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# CLIMATE CHANGE



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THE ALLIANCE IS A PUBLICATION OF THE LOUISIANA CHEMICAL INDUSTRY ALLIANCE, WHOSE MEMBERS ARE LOUISIANA'S CHEMICAL MANUFACTURERS AND THEIR VENDORS AND SUPPLIERS. THE PURPOSE OF THIS MAGAZINE PUBLICATION IS TO ADVOCATE A BETTER UNDERSTANDING OF THE BENEFITS OF CHEMISTRY TO LOUISIANA AND THE WORLD, WHILE HIGHLIGHTING ITS ESSENTIAL NATURE AND BENEFITS TO EVERYDAY LIVING. THE ALLIANCE IS PUBLISHED TWICE ANNUALLY.

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# CLIMATE CHANGE

## WILL IT DAMPEN INVESTMENT IN LOUISIANA AND KILL JOBS?

The climate is changing in Louisiana, not the kind of climate change that you have heard about for so many years.

It's the business climate that has taken a bad turn in the wrong direction.

Billions of dollars in state tax increases on business over the last year have created concern in corporate board rooms around the world as multi-national corporations consider massive capital investments.

People are wondering whether the so-called temporary taxes will be extended, increased or even made permanent. These are taxes that hit the bottom lines of plants that are already in Louisiana, like new levies on manufacturing machinery, equipment and utilities. Expansion plans now have to be re-visited.

Business climate change is also an impediment to green site or grass roots growth and job creation. How these "taxing problems" will affect the billions of dollars of announced investments, and the billions more that are in the cue, remains to be seen as corporate planners put the pencil to the new math they now have to build into their costs of locating in Louisiana.

Economic developers in Texas, where many of these taxes do not exist, are doing backflips. They know they've been given the green light to poach projects from their industrial neighbor to the east.

For years it's been argued that Louisiana has to analyze the structure of its budget to come up with ways to prioritize spending and equitably collect the revenue that's required to fund it.

Billions of dollars are tied up in constitutional and statutory dedications, leaving very little space for budget administrators to operate when it comes to trimming spending.

Clearly, lots of reform is required. We need to ask ourselves what should be the major priorities of state government, and what can be more effectively and efficiently handled at the regional, parish and local levels. This process is going to take a lot of political energy because it will probably result in a drastic re-arrangement of the current relationships between Louisiana's state and local governments.

Maybe a fresh look at our Louisiana constitution

would be in order. Spoiler alert: this idea will create a lot of angst if you mention it to any interest that is now constitutionally protected!

The current document, ratified in 1974 and amended beaucoup times, is over 40 years old. It replaced a constitution that was just over 50 years old.

The state constitution, among many other things, establishes the basic relational framework between Baton Rouge and the locals. *Is this the framework we need for the 21st century?*

As this issue and many others are debated, know that the LCA and the LCIA will work with you, our members, to advocate what's best for job growth in Louisiana. We are all very proud of our state and the potential it offers to our young people. We don't want that potential impeded by policies that kill jobs instead of create them.

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Louisiana Chemical Association  
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ATTORNEY GENERAL  
JEFF LANDRY MOVES TO QUICKLY

# END THE “BUDDY SYSTEM”

By: Melissa Landry  
Executive Director, Louisiana Lawsuit Abuse Watch (LLAW)

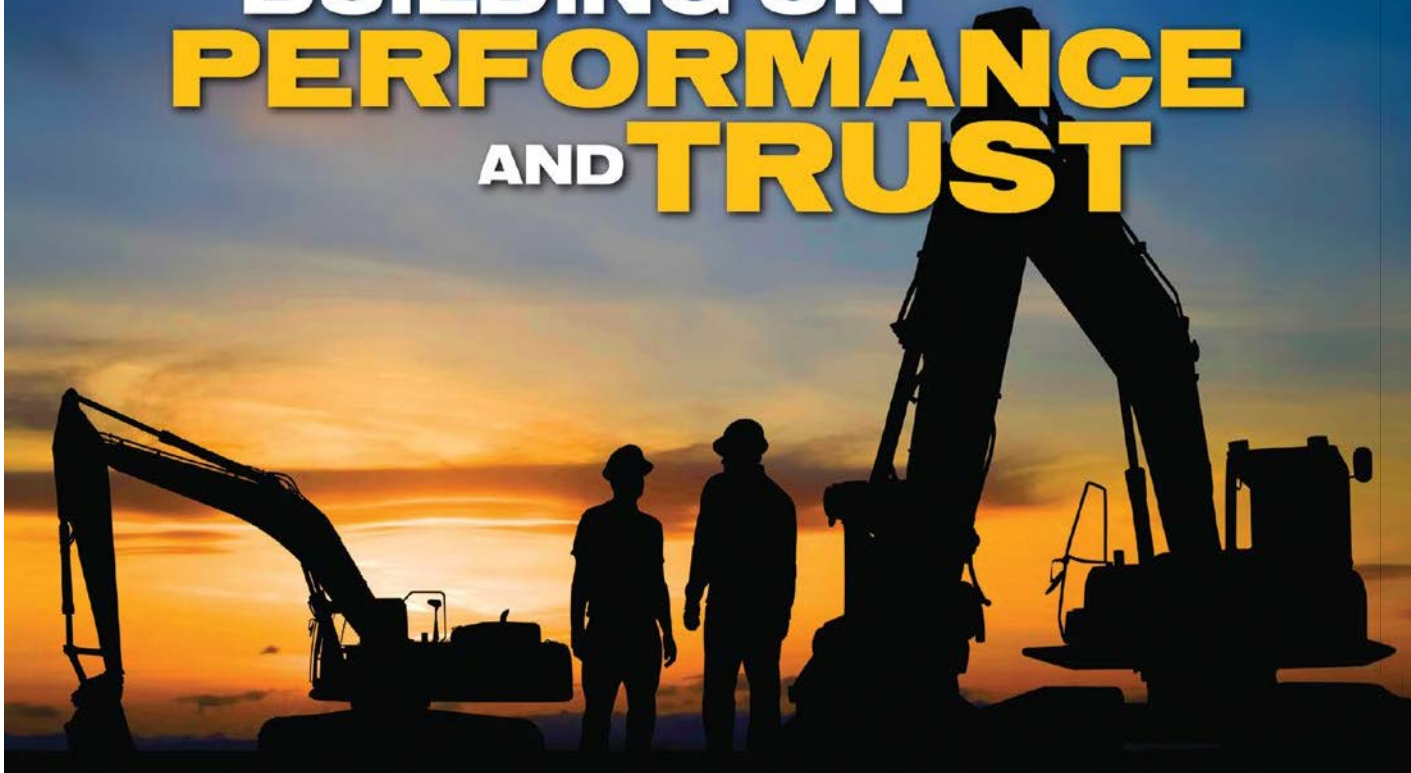
Attorney General Jeff Landry is wasting no time declaring that there is a new sheriff in town.

Last year, Landry ran on a reform agenda, which led to a resounding defeat of the former two-term incumbent attorney general. Now he is moving quickly to make good on his campaign promise to end the corruption that had taken root in the state’s Department of Justice under his predecessor.

Cronyism and backroom deals in the Attorney General’s Office have been a concern of the business and legal reform community for a long time. Under former AG James “Buddy” Caldwell, the use of private lawyers to represent the public’s interest in government litigation increased significantly, with a large number of outside law firms working on a contingency fee basis.



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This practice can create an improper incentive for profit-motivated attorneys to initiate and drive civil litigation under the guise of public interest. This problematic issue is highlighted by the Southeast Louisiana Flood Protection Authority-East's (SLFPAE) misguided lawsuit, and the efforts of their private contingency fee lawyers to continue litigating the case through the appellate process despite having a weak legal argument and a lack of public support.

Furthermore, the government's retention of private personal injury lawyers on a contingent fee basis invites opportunities for abuse.

In 2013, Louisiana Lawsuit Abuse Watch partnered with the political blog TheHayride.com and WWL TV to launch a series of investigations that exposed Caldwell's practice of awarding highly lucrative no-bid legal contracts to his top campaign contributors. Under the scheme, which became known as the "Buddy System," politically connected law firms made more than \$54 million off of state legal contracts awarded by Caldwell.

In February 2016, Attorney General Landry put an end to many of those "good old boy" deals, cancelling dozens of legal contracts that benefited many of Caldwell's top campaign contributors and nearly 50 contracts with the private law firms of district attorneys around the state.

Landry also cancelled all of the legal contracts Caldwell had initiated with outside law firms to manage Louisiana's oil spill litigation, which allowed some private attorneys to charge the state exorbitant rates as high as \$600 an hour. The remaining legal work to finalize the state's \$18.7 billion settlement with BP was handled by in-house staff attorneys. The change likely saved the state thousands if not millions of dollars in unnecessary legal fees.

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In addition, Landry announced a new policy that prohibits attorneys on his staff from doing private legal work on the side, a step that will help avoid even the perception of impropriety.

Clearly these concrete reforms took tremendous guts and political fortitude to make, and we join many people across Louisiana who have applauded Attorney General Landry for making them. The apparent pay-for-play system that flourished under his predecessor left a stain on the integrity of the Attorney General's Office and unquestionably contributed to our state's reputation as a "judicial hellhole."

Without a doubt, these changes

will help to improve that negative perception, and they go a long way toward correcting some of the sins of the past.

It is also encouraging that Attorney General Landry acknowledges there is more work to be done. At the press conference announcing these new good government policies Landry said, "Reform at the Department of Justice does not end today. We will continue to find ways to make the office an honest, ethical, and hardworking agency that the citizens of our State can rely upon and be proud of."

Indeed, we couldn't agree more. As the state's chief law enforcement

officer, the attorney general has a sworn duty to protect and serve the people of Louisiana. The people he hires to help carry out that duty should be selected based on their experience and expertise—not their personal and political connections.

Given AG Landry's commitment to ending the "Buddy System," we fully expect that will be the case. ❁

*Melissa Landry (no relation) is executive director of Louisiana Lawsuit Abuse Watch (LLAW), one of the state's leading grassroots legal watchdog organizations. To learn more, visit [www.LLAW.org](http://www.LLAW.org).*

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## MEMBER SPOTLIGHT:

# **BACKFLOW** *PREVENTION SERVICES*

**Backflow Prevention Services, LLC (BPS)** was formed in 2004 as a spinoff company of Capitol Engineering, LLC. The company provides training and consulting services in the cross connection control and backflow prevention industry throughout Louisiana and the Gulf Coast region. Training services focus primarily on certification and recertification for the installation and testing of backflow preventers. In addition, BPS provides continuing education to engineers, plumbers, building officials, administrators, and water and sewer system operators.



## **CONSULTING SERVICES FOCUS ON TWO (2) AREAS:**

1. Development, implementation, and management of cross connection control and backflow prevention programs for water systems;
2. Cross connection control surveys for private clients.

The first of the two consulting services is a complex, though not complicated, process whereby BPS assists water systems in achieving compliance with national and state regulations to mitigate risks associated with water system contamination. The cross connection control survey component of BPS's work targets premise plumbing in various industries. These industries include chemical plants, hospitals, nursing homes, etc. seeking to mitigate risks associated with contaminating the drinking water and to achieve regulatory compliance.

## **HISTORY OF BACKFLOW PREVENTION SERVICES, LLC**

The founder of BPS, Mitch LeBas, worked as a consultant for decades in the engineering profession primarily as a hydraulics engineer. He was a lead design engineer and construction manager before starting his own company, Capitol Engineering, LLC, in 2001. As a means of supplementing revenue in the newly established engineering business, Mitch became certified as a backflow preventer tester through the University of Florida's TREEO Center in 2003 and began testing backflow preventers for several of his engineering clients. This newfound interest of protecting the drinking water lead to continuance of the certification process through TREEO. Ultimately, Mitch became recognized as a Program Manager through the TREEO organization. As backflow work continued to increase, Backflow Prevention Services, LLC evolved in 2004.

Over the next five (5) years, Mitch combined engineering projects with backflow work until ultimately transitioning into working solely within the backflow industry full time in 2009. The early vision of assisting water systems with compliance, while providing certification training to plumbers and testers, remains the basis of the company's activities to date. Throughout the course of the company's growth, Mitch's vision continues to impact the ebb and flow of the projects to benefit BPS's clients by minimizing cost and time burdens on the client's personnel and administrators. As such, several software products have been created to maximize efficiency of data collection during cross connection control surveys and the tracking of test reports for backflow preventers.



# MEMBER SPOTLIGHT:

## **BACKFLOW** PREVENTION SERVICES

### **CURRENT OPERATIONS AND SERVICES**

While most of the services offered by BPS focus on assisting clients with regulatory compliance, many clients actually focus on risk mitigation to ensure safety of the drinking water at their facility ... which ultimately is the focal point of the regulation! Documented cases of water system contamination through cross connections (existing or potential connections of the potable water to a non-potable source) are readily available on the internet and can be problematic from a financial, public health, and public relations standpoint.

BPS offers the following services, depending on need, to individual, governmental, and private clients:

#### **Backflow Preventer Testing**

BPS offers testing services on all testable backflow preventers.

#### **Backflow Boot Camp®**

BPS will soon begin offering Backflow Boot Camp® to water system administrators, water system operators, and building officials to aid in the implementation of cross connection control programs. This package will be a training/consulting experience aimed at assisting water systems with the implementation of their programs. The package will also include a complimentary trial of GARDER® software to track their surveys and backflow preventer testing and maintenance records.

### **Continuing Education**

BPS provides continuing education on cross connection control and backflow prevention to sewer and water system operators, plumbers, engineers, healthcare professionals, and chemical industry professionals. Several of our regular training sessions are approved by the Department of Health and Hospitals for water system operator continuing education hours. In addition, many of our courses are approved by the LA Workforce Commission for tuition reimbursement.

### **Program Development, Implementation, and Management**

BPS assists clients with the development, implementation, and management of cross connection control and backflow prevention programs. While various programs are available in “generic” format, BPS assists clients by developing programs that are specific to their individual water system. The written program is comprehensive in nature and is a valuable tool to educate system personnel. The program Policy and Procedures Manual is essential to the overall success of implementing and managing a backflow prevention program.

Program implementation involves the review of the water system records, along with site surveys to evaluate types of water use, in order to determine where backflow prevention assemblies are required within the system. In addition, customers requiring backflow prevention are notified of the requirement in this phase of the project.





Program management services include the maintenance of test records once the backflow preventers are installed in accordance with the developed program. This service also includes notification to customers of annual testing dates. BPS uses its own specifically designed software, GARDER® to perform these tasks.

### **Cross Connection Control Surveys**

LCA members may be aware that in Louisiana, Revised Statute 40:4.12 requires that a plan be developed to protect the potable water supply at chemical plant facilities. Part of the plan is the requirement that a 5-year cross connection control survey be performed by an individual meeting the requirements of 2012 IPC (LA Amended) Section 608.8. BPS performs these cross connection control surveys using a fully credentialed staff to aid in meeting the regulatory compliance. During a cross connection control survey, an analysis of existing water use is made to determine the degree of hazard present and the type of backflow prevention assembly required, if any. The results of the survey are documented in our own CCC Survey software and a report is generated in easy to use format.

### **Backflow Preventer Tester Certification**

BPS offers an intense 40 hour certification course for individuals to become approved to install and/or test backflow preventers. The course consists of both a lecture and lab curriculum and is conducted in Baton Rouge on approximately six (6) occasions each year and at various other locations throughout Louisiana upon request. The course is approved by the State Plumbing Board of Louisiana and recognized by the Louisiana Department of Health & Hospitals.

### **PAST PERFORMANCE**

BPS has performed numerous cross connection control surveys for LCA members and other industries throughout Louisiana. While most of the findings identified in previous surveys were incidental, keep

in mind that the potable water is used in sinks and eye wash stations throughout the facility and any contaminant entering through a cross connection can have a detrimental impact on the health and safety of facility employees and visitors. More troubling findings were items such as direct cross connections to chemicals. Often times, BPS handles the situations through effective training in operational procedures. As an example, a quick instructional meeting with the subcontractor at a facility advising that the water hose not be submerged in the vessel (shown in the photo) saved the facility owner potential untold damages as a result of a backflow incident.

### **FUTURE OBJECTIVES**

BPS looks forward to a continued working relationship with our current clients and is willing and able to expand our services to others in need of achieving or maintaining regulatory compliance. In addition, BPS welcomes the opportunity to provide quality training in the area of cross connection control and backflow prevention to administrators and operators seeking to maintain a risk free working environment through maintenance of safe drinking water.

### **CONTACT INFORMATION AND LOCATION**

BPS is conveniently situated to many industrial facilities in the Baton Rouge metropolitan area. Our office is located at 799 Gardere Lane, Baton Rouge, LA 70820 which provides easy access to the Mississippi River chemical plant corridor. We can be contacted by any of the methods listed below.

**Phone:** 225-763-6960

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**Web:** [www.backflowpreventionservices.com](http://www.backflowpreventionservices.com)



## MEMBER SPOTLIGHT:



Cornerstone Chemical Company's Fortier Facility sits on 800 acres in Waggaman, Louisiana, just outside of New Orleans, and represents a significant economic and civic investment to the local community and the state of Louisiana. The Fortier site was once the location of a large cypress plantation home formerly known locally as Orange Grove Plantation. The original plantation was sold in 1952 to make room for construction for facilities to produce acrylonitrile and nitrogen products.

Over the decades, new construction and multiple expansions have helped operations at Fortier to thrive and offer new intermediate products to customers. Today, the facility manufactures high quality products shipped around the globe, including acrylonitrile, melamine and sulfuric acid/oleum. These chemicals go into goods to make life safer, help improve and protect the environment, improve the productivity of the land and improve the longevity of many items for everyday life.





In August 2013, Incitec Pivot Limited and Cornerstone Chemical broke ground on a \$1.025 billion project that combines construction of Dyno Nobel's \$850 million ammonia plant with Cornerstone Chemical's \$175 million investment in upgrades and infrastructure expansion at Cornerstone's Fortier Manufacturing complex. Nearing completion and commissioning, the plant promises to support an annual capacity of 800,000 metric tons at the Fortier Manufacturing Complex. This project and future expansions will ensure that Cornerstone's facilities will continue to sustain the world-class business that has been now operating for more than 60 years.







# MEMBER SPOTLIGHT:



## A VALUED WORKFORCE AND STRONG COMMUNITY PARTNER

Cornerstone's workforce is the key to continued success. With more than 450 permanent employees, the Cornerstone Fortier Facility is a significant employer in Louisiana and the greater New Orleans area. More than 50 percent of the site's workforce lives within 10 miles of the facility.

A new, robust maintenance training program built from familiar NCCER curriculums allows Cornerstone to assess applicants and create individualized training plans for multiple crafts. Over the past two years, this has enabled the organization to evaluate strengths across the maintenance workforce and find top talent for craft related work.

By contributing time and resources, Cornerstone enhances the lives of the people and institutions in the community and areas surrounding the Fortier site. It has a history and a reputation of supporting local community organizations.

Cornerstone believes that good corporate citizenship involves an active contribution that make communities better places to live and work. Consequently, the company supports a variety of educational and mentoring programs, contributes time and money to local charities, sponsors community events and conducts outreach programs.

It is also a priority to keep local communities and neighbors informed of our operations. To accomplish this,

Cornerstone has established a community advisory panel, or CAP, made up of local community leaders and neighbors. The CAP's mission is to open and maintain a dialogue with neighbors and local citizens about plant operations and to answer any concerns about the plant's impact on the environment.

For years, Cornerstone Chemical Company has continued to support and enhance positive programs such as:

### Job Shadowing Program

Twice each school year, the Cornerstone Fortier Facility opens its doors to host job shadowing days. High school students from the area pair with employees in various functions to learn more about various career paths. Students take a plant tour and spend time with employees in the field.

### Career Development Program

Each semester, volunteers from the Cornerstone Fortier Facility spend time with students at several local Louisiana technical colleges to help prepare them for job interviews and provide additional knowledge on technical careers in the industrial workforce. Cornerstone hosts plant tours and attends career fairs in support of the technical programs to develop future talent for the industry's growing workforce. Volunteers from Cornerstone's management team participate in advisory boards for technical programs and have also participated in teaching courses at local technical

schools in maintenance as well as process technology.

### United Way Contribution & Volunteerism Program

Cornerstone employees have contributed to the United Way Southeast Louisiana chapter for years. The Cornerstone Fortier Facility has been a Centennial Club Member, donating more than \$100,000 annually over the past decade. Cornerstone's involvement does not stop with monetary donations. Cornerstone employees volunteer to work in the agencies, to serve on the board of directors of the local United Way chapter and to help with a number of projects to repair, beautify and improve schools, agencies and houses in nearby communities.

### Cooking Team

Cornerstone employees volunteer their time to prepare and serve food for worthy causes. Recent events include: Multiple Sclerosis Society Tour for Cure, United Way functions and the Ochsner Levee run. The Cooking team has served its jambalaya and gumbo to thousands of people in the community over the past 15 years.

### A TEAM OF RESPONSIBLE CORPORATE CITIZENS

Cornerstone continues to set goals for reducing waste, promoting energy conservation and minimizing emissions to the environment. The Cornerstone Fortier Facility has been recognized



by the U.S. Environmental Protection Agency, the Louisiana Department of Environmental Quality and other organizations for successfully meeting and achieving these goals.

Cornerstone also currently meets ISO 14001, RC14001 and OHSAS 18001 standards and works to ensure conformity with systems designed to improve environmental stewardship within the facility and community.

The company has a strong program to promote safety awareness and training for all employees. We conduct frequent auditing of all plant areas and safety procedures, perform safety reviews for all new projects and implement uniform standards in all facility operations.

The Cornerstone safety program is based on employee involvement. The CEEE Process (Cornerstone Employees Eliminating Exposures) looks at all facets of jobs where exposures can occur, including systems, work environment, facilities/equipment and workers. The goal of the process is to increase awareness and promote overall improvement in employee safety.

## **BUILDING VALUE, TOGETHER**

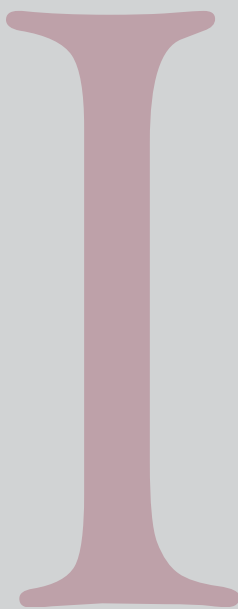
Here at Cornerstone, we recognize it is our customers who inspire our relentless pursuit of innovation. We strive to exceed expectations in terms of quality, service, support and delivery which has been nurtured by a culture of commitment to excellence and unwavering passion for our employees. As promised in our mission, we at Cornerstone will grow our business by leveraging knowledge and capabilities brought together by our employees to create value for customers, employees, shareholders and the community.





# COLLABORATION IS THE SECRET TO SUCCESSFUL LEADERSHIP

By Jennifer Ledet, Ledet Management



“I came out of a very strong command and control corporate structure. Don’t get me wrong. They weren’t dictators, but they were the admirals of the fleet. Now, that’s evolved over the last 30 years into a much more collegial, collaborative management style. And I think it’s much more effective for organizations in today’s business climate.” These words of reflection were shared with me by Dan Borne’, President of the Louisiana Chemical Association.



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When we sat down to chat, he had just come from the Louisiana Legislature's special session and somehow managed to make time for our interview. We talked about the state of the chemical industry, Louisiana's economy, leadership and people issues in the industrial environment, oh, and important things like boudin and hogs head cheese.

Our discussion centered around the need for leaders to be conscious and intentional about the work environment that they create. It's important for leaders to build a collaborative organizational culture - where everyone understands how they're connected, instead of seeing themselves as on a separate island.

Many of us love nothing better than "chillaxing" on a beautiful beach somewhere. But being on "island time" is not necessarily a good thing when we're talking about a business setting.

John Donne's immortal words come to mind, "No man is an island entire of itself; every man is a piece of the continent, a part of the main;" (From Devotions).

Of course this quote refers to the fact that man is a social being and cannot exist without his fellows. No one is self-sufficient and everyone relies on the other for successful survival.

Never is this concept truer than in a business setting, and specifically amongst teams within an organization. Too often, departments and divisions within a company behave as though they are on an island, separate and apart from the rest of the organization. As such, there is no sharing of resources, effective communication, and certainly no collaboration in achieving organizational goals.

The problem is, this "silo mentality", as it is often also called, is found at the very highest levels within the organization. When it is present amongst the senior leadership team, or the "C-suite," you can bet it runs rampant deep within the organization.

Members of the senior leadership team should feel a stronger sense of commitment to that leadership team than they do to their functional team. But too often they don't. And when they don't, business author Patrick Lencioni says that the leadership team "becomes like the U.S. Congress or the United Nations: it's just a place where people come together to lobby for their constituents". Focusing on your own turf means you are not considering what's in the best interest of the team or organization.

There is no doubt about it. Effective collaboration is vital for business success. But how can there be collaboration when people feel like they have to compete for resources? In today's business world, the "survival of the fittest" approach among team members may just mean the death of the organization.

The bottom line is that on a team - any team - individuals come together to work for a common purpose - to work toward a common goal. The common goal has to be the central focus, or else you're just a bunch of individuals doing your own thing and looking out for Number 1. No collaboration, no success. Period.

### HERE ARE A COUPLE OF TIPS FOR FOSTERING COLLABORATION WITHIN YOUR ORGANIZATION:

- **Establish clear goals.** Duh. Obviously. Everyone must clearly understand the goals and believe that they are important. It's essential that you have buy-in from everyone on the team, or you might as well forget it.
- **Set the tone.** Create an environment where people feel comfortable enough to ask questions and even to disagree when necessary. You don't want a bunch of bobble heads/dashboard dogs just nodding in agreement. That is definitely NOT collaboration.
- **Communicate clearly and openly.** Ask open-ended questions to ensure understanding. Practice active listening.

Did you know that the Chinese symbol for listening incorporates the symbols for eyes, for attention, for open heart, and for listening? We need to use more than just our ears to listen effectively.

- **Invest in relationships.** Business does not have to be all about business. To get your team members engaged, schedule some fun, celebratory activities that allow people to come together without the stresses and pressures of work. You might order in po-boys for lunch or have a crawfish boil or barbecue. Schedule regular team retreats where you are able to focus on building collaboration and working ON the business instead of just IN the business. In my work with leadership teams, facilitating such retreats, we are able to create dramatic results. These leaders understand the value of "zooming out" periodically to look at the big picture together.
- **Foster trust.** Trust is really the glue that will hold your team together. But trust is not built over night. It is something that is built one brick at a time, and when breached, will come tumbling down all at once. You as the leader set the tone within your team. You've got to walk your talk and let everyone know that this business thing is a team sport.

So the next time you sense that your team is on "island time," know that this is not necessarily a good thing. Get to work rallying the troops and get them reconnected to the mainland. ♣

*Jennifer Ledet works with leaders and teams from the Boardroom to the Mailroom who want to improve engagement, teamwork, and communication within their teams to impact the bottom line. She is the author of Lead, Follow, or Get Me the Hot Sauce! Cajun Wisdom to Spice Up Your Leadership. Visit [www.LedetManagement.com](http://www.LedetManagement.com) for more info and to receive the (FREE!) report "7 of Your Biggest People Problems... Solved."*

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# THEY RAISED OVER \$2 BILLION AND THE STATE IS STILL BROKE

By Jim Harris  
Harris, DeVille & Associates Inc.

With the start of the new year, a new governor and some thirty new legislators were sworn into office and were immediately faced with major decisions about the state's dire fiscal situation. State government faced a \$900 million deficit for the current fiscal year, which ends June 30th, and a \$2 billion shortfall for the next fiscal year, which starts July 1st. Governor John Bel Edwards called a special session beginning February 14th to address both the short and longer term state deficit. The special session ended on March 6th with a \$66 million deficit remaining in the current fiscal year and a \$750 million deficit for the next fiscal year.



Industry took a major hit with the sales tax on utilities and the temporary tax on manufacturing machinery and equipment. Fortunately, we were able to preserve the tax exempt status of raw material and feed stock. There were a number of less onerous hits to manufacturing's bottom line with the passage of this legislation and many other businesses also had their share of pain.

The special session also saw the passage of additional taxes on cigarettes, expanded corporate franchise tax related to LLCs, a permanent reduction in the net operating loss deduction from 100 percent to 78 percent and increased excise taxes on liquor, sparkling wine, still wines, malt beverages and beer.

Following the special session, there was an attempt to add up the additional revenue raised, and the Revenue Estimating Conference determined there was a \$66 million shortfall remaining in the current fiscal year. The Edwards administration shortly thereafter announced a plan further reducing state government to wipe out the remaining deficit, including \$30 million from savings realized in the Bayou Health managed healthcare plans, \$10 million from efficiencies realized in department management improvements, \$30 million from making hospital payments under a different Medicaid expansion federal health match, reducing rates to the Bayou Health managed companies and to each private/public hospital contract and several other minor cuts.

Also of interest in the special session was the passage of a study resolution, which is intended to provide recommendations of how the Governor and Legislature will deal with the longer term financial problems of the state. This was House Concurrent Resolution 11 by Rep. John Schroder, which was co-authored by the Speaker



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of the House and President of the Senate. This resolution created the Task Force on Structural Changes in Budget and Tax Policy to continue the budget and tax reform evaluations begun during the special session. It must report to the Legislature by September 1, 2016. This task force is meeting every week. It is co-chaired by LSU economist and REC member Dr. James Richardson and state Department of Revenue Secretary Kimberly Robinson. It is a 13-member task force that includes representatives from AFL-CIO, Blueprint Louisiana, Council for a Better Louisiana, the Commissioner of Administration, the Committee of 100, LABI, Louisiana Society of CPAs, a mayor, Public Affairs Research Council, the Secretary of Louisiana Department of Revenue and three LSU/Tulane economists.

The major revenue raisers from the special session were in the form of the 5th so-called "clean penny" and the temporary elimination of many exemptions and exclusions in a separate bill. As mentioned, both of these measures are temporary, and this Governor and this Legislature will face

replacing a large portion of the \$2.1 billion raised over the last two years in temporary revenue before they come up for their re-election in four years. Gov. Edwards said during the special session he intends to propose and pass major structural budget changes in the 2017 fiscal year. He said he is hopeful the structural changes will allow for a natural growth in state revenue and provide a stable budgetary environment. Meanwhile, the regular session of the legislature started on March 14th and will end June 6th. As you probably know, the special tax raising session was necessary because the general session this year is not allowed to take up tax matters. However, the Governor does face presenting a worst-case scenario budget to lawmakers to manage the remaining \$750 million deficit for the next fiscal year, which starts July 1st.

The Governor and his Commissioner of Administration Jay Dardenne presented that budget to the Joint Legislative Committee on the Budget for its consideration recently. The proposal shows major cuts to the TOPS free college tuition program, safety net hospitals for the

poor, colleges and public schools. Under the proposed budget, the Department of Health and Hospitals would take a \$408.7 million hit, TOPS a \$183.2 million hit, higher education a \$46.1 million hit, corrections and local housing a \$31.4 million hit and so on and so forth. These cuts are to services already severely impacted by previous budget reductions. During his presentation, the Governor said he would call a special session immediately after the current regular session, which ends June 6th, to consider raising additional revenue in an effort to reduce the cuts in his proposed budget. He said emphatically the state needs additional revenue, but did not indicate what new or additional taxes he plans to sponsor.

So, hold on to your wallets, the taxman is coming again in June. Obviously, the Louisiana Chemical Association and the Louisiana Chemical Industry Alliance will be involved in the discussions about any tax increase and will be working to minimize any increase on our industry. ❖

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Date: March 29, 2016

To: All LCA Plant Managers & All LCIA Contacts

From: Dan Borne', Keith Bruner, Tom Yura, Dave Rentrop

Ladies & Gentlemen:

We regard LCA and LCIA's active relationship with our Texas counterparts – Texas Chemical Council (TCC) and the Associated Chemical Industries of Texas (ACIT) as a mutually beneficial alliance. One of the signature features of this association is our joint sponsorship of the annual EHS seminar. This year's edition (29th annual) of this information-packed event is quickly approaching – June 6-9, 2016 in Galveston, Texas at the Moody Gardens Hotel & Conference Center.

LCA and LCIA's decision (back in 2012) to partner with TCC & ACIT on the seminar was done because year-in and year-out the program is loaded with first-class topics, speakers, training sessions and ample opportunities for attendees to interact with other plant employees, vendors, decision-makers and numerous industry leaders. This year's program is as good as ever and bigger and better than last year's.

We know that LCA and LCIA members have benefitted from encouraging employees to attend or speak/present at this event. Information acquired at the seminar can almost always be “customized” to enhance/improve a work process, procedure or provide some other value to our businesses. For me (Tom), this is the one external conference I make the time to attend each year; I also ask that a few of my EHS staff members, new leaders and new hires attend. I've taken a best practice each year back to my site (BASF, Geismar): electronic permits and hazard identification; BBS practices; as well as great leadership presentations to get me motivated when I return home.

One of us (Dan) is a keynote speaker this year, another (Tom) is once again heading a plant manager leadership track. We are writing now to encourage each of you to consider participating in this year's program including allowing employees to attend or to attend yourself! We want LCA and LCIA attendance, participation and support this year to be the best ever! We need you to make that happen!

All of the seminar-related information is available at <http://ehs-seminar.com>. Discounted registration, information on the more than 100 technical sessions, exhibitor opportunities, training, lodging, and more are all on the website.

Please help us showcase the best of Louisiana's chemical manufacturers and industrial contractors by joining us in Galveston for the 2016 LCA/LCIA & TCC/ACIT EHS Seminar. Please contact LCA's Edward Flynn, Vice President, Health, Safety & Security ([ed@lca.org](mailto:ed@lca.org); 225/376-7644) if you have any questions or need any additional information about the seminar.

We look forward to seeing you there.

Very truly yours,

Keith Bruner	Chairman, LCA
David Rentrop	Chairman, LCIA
Tom Yura	Senior VP, BASF & Immediate Past Chair LCA
Dan S. Borne'	President, LCA



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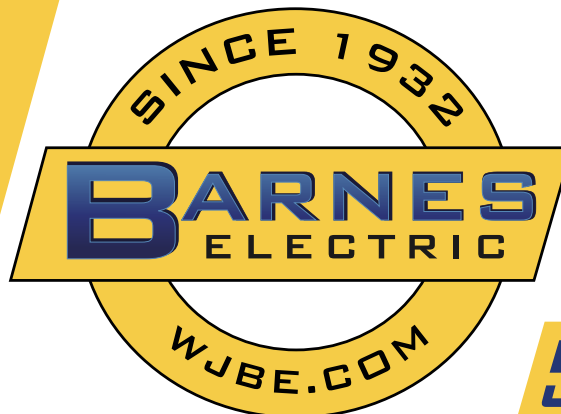
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A portrait of Governor John Bel Edwards, a middle-aged man with short, graying hair, smiling warmly. He is wearing a dark blue suit jacket, a white dress shirt, and a red tie with a small, repeating pattern. A small American flag pin is visible on his lapel. The background is a blurred interior setting, likely the Louisiana State Capitol, with a wooden wall and a portion of a flag visible on the left.

It is my pleasure to welcome you to the Louisiana State Capitol as you embark on another successful Legislative Conference. The work of the Louisiana chemical industry plays a pivotal role in our state's economic growth, and your voices have an important place here at the capitol.

Blessed with an abundance of natural resources and a valuable geographic location, Louisiana is home to a prosperous and competitive chemical industry—one that is a cornerstone of our state's economy. Over the years our chemical industry has developed solutions to some of the biggest challenges facing our world and we are safer, healthier, and more productive. These innovations have secured the role of the chemical industry as a vibrant part of Louisiana's future.

Louisiana is a national leader in chemical production, and the industry's impact on our economy and people is evident. In Louisiana, 5.5 jobs are created for every chemical industry job. Even better, we're talking about good paying jobs that help put more money in the pockets of our workforce and improve quality of life in our great state.

I hope you enjoy your time in Baton Rouge as you speak with elected officials on the importance of the Louisiana chemical industry. Thank you for all you do to keep our state on a path to prosperity.

- Governor John Bel Edwards

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Since 2010, the **American Chemistry Council** has been tracking announcements to **build new chemical manufacturing facilities or expand capacity** in the United States. As of March 2016, **\$46.9 BILLION** of the potential investment is destined for Louisiana.



In Louisiana, the new investment will generate **\$27.2 BILLION** in additional chemical industry output and support **67,000 permanent new jobs** by 2023 in the chemical industry and throughout the supply chain in everything from trade and craft jobs to highly-skilled knowledge workers.



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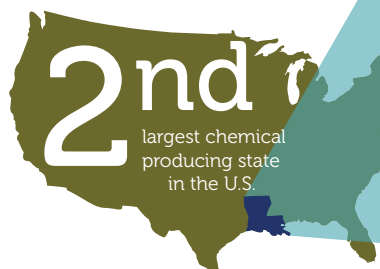
**\$46.9 billion** capital investment

**66** chemical industry projects due to shale gas



- \$27.2 billion** in industry revenue
- \$645 million** in Louisiana tax revenue
- 67,000** Louisiana jobs
- \$4.2 billion** in worker wages

## WHY LOUISIANA?



**\$68.5 billion** in revenue

and more than **24,000** Louisiana jobs

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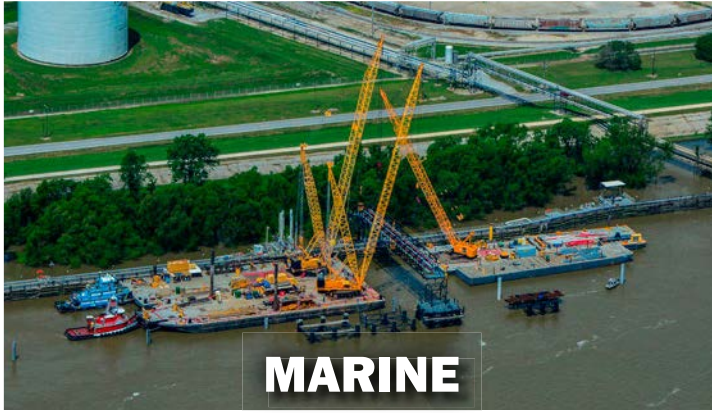
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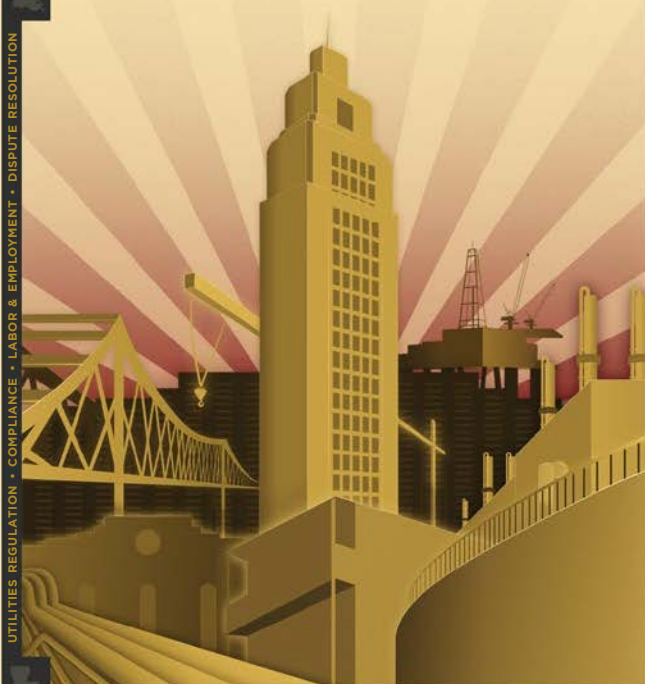
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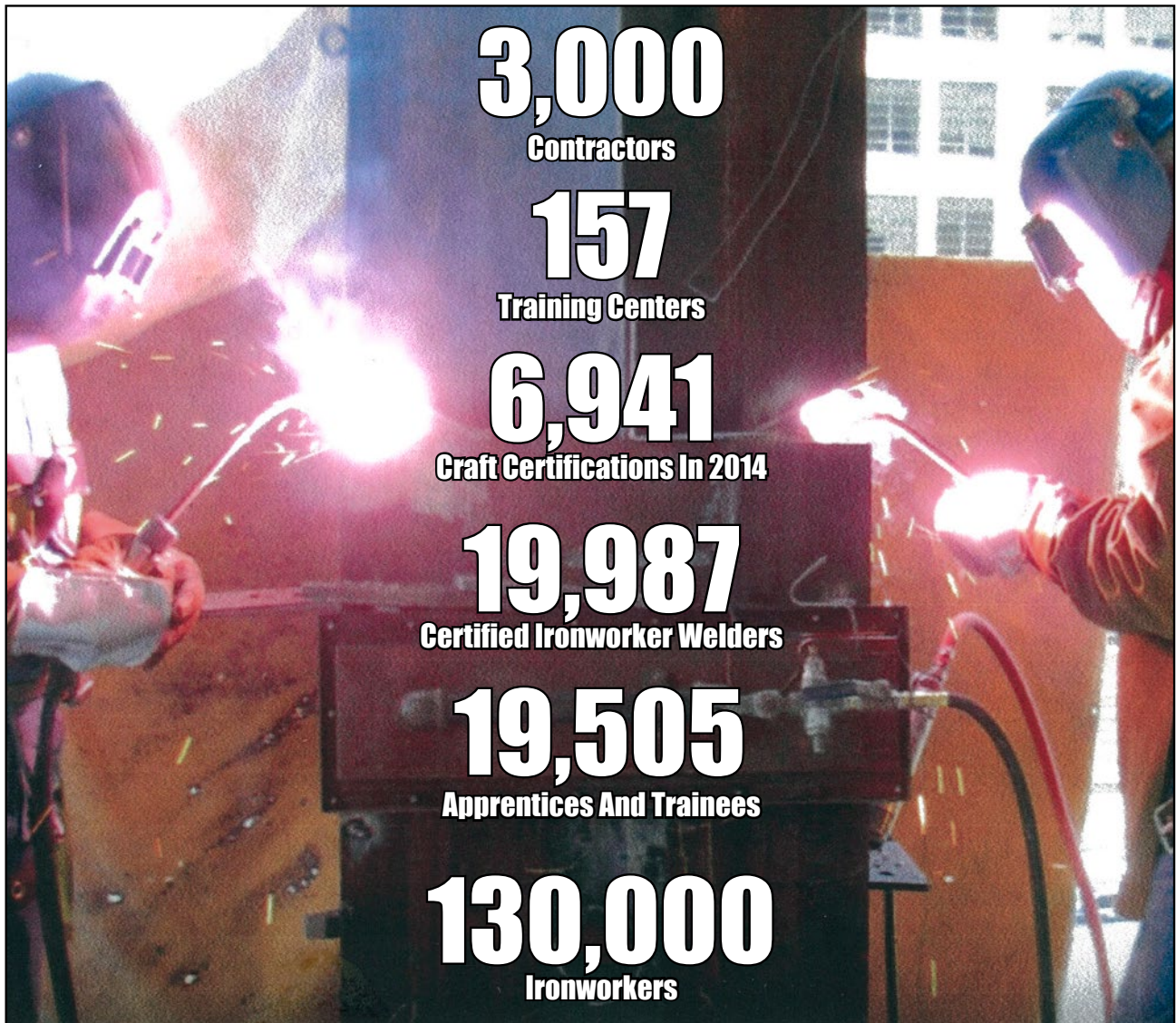
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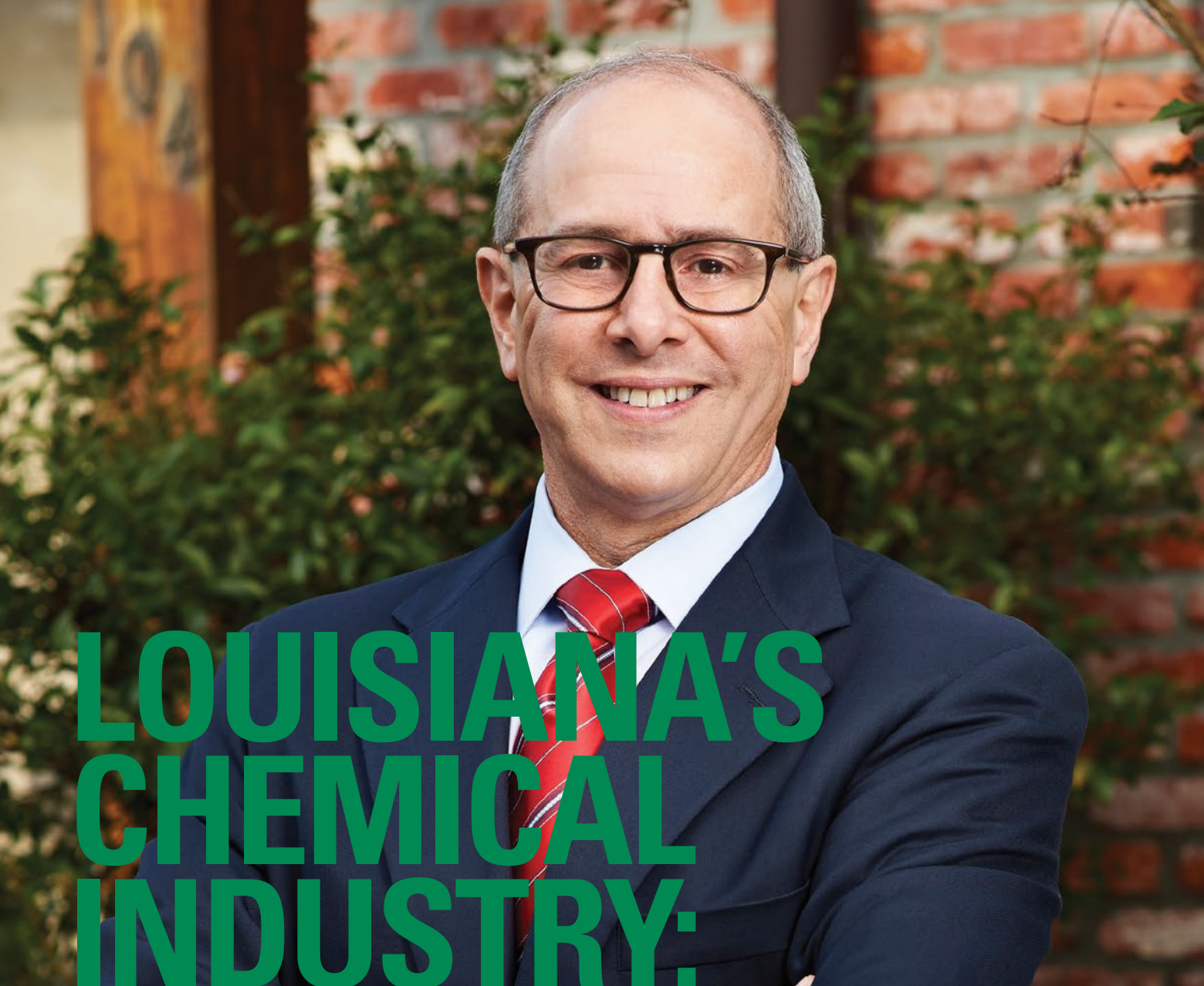
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# LOUISIANA'S CHEMICAL INDUSTRY:

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By: Charles W. Boustany, Jr., MD

We all know that trade is a primary driver of economic growth and job creation for the United States. Right now, we are in one of the most exciting times to talk about and influence global trade policy. With 95 % of the world's population living outside the United States, our engagement in the international marketplace is more important than ever and will allow us to achieve continued economic growth and opportunity. A strong trade agenda is, and remains, one of my top priorities. I believe it is critical to getting our economy moving again.



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# Trade will continue to play a vital role in opportunities for growth and development here in the U.S.

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We all know that trade is a primary driver of economic growth and job creation for the United States. Right now, we are in one of the most exciting times to talk about and influence global trade policy. With 95 % of the world's population living outside the United States, our engagement in the international marketplace is more important than ever and will allow us to achieve continued economic growth and opportunity. A strong trade agenda is, and remains, one of my top priorities. I believe it is critical to getting our economy moving again.

The chemical manufacturing sector is one of America's top exporting industries, with over \$190 billion in exports in 2014 - accounting for more than 14% of all U.S. exports. In fact, over the past decade, the domestic chemical sector has increased exports by almost 55 %!

I represent the 3rd Congressional District of Louisiana. Louisiana is home to a growing integrated energy, petrochemicals, and plastics industry. In fact, Louisiana is the second highest producer of petrochemicals nationwide. A drive throughout my district provides a glimpse into the current boom in competitiveness and growth our domestic chemical industry is currently experiencing. Whether it is the construction of a new ethane cracker in Westlake, or the expansion of a manufacturing facility in Lafayette, the chemical industry in Louisiana is taking full advantage of the increased supply of low cost natural gas currently in the marketplace. I'm told that more than 229 separate chemical manufacturing investments have been announced throughout Louisiana since 2010, representing a cumulative capital investment of \$140 billion in new chemical capacity.

Like many of you, I strongly believe that success in today's global economy requires companies - in all sectors - to compete effectively in international markets.

Just last year I worked with my colleagues on the Ways and Means Committee to successfully pass Trade Promotion Authority (TPA) to assert Congress' priorities on the Administration's negotiators. The United States Trade Representative (USTR) and their counterparts have finalized negotiations on the Trans Pacific Partnership (TPP), which would significantly reduce or eliminate tariffs, allowing a reduction of the costs of production for U.S. chemical manufacturers and encourage the expansion of exports. Some data shows TPP has the potential of generating \$1.2 billion in additional export growth for the domestic chemical industry.

USTR continues to pursue an aggressive trade agenda, specifically focusing on the conclusion of the Transatlantic Trade and Investment Partnership (TTIP). Eliminating the few remaining tariff barriers on trans-Atlantic trade in chemicals has been estimated to save \$2 billion per year for domestic chemical manufacturers—including more than \$600 million per year for intra-company trade alone. The anticipated savings from enhanced regulatory cooperation would be even greater, generating upwards of \$15 billion in additional economic output for chemical manufacturers on both sides of the Atlantic.

Finally, I believe Congress can promote policies to help create jobs, ensure our country is competitive in the global economy, and eliminate needless taxes that drive up the cost of American-made goods and services. This is why I joined

Chairman Brady in introducing the American Manufacturing Competitiveness Act of 2016 (H.R. 4923), that would establish a new process for miscellaneous tariff bills (MTBs). The petrochemical and plastic manufacturers throughout the state of Louisiana have made it clear to me that they rely on the MTB tariff suspension provisions to obtain raw materials, proprietary inputs and other products that are not available in our nation without incurring unnecessary tariff barriers. According to the National Association of Manufacturers, since MTBs expired in 2012, U.S. companies have been saddled with a \$748 million tax hike each year. Restoring MTBs would provide the U.S. with \$1.9 billion of economic growth per year, leveling an uneven playing field for the American manufacturing sector - which can only be viewed as a good thing

The case for trade is strong - more than one in five jobs here in the United States are supported by trade. In Louisiana alone, an estimated 400,000 jobs are supported by trade. It is essential to the way we do business. I also believe that international trade is the way for us to build critical relationships with foreign partners. Trade will continue to play a vital role in opportunities for growth and development here in the U.S.

There is no question the critical role the domestic chemical industry plays in the U.S. economy, and I want to assure you that I will continue to stand as a champion to ensure that Congress is working to promote opportunities, break down barriers and encourage growth and development here at home. 🍀



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ISC, a privately held company, is an industrial electrical, instrumentation, and controls company offering engineering, construction and maintenance services. Founded in 1989 in Baton Rouge, Louisiana, we have grown to employ over 2,500 people primarily in the southern region of the United States. Through our regional offices, we service the chemical processing, petrochemical, refining, power, and pulp & paper industries.

BATON ROUGE / BEAUMONT / HOUSTON / LAKE CHARLES



# John Kennedy

## FOR UNITED STATES SENATE

I'm running for the United States Senate, and the reason is pretty simple: I want my country back. The values that made America into that great, shining city on democracy's hill are in decline. I'm running to restore them.

My Dad and Mom were conservative people who taught me those same conservative values: God, church, country, family, discipline, hard work and education. Dad was a small businessman who owned a little lumberyard, while Mom was a schoolteacher. All Dad wanted for his business was for government to leave him alone so he could be profitable and take care of his ten employees. He didn't have the small army of lawyers and accountants you need nowadays to jump through EPA, federal and state regulatory hoops. No, he was focused on keeping the lights on and trying to grow his company just like every Louisiana business owner continues to do today. Louisiana businesses just want the government and the bureaucrats to get out of the way so they can do what they do best: create jobs. As your next Senator, I'll fight to keep them out of the way for good.

I want a country and a state with fewer government regulations. In the 1950's, only one American business in twenty

needed a government permit; today, it's one in three. In 2014 alone, Federal government regulations cost American families and businesses \$2 trillion in lost economic productivity and higher prices. If you want to start a landscaping business, all you should need is a lawnmower—not a lawnmower, a lawyer, a CPA and a compliance officer. We need fewer rules, simpler rules, quicker decisions by government bureaucrats, government web sites that a normal person can navigate and government workers who answer the phone. We need a top-to-bottom review of every single government regulation. As Senator, I'll be proposing a new law: if a government bureaucrat wants to add a new regulation, he has to get rid of three existing ones.

The chemical industry understands the crushing weight of regulations better than anybody. A recent study showed that Louisiana chemical manufacturers have to comply with 66,789 rules and regulations

just to keep regulators at bay. Our current chemical laws under the Toxic Substances Control Act (TSCA) are an old relic of the '70s and have led to a patchwork of chaotic regulations that manufacturers have to navigate. The new version of TSCA that recently passed the Senate is the best chance we've had in over thirty years to achieve comprehensive reform. Given its broad industry and bipartisan support, I'm optimistic that it can pass the full Congress and be signed into law this year; but if it doesn't, you can be sure that one of my first priorities as Senator will be to pick up the torch and lead the way to make sure it becomes law.

The other thing my Dad taught me about business is that you don't spend more than you take in and that you sure as heck don't ask your customers to pay more so you can cut less. Obviously, the State of Louisiana and the Congress don't abide by those sorts of values. But I do.





Because, when Washington has to borrow money from China and others to pay the bills, – to the tune of \$19 trillion – we don't just have a "fiscal" problem; we have a values problem. But you know the worst part? The worst part is who gets stuck with the tab: we do, our children do, and our grandkids do. Here's what I see: too many undeserving people at the top getting bailouts and too many undeserving people at the bottom getting handouts. And we in the middle get the bill. I believe in the sanctity of taxpayer dollars, and I'm sick of the waste, deficits, spending, and debt. Our children ought to be inheriting opportunity, not debt.

That's why, as Senator, I'll propose a balanced budget amendment to the Constitution to make sure the President and Congress have to live within their means just like Louisiana businesses do. I'll push for a new law requiring Congress to obtain a 2/3-supermajority vote on any tax increase to greatly reduce its ability to raise

taxes on Americans. Just as important, Congress has the authority to reduce and downsize the size of government to save billions but isn't doing it. So, since they aren't willing to expose the waste and cut it, I will. I'll put out the "Bureaucracy Buster" every single year as Senator so citizens can see just how much agencies and departments are wasting and how much we can save by cutting the fat. Just like I've done as Treasurer, I'll continue to expose the waste and fraud at the Federal level and hold them accountable.

Most Louisianians know me and what I stand for. As State Treasurer, I've balanced 16 department budgets, earned taxpayers \$3.4 billion by wisely investing their money, returned \$315 million in lost money to citizens, contributed \$182 million to the completion of I-49 North and South through the Unclaimed Property Bond Program, increased the number of state-sponsored college savings accounts from 2300 to 54,000, refused to

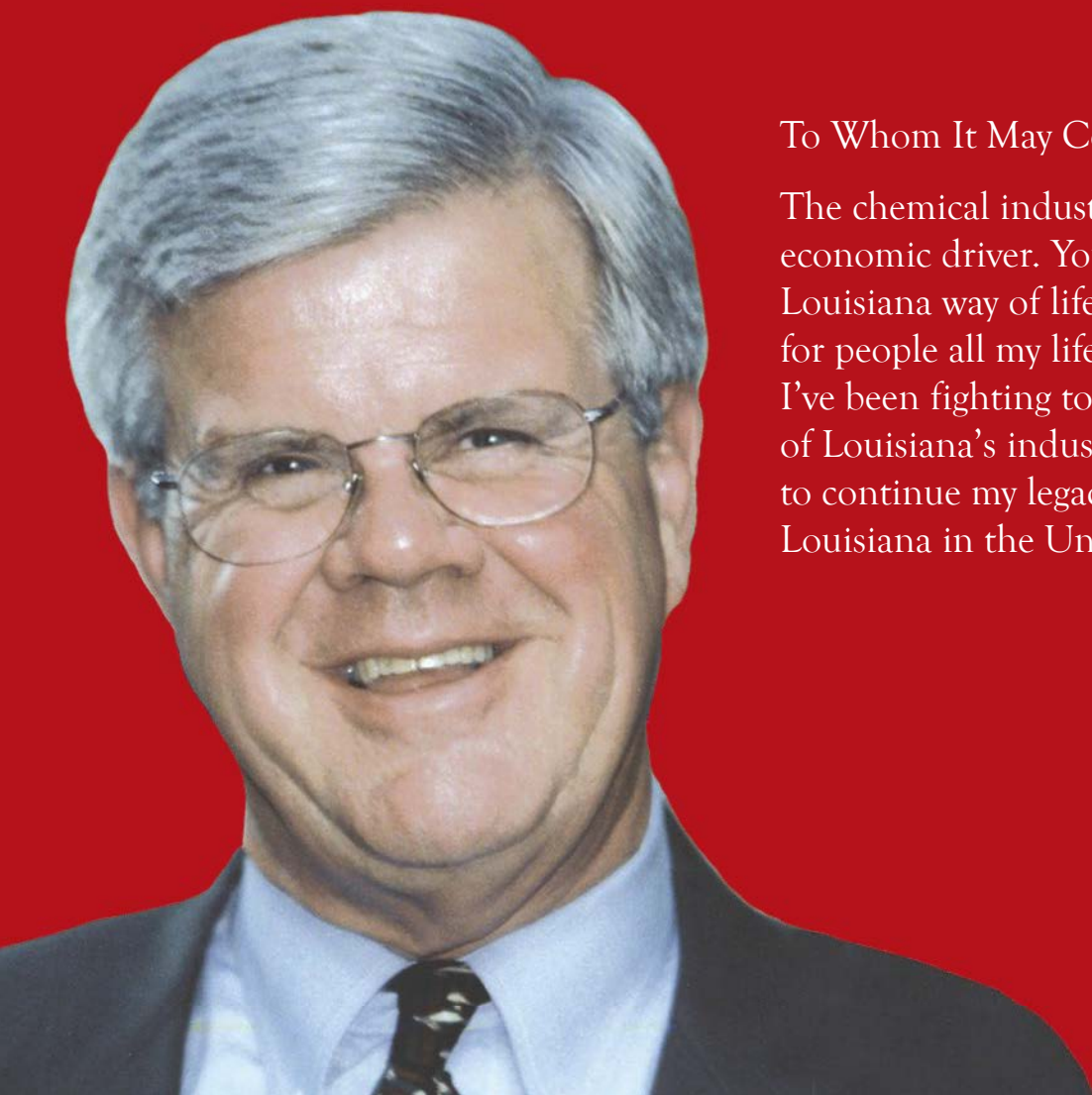
join the state retirement system, fought against corruption and cronyism, and stood up to politicians more powerful than I am in both parties. My job is to protect taxpayers, not seek the approval of my political peers.

The chemical industry here in Louisiana is economic development in action. You make up nearly 10% of our economy, produce good paying jobs, and like my Dad all those years ago, just want the EPA off your backs so you can do your jobs. I give you my word that as Senator, I'll tell the bureaucrats to back off and the hold Congress accountable to live within its means just like you and every other Louisiana business and family have to do.

May God bless us and keep us, and make his face to shine upon us, Louisiana and the United States of America.

# FOSTER CAMPBELL, PSC

## CANDIDATE FOR U.S. SENATE



To Whom It May Concern:

The chemical industry is an important economic driver. You support the Louisiana way of life. I have been a fighter for people all my life. And that means I've been fighting to promote the success of Louisiana's industries, too. I hope to continue my legacy of fighting for Louisiana in the United States Senate.

As your U.S. Senator I will work hard to ensure that regulatory bodies focus on promoting your success through cooperation with the chemical industry. Common sense implementation of regulations can promote the economic growth that chemical manufacturing supports in Louisiana. It will also ensure that government is part of the solution when it comes to maintaining and growing high paying jobs, not part of the problem.

By addressing our \$12 billion backlog of transportation and infrastructure projects, including for our ports, we can enhance the existing "Gulf Coast Advantage" and leverage it to bring new business to Louisiana. Our governor is doubling the current \$20 million Port Priority Fund for port development to bring its funding level to at least \$40 million. But we can do more in Washington to make the federal government a true partner in our transportation reinvestment. I will fight for improved investments in infrastructure for our economic future, especially in industries like yours that rely upon transportation infrastructure as a critical part of your business model.

Your organizations, the LCA and the LCIA, represent over 60 chemical manufacturers and nearly 30,000 men and women who work hard every day. The technologies your industry supports are leading the way in public safety, medical research, and the arts. The chemical industry is playing an important role in the manufacturing renaissance. You are a key element in our economy and are vital to many working families across Louisiana.

As your senator, I will work especially hard to make the federal government a true partner in our fight to create stable, adequate funding for community and technical colleges to ensure that there is ample opportunity for excellent job training in every region of our state which is in line with the requirements of the chemical and other industries. Leveraging federal funding to improve the education and health of our people will be my primary goal.

As the chemical industry continues to drive job creation in our state, our own people need to be ready to take those jobs. We should not have to rely on out of state workers to come to us while so many Louisianans remain unemployed. This is key to capitalizing on the great work your industry is doing by ensuring that the dividends are reinvested right here in our own people.

Throughout my career, I have seen that the best way to grow our economy is to support the companies in our state that give back to their communities. The state and federal government should look for opportunities to partner with the industries that have built Louisiana rather than seek deals with foreign governments who may not have our state's best interest in mind.

In Washington, I will fight for the real economic drivers of business and industry - our most precious natural resource - our people. When our people thrive, our businesses thrive and our state thrives.

Sincerely,

Foster Campbell, PSC  
Candidate for U.S. Senate





# LCIA Membership Application

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

REVISED 10/01/14

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):

<u>Gross Sales in Louisiana</u>	<u>Annual Dues</u>	<u># Free Listings</u>
<input type="checkbox"/> Above \$500,000,000	\$1,250	10 (primary contact + 9 additional)
<input type="checkbox"/> \$250,000,001 - \$500,000,000	\$1,000	8 (primary contact + 7 additional)
<input type="checkbox"/> \$50,000,001 - \$250,000,000	\$ 750	6 (primary contact + 5 additional)
<input type="checkbox"/> \$1,000,001 - \$50,000,000	\$ 500	4 (primary contact + 3 additional)
<input type="checkbox"/> \$250,001 - \$1,000,000	\$ 250	2 (primary contact + 1 additional)
<input type="checkbox"/> \$250,000 and under	\$ 125	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.**

Circle One: Visa                      Mastercard                      American Express

Card Number: \_\_\_\_\_

Name on Card: \_\_\_\_\_

Expiration Date: \_\_\_\_\_

*The Federal Omnibus Budget Reconciliation Act of 1993 denies a business tax deduction for defined lobbying expenditures paid or incurred after 1993. We are required to notify you of a reasonable estimate of the percentage of dues that we will spend on these activities. In accordance with this act, we have estimated that eleven percent (11%) of your 2014 dues will be used for lobbying activities and are, therefore, not deductible.*



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## *Have you heard* **the New?**

Ranked 9th nationally in total tonnage, there's a lot of "new" these days at the deepwater Port of Greater Baton Rouge. Like **new companies** locating at the port, **new investment in infrastructure**, and **new land available** for development

- Genesis Energy, L.P. is constructing a \$150 million crude oil, intermediates and refined products import/export terminal, expanding that company's commitment to providing efficient mainstream supply and logistics services in the region.
- Drax Biomass, one of Europe's biggest renewable electricity generators, has launched its \$30 million wood pellet storage and transfer operation.
- Stupp Coatings, LLC has constructed a facility on 24 acres at the port's Inland Rivers Marine Terminal to operate concrete weight pipeline coating services for the oil and gas industry. The site is serviced by rail, truck and barge.
- Louis Dreyfus Commodities is successfully operating its new grain dock and export grain elevator.
- Westway Terminals, LLC has completed its \$3.5 million expansion at the port's liquid bulk terminal.
- Acreage at the port's Inland Rivers Marine Terminal is available for development, with access to the Gulf Intracoastal Waterway.

*For the full story, just give us a call and ask, "What's new?"*  
Contact Greg Johnson, Director of Business Development, at 225.342.1660.



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