

NEWS FROM THE DOCKS



Louisiana Ports Deliver

ASSOCIATION OF LOUISIANA

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Message from the PAL Office

The New Year has arrived and so far 2011 is off to a pretty good start. The LSU Tigers won BIG in the Cotton Bowl and the Auburn Tigers won the national championship. That keeps the BCS title in the SEC for six years in a row! GEAUX TIGERS – of any stripe...

PAL continues to look forward to our 28th Annual Conference, which will take place in Shreveport March 23-25. Some information has been posted on PAL's website. If you are interested in sponsorship opportunities, all of the appropriate forms are available on line.

In the mean time, the host ports are busy making sure this will be an educational, professionally enriching and memorable opportunity for all who attend. ***Make your hotel reservations now because Sam's Town Hotel will only hold our room block until February 22, 2011. Call 1-877-429-0711 and ask for the block code S07PAL.***

I have received several calls inquiring about registration. That information will be mailed to each of our associate members about 6 weeks before the conference. At that time, it will also be available on line.

For those of you who are not familiar with our conference format, it will begin on Wednesday afternoon with a golf tournament followed by an evening reception. Thursday will be filled with speakers and networking opportunities. Thursday evening we will visit new facilities at the Port of Shreveport-Bossier for a fun dinner. Friday will consist of PAL's regular monthly meeting after which we will all head home. Plan to join us. It is always an exciting and fun filled event.

3055 East Lakeshore Drive • Baton Rouge, LA 70808

Legislative Update

LED has announced they are ready to receive applications for consideration under the new Port Infrastructure Tax Credit program. LED's standard Intake Sheet can be used to apply. Any one interested can contact any of LED's business directors or program managers who will be able to provide an Intake Sheet.

There has been no change in the status of the Import/Export Tax Credit Program.

Corporate Member News

***Lake Providence Port
Gov. Jindal Announces Myriant
Technologies to Begin Construction of
New, Sustainable, Specialty Chemical
Plant in Lake Providence***

New Lake Providence facility will be world's largest of its kind, creating nearly 200 jobs and \$80 million capital investment
Gov. Bobby Jindal joined Myriant Technologies LLC Chairman and CEO Stephen Gatto and Port of Lake Providence Director Wyly Gilfoil to announce Myriant Technologies, through its wholly-owned subsidiary Myriant Lake Providence Inc., will soon begin building a new 392,000-square-foot plant at the Port of Lake Providence that will be the world's largest bio-based succinic acid plant.

The project will create 176 new direct and indirect jobs in the area and represent a capital investment of approximately \$80 million. This total includes 49 new direct jobs at an average annual salary of nearly \$40,000 plus benefits,

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and an estimated 127 new indirect jobs. Additionally, the 18-month core construction period is scheduled to begin in early 2011, and will require at least 250 construction workers.

Once operational in 2012, the project will use sorghum and carbon dioxide to produce up to 30 million pounds per year of succinic acid. Succinic acid is traditionally produced from petroleum-based feedstocks and used in a wide variety of applications, including the production of polymers, fibers, surfactants, detergents and flavors. Bio-based succinic acid can directly substitute for the petroleum-based version, thus providing a renewable bio-based industrial chemical building block and reducing U.S. dependence on imported oil while reducing greenhouse gas emissions.

West Calcasieu Port

Southwest Daily News – 1/04/11

If you talk with Lynn Hohensee, director of the West Calcasieu Port, about the growth of economic development in Southwest Louisiana, he immediately will focus on the critical need for a strong maritime industry sector that historically has served “as the foundation for prosperous growth of nearly all other regional business sectors.”

The 190-acre West Cal Port, as it is locally called, is located 12 miles south of Interstate 10 on La. 27 in Sulphur, and has been an integral part of West Calcasieu’s growth and expansion in recent years.



“All you have to do is go back into our regional history and see the critical transportation role of our indigent waterways to the industrial and commercial growth of our five-parish region,” Hohensee explained.

He cited many examples, including the vibrant commercial and sport fishing industry, the first sulfur mines in Calcasieu Parish, the harvesting of pine and cypress forests in several parishes, the development of an integrated petrochemical industrial community, the expansion of a prosperous hospitality and gaming industry, and last, but not least, the rich farming and agricultural business establishment that grows and produces food for a world market. “Without readily available shallow and deep water transportation, I shudder to think how much of our regional economic base would have never been developed,” Hohensee said. “But, even though Mother Nature blessed Southwest Louisiana with great waterways, it is up to those of us who benefit from the waterways to make sure they are cared for and properly maintained.”

Fortunately for Southwest Louisiana, that effort is being led by local ports.

“Our corner of the state is blessed with a strong line up of progressive ports,” he explained.

“Most folks are well aware of the Port of Lake Charles, which is the nation’s 11th largest port.

“But, we also have the West and East Cameron ports, the Port of Vinton, the Mermentau Port and the West Calcasieu Port,” he added. “For the past two and a half years, all six ports have worked closely together within the Southwest Louisiana Port Network.

Collectively, the ports work very closely with local, state and federal agencies, waterway users and local, state and federal elected officials to prioritize an effective maintenance program for the waterways – primarily the Calcasieu River Waterway and the Gulf Intracoastal Waterway.

“A significant part of this effort is spearheaded through the Calcasieu River Waterway Harbor Safety Committee,” he said. “The committee has proven to provide great ‘common ground’ for the multi-agency/organizational approach to keeping our waterways operational year-round. Hohensee explained that while the SWLA ports are working well together, they continue to support their own public entity identity.

“Each port really has its own niche,” he said.

“Our strength at the West Cal Port is our location on the Gulf Intracoastal Waterway, just two miles west of the Calcasieu River Waterway,” Hohensee added.

“While we continue to grow and develop as a services-oriented port, our long-term mission

also encompasses a strategy to recruit industrial tenants that have a strategic need for shallow water transportation to bring in feedstock and barge out finished products.”

“We anticipate that these clients have the potential to have a tremendous impact on the growth of capital investment, jobs and tax revenue for the parish and the state.”

The most positive impact for the West Cal Port came in 2009 when it successfully completed the maintenance dredging of the port’s west barge basin.

The basin was in bad need of repair prior to 2005, but it was in even more disrepair following Hurricane Rita and then three years later, Hurricane Ike. It took a tremendous team effort by the port’s team to secure a \$1.5 million grant from the Department of Transportation and Development’s Port Priority Fund.

These funds, combined with recovery funding by FEMA and the public funding provided by the City of Sulphur and the Calcasieu Parish Police Jury, made the improvements possible. “At that point, the West Cal Port again was able to serve as a critical operations center in Southwest Louisiana for “brown water” maritime transportation — that means shallow-water barging operations,” Hohensee said. “But our port board of commissioners knew more could be done to serve our existing tenants and attract new tenants.”

At that point, Hohensee cited the quality leadership provided to the facility by the port’s board of commissioners – Brent Clement (president), Matt Vincent (vice president), Tim Dougherty (secretary/treasurer), Wilmer Dugas and Dick Kennison.

“So,” he continued, “just three months after we completed the maintenance dredging of the west barge basin, we applied to the Louisiana DOTD for a second Port Priority Funding grant designed to fund the expansion of the basin by some 800 feet to the west – enough space for an additional 30 barges and potentially new barge-supporting businesses.”

DOTD officials in Baton Rouge recognized the value of the project and in March 2010 recommended to the Louisiana Legislature that it approve a \$2.3 million grant for the project. Later that spring, the legislature did approve the

grant. While the grant covers 90 percent of the construction costs, the remaining 10 percent, as well as the costs of engineering and permitting, are the responsibility of the port.

“While I would be remiss if I didn’t say we feel the financial pinch of the project’s costs not covered by the grant,” Hohensee said, “we are confident that the expansion of the barge basin will pay great dividends for the port, its tenants and our community.”

Hohensee noted that the West Cal Port team has been working closely to secure the necessary state and federal permits needed to develop the project without negatively impacting the number of acres of wetlands involved.

“We’ve enjoyed great support from the Louisiana Department of Natural Resources and the U.S. Army Corps of Engineers,” he said. “In fact, a consortium of representatives from those departments - partnering with DOTD officials – have used the West Cal Port barge basin expansion project as “testing project” to collectively identify opportunities to streamline the permitting processes for Port Priority Funding projects,” he added. “As a result, we are in line to move our port project up the DOTD queue by several years.”

As a result of this project, the port will be able to create more than twice as much wetlands acreage as it will take out of commission and divert the badly needed remaining dredge spoils to a federally approved spoils reception area on the port property.

“It is in our long-range strategic plan to eventually transform the spoils reception area into a valued 40-acre site at an elevation above 11 feet that will be perfect for industrial development,” Hohensee explained. “We are expecting to have the permitting and engineering work completed and to go out for competitive bid on the expansion work sometime in the first quarter of 2011.”

Having a quality and expansive barge basin is spurring other new growth opportunities as well as prospective new tenants who continue to show interest in the port.

Shortly after the maintenance dredging project was completed, the West Cal Port attracted F. Miller Construction, a division of Houston-based Orion Marine Group. In November 2009,

the company moved its field operations to the port which brought dozens of critical jobs to the port.

Since then, F. Miller Construction has leveraged its waterfront construction operations and landed several significant marine construction projects, not the least being the improvements currently being made to the fenders that support the I-210 columns where the roadway spans the Calcasieu River.

“All sheet and ridged steel needed for the project is being delivered to the West Cal Port where teams of F. Miller Construction contract workers are ‘prepping’ the steel prior to transporting it by barge to the worksite,” Hohensee said. “This project alone has created a flurry of activity never seen before at the port.”

While F. Miller Construction is the port’s newest tenant, Devall Enterprises remains the largest and oldest tenant.

“The Devall family has used the West Cal Port for a large portion of its barge transportation facilitation for nearly all of the company’s 50-plus years of existence,” he said.

“Earlier this past year, Devall Enterprises opened its new corporate headquarters on Swisco Road in Sulphur,” he added. “While this physical expansion created an opportunity to relocate Devall Diesel Repair Services from the West Cal Port to the Swisco Road site, the company continues to use the port as its anchor location for its barge operations.

“In addition,” he continued, “Devall Enterprises will be growing its fleet of tugboats in early 2011 and intends to replace the diesel repair business with another family-operated business at the port.”

While Hohensee is excited about the growth and potential for the West Cal Port, he also framed that development with the strategic growth of all six Southwest Louisiana ports.

“All of our ports are public entities that were created by the Louisiana Legislature,” he said. “First and foremost, all of the ports view themselves as economic development ‘engines’ designed to foster and promote economic growth in Southwest Louisiana and recruit businesses and create jobs.”

When port representatives gather for the

quarterly SWLA Port Network meetings, much information is exchanged on how each port is doing in relationship to marketing their respective port to the maritime community, working with state and regional economic development professionals, tending to the needs of port tenants and serving as a steward of the public taxpayers’ port investment.

From a marketing standpoint, the SWLA Port Network – with the assistance of the SWLA Economic Development Alliance – attended regional tradeshow in 2010, and the ports have staffed a single booth to promote Southwest Louisiana. Additional tradeshow are being identified for 2011.

Another recent marketing effort highlighted the SWLA Port Network and included a recent case study of the organization in the

November/December issue of the Trade & Industry Development Magazine, a business recruitment/economic development publication sent to more than 25,000 site selectors. George Swift, President/CEO of the SWLA Economic Development Alliance played a key role in orchestrating the case study feature article.

The SWLA Port Network also sponsored a 30-second commercial message that aired on cable services throughout the five-parish area from October through December. Sponsorship support was also provided by the SWLA Economic Development Alliance and the Lake Charles River Pilots. The message was produced by the Waterways Council, Inc. of Washington, D.C., and documented the value of inland barge transportation to the nation’s economy and environment.

“But, most basic to all of the SWLA Port Network member ports is a commitment to operating with the highest standard of ethics and in an environmentally sensitive manner,” Hohensee emphasized. “To this end and within that framework, all of the ports working together are making coordinated regional economic development their top priority.”

In regards to the West Cal Port, Hohensee predicts that the port will continue to serve as a catalyst for the expansion of business, commerce and industry along La. 27 from Sulphur southbound into Cameron Parish.

For more information on the West Cal Port, visit its Web site (www.westcalport.com).

Port of Lake Charles

AMERICAN PRESS EDITORIAL

12/09/10

Dredge material plan helpful to wetlands

A pioneer program to use dredge material to restore wetlands in Southwest Louisiana has turned into a win-win proposition for all concerned. The Port of Lake Charles' initiative to use dredge material from the Calcasieu Ship Channel to help restore marsh in Cameron Parish appears to be a booming success. In past years, dredge material has been deposited along the ship channel in disposal sites. But three years ago, the port pitched the idea to the U.S. Army Corps of Engineers to funnel the dredge material into wetlands. Last year, the port received \$26 million from the state of Louisiana and Calcasieu Parish to use its dredge material to restore wetlands in Cameron Parish that had been damaged by Hurricane Rita.

Two sites were chosen for the rehabilitation: 227 acres in the Sabine Wildlife Refuge and 440 acres in Black Lake Marsh. More than 700,000 cubic yards of material helped restore the Sabine Wildlife Refuge earlier this year.

The Black Lake Marsh project took a more Herculean effort — requiring a pipeline of more than 10 miles to carry the dredge material to the open marsh. Though the Black Lake Marsh has not been completed, wildlife has already returned to the restored portions of the area and are building homes and nesting areas. “This is the first large-scale beneficial use of routine deepdraft dredging material in the state,” Channing Hayden, the port’s director of navigation and security, said. “The port’s goal is to utilize dredged material to rebuild marshlands on a routine basis. We would like to use this dredged material, or at least most of it when appropriate, for beneficial use. It won’t solve the whole problem, but it’s a step in the right direction.”

In recent years, the port has practically had to beg the Corps of Engineers for funding to keep the ship channel dredged to its 40-foot depth. When silt causes the channel to become shallower, incoming and outgoing ships must lighten their loads, costing shippers more money. Now, with the dredge material offering a beneficial by-product of marsh restoration, the

corps should be eager to fund the dredging of the Calcasieu Ship Channel.

Equally as important, the port’s dredge material plan offers hope for wetlands restoration in the Mississippi, Atchafalaya and Mermentau estuaries.

And that would be an even bigger win for Louisiana’s endangered wetlands.

Port Manchac

Acadian Hardwoods & Cypress Project

The project cargo is the first in a series of rail shipments of specialty plywood products that originated from Oregon and trans-loaded at the Port Manchac terminal... STPPC President Mark Griggs commented, " The port plans to develop and expand the volume of rail shipments for Acadian Cypress & Hardwoods and other rail shippers by utilizing the terminal's strategic logistic location adjacent to the mainline of the Canadian National Railroad (CN) that is outside of the congested Port of New Orleans rail cargo market"



(left to right):
South Tangipahoa Port Commission President-Elect for 2011 - Mark Griggs, Acadian Cypress & Hardwoods President Frank Vallot, Acadian Cypress & Hardwoods CFO - Glen Bartels, Acadian Cypress & Hardwoods Operations Manager, Wayne Cangelosi, and Port Manchac Executive Director Patrick Dufresne

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**South Tangipahoa Parish Port Commission
Selects Businessman Mark Griggs as President
for 2011 – Port Manchac Update**

The South Tangipahoa Parish Port Commission (STPPC) has selected businessman Mark Griggs to serve as President for 2011. Mr. Griggs, President of OPS, Inc. – a professional engineering corporation, has served on the

commission since 2005 is a life-long resident of Ponchatoula, LA. "It is an honor and a privilege to be selected to serve as president of this organization... I appreciate the support of my fellow commissioners and look forward to working with the entire staff in 2011, to continue the development of Port Manchac into an efficient economic engine for Tangipahoa Parish", Griggs commented.



In addition, recently appointed Commissioner Daryl Ferrara was selected to serve as Vice-President for 2011. Commissioner/Secretary Don Boihem and Commissioner/Treasurer Lucas Watkins were re-selected to serve in their current positions for 2011. The seven (7) commission members are appointed by the governor of LA to six (6) year terms and receive no compensation for their community service to the organization. The STPPC serves as the official governing entity for the Port Manchac inter-modal terminal.

The following list of commissioners were selected to serve accordingly for 2011:

- Mark Griggs - President**
- Daryl Ferrara – Vice- President**
- Don Boihem – Secretary**
- Lucas Watkins - Treasurer**
- Don Bankston – Member**
- J. Parker Layrisson – Member**
- Mike Williams – Member**

In 2011, Port Manchac will begin a series of infrastructure projects engineered to provide safe & efficient cargo trans-loading operations by barge, rail, and truck at the inter-modal terminal. The \$3 million investment program will include internal roadway and parking improvements, rail spur maintenance & lay-

down storage area improvements, and bulk-head improvements at the facility. The new infrastructure is also designed to attract new industries and in-turn create new job opportunities for residents of the Tangipahoa Parish area.

The forty (40) acre inter-modal terminal is located adjacent to Interstate Highway-55 at the southern end of Tangipahoa Parish. Port Manchac is also adjacent to the mainline of the Canadian National Railroad (CN) that provides regular service to the 6'000 ft. of storage track at the site. The terminal's ideal location also provides direct trucking links to nearby Interstate's 10 & 12, and offers access for barge shipments to Lake Pontchartrain, Mississippi River and The Port of New Orleans via North Pass. Plans are underway to acquire an additional 110 acres on the eastern and northern boundaries of the existing site. Additional logistical and infrastructure info on Port Manchac is available at www.portmanchac.com.

Associate Member News

Valence Consulting



By Jennifer Kelley,
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In 2011, Consider Bringing "IT" to Life!

"IT" is your company's products or services that you are trying to sell to your customers. IT is what people need that you provide. IT is what makes you different than your competitors. IT makes you money.

Here's a proven idea for marketing "IT" in 2011: **USE ANIMATION AND VIDEO!**

Our fast-paced and plugged-in society has changed with the Internet, and so has our consumption of information. Video has taken a front position in the list of preferred ways to consume information. How do we know? Here's a hint. YouTube is now the second largest search engine on the web with over 2 billion views a day.

We've evolved from 3-ring binder presentations to PowerPoint decks to High Definition Video with 3D animated models...and we aren't turning back. In order to stay competitive, your company must embrace technology and this includes your sales and marketing materials.

Here is a quick list of **20 Ways to use Animation and Video for Business Marketing:**

1. Video Customer Testimonials
2. Customer Presentations
3. Video Case Studies
4. Product Demonstrations
5. Product Reviews
6. Facilities or Equipment Tour
7. Virtual Training
8. Employee Orientation
9. Conference/Trade Show Communications
10. Video Blog
11. Social Media Content
12. Executive Summary of a Proposal
13. Infomercials
14. Video Press Releases
15. Q&A Expert Panel
16. Company Overview
17. Recruitment Video
18. Product Visualization
19. Email Marketing
20. Company Lobby Video

So ponder this question, "How can I bring my company's "IT" to life with animation and video in 2011?"

Legal News



**LA. REVISED STATUTE 9:2780.1
ANTI-INDEMNITY ACT FOR
CONSTRUCTION AND
TRANSPORTATION**

The oil and gas exploration and production industry off the coast of Louisiana and Texas requires the interaction of many companies and contractors. These include the familiar "big name" oil companies and drilling contractors who own and operate the rigs that drill for Black Gold, and the hundreds of smaller businesses of all manner and size which support the industry.

Virtually all of these companies work in concert pursuant to written contracts. Being increasingly cognizant of the risk and expense of litigation arising out of accidents and injuries, the larger companies which solicited the services of the smaller, began including indemnity and insurance provisions within their contracts in order to insulate themselves from exposure to lawsuits. Over time, the indemnity provisions became increasingly one-sided so that the "bigger" company virtually transferred all responsibility to defend lawsuits to the "smaller" company so that the smaller company assumed all potential financial liability, even if the accident or injury was caused by no fault of its own, or if the accident or injury was the fault or neglect of the bigger company. This shifting of responsibility was possible because; (1) there was no prohibition in the law against it, and (2) if the smaller company wanted the work, it had no choice but to sign the contract. This practice resulted in increased costs of doing business by the service companies who were now saddled with ever increasing costs to procure the significant amount of insurance these contracts also required them to buy in order to protect against these increased risks.

In 1981, the Louisiana Legislature enacted the Louisiana Oilfield Anti-Indemnity Act (LOIA), La. Rev. Stat. Ann. § 9:2780, upon its finding that "an inequity is foisted upon certain contractors and their employees by the defense or indemnity provisions . . . contained in some agreements pertaining to wells for oil, gas, or water," or drilling for minerals. The LOIA declared that any "provision contained in, collateral to, or affecting an agreement pertaining to a well for oil, gas, or water . . . is void and unenforceable to the extent that it purports to or does provide for defense or indemnity, or either, to the indemnitee against loss or liability for damages arising out of or resulting from death or bodily injury to persons, which is caused by or results from the sole or concurrent negligence or fault (strict liability) of the indemnitee, or an agent, employee, or an independent contractor who is directly responsible to the indemnitee."

The LOIA also voided contractual obligations which would frustrate the intent of the act such as waivers of subrogation, additional named insured endorsements, or any other form of insurance protection that would achieve that end.

Because LOIA is a state law, the courts have held that it does not apply to contracts that are maritime in nature. Since enacted, LOIA has leveled the playing field and made for a more equitable sharing of liability and responsibility for claims arising from personal injuries. (There is one exception. If the party to be indemnified, the indemnitee, has agreed to pay the extra cost of insurance that the indemnitor has to bear, the courts will permit this to stand on the theory that the economic burden has not been shifted to the indemnitor.)

In its recent 2010 session, the Louisiana Legislature took this a step further from the oilfield to land and passed Act 491, which created La. R.S. 9:2780.1.

Finding that similar inequities exist in the motor carrier transportation and construction industries, effective January 1, 2011, contracting companies in these fields can no longer shift or avoid responsibility or liability, through onerous indemnity/insurance provisions within their contracts. LA R.S. 9:2780.1 tracks to a great extent the LOIA and provides similar protections to smaller businesses in the construction and land transportation business. LA R.S. 9:2780.1(B) provides; any provision . . . which purports to indemnify, defend or hold harmless, or has the effect of indemnifying, defending or holding harmless, the indemnitee from or against any liability for loss or damage resulting from the negligence or intentional acts or omissions of the indemnitee, an agent or employee of the indemnitee, or a third party over which the indemnitor has no control is contrary to the public policy of this state and is null, void and unenforceable. However, nothing in this section shall be construed to prevent the indemnitee from requiring the indemnitor to provide proof of insurance for obligations covered by the contract.” After January 1, 2011, any provision indemnifying a party for its own negligence will be null.

LA R.S 9:2870.1(D) also requires that Louisiana law will apply to any construction or motor carrier contract for work performed or taking place in Louisiana. This prevents parties from designating in their contracts that the law of another state will apply.

It is still too early to see what long term effect this new law will have. Legislators who sponsored the bill support the law as a cure to

the extra economic burden placed on the small business contractor. Some trade associations believe it to be another instance of “big government” meddling in private business. This writer predicts that just as companies working in the oilfield have adjusted, so will Louisiana’s construction and transportation industries. The end result will be that each company remains responsible for its own negligence, with the extra incentive to maintain a safe working environment.



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Foreign Trade Zones

The National Association of Foreign-Trade Zones has selected New Orleans for the site of their 2011 Annual Convention. Scheduled for September 11 - 14 the conference will take place at the Marriott’s Canal St location.

The FTZ Grantees throughout Louisiana are uniting as "The Foreign-Trade Zones of Louisiana" to sponsor the conference. Showcased at the convention will be the extensive Foreign-Trade Zone activity throughout Louisiana. This activity is second nationally in the value of merchandise moved, a figure well into the billions. Our FTZ's will use this unique opportunity to raise their profiles before a large national gathering including many major manufacturers such as Abbott Laboratories, BMW, Johnson & Johnson, BASF, Exxon, Northrop Grumman and many others. The FTZ's of Louisiana have a recognized track record and tremendous potential to grow new manufacturing.

Grantees in the state include the ports of New Orleans, Baton Rouge, South Louisiana, Lake Charles, Shreveport, Alexandria and the soon-to-be-approved Houma Airport.

World Trade Center



WORLD TRADE CENTER
OF NEW ORLEANS

Louisiana's Global Exports Grow 20 Percent in Third Quarter

As the global economy continues its expansion, Louisiana's worldwide merchandise exports increased by 20 percent in value to \$27.4 billion through the third quarter of 2010 compared to the same period in 2009, according to a report issued by the World Trade Center of New Orleans.

It was the second-highest dollar value on record for Louisiana's third quarter exports. Total U.S. exports rose 22 percent in the third quarter of 2010, with Louisiana placing 9th in the state rankings.

Louisiana's principal export markets for the first nine months of 2010 were China (\$2.76 billion), Mexico (\$2 billion), and Japan (\$1.95 billion), followed by Canada, Singapore, and the Netherlands.

"Numerous opportunities abound for Louisiana producers of goods and services, which are attractive in many worldwide markets," said Donald van de Werken, Director of the New Orleans U.S. Export Assistance Center, which assists companies in identifying and pursuing overseas markets. "The China market for imports such as coal, and material inputs such as cotton, grain, and food goods are growing demand. U.S. products overall remain attractive thanks to the value of the dollar."

Agricultural products (\$8.7 billion, a decrease of 1.16 percent); petroleum and coal products (\$7.6 billion, a 71.2 percent increase); chemicals (\$4.66 billion, a 16.25 percent increase); and food products (\$2.8 billion, a 22 percent increase) ranked as Louisiana's top exports for the January-September 2010 period.

Jerry Hingle, Executive Director of the Southern U.S. Trade Association, stated that "Demand for Louisiana food and agricultural products is rising around the world, for commodities such as

rice and soybeans as well as high-value products such as spices and hot sauces. Consumers around the world love our food and cuisine, and we're encouraged to see many Louisiana companies cashing in on this growing demand aided by the competitive dollar."

According to Gary LaGrange, President and CEO of the Port of New Orleans, "The Port has experienced significant increases in chemical exports. This is driven by two factors: the value of the dollar has been relatively low, making it cheaper for overseas purchasers to exchange their currency for dollars in order to buy U.S. products; and the costs for inputs for the Louisiana chemical industry have fallen in 2010, making their pricing more attractive in world markets."

The increase in total vessel weight for Louisiana's exports for the third quarter was 15 percent compared to 2009, while total U.S. exports registered a 16.2 percent gain, according to the WTC report.

"The demand for Louisiana products remains very strong around the world," said Dominik Knoll, Chief Executive Officer of the World Trade Center. "Businesses in Louisiana have the advantage of our great port system leading to and from global markets, and also enjoy the benefits of the President's National Export Initiative. The WTC, the Export Assistance Center, and our partners are ready to help grow Louisiana's international trade."

The WTC report was generated by the World Institute of Strategic Economic Research (WISER) from U.S. Census Bureau data. It covers the exports of both Louisiana-originating products and some major commingled bulk commodities (especially grain and coal) that are produced in other states, shipped abroad from Louisiana's ports, and recorded as Louisiana exports because of the difficulty of identifying the actual states of origin.

America's Wetland



LT. GOVERNOR JAY DARDENNE TO CHAIR AWF'S "Building Resilient Communities of America's Energy Coast" INITIATIVE

The America's WETLAND Foundation is honored that newly elected Lt. Governor Jay Dardenne has agreed to chair the Foundation's "Building Community Resiliency in America's Energy Coast" initiative.

Through the effort, AWF will incorporate sustainability and conservation priorities and risk reduction factors identified by government, NGOs and private stakeholders to help empower communities in making decisions and setting priorities for the future. This endeavor is particularly relevant in light of the Deepwater Horizon incident in the Gulf and as federal and state governments develop policies important to offshore energy development and the sustainability of Gulf coastal ecosystems.

The goal of the initiative is to sustain the ecological, economic, and cultural values of the Gulf region, reduce risks from natural and man-made disasters and vulnerabilities, and empower communities to envision resiliency, make decisions and plans based on truth, and take decisive actions to ensure a sustainable and prosperous future. A pilot for the resiliency initiative is planned for early 2011.

Welcome New Associate Member

PAL would like to welcome four new associate members this month:

1. **LJC Poole, LLC** is an engineering and planning firm. They are located in Baton Rouge and will be represented by Lu Cutrera.
2. **DRC Emergency Services, LLC** is a disaster recovery/environmental firm located in New Orleans. They will be represented by Jessica Plaisance.
3. **N-Y Associates, Inc.** is a consulting firm offering engineering, architectural and planning services. They are located in Metairie and will be represented by Mr. Michael Nicoladis.
4. **Kingfisher Marine Services LLP – Orion Marine Group** specializing in dredging and marine construction. They are located in Kenner and will be represented by Mr. Eddie Fisher.

MARK YOUR CALENDARS

February 3, 2011, PAL Monthly Meeting, Baton Rouge, LA
March 23-25, 2011 – PAL Annual Conference, Sam's Town Casino, Shreveport, LA

