next slide, so the facility's assets, there are eight that we use as part of his 3 4 economic impact. I apologize. Can everybody hear me? All right. I'm also trying to be not too -- I usually 5 kind of wonder, but I don't want to block your view. 6 Is this okay if I stand here? 7 8 So we had eight different facilities, 9 Fort Polk, Barksdale, you can kind of see them. 10 just tell you that in this go around, there was one additional one. So the 337th (sic) Theater Sustainment 11 12 Command was added as a new kind of lined item in this go 13 around. These others bases and facilities were included 14 last time. 15 MR. GATTI: 16 Can you tell us what that is? 17 MR. JAKES: 18 That's the 377th Theater. 19 MR. ROMITTI: 20 Oh, I'm sorry. That would be a typo on 21 Okay. So I apologize for that. I'll mark that there. 22 down. 23 MR. JAKES: 24 That's all right. 25 MR. ROMITTI:



So, anyway, let me start with contract spending. So I'm going to kind of walk you through, first of all, just to kind of give you a layout, I'm going to walk you through the contract spending first.

We get a lot of information on the contract spending because as these awards are given to the companies, they have to be recorded in what's called the USAspending.gov database, and it actually has a pretty detailed string of records that you can tap into. And so there's a lot of important information and intelligence that you can glean from this in addition to just the overall impact.

and so just to kind of give you the upfront, and then we'll kind of walk you through some of that, when I was here with the FY 12 data, Louisiana, at that point, was kind of at a high-water mark. We had looked at pretty much the last 10 years prior to 2012 of contracting coming into the Louisiana companies, and 2012 had hit its second highest level over that 10-year period. So DOD contracts now, in this current period, and I'll show you the chart, is actually on the climb. It's lower, but you'll see the trend has been up. There's a handful of industries that continue to really be dominate the types of awards and the types of defense support that companies are providing within the National



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Security System.

Louisiana is significant place of performance where work is actually being done within the companies, and the Southeast region, the New Orleans area, as you'll see as we kind of divvy up into eight different regions, has the largest share of those contract awards.

this is what I was alluding to. You can see it was 1.78-billion. Now, what this includes is this would be Department of Defense contracts awarded to Louisiana companies minus the U.S. Army Core of Engineers, and that's a significant amount of money that comes in, but it was decided in the last study that, you know, a lot of that's construction, flood control, that type of thing, so we wanted to separate that in terms of the military aspect. So that is removed. And then, also, the Coast Guard through Homeland Security is added in. So 1.78-billion was a DOD and U.S. Coast Guard contract awards in '12.

As we come in today, you see it's actually lower than that. In the FY 2016 date, it's 1.52, and, yet, what I wanted to point out is you had a steep drop and then a steady trend up. Now, keep in mind what this means is we're capturing contracts that



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are awarded, their award date in a particular fiscal year. Now, some of these contracts are extended over a multiyear period working out, but it is a good measure of the type of work an activity going on. So that's good news to see that trend, and, like I said, it's about 1.52-billion currently.

So on the next slide, this is actually the information about where these awards or what types of companies and businesses in the state, the types of function and industries that they're in. And so ship building and repairing, you kind of go down to Number 3, boat building, you can kind of combine those two, so the ship building repairing and the boats, that's about a \$700-million contract award in the industry. So by far a terrific and tremendous specialization, an important source of that here in Louisiana.

Facility Support Services was number two and over 100-million in awards remediation for, and you can see kind of see down the list in front of you. So here's a couple highlights that I want to point out. So, again, these top 10, so just in these 10 industries, now, the way the government does coding of industries, there's over 1,000 industries that are coded. So you get down to just a handful of industries, those 10 make up eight out of every \$10 of DOD contract or Coast Guard



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contracting awards to Louisiana in one of those 10 industries. So about 80 percent. About 20 percent are spread across a whole group of other industries. So obviously these are kind of critical sectors to keep your eye on.

What we ended up seeing, so this is a little context just to kind of give you a flavor, we saw ship building and boat building was about \$200-million higher than it was in the previous '12 data. So it indicates that that's significant. And I know you know you thrust that into things like Chris is talking about at the national level and DOD, obviously the potential of building more Navy ships or Coast Guard ships out there. So that's how you kind of start thinking about these things.

This Number 7, Military Armored Vehicle
Tanks and Component Manufacturing is actually down
\$300-million since '12. So essentially that dropped
from Number 2 all of the way down to Number 7. So
that's, you know, on the other side of it.

Facility Support Services jumped up.

Remediation Services, which is a lot of the
environmental, removal, environment services, that
wasn't even on the tup 10 last go around. That's a new
emerging one on there.



And then one of biggest drops is when we did this in 2012, DOD dollars, essentially your petroleum, refineries, the fuelling, the military, was \$300-million higher than it is now. So really the drop, when you see the difference between '12 and '16, a lot of that is in military armored vehicle and the petroleum drop. Ship building went up, and facilities and remediation kind of came on to the scene. It's all sort of characterized.

Okay. So if you go on to the next one, and I don't have to spend a lot of time, but this is just reemphasizing some of that. One of the interesting things you will get out of this dataset that you don't normally get out of the other is that there's actually more specific information on the product or service provided under the industry.

So this is just kind of taking the product and service codes. So we know that ship building and boat building are the top, but, actually, the climbing was combat ships and landing vessels, but facilities is about housekeeping, the facilities' operations support, so on down the list. Like I said, it's a little bit similar to what you're seeing, but hopefully it gives you a little bit more fine-detailed information about what actually is being purchased by



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Feds and the Coast Guard.

I will say one thing about the ship building, you see, combat, small craft, it was very interesting because I talked about it both it's the leading industry connected to the military and the state and it was on the increase. Actually, the Coast Guard, the dollars going to the Coast Guard, 58 percent of all of the ship and boat building dollars were coming in from the Coast Guard. Forty-two percent from the Navy essentially. So that's why I think it's important to recognize kind of that component as well.

All right. So we'll move on to the next one. So then not only do you have a concentration among these 10 industries the dollar and contract awards, but even within that, you have a very handful of companies that are essentially getting these awards, so the prime awards coming in.

These are the 10, so Bollinger Shipyard received 24, so one out of every \$4 awarded by DOD or the Coast Guard went to Bollinger. And so overall, you can look down the list, but 75 percent of the dollars that I showed you earlier on the stop slide,

1.52-billion is going to these 10 companies and then spread out among all of the others.

On the next slide, now, up to this point



what I've shown you is where, who, which company in Louisiana is winning the dollars. There is also, in the database, what's called Place of Performance. So in some cases, a company might get the money, they might be the awardee that you see, but then the actual work, they're subcontracting to another group. This is also very important, particularly as we try to spread out the economic impact regionally across Louisiana. So instead of all of the money going to those 10 places, their headquarters or their manufacturing location, we're actually looking at where the work was done. So this is starting to shift to the place of performance.

So what I wanted to show you here is that for Louisiana, 1.1-billion -- here, I'm going to jump in just in front on here. There's a little line up there that's Louisiana. So think about this, out of that 1.5-billion, 1.1, or about 72 percent of it, comes in and stays here and is done here, by businesses or subcontracting is done here; okay, is in the state. So that's a pretty good capture rate of the contract awards.

Now, on Place of Performance then, what it's saying is, Virginia, Maryland and Florida, they're getting contract awards, but, ultimately, a lot of those dollars are shipping into Louisiana, and companies in



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Louisiana are getting the money to do the work for those companies in Virginia, Maryland and Florida. So just some idea about how the money flows. So that's what that slide is about. And as you kind of deliberate and do your thing, that's kind of the framework and the context you want to provide.

So the next slide --

MR. GOODE:

Marty, is that pretty typical of the states that you looked at having 72 percent stay?

MR. ROMITTI:

I would say that that capture rate would be on par. I wouldn't say it's more or less. It's just -- let's just say it's on par with what we've seen with other states.

Okay. So this is an important one because I know around the table, a lot of people representing different geographies, different base support groups. So this is, like I said, very carefully done, takes a lot of work, and I hope it's a value add for you. We actually take the time to match every Place of Performance Record, and believe me, in FY 16, there was 22,000 transactions. So, you know, I like to make it sound like I was sitting there handling Post-it notes or something, but the computer helps, too. But, anyway,



I mean, we took a look at every one of the transactions, the Place of Performance, we match the ZIP Codes to our eight regions that we've outline, and so what we're really seeing is actual dollar amounts in '16 that went into companies that did the work in different regions of the state. And then that's broken down over here under this table, shows you the description. Okay. So what it's saying is the Southeast companies in the New Orleans area, they had in that \$1.532-million worth of new contract activity came in. That's about 34, 35 percent of the total. Okay. Central, Bayou. Okay. So that's how you read that in terms of hard dollars coming into your regions supporting that.

That's kind of -- any questions about that? So that's kind of the contracting information, Chris, if we can move on because I don't want us to run over. Mr. Chairman, certainly, if I'm running long, stop me.

But, so, anyway, here's how we did the economic impact. So that's kind of the contracting analysis. Now let's talk about the hard dollars that the military spending creates in the state. We use an economic modeling software called IMPLAN. It's very standard to use. It's been used on many different studies in different states, and so we use that to help



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customize impacts. So those dollars coming into
Louisiana, the models is built very specifically for the
types of industry linkages in Louisiana.

SO let's move on to the next one, and what the model does is that obviously, you know, I talked about \$1.5-billion in contract work. That's hard dollars, but under the Principle in Economics and Multipliers, what that means is that money not only comes in, but additional money is created because that money is re-spent in different places within the The model estimates how much is spent and economy. where in Louisiana versus spread out, how much going to taxes, all of these types of things. So you get this idea of the multiplier, additional economic impact, much like throwing a rock, what's called a ripple effect because generally you expect the general economic impact to be largest and nearest, like the base, or nearest where it's taking place and spreads out. Okay. So that's what our modeling is doing, and here is what we're kind of finding.

So, Chris, on the next one, so we calculated using the model eight different types of effects, economic effects. Direct effects are the actual numbers of jobs that budget, that payroll, that operations, that construction is given to us by the



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base, given to us by the DOD contracts, given to us by
the pay files for retirees. Those are direct jobs.

created from business to business transactions.

Basically a company needs supplies, those supplies being bought in order to support that DOD work activity is calculated.

Indirect effects are the additional jobs

Induced effects are the household effects. That business, for example, they pay a wage to somebody to work there, they go out, they watch movies, they spend at groceries stores. That's the induced effects. So household induced, indirect.

Output, output is similar to like gross domestic product, total economy, impact on total economy. Employment, direct, indirect and induced job effects rolled together to say how many full-time positions are being supported.

State and local taxes are estimated ss well as kind of labor income wages. Okay. So those are the effects that when you see the final report, when you look at all of those will be in there for you.

So let's look at some of the top site effects. So here we go. Drum roll. This is kind of the grand overview here.

So taking the asset, bases, facilities



and the contract spending and the retiree spending, the total contribution, including all of the model effects is \$7.76-billion of Louisiana's economy was attributable to the spending by military in these three categories 77,000, almost, 200 jobs of all Louisiana's jobs are attributable to this spending. Right around \$280-million in taxes collected up and down the board. And what does that translate in to? About 2.2 percent of all of Louisiana's economy, and nearly 3 percent of all of the jobs, total jobs, can be linked to the spending that's coming in and attributable to the military in this state. And we'll put that in a little more context as we go through, but let me break it out four you real quick.

Then the next one, so this is the impact specifically for contract spending. Now, what you have to keep in mind here is that in trying to determine state effects and regional effects, we had to be very careful not to double count things. So we had to make some decisions; right? So you see a total of 1.8-billion. I told you you had \$1.5-billion in contract total. That doesn't sound like there's much multiplier going on, but what happens is, in order to distribute the effects correctly, what we do is we subtract all of the contract awards that are going to



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ZIP Codes connected to the bases. So we're basically putting the money for the contracts and the contractors with the bases. So that's kind of our approach.

So this is kind of outside the bases, more kind of the industry piece of it, 1.8-billion, 9,500 jobs, you can go down the list, attributable to that spending.

On the next slide that you have, this is the eight. So those eight, and 377, not the 337, 377, included in that. So the eight installations, facilities, bases, \$5.2-billion they generate in economic output, 52,200 jobs, on down the line.

So, you know, together they are kind of the linchpin for that with a lot of the other contracting going on, about 1.8-billion.

The last category I mentioned was retirees. So the retirees, there's nearly 27,000 retirees that live in Louisiana. And, like I said, because they have information in the abstract on them of ZIP Code, we actually distribute them by geography, so, once again, you've got really accurate numbers about different areas.

They get in -- and, now, this is just DOD pay coming in. Obviously they may have other sources of income, their wives or spouses, husbands may



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be working outside, so obviously they could be making more, but just on the DOD piece of the money they're receiving of the retirement income, about \$660-million that's generated additional. So about \$716-million, 5,500 jobs attributable to that effect of local spending in the state. And as I'll tell you later, this is one area where there's been a real huge increase in the last four years on the retiree side.

So let's move on to the next slide. So I'm going to end this portion by showing you the regional distribution for this. Okay? So I kind of have in this preliminary finding and meeting, I gave you some top-line numbers, and I want to kind of give you a top-line on the regional distribution.

So of that \$7.7-billion and 77,200 jobs, if I remember correctly, spreading them out across the eight different regions that we looked at, about 32 percent, so about one-third of the output. So output, again, is total economic activity; right? So one-third of the economy of the Southeast region is tied to the military. 20 percent of the Central region in dollar terms of the \$7.7-billion, 20 percent of that is in the Central region.

Okay. So now we interpret the jobs; right? Of the 77,200 jobs, 31 percent Southeast. You



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can kind of go on down the list. So that's the breakout of that 7.7 and the jobs.

Now, what this chart is showing is actually that amount of money related to the overall size of the economy in that area. So even though 32 percent of the economic output or economic value or impact from the military spending is going to Southeast, around New Orleans, and 30 percent of the jobs, that only really represents 2.1 percent of the total size of the New Orleans economy. Not pittance, but obviously, like I said, it's a significant breakout, but that's share of the total economy. So that's how to read this chart.

So what that it really means is that, for instance, in the Central region, the Central region up here, 20 percent, 24 percent. 10 percent of its overall economy is tied to those three categories in military spending. Four percent of the Northwest, you know, on down the line. Okay?

So let's move into the final kind of piece. So this is to kind of summarize all of this.

And I apologize for showing you all of these tables and numbers, but, like I said, I hope it's been helpful on that.

But let's go into the summary points on



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this. The impact of the military spending continues to be significant to Louisiana's economy. I showed you, over 2 percent of GDP, of its gross domestic product, of the economy, 3 percent of jobs.

that talked about over 4 percent of jobs. That's because we looked at payroll jobs only. So what I'm showing you here is 3 percent this time, just to clarify for those who were here last time, is every job in the state, not employer jobs, et cetera. So, you know, it gives you a wowing number 3 percent. That's huge and significant.

If you just look at payroll employment, it's over 4 percent of payroll, the actual wage jobs in the state.

If you go out, why is this significant? This is significant, you know, we talk about 2, 3 percent. There were 48,000 direct jobs reported from the facilities through the contracting based on retiree, this portion of retiree and the multiplier. 48,000 direct jobs in Louisiana in this military. If you go out right now to the U.S. Cluster Mapping Project, which is kind of help up in economic development, like what are you good at in your state? What's your concentration? If you look at Louisiana right now, it



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will tell you that oil and gas is a specialty in the state, about 7,000-plus jobs; construction, number two; military would be number 3. Right? Exactly in line with hospitality and tourism.

So, I mean, when you think about it that way, it's hugely significant. So don't let 2 percent and 3 percent, like, "Oh," you know, that's huge when you come to looking at the economy. So I got a little excited there, but it is an important number.

All right. And then, on top of that, you know, Louisiana, if you look at just hard DOD dollars, in this case, you have to look at it with the Corps of Engineers, because, you know, this is how they put out their topside numbers; right? So if you look at that, Louisiana always is about 31, 32 in the rankings. Of course, California, Maryland and Virginia, all of So I think it hides how important the this comes down. contracting piece is. Not only have we shown you the ship building and some of those specialties, but when you add the Coast Guard, and we're really talking about supporting the war fighters and supporting Homeland Security, you know, the things that DOD wants to hear when they're talking about the importance of your industry and supply chain base and -- DOD may be Number 32 in '16. In Department of Homeland Security



contracting, Louisiana is Number 1. And so when you combine those two together, Louisiana is actually in the top 20 for contract award. So I think that's an important thing to look at when you kind of really look at it in that framework.

However, I will say this, compared to 2002, spending is down by about a billion dollars. We had an \$8.7-billion impact the time before. About 5,000 more jobs. Still significant, but it still shows you that, you know, there's also concern when you talk about BRAC or the repositioning and all of that, because it is a deep component.

actually -- we've actually worked with regions around the country to make their areas around bases more attractive to retirees. There's housing developments that have gone up that are very specific to that, and attempts, marketing attempts. So this idea of using retirees as an economic development tool or, you know, a potential strategy for areas has really been prominent. And whether Louisiana, consciously or not, I wanted you to be aware that the military retirees seem to really be enjoying living in Louisiana because even in this four-year period since I was last here, there are more than 3,000 more retirees. That's 13 percent growth.



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That's huge. That's huge. So whatever you're doing, keep doing it because that's a great segment to have. Of course, there's a lot of intangibles; right, you know, education, skill set in the military. We didn't include veterans. You know, that was kind of a separate piece. So this isn't -- you know there's hundreds of thousands of veterans, the whole system of hospitals all around. So it's easy, and I know you do it all of the time, talk about other things that the military brings as benefits, but we're trying to get you down to some hard numbers based on that. That's what we found, and I apologize if I ran over. I didn't get to see, but I think that's my presentation. So thank you very much for having me again.

MR. JAKES:

In slide 14, the output summary was 7.7-billion. Does that include a multiplier?

MR. ROMITTI:

Yes. So -- and, like I said, I didn't have my notes in front of me, but the multiplier, this time around, just to let you know, economies don't change quickly, but they do change; right? So you do have, every few years, so four years is sometimes enough time to see that the industry connections that we had before in the modeling are a little bit different. So



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1	it does include so 7.7-billion includes a multiplier.
2	The multiplier was higher than it was in '12, which
3	includes more of the density and more of the spending is
4	actually staying within the state.

I believe the multiplier, it will be in the final report, but it was about 1.7 this time around. So 7.7-billion includes about .7 of the output as well.

MR. JAKES:

Okay. One other question, the eight

Coast Guard district, last count I think touches 26

states. Do we get credit for those 26 state or just the

Coast Guard district headquarters?

MR. ROMITTI:

So this, I don't know if the Coast Guard is represented in here, but -- yeah.

So we had, in the '12 go around, specific Louisiana figures, and in this go around, we didn't necessary get official figures, but we had a source that we were directed to do that talked about Louisiana specific. So it is not the entire range, but it is, as best as we can, Louisiana-specific Coast Guard.

MR. GATTI:

Okay. On your last page, is there a correlation between -- I mean, we're taking care of all



1	of these retirees, 3,000, past, extra, but we're getting				
2	a billion dollars less. Are those two numbers				
3	correlated? I mean, I guess the question is what do we				
4	need to do as a state to get the money for taking care				
5	of the or have the money directed to toward the				
6	retirees?				
7	MR. ROMITTI:				
8	So the retirees were not when I said				
9	there was about billion dollars less, almost all of that				
10	was coming out of the facilities.				
11	SECRETARY PIERSON:				
12	That's probably a brigade in Fort Polk				
13	that we don't have anymore.				
14	MR. REESE:				
15	Some of that's military construction.				
16	Because back in 2012, you know, there may have been, you				
17	know, the national DOD, MILCON.				
18	MR. ROMITTI:				
19	Like I said, I don't want to draw but				
20	when we're talk about a billion, it's not really				

retirees. What we saw was suspending, particularly in

Guard seemed to hold its own, but at least the major

bases seemed to be driving that. Then I mentioned the

There was also jobs down. We're



construction.

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basically across almost all of the bases.

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petroleum, that huge drop in petroleum. So you ended up having a smaller contracting base mostly driving by that. Retirees increased. It didn't decline.

SECRETARY PIERSON:

And particularly, we think of retirees as great things in economic development. They're going to bring their payroll with them, and that's going to go to your grocery stores. They don't put kids in your schools, they don't drive on your roads as much.

They're a low-impact segment of the community for the most part. It does impact some healthcare, but for the most part, they're --

MR. ROMITTI:

But the healthcare is not included in this number; correct?

SECRETARY PIERSON:

Correct.

MR. REESE:

And, Robert, I can tell you, like for Fort Polk in this last study, that particular year, we had like \$350-million worth of construction contracts going on in Fort Polk, and that number today is probably closer to zero. That's just the nature of the Federal budget. So that's a big chunk of it.

MR. ROMITTI:



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1	But it is true, though, that
2	construction's important, too. It has an impact as
3	well.
4	SECRETARY PIERSON:
5	And I want to ask you, the presentation
6	is great, looks like it's focused on targets of what
7	we've set out to achieve. And, if you will, you
8	verbally briefed it in your final slide, but there's
9	some points where we are a Number 1 state for military
10	contracting or something, break those bullet points out
11	that can be helpful to us. We'd like to see that
12	included in the final report.
13	MR. ROMITTI:
14	All right. Great. Well, I can tell
15	you, like I say, I work around communities with a lot of
16	good things to say about Louisiana, so I wish everyone
17	well, and thank you again.
18	SECRETARY PIERSON:
19	Any other questions?
20	MR. REESE:
21	I just had a question more for LED, I
22	guess.
23	I know you guys kind of researched
24	departments, and one of things we got out of the first
25	report was our ability to kind of compare more deeply



1	our various military installations and the results of				
2	these reports to other industries in our state and other				
3	facts and figures in our state. And I guess LED will be				
4	able to do that again in the future to help as we tell				
5	this story?				
6	SECRETARY PIERSON:				
7	Well, I think he verbally briefed that				
8	when he talked about where it ranks. You know, we can				
9	add that if it's something that doesn't make the final				
10	report, but it's maybe that kind of comparison that will				
11	be helpful.				
12	MR. GOODE:				
13	Yeah, we'll break that up for you.				
14	Being Number 3 is				
15	SECRETARY PIERSON:				
16	Sometimes it helps more if they say it				
17	than we say it.				
18	MS. MCCONNELL:				
19	To suggest that it's the same impact as				
20	tourism in this state is mind boggling. I mean, talk				
21	about an eye opener. I think that would be very				
22	valuable.				
23	SECRETARY PIERSON:				
24	We do to need wrap up, but I do want to				



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finish one last item that is on your agenda today, which

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is Gold Star Legislation. You've each been provided with a copy of that for informational purposes just to see what we might call "situational awareness." I don't know if Secretary Strickland has any other comments regarding that.

SECRETARY STRICKLAND:

Just very quickly, we've been passed by the legislature to come up with a committee, which we've established already, and a program focused on Gold Star families in Louisiana. We are going Tuesday to a few that do not have a memorial in their honor, and we are going to fix that. The Governor directed that we create a memorial and we base it at the State of Louisiana State Veterans Memorial Park next to the Capitol. We are going to look at hosting a series of events around the state in their honor.

First we've got to see how many are out there. We have a good feel for the Iraq, Afghan veterans, but we've lost the population of Vietnam veterans and maybe World War II or Korea. So I just wanted to share the resolution with you just so that you would be aware of it because it's something we are going to be doing.

MS. MCCONNELL:

We also need an LMAC member



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representative; right?

SECRETARY STRICKLAND:

Yes. And there is an LMAC member that is going to be on that committee. Let's see. I'm not sure who.

MS. MCCONNELL:

You had sent me that. I can look it up real quick.

SECRETARY PIERSON:

So once again, we would ask you to treat this preliminary information provided to you today as confidential and restricted and embargoed, but we would like to highlight the very important role that the Louisiana Military Advisory Council, the legislature and the Governor play in helping us gather this information and come up with some ways. And Ron, our communications department at LED, will help us shepherd that, but what I would anticipate is that we'll get a final program, completed study, in the not too distant future and that we'll wrap around that some comments and do a statewide media release on the very significant impact that the Department of Defense has on our states's economy so that we can continue to educate and highlight the important role these installations play in many ways, in the defense of our nation, in Homeland Security



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1	obviously, but certainly adding to that the very
2	important economic impact as well.
3	With that, I'll entertain any other
4	comments for the good of the group.
5	(No response.)
6	SECRETARY PIERSON:
7	The meeting's hereby adjourned. Thank
8	you for all of those who traveled far today to be here
9	with us again. We really can't make a dial-in available
10	in terms of being able to have a quorum and adopt, but
11	it's very, very important work, as you've heard, that we
12	are accomplishing. And thank you for the individual
13	contributions that each of you make in your communities.
14	(Meeting concludes at 12:13 p.m.)
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