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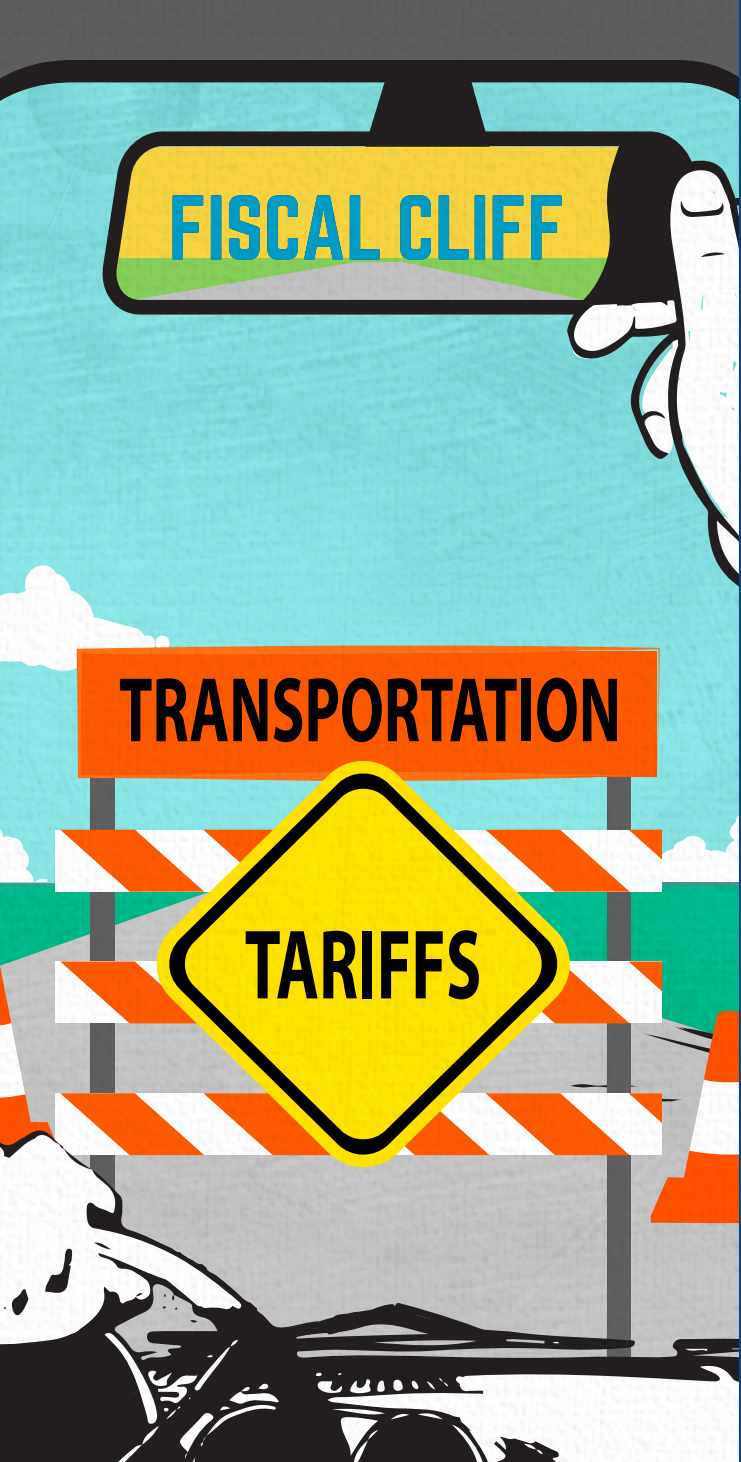
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# A Letter From The President

Welcome to the 2018 fall edition of Alliance Magazine and to the 59th LCA Annual Meeting! We extend our sincere thanks to our members and advertisers for making this magazine a great success when it's published twice a year. Please show your patronage by supporting our advertisers.

It's time to shift gears. It's time to move Louisiana forward.

For most of the past decade Louisiana has been stuck in neutral, dealing with one budget crisis after another. Any discussion about addressing the other needs of the state were quickly halted and shifted back toward how to fix the next looming "fiscal cliff." Following a series of special sessions in 2018 that eventually saw a bill passed to stabilize the budget, albeit temporarily, it's finally time for Louisiana to shift gears and prioritize the other issues that can help the state reach its full potential.

While dealing with the fiscal cliff, the state has been unable to address critical infrastructure needs, has seen its business climate cool considerably with massive changes to incentive programs such as ITEP and is now facing an uncertain future with threats of international trade tariffs.

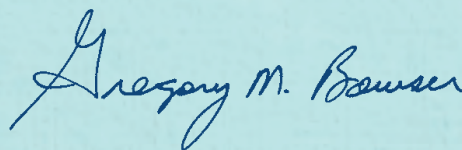
Now that Louisiana is looking at a nearly \$300 million surplus for 2018, the biggest question left is how will the state handle this new outlook?

After being stuck in budget crisis mode for so long, is there the desire from our state's elected officials to dig deep into the needs that have gone unmet for so long? Or will the temporary financial stability be touted as a keynote victory as those elected officials head into the 2019 election year?

For LCA, our goals remain unchanged. We will continue to fight for job growth and economic competitiveness in Louisiana. Chemical manufacturing is part of the backbone of the state's economy. It accounts for 17 percent of the merchandise that is exported from Louisiana to places across the world. The industry provides more than 29,000 Louisianans with employment and pays them generously. In fact, one out of every nine dollars earned by workers in Louisiana comes from the chemical industry; and the industry accounts, either directly or indirectly, for one out of every seven jobs in Louisiana.

Let's remember, while we're at it, the chemical industry pays more than \$1 billion annually in state taxes and more than \$950 million annually into the coffers of local governments.

Making sure this industry continues to thrive in Louisiana is vital to all of us. LCA has been advocating the importance of the chemical industry in Louisiana for 59 years, and with your support, guidance and action we hope to continue advocating for many, many years to come.



*Gregory M. Bowser*  
*President*  
*Louisiana Chemical Association*  
*Louisiana Chemical Industry Alliance*



Gregory M. Bowser





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# IT'S TIME TO REGULATE "JACKPOT JUSTICE" PROMOTED BY TRIAL LAWYER ADVERTISING

Lana Venable  
Executive Director, Louisiana Lawsuit Abuse Watch

It's impossible to miss the proliferation of trial lawyer advertising on billboards, TV and radio across Louisiana. Aggressive plaintiffs' lawyers are promoting opportunities for quick cash to advance what has become a cottage industry in Louisiana – unfounded lawsuits.

Lawyer advertising has increased dramatically in the past few years, probably because it is highly effective in achieving its purpose, which is to find new, uninformed clients for law firms and the businesses that profit from selling people's personal information to these firms.

Louisiana law prohibits lawyers from engaging in "false and misleading" advertising, but enforcement of that standard is left to the state bar. Bars are "self-regulating" bodies and, for that reason, are not always eager to police their own members. They often believe their own high-minded rhetoric about the importance of informing people about access to legal services.

Whether that is true or not, it is time to regulate these harmful ads.

This excessive advertising is a glaring reminder of why Louisiana has earned a longstanding reputation as one of the most litigious states in the country. From abusive litigation that impacts consumers

to plaintiff-friendly judges handing out large payouts, it should come as no surprise that the Pelican State has consistently garnered one of the top spots in the American Tort Reform Foundation's annual Judicial Hellhole Report.

Unfounded lawsuits hurt businesses, both large and small, while generating exorbitant fees for attorneys. But many people don't connect that these contingent fees and large plaintiff awards drive up the cost of doing business. Consequently, we customers are at the lower end of the stick and are paying the price with drastic increases in prices for products and services.

Our state is home to a prime example – the high cost of auto insurance. Last year, Louisianans paid the second-highest auto insurance rates in the U.S., with an annual average premium of about \$1,920. Most Louisiana drivers are uninsured or underinsured, which encourages drivers involved in accidents to sue. To compensate for this onslaught of lawsuits, Louisianans who do carry insurance are forced to pay higher premiums to pay for those who do not. Not only are drivers feeling the effects, but insurers also are as well – several companies have left Louisiana over the past two years due to the unprofitability of the auto insurance industry.



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Auto lawsuit abuse affects everyone in this state. On top of that, Louisiana has also earned the distinction of having the nation's highest jury trial threshold, while 36 states have no threshold at all. Louisiana civil cases valued at less than \$50,000 are tried without benefit of a jury. In these cases, a judge, rather than a jury, determines a verdict. This simply gives plaintiff-friendly local judges enormous power over lawsuit outcomes. Perhaps it is no coincidence that trial lawyers are "judge shopping" for favorable venues and denying many citizens their fundamental right to a trial before a jury. A settlement is often agreed to without risk of going to court.

These are just couple of examples of how deeply our legal climate is flawed. Trial lawyers perpetuate the cycle of recruiting plaintiffs for frivolous lawsuits through their prolific advertising. Make no mistake: these types of ads are not designed to help those who have been hurt or wronged. Their purpose is to generate clients for law firms – and it is working. An initial step toward reining in the lawsuit abuse climate in the Pelican State is regulating trial lawyer advertising. Then, maybe we could make room for advertising that promotes a positive business climate and job opportunities instead of "jackpot justice." ❄️

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# DAMMING THE TIDE OF TYRANNY

Attorney General Jeff Landry

In Louisiana, we are used to dealing with crafty animals interfering in our daily lives. From possums in our yards to raccoons in our food plots to nutria in our duck ponds, these sneaky creatures are no strangers to our families. Unfortunately, such creatures are not exclusive to our wildlife; our government is infested with people we Cajuns refer to as “cannaille,” meaning crafty or mischievous. They are so common that I even named my dog Cannaille as a partial reminder that when people act like they are on board, they normally want something. But while our family dog wants things like belly rubs and dog treats, our politicians and bureaucrats have much different appetites.

Consider recent actions by the Coast Guard and Department of Homeland Security (DHS) when attempting to expand the Transport Worker Identification Credential (TWIC) Reader Program.

Four years after implementation of the Maritime Transportation Security Act of 2002, Congress ordered the DHS Secretary to test the viability of requiring electronic TWIC Read-

ers. The pilot program was wrought with so many technical deficiencies that the Government Accountability Office concluded that “use of cost data derived from the pilot should be limited and used with caution, if at all” and that “DHS has not demonstrated how, if at all, TWIC will improve maritime security.”

The Coast Guard nevertheless began a rule-making to require the use of expensive electronic TWIC readers. As part of that process, the Coast Guard sought comment on a rule that would require TWIC readers for vessels that carry Certain Dangerous Cargo (CDC) in bulk, facilities that handle CDC in bulk, and facilities that receive barges carrying CDC in bulk.

But in a massive regulatory power grab, the Coast Guard expanded the proposed rule’s focus on securing “ports and vessels” to encompass facilities that engage in low-risk activities like using propane powered generators.

When government acts in such an unlawful manner, justice requires a stalwart judiciary to firmly dam the creeping tide of tyranny.

This is why I filed an amicus brief in a suit against the Coast Guard and DHS, opposing implementation of the rule.

And just last month, we received a victory. In agreement with our brief, Judge Leonie Brinkema issued a stay of TWIC. Though this is a temporary fix, I am optimistic we will find permanent relief in the final ruling of the court in *International Liquid Terminals Association v. United States Department of Homeland Security*, et al.

While the recent news is an encouraging stand, the fact that we need these so frequently remains extremely troubling. But rest assured, my office and I will continue to do all we can to end government overreach.

Fortunately, President Trump has made significant progress in unshackling our American economy from the yoke of undue regulations. Together – by following the rule of law – we can propel our State and Nation to a future of advancement, prosperity, and true greatness. 🌟



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MEMBER **SPOTLIGHT:**



**RAIN CARBON INC.**

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With the second-most petroleum refineries in the United States, Louisiana is responsible for many raw materials and end-products that we rely on every day. There's one by-product of the refining process, however, that the industry would rather not deal with: petroleum coke.





# MEMBER SPOTLIGHT:



Gerry Sweeney,  
President, Rain Carbon Inc.

While petcoke is a nuisance to refiners, it is a vital feedstock for Rain Carbon Inc. – a Connecticut-based company with a significant Louisiana presence – that transforms this carbon-rich raw material into essential ingredients for a wide range of industrial processes and manufactured products.

Rain Carbon operates four calcination plants in Louisiana – Chalmette, Gramercy, Lake Charles and Norco – where the petcoke is processed in high-temperature kilns to increase its density and electrical conductivity properties. Once processed, the “calcined” petroleum coke becomes a key raw material in the production of carbon anodes used during the electrolytic process to produce primary aluminum. It’s also a raw material used to produce titanium dioxide, which becomes a pigment in paints for construction and automotive applications, and a filler in plastics, coatings, cosmetics, toothpaste, and sunscreen.

In addition to its seven calcination plants in the United States and India, the company operates eight chemical and advanced materials facilities in Belgium, Canada, Germany, Poland, Russia and The Netherlands, thanks to its 2013 acquisition of European-based coal tar

distillation company RÜTGERS. Those facilities take another undesirable industrial by-product – coal tar from steel manufacturing – and distill it to create coal tar pitch, which serves primarily as a binder for the calcined petroleum coke in the carbon anodes used in aluminum smelting. Rain Carbon’s distillation facilities also transform coal tar into dozens of raw materials used in adhesives, rubber goods like tires, and construction products such as concrete and gypsum.

“Without calcined petroleum coke and coal tar pitch – Rain Carbon’s two core materials – you wouldn’t have aluminum and the many products that benefit from the lightweight, high-strength, corrosion-resistant and electric-conductive properties of this versatile metal,” says Ron Garbarino, a co-leader of Rain Carbon’s global strategy group in Covington.

“In addition to creating the raw materials for many products that make 21st-century life possible, Rain Carbon’s ability to extract additional value from industrial by-products is great environmental story,” says Alan Chapple, the company’s director of corporate communications and public relations. “We’re not just recycling – we’re ‘upcycling.’”



The company's environmental story doesn't end there, says Rain Carbon President Gerry Sweeney.

"At Rain Carbon, we are constantly looking for ways to do new things with our products that will provide for a cleaner, greener and brighter future," says President Gerry Sweeney. "For example, we have developed new coal tar-based products designed to meet evolving societal and regulatory requirements, such as the coatings that give lithium-ion batteries their long life and eco-friendly resins for cleaner, safer food packaging and sanitary products such as diapers."

Beyond its efforts to create raw materials for cleaner, greener product applications, Rain Carbon also is committed to reducing the environmental footprint of its production facilities. Scrubbers installed at its calcination facilities are a prime example, as they enable the company to minimize emissions despite the increasingly high sulfur content in the petcoke supplied by refineries. Elsewhere, the company uses waste heat at four of its calcination plants to produce approximately 125 megawatts electricity that is added to local power grids – what Sweeney refers to as "our continued commitment to greening our industry, through waste-heat recapture and energy cogeneration."

That environmental focus, in large part, stems from Rain Carbon's commitment to enhancing the quality of life in its local communities. In fact, Community Involvement is one of six Building Blocks for Success that serve as a foundation for the company's Vision, Mission and Values and represent the beliefs and behaviors that Rain Carbon is committed to as a company. The other Building Blocks are Safety, Employee Wellbeing, Efficiency, Reliability and Environment Responsibility.

"Our Building Blocks are imperative to our success," Sweeney says. "Imagine if only a handful of employees were committed to our Safety and Environmental Responsibility Building Blocks. The regulatory and reputational costs to our company would be enormous. Similarly, if we only paid lip service to our Reliability and Efficiency Building Blocks, customers would go elsewhere for their carbon and advanced materials products."

"Community Involvement is equally important – and it's our shared responsibility," Sweeney says.



*Rain employees receiving an award from the Lake Charles United Way*

In Louisiana, the 225 employees at Rain Carbon's four plants and office in Covington have a proven track record of volunteerism and charitable giving.


"Across the state – and on the three continents where we have facilities— Rain Carbon and our employees are committed to enhancing the quality of life in the communities where we live and work," says Derek Taylor, Norco plant manager. "We demonstrate that through the contributions of our foundations in Germany and India to schools and hospitals, the sweat equity of our Louisiana employees on volunteer projects for the United Way, Habitat for Humanity and local food banks, and through our company's commitment to environmental stewardship while producing raw materials for so many products that we depend on every day of our lives."

Michael Williamson, chief executive officer of United Way of Southeast Louisiana, calls Rain Carbon "the gold standard, when it comes to community involvement. When Rain Carbon employees show up, we know the work will get done – and it will get done right."

Denise Durel, president and CEO of United Way of Southwest Louisiana agrees.

"Every year, the Corporate Pride Award is given to a company that has provided leadership to United Way, both financially as well as through the volunteer efforts of their employees," Durel says. "In 2017, Rain Carbon's Lake Charles employees distinguished themselves by supporting United Way at every level," including board representation, volunteering at all Day of Caring events and providing the largest donations of food to the United Against Child Hunger project.

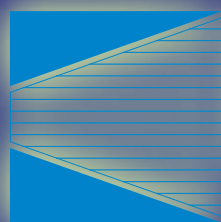
In addition to the Corporate Pride Award, the Lake Charles team earned United Way's President's Award in recognition of 100-percent employee participation during the annual workplace campaign, which resulted in the region's second-highest per-person level of giving.

"While I am extremely impressed by the level of giving, I'm hardly surprised by the generosity of our Lake Charles employees," Sweeney says. "Time and again, employees across our company have demonstrated their commitment to enhancing the communities where we live and work." 

Learn more about Rain Carbon online at [www.raincarbon.com](http://www.raincarbon.com).



## MEMBER **SPOTLIGHT:**



# Keystone

ENGINEERING INC.

In the spring of 1988, on the west bank of New Orleans, two veteran executives decided to take their careers on a different tack. Rudy Hall, P.E. and Ed Genois, P.E. set a shared dream into motion, leaving their positions as executives at an established firm to create their own venture. That July, the pair founded Keystone Engineering Inc., initially operating out of Ed's kitchen.

Rudy and Ed had an inspired yet practical vision for their fledgling company:

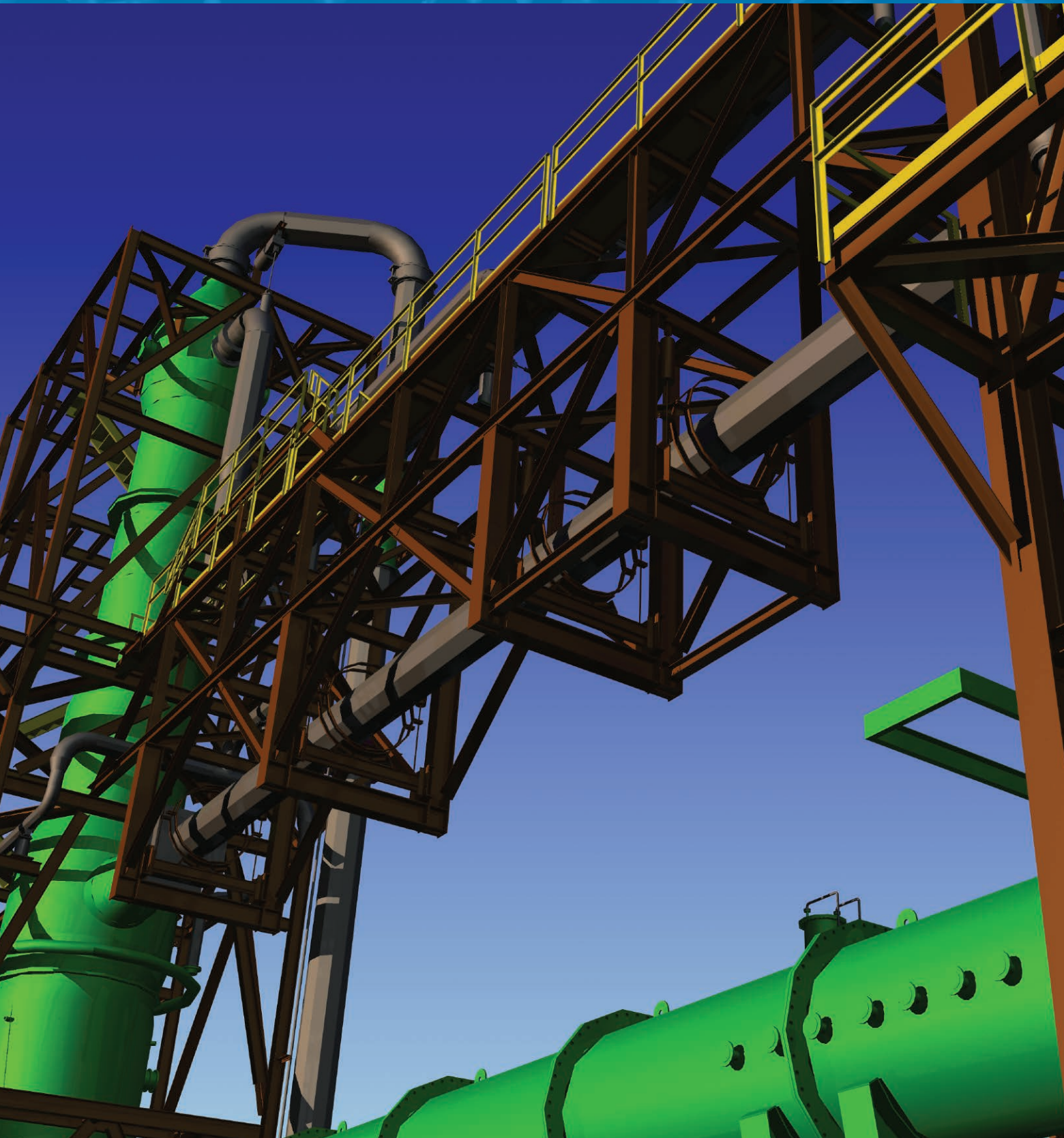
1. To be a successful and enduring company that is focused on engineering.
2. Provide a good place to work where effort is rewarded.
3. Allow leading employees the opportunity to manage and own the company.

Thirty years later, their dream of an enduring employee-owned and managed firm is a reality with 300+ employees, five offices across the Gulf Coast (with additional currently in the planning stages), and a brand that has earned a global reputation for innovation.



*Rudy Hall, P.E.  
Founder,  
Keystone Engineering Inc.*









# MEMBER SPOTLIGHT:

## TEAM

Keystone sets itself apart from other firms in a big way through the firm's ownership model. Since inception, the company has been centered on growing and retaining a team of driven and talented individuals which comprise the firm's core leadership. Employees who consistently deliver results are rewarded for their effort through ownership stake in the company. With each engineering and design discipline being represented in ownership, no employee is more than one step removed from a principal owner in the company.

This model promotes transparency throughout the organization and empowers owner-managers to rapidly respond to client needs. Every project team has a vested interest in ensuring that our clients receive the highest level of attention and resources.

## RESPONSIVENESS

Keystone is committed to meeting and exceeding the needs of our clients. Through the years, clients have chosen Keystone to execute projects of all sizes and scopes, citing responsiveness and flexibility as our most prominent attribute. With locations in Metairie, Mandeville, Baton Rouge, Lafayette, and Houston, and a deep bench of technical expertise, the Keystone team is readily able to mobilize to any site in the state when called upon. Keystone engineers cost effective design solutions in a variety of energy sectors from Upstream to Midstream, Downstream and beyond to meet our client's needs.

## LEVERAGING EXPERTISE IN NEW MARKETS

A major part of Keystone's success has been the firm's ability to expand into new markets and adapt the expertise of its team to solve the challenges brought on by new technologies and geographies.

One of Keystone's major area of expertise since inception has been designing offshore oil and gas production platforms. The team has a strong reputation for high-quality, innovative engineering solutions in this field. As many major investments were being made in wind energy, Keystone's leadership saw an opportunity to leverage the firm's expertise and the existing supply chain here in Louisiana. America's first offshore wind farm, which is now in operation off the coast of Block Island, RI, was a major win for Louisiana. Keystone designed the foundations and they were built in Houma, LA before being barged to the project site for assembly.

Another green technology that Keystone is actively involved in is that of landfill gas (LFG)-to-energy systems. These systems share many commonalities with upstream onshore oil and gas production, another major area of Keystone's expertise. Recently, our team designed a major expansion for an LFG gas processing plant at a Louisiana landfill which resulted in production levels of pipeline quality natural gas rivaling the largest in the country.

## EXPANDING CAPABILITIES

With a growing team and an expanding footprint, Keystone has established a large and diverse client base. The constantly evolving needs and expectations of new and existing clients have driven expansion into new disciplines and service offerings.


## Examples include:

- Controls and Automation – Keystone's team of system integration engineers and programmers are experienced working with nearly all networks, manufacturers, and systems.
- 3D Laser Scanning – As part of a major project or a standalone service, this capability has allowed for more accurate designs with fewer site visits. By producing 3D color point clouds, structural, piping, electrical, and instrumentation designs can be performed within a 3D model. This allows for unprecedented flexibility to propose and evaluate numerous design solutions.
- Turnaround Planning, Scheduling, and Execution Management – In 2013, Milestone Project Services, a wholly-owned subsidiary of Keystone was founded to carry the firm's expertise into the construction and execution phases of projects. By utilizing a streamlined planning process developed in-house and real-time progress tracking, Milestone minimizes downtime and reduces risks in turnarounds.
- Construction Management and Inspection Services – Qualified, experienced personnel are available and ready to handle assignments of any size or duration as a standalone service or part of an integrated project package.
- Procurement Services – By introducing procurement specialists with a technical expertise to this process, Keystone can provide unique value. By supplementing typical deliverables such as IFC drawings with sourcing and acquisition from bills of materials, the input of the project engineering team now extends into the construction phase of the project, achieving greater continuity and an additional layer of quality assurance.
- Functional Safety and Cybersecurity – In 2015, SIS SILverstone LLC was formed to assist clients with meeting the overlapping requirements of Process Safety Management, Functional Safety, and Cybersecurity of Control Systems. By utilizing a harmonized approach to these disciplines, clients have realized drastic reductions in cost while achieving quantifiably improved levels of safety integration.

## COMMUNITY PARTNERSHIPS

Keystone is proud to be a multi-faceted contributor in the communities where our team lives and works. In addition to providing professional opportunities and executing major projects in Louisiana, Keystone is committed to numerous philanthropic endeavors. Keystone partners with United Way locally in each area where it has a physical presence.

Recognizing Employees individual efforts in the community is also at the forefront. Through the Keystone Community Involvement Fund, employees nominate charitable causes to receive monetary and other resource commitments from the firm. From sponsoring STEM programs, to building a home with Habitat for Humanity, this initiative has fostered a strong culture of active community leadership through the Keystone team.

Keystone is a management owned and operated engineering company that is dedicated to our employees, our clients and our community. 





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# **STS PARTNERS WITH LRCE TO DEVELOP CHLORINE CURRICULUM**

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By: Alexis Sclatre, Solutions Through Science Executive Director

Every year, Solutions Through Science participates in a major project aimed at educating the public about chlorine chemistry. Some of our more visible projects have been the “On The Shoulders of Giants” mural installation on the Mentorship Academy building in downtown Baton Rouge and a Habitat for Humanity home build in South Baton Rouge designed by students in the LSU Architecture School and constructed with materials derived from chlorine.



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# SOLUTIONS THROUGH SCIENCE

Recently, we have been on the hunt for a new project with long-term impact, so when Kyle Finke, Executive Director for the Louisiana Resource Center for Educators (LRCE), asked us to participate in the organization's Reach for Success! (RFS) summer lab school, we jumped at the opportunity.

LRCE is a local not-for-profit organization that provides training and support for students, teachers, administrators and families in Kindergarten through 12th grade. The RFS summer lab school is LRCE's dual-purpose summer enrichment program that serves between 250 and 315 pre-k to 12th grade students from income-constrained families and provides experience for teachers enrolled in its educator training program.

"LRCE found that the traditional summer school model was no longer being offered and as a result, many students were going back to the classroom struggling to keep pace in the fall," Mr. Finke said. "RFS fills this void and provides its teacher candidates with hands-on experience, making them better prepared to serve in high-needs schools."

RFS is funded by grants and local business sponsors that are invested in improving public education in Baton Rouge. When Mr. Finke approached Solutions Through Science, he had a slightly different idea in mind: to allow the industry not only a sponsorship opportunity, but also to help design a set of curricula related to chlorine chemistry that could be used by elementary, middle and high school students in the summer program.

"This type of sponsorship provides an excellent bridge between industry and schools," Finke said. "It allows us to provide students with real-world content directly connected to local industry."

Solutions Through Science has long been dedicated to promoting STEM education in Louisiana. We sponsor and participate in various events throughout the state and distribute materials that illustrate the importance of chlorine chemistry in our daily lives.

"It is important to our mission that we introduce the benefits of chlorine chemistry to young students and show them what it means to work in the industry," Judith Nordgren, Chairman of Solutions Through Science, said. "Many Louisiana children live near a chemical facility but have no idea what takes place there.

Our hope is that putting a face on what we do will generate interest and foster future participation in our workforce."

Through STS's partnership with LRCE, we have been able to take that mission a few steps further. Over the past year, the American Chemistry Council's Chlorine Chemistry Division has teamed up with teachers at LRCE to develop chlorine chemistry curricula for elementary, middle and high school students. The curricula and course materials explain chlorine's role in local water supplies and swimming pools and cover topics ranging across math, science, language arts and social studies. The custom-constructed lessons are tied to field trips at the end of the week that give the students hands-on experience to complement what they learn in the classroom.

This past summer, RFS piloted the lessons on chlorine chemistry with 6th to 12th grade students and received positive feedback from both teachers and students. By integrating the topic of chlorine chemistry across multiple subjects, students walk away with a broader and more comprehensive understanding of the element's role in their daily lives.

"I enjoyed using chlorine as the basis to introduce the students' to chemistry week," William Robicheaux, RFS science teacher, said. "They had fun learning about key chemical properties, how substances chemically interact with one another and about how the reactivity of chlorine is used in everyday materials and processes. The biggest wow factor came when they discovered the various forms of chlorine and their ties to pool safety, as many didn't know how pools were maintained."

Next year, we will apply the lessons we learned to perfect our middle and high school curricula and pilot an elementary curriculum for 4th and 5th grade students. We then plan to offer these curricula to teachers across the country once they have been improved to our satisfaction.

"This partnership with LRCE is fulfilling a vision that the members of STS have had for a long time," Nordgren said. "By designing a curriculum specifically tailored to chlorine chemistry education, we hope to have a far-reaching impact on students throughout the country. We have been very pleased with the work that has been done thus far and look forward to seeing it continue to take shape in the years to come."



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**"It is important to our mission that we introduce the benefits of chlorine chemistry to young students and show them what it means to work in the industry..."**

**Our hope is that putting a face on what we do will generate interest and foster future participation in our workforce."**

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The year began for the Louisiana Legislature on February 19. Then it continued on March 12. Then again on May 22. And yet again on June 18. And then, on June 24, the excitement was over. The Legislature adjourned its fourth session of the year, its seventh special session and its 10th session under Gov. John Bel Edwards' administration, finally reaching a compromise to address the "fiscal cliff." As you are aware, that terminology refers to the rolling off of "temporary" taxes enacted from 2015 onward at the end of June 2018. Those taxes, most notably the addition of a "fifth penny" on the state sales and use tax, were instituted as a vanguard for fiscal reform for the state. The state had "kicked the can" of financial problems down the road too many times to count, and Gov. Edwards came into office intent on stopping that can from rolling further. Unable to reach consensus on any kind of reform in his first years, the Legislature implemented temporary patches in order to focus the future on fiscal reform.



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After two special and one regular session this year, the apparent “fiscal cliff” was quickly approaching; the state was originally facing a \$1.5 billion deficit, which then rose to \$1.74 billion, then dropped to \$1.3 billion, then to \$994 million by the start of the regular session, and then to \$692 million assuming the influx of federal funds from individual income tax reform. Estimates of additional funds from corporate tax reform reduced the deficit to around \$400 million. Waiting longer may have resulted in no deficit at all.

However, three days before the deadline, the Legislature managed to come to agreement on a tax plan. Most of the revenue came from HB 10 by Rep. Paula Davis, R-Baton Rouge, which was the major sales tax legislation that retained the temporary “fifth penny” of state sales tax at the reduced level of .45 percent until 2025, when the issue will be revisited. That bill raised revenues short of what the governor had requested, but more than the Republican delegation deemed necessary. Sen. Jack Donahue, R-Covington, said it best: “Nobody likes this bill; nobody has a better solution.” As passed, the bill also retained some exemptions and exclusions until the 2025 sunset date. Manufacturing machinery and equipment is now exempt from the state sales tax, as is the use of steam, water, electric power or energy, natural gas and other energy sources for all taxpayers. As part of the compromise legislation, business utilities will continue to be taxed at 2 percent for state sales tax, rather than the entire 4.45 percent. In addition, the bill continues to exempt 110 items, which include, but are not limited to:

- Other constructions permanently attached to the ground
- Sales of electricity for chlor-alkali manufacturing
- Rentals or leases of oilfield property for re-lease or re-rental
- Labor, materials, services and supplies used for repair, renovation or conversion of drilling rig machinery and equipment
- Repairs and materials used on drilling rigs and equipment
- Installation charges on tangible personal property
- Tangible personal property for resale
- Purchases of property for lease or rental
- Sales of materials for further processing

There was an attempt during the recent sessions to establish a study committee to look into the possibility of conducting a constitutional convention to deal with the state’s budgeting and taxing structure. Those efforts failed. However, efforts to convene a convention will not go away as the concept of rewriting a portion of the state constitution is thought by many to be the best approach to restructuring or reforming the way the state does business. It will be a major issue in the upcoming statewide and legislative elections.

A number of legislators and many of Louisiana’s think tanks, trade organizations and business groups will continue to push the constitutional convention idea as the only way to avoid the same situation that lawmakers have faced for at least the past eight years with mid-year state budget deficits and fiscal shortfalls. Many will continue to say that the state raises enough money, it just can’t get to it. The problem is that so many of our laws constitutionally and statutorily dedicate money to certain situations, leaving healthcare and higher education the most vulnerable areas in the general fund. Regardless of the state economy, history will repeat, and we will be right back in this same situation no later than 2025. And, if recent trends continue, we will face the abyss even earlier.

Going back to the presumed “fiscal cliff,” Louisiana State Treasurer John Schroder has now announced the state has a \$300 million surplus from last fiscal year. However, the state’s economist, Greg Albrecht, warned that the “surplus” amount, which is tied to higher-than-expected personal and corporate income tax collections, probably does not result in an actual increase in predicted revenue. He said the corporate income tax collections “have nothing to do with the state’s economy,” and the uptick in personal income tax collections are largely due to federal tax changes.

Amidst the ongoing surplus talk comes good news for Louisiana’s economy. Predictions of the surplus are debatable at best and hinge on several factors, including federal tax changes. That money may not be factored into the official economic forecast. In recent weeks, well-respected Louisiana economist Dr. Loren Scott issued his annual Louisiana Economic Outlook: 2019 and 2020 showing the state’s recession ending, with the economy beginning to grow again this year.

Scott says the forecast assumes several things: the national economy will continue to grow; inflation and interest rates may rise but will not be detrimental; oil prices will rise; and natural gas prices will decrease slightly and continue the state’s industrial boom. The increase in oil prices from \$65 to \$80 per barrel is expected to revive drilling activity in the Gulf of Mexico. Natural gas prices are easier to estimate, and the decline is due to increased supply from all the horizontal drilling activity. The lower prices have helped with the increase in industry activity and expansions. However, President Donald Trump’s trade war with China and the ensuing tariffs are very concerning and could be “devastating” to the state’s economy if allowed to continue.

The previous 28-month recession resulted in the state’s losing more than 23,000 jobs; Scott’s projections show the potential to add back 23,400 next year and more than 36,000 jobs in 2020. If this holds true, Louisiana could set a historical record of more than 2 million jobs annually. Scott predicts a “monstrous industrial boom” along Interstate 10 and a big turnaround in the oil patch. In the past six years, Scott estimates the state has attracted \$181.8 billion in industrial expansions or new building. Many of those facilities and operations use natural gas as a feedstock. Industry created nearly 19,000 new direct jobs in those projects; additionally, every job created by a chemical plant creates more than 8 other jobs in other parts of the economy.

All that goes to say, as Scott does, that the recession in Louisiana would have been catastrophic without the chemical industry activity and increased investment.

The Lake Charles area is the fastest growing Metropolitan Statistical Area in the country, showing \$117 billion in announced projects over the past six years. About half of those are expected to begin construction next year, especially with the start of three liquefied natural gas projects. According to Scott, the “real boost” in the economy will come from major industrial expansions along the Calcasieu Ship Channel and the Mississippi River. The Baton Rouge MSA has more than \$500 billion in road projects, including the widening of Interstate 10 coming online next year, which will bolster that area’s construction activity. Three of the six major construction projects – a \$1.4 billion expansion at Shintech and projects at Shell Chemical and OxyChem –




**...the recession in Louisiana would have been catastrophic without the chemical industry activity and increased investment.**

are on track for completion this year. Recent announcements of possible investments of Formosa in a \$9.4 billion expansion, as well as ExxonMobil's in Baton Rouge and Shell Chemical's in Geismar are but three of many potential additional expansions and new industrial facilities under discussion in the state.

Next year – 2019 – will be an election year for all statewide elected officials and the entire Louisiana Legislature. The spring legislative session is a fiscal-only session. With last fiscal year's surplus and an expected surplus for the current fiscal year, it is doubtful there will be any attempt to pass new taxes at the state level. That is not to say there may not be attempts to further erode business tax incentives, exemptions, exclusions, credits and deductions. There will be an effort to provide pay raises to teachers and school support staff with some of the surplus money.

Despite a lack of major financial difficulties in the state budget next year, the elections will stimulate high drama on both the gubernatorial and legislative fronts.

As the chemical industry continues to be the key to Louisiana's economy, we must remain vigilant in protecting our investments. In the words of the great Winston Churchill, "Nourish your hopes, but do not overlook realities." 

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# #ACCAUGUST 2018: ADVANCING INDUSTRY- FRIENDLY POLICY WITH A PERSONAL TOUCH

Sydney Rubin, Manager, Political Mobilization

Every year, the American Chemistry Council (ACC) spans the country engaging legislators at member facilities during the month-long August Congressional recess. The #ACCAugust campaign not only gives us the opportunity to discuss key issues effecting industry with legislators, it also provides an effective forum to showcase the ways in which the chemical industry improves lives every day and creates a healthier, sustainable future.

#ACCAugust 2018 consisted of 35 events with 28 different federal and state elected officials in 18 states across the country. Five of these events took place in the great State of Louisiana where we had the pleasure of meeting with three of your federal legislators.





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Senator Bill Cassidy kicked off the August activities by visiting Huntsman Corporation in Geismar, LA. At this visit, he had the chance to see first-hand how polyurethane chemicals are made and learned about their application in the production of furniture, bedding, automotive, footwear, insulation, among many more products. During the visit, Senator Cassidy was able to field questions on various topics from our industry's most important asset, our people! Huntsman employees enjoyed meeting with the Senator and getting his perspective on issues like trade, infrastructure and job creation.

A little further north, Representative Ralph Abraham (LA-05) engaged in #ACCAugust by visiting with employees at Hexion in Alexandria, LA. On this tour, Congressman Abraham had the opportunity to see Hexion's specialty chemical production. During this meeting, the Congressman also learned about the chemical industry's dedication to Responsible Care and our commitment to safety and sustainability.

Congressman Garret Graves (LA-06) participated in #ACCAugust not once, but twice this year! Congressman Graves' first stop was a visit to Olin Corporation in Plaquemine, LA. This site is the #1 leader globally in chlorine production, and the visit gave Congressman

Graves the opportunity to see all of the benefits that chlorine and chemistry have on Louisiana's 6th district and the state as a whole. On his second #ACCAugust engagement, Congressman Graves stopped by Huntsman's facility in Geismar, where Huntsman employees had another venue to hear directly from a U.S. Congressman on the issues affecting Louisiana and our nation as a whole.

On the state legislative side, The American Chemistry Council, The Louisiana Chemical Association, and The Louisiana Association of Business and Industry were happy to host a large group of legislators. LA Rep. Ken Brass, LA Rep. Clay Schexnayder, LA Senator Eddie Lambert, and LA Senator Ed Price all had the opportunity to tour BASF's site in Geismar, LA and meet with industry officials. During this tour, we were able to highlight the myriad of beneficial impacts of the chemical industry and workforce development opportunities across the state.

What started as a small idea to tell more of a story documenting these events has blossomed into something much bigger and has continued to grow to new heights. We are so grateful for the support of the Louisiana Chemical Association and our member companies who jump onboard the August festivities each year. This initiative certainly would

not be possible without that partnership and their support. Thank you to the LCA staff who attend these events and to the member company employees who join in the fun and engage on social media with us by using the hashtags #ACCAugust and #ChemistryMatters. There is great value in hosting legislators at manufacturing sites and educating them on good, sound science. We are thankful for your support of and participation in these events.

If chemistry matters to you and you would like to join in the conversation advocating for the chemical industry with your elected officials join our online community of Chemunicators! ChemistryMatters is an online community where chemical industry friends and colleagues can come together to speak with one voice about our industry's most pressing challenges and our most promising opportunities. The campaign was initiated in 2016 and has continued to grow. Earlier this year, we launched our monthly newsletter that updates our followers with key issues and information impacting the business of chemistry. If you are interested in joining ChemistryMatters and receiving our monthly update, visit [www.ChemistryMatters.com](http://www.ChemistryMatters.com) today! You can also engage with us on social media, follow us on Twitter, @AmChemMatters, and like us on Facebook, @AmericanChemistry.

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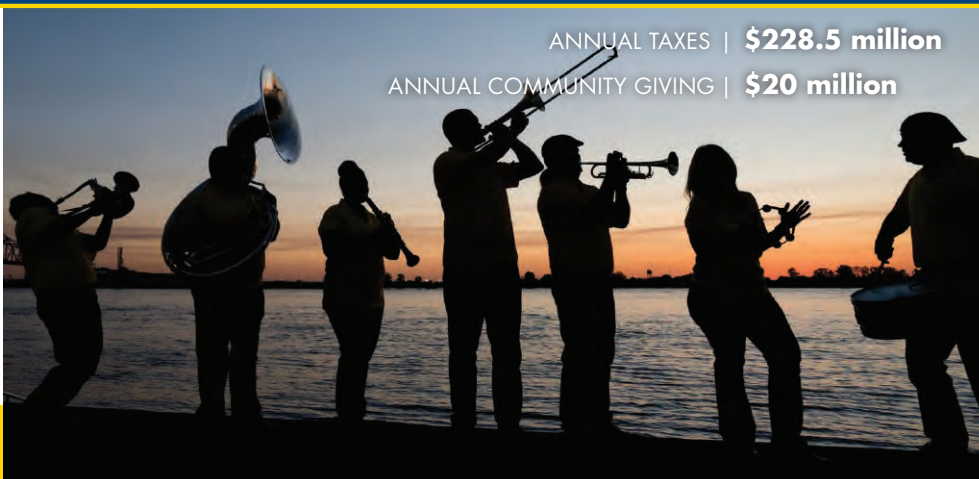
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# DOES LOUISIANA NEED A CONSTITUTIONAL CONVENTION?

By Robert Travis Scott  
President, Public Affairs Research Council of Louisiana

We hear a great deal of talk these days about whether Louisiana needs a constitutional convention as a solution to the state's seemingly chronic fiscal woes. Every year – or even multiple times a year – the Legislature meets at the Capitol with a now familiar distress call over state revenue instability, inflationary spending, inflexibility in the appropriations process and confusion over what is really happening. Is this situation the inevitable consequence of politics in a representative democracy? Or is the fundamental structure of our system to blame, and therefore in need of fixing?

Looking over the past 15 years, the state has experienced a combination of upheavals, bad decisions and useful partial reforms that have played a role in shaping our current reality. Among the major shifts not entirely in our control: Hurricanes Katrina and Rita and the economic boom that followed, the national recession, oil and gas price declines, and a costly smack in the head from a lower federal Medicaid matching rate. Coinciding with this period was a mixed scorecard of significant tax cuts, massively expanding tax credit programs, a federal bailout for the states, substantial cuts of direct state support to colleges, agency budget cuts and overall fewer state employees largely through state charity hospital privatizations.

For too many years, Louisiana got into the habit of patching its budget with a combination of trust fund depletions, debt defeasance maneuvers, lawsuit settlements, fund sweeps, delays in paying bills and other short-term fixes. Four tax amnesty programs between 2009 and 2015 were basically a way of accelerating collection of owed taxes and driving settlements in tax disputes with corporations. All of these measures were ways of borrowing from the future. And they were drawn from

sources that would not be available in subsequent years.

Eventually state spending relied on well more than \$1 billion from income sources that would not be renewable, and the outcome was predictable: higher taxes.

Perhaps the worst habits of budget borrowing have fallen away and a new era of stability has begun, but history has told us not to bet on that outcome. Many lawmakers feel a deep sense of frustration that state agencies and legal restrictions are making the appropriations decisions, not the constitutionally charged Legislature. Various reforms have been proposed. These include greater transparency and accountability in state spending, clearer information about the budget process, spending caps and re-evaluations of dedicated funds. Targeted programs, especially in health care, have been proposed to be limited or streamlined. The Legislature itself has been reluctant to eliminate any government programs, even in rare cases when recommended by an agency. Indeed, based on recent revenue and spending projections, the Legislature is likely to face a large shortfall in its projected budget for the 2020-21 fiscal year. It seemingly never ends.

Seizing on this concern, and adding deeper questions about the very structure of state government and its relations with local governments, a number of citizens and lawmakers have pressed for a rewrite of the state's Constitution. This could take the form of a constitutional convention, or a voter-approved redrafting of particular constitutional articles, or a package of reform amendments. Such an achievement would require strong leadership, an articulate vision, and some consensus about the real need and the desired results. We

would have to get beyond the platitudes and dreamily optimistic outcomes.

Some constitutionally foundational principles will not, and should not, change. Paying debt and the state's pension obligations ought still to be high priorities. But that doesn't mean we can't reform our debt load and practices, or address problems and future liabilities in our state retirement systems. Rising health care costs are dictated largely by federal regulations, industry trends and the proliferation of Medicaid programs, not by the Constitution. But that doesn't mean we can't re-evaluate those portions of the Constitution that address health care.

Some funds may need protection, such as the rainy day and coastal funds, but that doesn't mean we can't re-evaluate the many protected funds and spending mechanisms in the Constitution and consider whether they should be placed in a more flexible statutory environment. We might want to preserve some funds created in the 1980's and '90s, but that doesn't mean we can't re-evaluate the direction of their spending in light of the priorities and values we have in the 2020's. We might want to preserve the state's role in sustaining K-12 education across all school districts, but that doesn't mean we can't consider giving local governments more control over their own financial futures.

These are big, risky and controversial thoughts. Given the trends we've seen, the persistent poverty, and the continual low rankings for Louisiana in so many economic and social surveys, perhaps the biggest risk is staying on the same track. ❁



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# LOUISIANA MOMENTUM: PARTNERSHIPS WITH PRIVATE SECTOR FUEL MAJOR PROGRESS



## Don Pierson, LED Secretary

At Louisiana Economic Development, we believe the current state of our economy can be embodied in one word — momentum. Louisiana is rapidly moving forward, and we're headed in the right direction.

Economic development projects we've announced since January 2016 will create more than 25,000 new jobs across our state, while retaining another 16,000 existing jobs at expanding companies in our state. And the new capital investment associated with these project wins is greater than \$26 billion.

We have more Louisiana residents working today than ever before — more than 2 million employed — and we reached our lowest unemployment rate in a decade this year.

By the first quarter of 2018, Louisiana's Gross Domestic Product reached an annual rate of \$254 billion, the highest in our history, and Louisiana's growth rate ranked among the top third of all states. Our major project activity has led to the highest level of construction employment in state history — more than 150,000 workers. There is no greater evidence of confidence in Louisiana than the significant capital investments made here after careful analysis. In Southwest Louisiana,

for example, \$117 billion in projects have been announced. Louisiana has recovered from the recession, and is expected to add nearly 60,000 jobs the next two years.

Judging by those numbers, we know manufacturing continues to be a great strength in our economy, with major project announcements this year by companies such as Formosa Petrochemical and Shintech Louisiana. But we're also continuing to diversify our economy with exciting developments in North Louisiana in what has come to be known as the I-20 Cyber Corridor. We've witnessed a consistent uptick in 2018 in our film and entertainment sector after some meaningful program improvements were achieved in the 2017 regular legislative session.

Louisiana continues to provide unrivaled support to its private sector partners, including Louisiana Chemical Association member companies, and maybe the best example of such support is our LED FastStart program. FastStart provides innovative employment recruiting, screening and training for qualified companies that are helping to grow Louisiana's economy. FastStart continues to perform at a very high level to help ensure that eligible employers in the state have the

trained workforce they need to be successful. In fact, the program in 2018 was ranked the best state workforce training program in the U.S. for the ninth consecutive year.

We've even added the industry expertise of former LCA board member, Charlie Freeburgh, as FastStart's Workforce Initiatives Manager, and we're glad he's on board engaging with industry and education stakeholders to identify gaps in the workforce development system and to develop strategies to address them.

LED is also joining other public- and private-sector partners to interest younger students in STEM, or Science Technology Engineering and Mathematics-based careers. Part of the STEM strategy is to sync regional job demand to STEM preparation of the regional student population. In September, we supported a Statewide STEM Summit in Baton Rouge, and we continue to advocate for STEM-based programs at all levels of education.

Another sign of our forward momentum is the recognition we're receiving from experts in our field.

I've already mentioned FastStart's dominance in workforce development, but last month Area Development ranked Louisiana No. 7 in the magazine's annual Top States for Doing Business report, with the state earning a Top 10 position for the eighth consecutive year. Over the summer, Southern Business and Development magazine ranked Louisiana No. 2 in the South for economic development results. Also in July, LED earned recognition as an Accredited Economic Development Organization, becoming the only state agency in the U.S. and one of only 61 economic development groups in the world to currently hold AEDO status.






Throughout this year, we've also attempted to address the chemical industry's concerns in a meaningful and productive manner.

We believe we have landed in a better place with notable improvements to simplify and streamline the Industrial Tax Exemption Program process, both for applicants seeking predictability and certainty, and for local governments exercising their judgment on ITEP applications for the first time. We appreciate the active involvement of many LCA member companies and their representatives in the public comment process that culminated with revised rules being published in the Louisiana Register on Aug. 20, 2018.

We know ITEP provides strong incentives for manufacturing investment and employment growth and that ITEP remains key to Louisiana's ability to compete for manufacturing jobs and capital investment. Louisiana's manufacturing sector has grown by more than 5,000 jobs in the past year. Incentives won't make a bad location a good location, but incentives are essential in competing for projects domestically and internationally. Beyond incentives, Louisiana dominates with our rich resources, superior logistics (ports, rail, highways, pipelines) and utility infrastructure (electricity, gas, water, wastewater). Louisiana is truly blessed with remarkable attributes that will only appreciate with time.

LED spent much of 2018 actively monitoring trade and tariff issues. I've participated in several international trips this year, and one reason we undertake these foreign missions is to engage face-to-face with foreign companies and potential investors in their offices and to assure them they can be successful in Louisiana. International outreach has been a consistent point of emphasis for LED, and we will continue to position Louisiana as an optimal trade state, a location that welcomes Foreign Direct Investment and demonstrates dedicated support for both international and domestic projects.

We believe our engagement and leadership are helping to create a better Louisiana. Our efforts are supporting our existing businesses and helping to create and maintain the jobs of the future throughout Louisiana. Leveraging strong partnerships with organizations like the Louisiana Chemical Association, we are increasing opportunity, improving quality of life, and helping ensure that Louisiana's success will provide unlimited opportunity for our families, our children and Louisiana's next generation. We are confident that the best is yet to come, and proud to be a part of a partnership that will create incredible progress and results. The momentum that will certainly carry us forward is here today. 



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# LOUISIANA'S CHEMICAL INDUSTRY: AN IMPORTANT STORY TO TELL

By Marc Ehrhardt

By providing more than 29,000 direct jobs, supporting nearly \$80 billion in sales for businesses and generating more than \$1.1 billion for the state treasury, it is clear that the chemical industry is essential for Louisiana's economy and way of life. However, many Louisianians need to know more about the vast impact the industry has on our state. They only know what they see while driving down the highway and backroads.





Educating the public and increasing awareness about the far-reaching significance of Louisiana's chemical industry is crucial to gain informed support from communities and elected officials of current facilities, as well as future investments and expansions.

To this end, earlier this spring the Louisiana Chemical Association (LCA) commenced a multi-faceted grassroots campaign to demonstrate the chemical industry's value while creating an identified pool of Louisiana citizens that support it. Partnering with The Ehrhardt Group, a Louisiana-based public relations and marketing firm, the campaign has reached industry employees, families and community leaders across the state through social media platforms such as Facebook and Instagram, as well as traditional print, television and radio outlets.

On social media, two channels have been created to distribute information to followers and social media users. The LCA Facebook page, the focus of the social media campaign, has gained 4,500 followers since its launch. During this time, the followers have engaged with daily posts highlighting LCA and LCIA members, facts about the industry's economic impact, community investments, everyday products made possible at chemical facilities and more. The Louisiana Foundation for Excellence in Science, Technology & Education (LaFESTE) Facebook page was created as a separate entity to provide information on the community, economic and education benefits of the industry in Louisiana. The page, which was created in May, has more than 2,600 followers that view the weekly informative posts.

In addition to the 7,000 followers these channels have accrued, advertisements on both Facebook and Instagram have targeted additional social media users that are most likely to support the chemical industry. These ads, which feature data on the industry's impact statewide and in specific parishes, have reached more than one million users. While digital advertisements are the easiest way to get information quickly to a large audience, print advertisements are still ideal in certain circumstances. For example, LCA designed and placed one full-page ad and one front page wrap in *The Advocate*. This placement was strategically timed with the Louisiana Board of Commerce and Industry's important vote on the new Industrial Tax Exemption Program (ITEP) rules.

Traditional media sources play an impor-

## Our Chemical Industry

# POWERS LOUISIANA



### Public School Teacher Salaries

Chemical industry taxes **pay the salaries** of at least 4 of every 10 public school teachers in Louisiana.



### Louisianians Earn More Money

On average, Louisianians working in the industry earn \$2,050 every week. This is **\$1,180 more** than the statewide average.



### More Property Tax Dollars

\$2 of every \$3 property tax dollars collected in the Capital Region are **paid by industry**.



### More Tax Revenue For Parishes

Billions in investments will come onto property tax rolls during the next 5 years – which means **billions in new tax revenue** for parishes.

When Louisiana Encourages Job Creation...  
Our Neighbors and Communities Win.  
Every Time.



Learn more about **Louisiana's Chemical Industry** and building for the future at [www.lca.org](http://www.lca.org)

tant role in spreading awareness and educating the public about subjects affecting the everyday lives of citizens in the community, such as business updates and timely information. Over several months, LCA collaborated with noted economist Dr. Loren Scott to complete a report, “The Economic Impact of the Chemical Industry on the Louisiana Economy: An Update.” To showcase the significance of the new report, The Ehrhardt Group pitched media statewide and secured coverage in several outlets including WVLA-TV, The Advocate, BIZ New Orleans, Greater Baton Rouge Business Report, The Daily Comet, BIC Magazine, The Moon Griffon Show and Harris, DeVille & Associates’ Tuesday Tracker newsletter. The information was also used to produce videos of Dr. Loren Scott, LCA President Greg Bowser and several plant managers from across the state for additional content highlighting the reports’ findings and what it means for future growth.

Facts and figures are essential tools to showcase the magnitude of the industry in the budgets of state and local governments and the payroll of thousands of industry workers. However, the best way to put a face to the industry is to share real stories and testimonies on how the sector has impacted the lives of specific people, families or communities.

A new-found appreciation for the indus-



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Facts and figures are essential tools to showcase the magnitude of the industry in the budgets of state and local governments and the payroll of thousands of industry workers.

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try can be developed when sharing stories of individuals who have built their lives around the industry, sent their kids to college with their paychecks or received outstanding public school education from industry taxes. The video campaign launched with the feature of two workers at BASF in Ascension Parish. One is a single mother, Lizz Taylor, working as a plant operator who has been able to provide for her family and send her daughter to the University of Louisiana at Lafayette with her salary earned through the industry. The second video featured Tanner Martinez, an environmental health and safety team leader that spoke about industry efforts to keep workers and the larger community safe and environmentally-friendly. Both videos provided insight into how the industry has impacted the lives of individual workers at chemical facilities.

The next phase of the project will feature how the industry has impacted the larger community. This video will feature St. Charles Public School Superintendent Felecia Gomez-Walker, a vocal advocate of the industry who knows first-hand the positive impact it has had on the St. Charles Parish economy and school system. Her story is one of many that shows the opportunities available when industry, school systems and elected officials come together to build a stronger community for their families and neighbors.

As public approval becomes even more



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important with the roll-out of the new ITEP rules, it is crucial that LCA and LCIA member companies participate in the grassroots campaign. Any charitable investments or good-will that your facility participates in is exactly the type of story the public needs to know about, even if you consider it commonplace. Partnerships with schools, non-profits or small businesses highlight the ripple effect the industry has on its surroundings. Employees whose lives changed because of the industry are the best way to show how important the 29,000 jobs really are to Louisiana citizens. Your stories could be the next social media post, video or newspaper article that make a difference in changing public perception of the industry.

To share your good news or submit a story, email [rob@lca.org](mailto:rob@lca.org). The Ehrhardt Group looks forward to continue working hand-in-hand with LCA to highlight all of the incredible work you do every day.



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IN LOUISIANA**



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# LCIA Membership Application

One American Place, Ste 2040, Baton Rouge, LA 70825  
(225) 383-7791 (225) 334-0642 FAX

REVISED 01/15/13

Company Name: \_\_\_\_\_

Mailing Address: \_\_\_\_\_ Parish: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_ Phone: \_\_\_\_\_

Website Address: \_\_\_\_\_ Fax: \_\_\_\_\_

# of employees in Louisiana \_\_\_\_\_ (fulltime & year round contract)

### LCIA Dues Schedule (Check One):

#### Gross Sales in Louisiana

- Above \$500,000,000
- \$250,000,001 - \$500,000,000
- \$50,000,001 - \$250,000,000
- \$1,000,001 - \$50,000,000
- \$250,001 - \$1,000,000
- \$250,000 and under

#### Annual Dues

- \$1,250
- \$1,000
- \$ 750
- \$ 500
- \$ 250
- \$ 125

#### # Free Listings

- 10 (primary contact + 9 additional)
- 8 (primary contact + 7 additional)
- 6 (primary contact + 5 additional)
- 4 (primary contact + 3 additional)
- 2 (primary contact + 1 additional)
- 1 (primary contact only)

### Directory Listings:

Each company designates one Primary Contact and is encouraged to list other locations for meeting notifications, some of which may be free (as shown above). **Beyond the free listings, additional contacts can be added for \$30.00 per listing, per year.**

### Primary Contact:

Mr./Mrs./Ms. \_\_\_\_\_ Title: \_\_\_\_\_ E-mail: \_\_\_\_\_

**Additional listings contact:** (If address, phone or fax number is different from above company information, please attach separate list)

Mr./Mrs./Ms. \_\_\_\_\_ Title: \_\_\_\_\_ E-Mail: \_\_\_\_\_

Mr./Mrs./Ms. \_\_\_\_\_ Title: \_\_\_\_\_ E-Mail: \_\_\_\_\_

**Please enclose a check for Annual Dues plus \$30.00 for each additional listing (if any). To pay for your Annual Dues and Additional Listings with a Visa, MasterCard or American Express card, please call Lisa Pulizzano at (225) 376-7670 or enter the information below and mail or fax to the above address.**

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*In 2016, container-on-barge services returned to the Port. Today, operator SEACOR handles up to 400 containers at a time, loading them with a variety of products from nearby industries and transporting them to the Port of New Orleans for export.*



**Local industry** acceptance is helping ensure confidence in the service. SEACOR has increased from one to two runs to New Orleans per week, and volume has nearly quadrupled.

**The Port** is accruing equipment for quicker and easier transport with the assistance of a \$1.75 million Maritime Administration grant. A \$4-5 million expansion of the container yard is being partially funded through Louisiana's Port Priority Program.

**Port Executive Director** Jay Hardman said, "We are excited about acquiring more efficient equipment and adding infrastructure. Every one of our containers that goes down to New Orleans for export is one less 18-wheel truck on our roads and bridges."

**For more information, contact Greg Johnson: 225-342-1660.**



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