

NEWS FROM THE DOCKS



ASSOCIATION OF LOUISIANA

Louisiana Ports Deliver

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Message from the PAL Office

The Ports Association of Louisiana elected new officers at its Annual Conference in March. In accordance with PAL bylaws, those officers will assume their posts on July 1st.



PAL Officers left to right
Dave Wagner – Treasurer, Roy Pontiff – Secretary, Wylly Gilfoil – President, Roger Richard – Past President, Bobby Scafidel – Vice-President

Wylly Gilfoil – President

Wylly was born and raised in Lake Providence, La. He graduated from LSU, BR, in December 1975 with a degree in agronomy. Starting in December of 1994, this is his ninth year as Executive Director of the Port of Lake Providence.

Wylly and Jennifer have 3 sons and 1 daughter.

Dr. Robert Scafidel – Vice President

Bobby Scafidel assumed the duties of Executive Director of the St. Bernard Port, Harbor and Terminal District in July 1998. He has an extensive background in financial management and holds a doctorate degree in administration. He has been Vice President for Student Affairs and Chief Student Personnel Officer for Nunez Community College, Director of Business Services at Nunez, and an administrator for St.

Bernard Community College. He has been a teacher, coach and administrator with St. Bernard Parish Public Schools.

Roy Pontiff – Secretary

Roy is a native of Jeanerette and a resident of New Iberia, Louisiana. He is currently serving as the Executive Director of the Port of Iberia District, New Iberia, Louisiana. He graduated with a Bachelor of Science Degree in January 1971 from the University of Southwestern Louisiana, Lafayette. In 1997, he was chosen as the second Executive Director of the Port of Iberia. Other positions that Roy has held include Administrative Assistant to Mayor J. Allen Daigre, Mayor of the City of New Iberia, and Administrative Assistant (Chief Administrative Officer) with the Iberia Parish Government.

Roy is married to the former Linda Robicheaux, and is the father of two children, Renae & Brandon

Dave Wagner - Treasurer

Dave has been the Chief Operating Officer of Port of New Orleans since 1989. He holds a Bachelor of Science in Civil Engineering from the University of Maryland and is a Registered Professional Engineer in Louisiana and Maryland. He is also certified as a Registered Professional Port Manager. Past Positions include Executive Director of Port of Baltimore, Deputy Secretary of Transportation of the State of Maryland; General Manager of Maryland Mass Transit Administration; various other transportation related professional positions.

Dave is married to the former Nancy Jean Patrick and is the father of two grown sons.

Legislative Update

2003 Legislative Session Ends

The 2003 legislative session should be winding down in these final hours of the last day of the session. But, at the time of the writing of this article, there is yet, still so much to do. The Budget and Capitol Outlay bills have yet to be finally approved by both Houses. And while a clear understanding of those bills can not be achieved until days after the final bell rings, PAL can count this session as a successful one. Unfortunately due to the Revenue Estimating Conference report that suggests the Transportation Trust Fund can expect a shortfall of \$35m in fiscal year 2003/04, DOTD and DOA made across the board cuts to recipients of that fund, leaving the Port Priority Fund with \$20m. DOA Commissioner Mark Drennen has assured PAL that if the those estimates are wrong and the funds are higher than anticipated, that Port Priority will receive it's pro rata share of those funds.

PAL's bill to keep port security and assessment plans confidential has been enrolled and is on the way to the Governor's desk for his signature. Other legislation to clarify the law as it relates to the transporting of hazardous waste is expected to pass finally today. Almost all bills opposed by PAL have been successfully killed.

A complete and final report will be given at the next scheduled Board of Directors meeting.

Associate Member Profiles

Conestoga-Rovers & Associates (CRA) is a privately held Family of Companies operating together as a single profit center providing comprehensive engineering, environmental consulting, construction management, and information technology (IT) services. CRA has grown to over 45 offices and more than 1,400 people working on projects around the world. CRA office locations in Louisiana include Baton Rouge, with approximately 125 personnel, and Shreveport with a staff of 10. Baton Rouge also includes CRA Engineering Group, Inc. (CEG), a wholly owned subsidiary, which focuses on civil, mechanical, process, electrical and instrumentation design engineering services.

Burk-Kleinpeter, Inc. (BKI) is a multi-disciplinary engineering, planning, environmental science, and architectural firm providing professional services to its many clients since 1910. BKI staff operates from locations in New Orleans, Baton Rouge, and Shreveport, LA; Tuscaloosa and Birmingham, AL; and Houston, TX. With over 120 employees, including 68 in Louisiana, BKI can meet a variety of port needs, such as master planning, civil and structural engineering, environmental services, and grant writing.

BKI has been supportive of PAL since its inception and has provided services to the St. Bernard Port Harbor, & Terminal District as well as other deep draft and shallow draft ports along the Gulf Coast.

Red River Waterway Commission

With an economic impact of \$150 million annually, the Red River Waterway Commission provides key economic development support for ports and other forms of commerce, as well as through construction, operation and maintenance of recreation sites. The Commission's Natchitoches offices are located centrally in the waterway district and are directed by individual commissioners representing each of the seven parishes adjacent to the river plus three commissioners appointed at-large. For more information on the Red River, visit www.redriverwaterway.com.

Stephens, Inc.

Founded in 1933, Stephens Inc. is one of America's largest independent investment banks. Headquartered in Little Rock, with other Arkansas offices in Fayetteville, Hot Springs and Conway, Stephens serves a broad client base of institutional and individual investors through its offices located in key markets throughout the United States and London. In addition to Baton Rouge, offices are located in Atlanta, Austin, Boston, Charlotte, Chicago, Dallas, Memphis, Nashville, New York, St. Petersburg, and London, England.

While other firms that are less steadfast or less capitalized than Stephens have consolidated, Stephens has remained privately held. For over two-thirds of a century Stephens Inc. and the Stephens family have made significant investments in the state of Louisiana, which have greatly assisted the economy of the state. These investments have led to the creation of jobs and the completion of important public works projects, such as the Louisiana

Superdome and Morial Convention Center. Clients of Stephens include state and local governments, public utilities, hospitals, schools and colleges, housing authorities, corporations and special assessment districts.

“As Vice President and Manager of Stephens’ public finance office in Baton Rouge, I am dedicated to working closely with the ports of Louisiana as I did as Director of the State Bond Commission and State Treasurer,” said Tom Burbank.

Stephens public finance experience has spanned seven decades and since 1995 alone has handled in excess of 200 Louisiana municipal transactions exceeding \$7.1 billion.

Corporate Member News

Caddo Bossier Port Commission

MORRIS DICKSON TO CONSTRUCT NEW DISTRIBUTION CENTER AT PORT OF SHREVEPORT-BOSSIER

Seeking to accommodate the continuing expansion of its customer base and provide for future growth and development, Morris & Dickson Co. Ltd. (“MDC”) is in final lease negotiations with the Port of Shreveport-Bossier to bring the construction of a new distribution center to the Port Complex.

The Dickson family began evaluating expansion opportunities two years ago and was approached by communities outside of Louisiana with aggressive re-location incentives. However, MDC has been operating in Shreveport since its inception over 160 years ago. It is the nation’s oldest privately owned pharmaceutical distributor and is a closely held corporation that has been owned and operated by the Dickson family for five generations.

In total, more than 732 people are employed at the local Morris Dickson Companies Complex, and MDC already provides wholesale pharmaceutical distribution/logistics management in six (6) states.

The new 80-acre site would enable the company to centralize its distribution functions, ultimately bringing more jobs to the area. Executive Port Director John W. Holt, Jr. said synergies created by the addition of this company to the Port Complex could be significant.

“This is another ‘win-win’ project for all involved, but this potential new development is especially meaningful for the citizens of Caddo and Bossier parishes because we are working to clearly identify and meet the expansion needs of one of our own --- a local business that has been a major employer and business leader for decades,” said Holt. “By doing so, we will have retained hundreds of existing jobs and provided the foundation for on-going job expansion in our community over the next few years.”

A new Sewer Lift Station would be built to accommodate the project. The Port of Shreveport-Bossier has also been approved for a \$1.2 million Louisiana Economic Development Corporation (LEDC) Economic Development Infrastructure Award Grant for the acquisition of additional land for the MDC site and construction of a new road to provide access for the business and other potential port tenants.

Port of Lake Charles

Trunkline LNG Company will provide a grant of up to \$300,000 for the creation and initial operation of a Calcasieu River Waterway Harbor Safety Committee.

Trunkline LNG has worked with the Lake Charles Harbor and Terminal District (Port of Lake Charles) and the Lake Charles Maritime Association as well as other area industries that use the ship channel to formalize and promote the Calcasieu River Waterway Harbor Safety Committee. “I am very proud to have had the opportunity to work with Trunkline LNG senior management to come to agreement and help craft the details of their essential and appreciated financial support for our local Harbor Safety Committee,” said Dennis Stine, Interim Port Director for the Port of Lake Charles.

The Harbor Safety Committee is responsible for planning and recommending strategies for the safe, secure and efficient navigation and operation of ships within the Calcasieu River Waterway from offshore approaches to the beginning of navigable waters. HSCs have long been recognized as a key to safe, efficient and environmentally sound operations. The U. S. Coast Guard recognizes and encourages establishment of HSCs to conform to the needs and characteristics of each region or locality. The Calcasieu River Waterway Harbor Safety

Committee provides a valued contribution to the National Marine Transportation System.

Port of South Louisiana

The Port of South Louisiana's Commission has approved a resolution to enter into an agreement with Archer Daniels Midland (ADM) Growmark to install a barge unloading facility at the grain elevator in Reserve, Louisiana. ADM and the Port of South Louisiana will each provide \$1.25 million to finance the \$2.5 million total costs for the project.

The Hyle Patterson Barge Unloader will provide infrastructure capable of handling an increase in the tonnage and variety of commodities trans-loaded at the elevator, which has been operated by ADM since 1994. Over the past nine (9) years, volume at ADM/Reserve has risen from 180 million bushels in 1994 to an average of over 300 million bushels in the last three (3) years. The port's portion of facility revenue represents an 800% increase in income over the past eight (8) years.

According to ADM Growmark Project Manager Bob Klare, the unloader is designed to handle up to 90,000 bushels per hour and approximately 20 barges per day. The installation project is expected to be completed within 6 months.

The company has seen a tremendous growth in the number of multi-commodity vessels with single berth options. ADM believes that the new barge unloader will allow the facility to remain a viable competitive operation on the lower Mississippi River. The company's share of multi-commodity vessel business has increased from 12% to over 60%, in recent years.

ADM, in conjunction with the Port of South Louisiana and the State of Louisiana, is also currently installing a barge cover station to enhance quality control of operations at the Reserve site. Port of South Louisiana Executive Director Joseph Accardo, Jr., commented, "the investment in the Hyle Patterson Barge

Unloader is another key industry infrastructure improvement that will provide for an increase in cargo tonnage and revenue for the port which handles over 50% of all U.S. grain exports annually."

Welcome New Associate Members

Pal would like to welcome three new Associate Members.

The New Orleans Baton Rouge Steamship Pilots Association (NOBRA) is located in Jefferson, La. PAL's contact will be Captain Christopher Brown.

Southern Industrial Contractors, LLC is a construction firm located in Rayville, La. PAL's contact will be Sam Estis.

Shaw Environmental and Infrastructure is an engineering company located in Baton Rouge. PAL's contact will be Matthew T. Butler.

If you have news to share, please send the PAL office a press release, and we will include it in the next issue.

MARK YOUR CALENDARS

July 10- Pal Board Meeting
Richmond Suites Hotel, Baton Rouge, LA

August 7th - PAL Board Meeting
Richmond Suites Hotel, Baton Rouge, LA

August 28th - PAL Board Meeting
Port Fourchon

March 17-19, 2004 - PAL 21st Annual Conference
Houma, LA

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