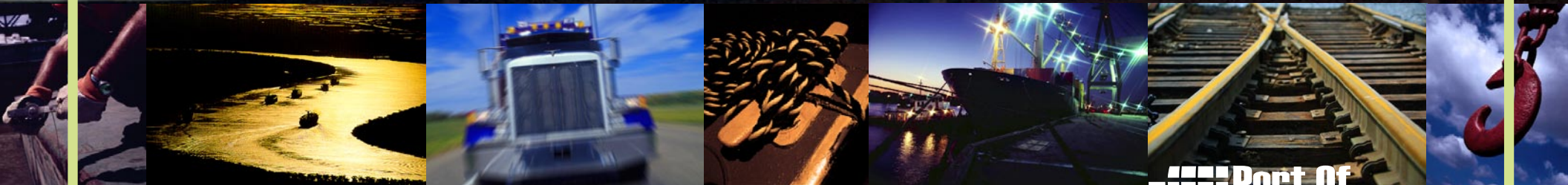


# 2007 ANNUAL REPORT





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THE YEAR  
IN REVIEW



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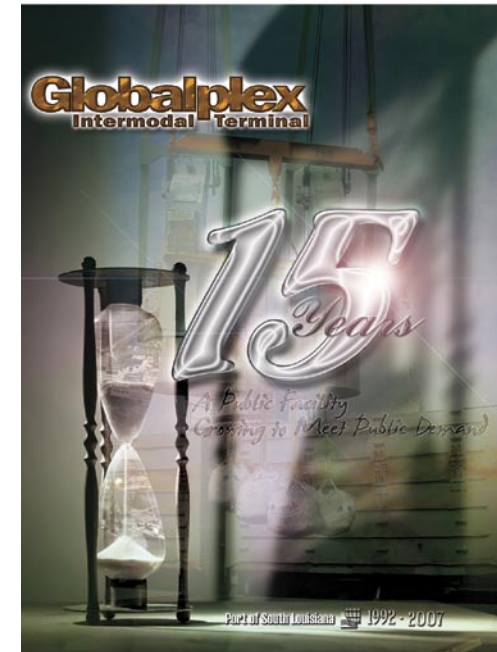
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**Mission: To promote maritime commerce, trade and development  
and to establish public and private partnerships  
for the creation of intermodal terminals and industrial facilities**

- ▶▶ Globalplex Intermodal Terminal, the Port's public Mississippi riverfront industrial park, celebrated its 15th anniversary;
- ▶▶ Another good year for exports and imports in spite of U.S. economic strain;
- ▶▶ Valero and other local industry announced billions of dollars in expansion;
- ▶▶ New Faustina ammonia plant announced to locate adjacent to Motiva;

- ▶▶ *PSL Responder* receives top honor from *Workboat* magazine;
- ▶▶ Secured \$8.5 million grant from U.S. Homeland Security for the five Lower Mississippi River deepwater ports for security along its 300-mile area;
- ▶▶ River Region Economic Development Initiative (RREDI) formed to assist in diversifying and increasing the economy of the River Region;



## GOALS:

- To serve the maritime transportation needs of resident industry*
- To assist resident industry in the development of maritime and/or industrial facilities*
- To attract foreign and domestic cargo to Globalplex Intermodal Terminal*
- To encourage foreign and domestic investment within the River Parishes region and Louisiana*



## FROM THE DIRECTOR...

Planning for the future has been the main focus in 2007 as the Port prepares in anticipation of changes in the global shipping market. The Port of South Louisiana is ripe for growth and we have many short- and long-term plans for development that will assist in capturing the foreseeable increase in barge and container traffic, as shippers learn about the ease of shipping in our 54-mile district. Our plans also call for improvements that will meet the needs of our existing tenants.



Joel T. Chaisson  
Executive Director

Development and improvement plans beginning next year at Globalplex Intermodal Terminal include the construction of a finger pier to allow direct barge-to-ship loading; reinforcement of the general cargo dock access bridge; and construction of a 40,000 square-

foot transit shed to meet increased demand for in-transit storage.

A major goal of the Port of South Louisiana is to develop another riverfront industrial park similar to Globalplex, yet much larger in scope and size. We hope to move closer to this goal next year with a site on the west bank of the Mississippi River for further development of that area to accommodate existing and future industry requirements.

The Port of South Louisiana and the three

River Parishes have developed a marketing plan to reach potential expanding companies and site consultants throughout the world to educate and inform them about the business opportunities of the River Region. Along with this plan, we are proud to introduce a new

video and marketing materials to aid in this endeavor.

The Port of South Louisiana continues to work jointly with the four deepwater ports, from the mouth of the Mississippi River to Baton Rouge, to present a unified front of regional cooperation to seek federal recognition, funding, and uniform procedures throughout the Lower Mississippi River jurisdictions for improved security. In fact, last August, the Port of South Louisiana dedicated the *PSL Responder*, our state-of-the-art security command boat equipped with the latest in communications and surveillance equipment including live video feed. In November, *Workboat* magazine named the vessel one of the "10 significant new boats of the year."

I would like to thank the staff, the board of commissioners, and the Port's partners, including St. Charles, St. John, and St. James Parishes, as well as Associated Terminals, Holcim Cement, and Kinder-Morgan, who all do their part to bolster the Western Hemisphere's largest tonnage port district!





## FROM THE PRESIDENT...

My second year as board President proved to be the busiest year for the Board of Commissioners. We dealt with issues that will impact the Port of South Louisiana for years to come, such as infrastructure development, financing, leadership, and more. The decision-making process was part of the planning for future development as we look forward to growth opportunities in the global market.

I would like to thank our two departing Commissioners for their guidance and assistance over the last two years: Jay Roberts of St. Charles Parish and Bill Hubbard of St. John Parish, who brought their business experience to the Port of South Louisiana, which immensely

contributed to sound business decisions.

In turn, I welcome the Commissioners replacing them: J. Raymond Fryoux and Rusty Gaudet who will represent St. Charles Parish and St. John Parish, respectively. They are two local maritime-related businessmen who understand the importance of the Mississippi River and the Port of South Louisiana.



P. Joey Murray, III  
Commission President

I look forward to my third term as President of the Board of Commissioners for the Port of South Louisiana and truly believe we are on the cusp of expansive growth both at the Port and within the River Region.



Jay Roberts



L-R: Joel T. Chaisson, Bill Hubbard, Joey Murray



## TOP STORIES...

### **VALERO ENERGY CORPORATION**

Valero's board of directors approved a \$1.4 billion expansion of its refinery in St. Charles Parish at what is deemed a flagship refinery for the company. In preparation for increased crude deliveries, the facility began work improvements, including upgrading its docks to accommodate Suezmax tankers. The amplification of this refinery in Norco, Louisiana, purchased by Valero in July 2003, would make it the 12th largest in the United States, with a production of 300,000 barrels of oil per day (Source: U.S. Department of Energy).



*Photo courtesy of Valero Energy Corporation*

There are many success stories associated with the Port of South Louisiana and the River Region. This is a dynamic, growing Port and economy with numerous business relocations and expansions that occurred throughout the year, which are predicted to have a significant long-term impact. The investment by existing and new business in the projects below is a reflection of their confidence in and commitment to the River Region and the Port of South Louisiana.

### **ENTERGY LOUISIANA**

The region's provider of electricity announced the establishment of a \$1 billion generating unit at its Little Gypsy plant in St. Charles Parish. The company anticipates it will provide savings of \$4 billion in monthly billings to its customers over the next 30 years. The 530-megawatt generating unit will use petroleum coke, reducing the company's reliance on natural gas. Furthermore, its presence will add 35 permanent jobs to the region's economy.

### **FAUSTINA HYDROGEN PRODUCTS LLC**

A \$1.6 billion solid carbon gasification plant to produce anhydrous ammonia, methanol, sulfur, and industrial-grade carbon dioxide is slated to be built adjacent to Mosaic Fertilizer in St. James Parish. The plant is anticipated to employ 200 people once in operation in 2010. GoZone bonds will be used for the project.



# MARKETING INITIATIVES...

The Port of South Louisiana marketing initiatives focused on promoting the Port as well as the River Region. At the forefront this year was the development of a new video showcasing the Port's assets and advantages of shipping within its 54-mile district.

## **MARKETING VIDEO**

The Port of South Louisiana's new marketing video features high-quality photography of the Port's infrastructure along the Mississippi River, supplemented by testimonials from business representatives, statistics, and maps of sites available for development in the region.

## **RIVER REGION STRATEGIC PLAN**

The Port of South Louisiana and the River Parishes completed a strategic economic development plan that will assist in marketing the region to companies identified as having potential for relocation to the area. This effort, named the River Region Economic Development Initiative (RREDI), has received grants from the Louisiana Economic Development department for the plan and an upcoming analysis of the regional workforce.

## **NEW ORLEANS TRADE NUMBERS 2007**

The Port of South Louisiana was featured in a four-page advertorial in an internationally distributed journal, highlighting the trade through the New Orleans U.S. Customs district. In 2006, the District, which includes several ports in the New Orleans area, as well as some in neighboring states, ranks 5th in the nation with \$153 billion, an increase of 17.2%, greater than the national average of 12.1%.

## **PUBLIC RELATIONS/MEDIA**

The Port of South Louisiana was featured by numerous international, national, and local trade and news publications featuring the short and long-term development plans of the Port, as well as shipping trends. Publications included *Dry Cargo International*, *International Bulk Journal*, *WorkBoat* magazine, *River Region Guide*, *The Baton Rouge Advocate*, *New Orleans CityBusiness*, *The Times Picayune*, *St. Charles Herald Guide*, *The Enterprise* and *L'Observateur*.

## **SPECIAL EVENTS**

Events for resident industry, maritime workers, and legislators were held at the Port of South Louisiana throughout the year. These gatherings present the opportunity for the Commission and the staff to inform and educate others about the Port, as well as thank the businesses within the district for their contributions to the Port and the River Region economy.

In March 2007, the Port co-hosted the annual PAL conference held in New Orleans, which included a reception at the Guesthouse in Reserve. Approximately 100 port directors, staff members, and affiliated service firms participated.

Two months later, the Port of South Louisiana celebrated the **15th Anniversary of its Globalplex Intermodal Terminal** in conjunction with the **Annual Industry Appreciation**. Over that 15-year period, the Port has invested in a 130-acre tract of land adjacent to the original 205-acre site in addition to a bulk and a general cargo dock,



two Manitowoc gantry cranes, two 50,000 ton cement storage domes, the construction of 300,000 square feet of warehouse space, and 9 acres of paved open storage. Approximately 300 industry leaders, including maritime personnel, public officials, and former employees and board members attended the event.

In August 2007, the Port held a reception to thank the **U.S. Congressional Delegation and Louisiana Legislators** for their support with legislation and funding for the Port and the River Region. Attendees included U.S. Representative Charlie Melancon, Louisiana Senator Joel Chaisson, Louisiana Representative Roy Quezaire, and Louisiana Representative Gary Smith. Also in attendance were representatives from the offices of Senator Mary Landrieu, Senator David Vitter, and Representative Bobby Jindal.

Also in August 2007, the Port of South Louisiana dedicated its newest security vessel, the **PSL Responder**, among hundreds of public officials, business representatives, and other

guests at Globalplex Intermodal Terminal. The *Responder* is the third security vessel in the Port's fleet for security patrol of the 54-mile Mississippi River district. The \$1.3 million state-of-the-art craft is the first of its kind in security command boats.

#### **SITE VISITS**

**U.S. Department of Commerce Deputy Assistant Secretary Ana Guevara** visited the Port to discuss its importance in the U.S. and international trade markets. Issues covered included Port infrastructure and facilities, commodities, security, vessel and barge traffic flow, and available federal funding. There was also discussion about a plan for real-time communication with the Port during emergency situations so that the world has first-hand knowledge of the Port's status.

Twice in 2007, the Port of South Louisiana hosted visits by **delegations from China**, who traveled to Louisiana as part of a mission to learn more about Port development and how to increase trade and cooperation with the U.S. Gulf Coast.

#### **PROPOSAL PACKAGES**

Several dozen proposals were submitted by the Port of South Louisiana in 2007, in conjunction with the three parishes, directly to companies or via the Louisiana Economic Development department. The Port continues to work with several prospective businesses that anticipate making a final decision on a location in 2008.

#### **WEBSITE**

The Port continues to update and enhance its website to effectively inform users about Port developments, industry expansions and locations, shipping news, events, and any other important resources.

For Business Development information:  
<http://www.portsl.com/businessdevelopment.htm>

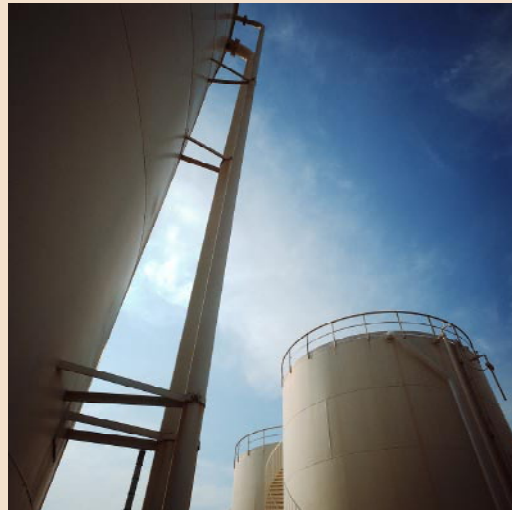
For Marine Operations information:  
<http://www.portsl.com/operations.htm>





### **PLAINS ALL AMERICAN PIPELINE**

Plains All American Pipeline, L.P. (Plains) announced an expansion of its tank terminal and new dock facility in St. James Parish. The company will receive federal GoZone bonds to finance the construction of a riverfront dock, crude oil interchange, and tank farm to receive and deliver up to 6.2 million barrels of crude oil per day. The St. James hub will tie into the Louisiana Offshore Oil Port (LOOP), which is the only U.S. port that can receive the carriers to transport the anticipated volume. Plains reported that the St. James site plays a critical role in balancing the U.S. supply and demand of crude oil. The company will invest over \$200 million in the project, which is anticipated to create 300 construction and eight permanent full-time jobs.



### **LOUISIANA PORTS ASSOCIATION TO DEVELOP STRATEGIC PLAN**

The Ports Association of Louisiana (PAL) began a 10-month long process to develop a comprehensive statewide maritime planning effort that will create the road map to the future of Louisiana's 30 ports, the marine transportation industry cluster, and other industry clusters dependent upon intermodal transportation. The project is being funded through several sources, including the U.S. Department of Commerce -Economic Development Administration, the Louisiana Economic Development department, and the Louisiana Department of Transportation and Development, in addition to a \$35,000 match from PAL. The Shaw Group of Baton Rouge is the consulting firm for the project, anticipated to be completed by mid 2008.

### **ENVIRONMENTAL COATING SERVICES (ECS)**

The sandblasting/coating firm located its corporate headquarters on 20 acres in Convent, Louisiana to service the petroleum, chemical, and grain industries. ECS is investing over \$1 million in building and infrastructure, which will create approximately 50 new jobs in St. James Parish.

### **WILLOW BEND PLANTATION SOLD**

The 1,400-acre site near Edgard in St. John Parish was sold for \$7.5 million to Willow Bend Ventures from Hickory Ave., a company owned by Rathborne Properties. The site has more than one mile of Mississippi River frontage and the potential to become a deep-water facility. Willow Bend Plantation had been owned by several chemical companies, including Shell. Immediate plans for development are unknown.



## TRADE STATISTICS...

① Total throughput of 258 million short tons, with CRUDE OIL and MAIZE as the most handled commodities, followed by PETROCHEMICALS

① 52.9 million short tons of cargo exported to destinations such as JAPAN, CHINA, and EGYPT, with GRAIN being the top exported commodity group

① 75 million short tons of cargo imported, with CRUDE OIL being the top imported commodity from origins such as BRAZIL, ALGERIA, and MEXICO

① Total of 129 million short tons of domestic transshipments, a 7% decrease from 2006

└ Total of 54.1 million short tons of domestic shipments, a 1% decrease from 54.7 million short tons in 2006

└ Total of 75 million short tons of domestic receipts, 11% decrease from 85 million short tons in 2006

① 3,960 vessel and 52,299 barge calls, an increase of 5% and decrease of 2%, respectively, from 2006

### EXPORTS

	2006	2007	% Difference
Maize (Corn)	28,295,580	27,908,714	(1)
Soybean	13,550,873	12,696,137	(6)
Wheat	2,420,661	3,413,516	57
Animal Feed	2,640,548	2,147,009	(19)
Other Grain	1,036,796	2,784,644	169
Other Cargo	3,367,223	3,961,586	18
<b>Total Exports</b>	<b>51,067,680</b>	<b>52,911,606</b>	<b>4</b>

### IMPORTS

	2006	2007	% Difference
Crude Oil	49,404,880	54,115,666	10
Chemicals/Fertilizers	3,984,350	5,393,298	35
Steel Products	3,941,176	5,098,773	29
Ores/Phosphate Rock	4,122,704	4,980,303	21
Petrochemicals	3,965,320	3,509,544	(11)
Other Cargo	6,105,400	2,158,450	(65)
<b>Total Imports</b>	<b>71,523,830</b>	<b>75,256,034</b>	<b>5</b>

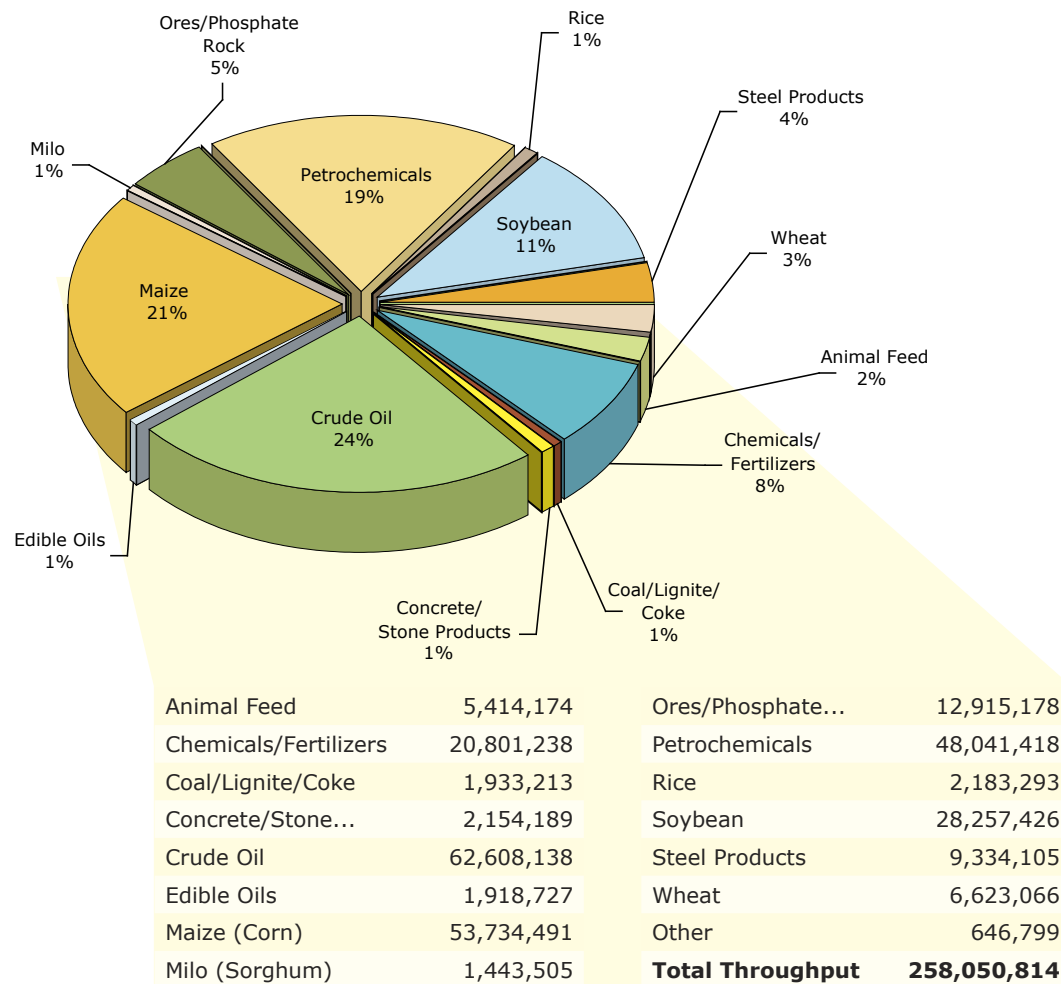
### DOMESTIC TRANSSHIPMENTS

	2006	2007	% Difference
Petrochemicals	50,630,552	43,063,364	(15)
Maize (Corn)	25,245,035	25,825,777	2
Soybean	15,875,786	15,561,289	(2)
Chemicals/Fertilizers	15,346,736	14,654,283	(5)
Crude Oil	9,340,260	8,154,573	(13)
Other Cargo	23,824,116	22,623,888	(5)
<b>Total Imports</b>	<b>140,262,485</b>	<b>129,883,174</b>	<b>(7)</b>

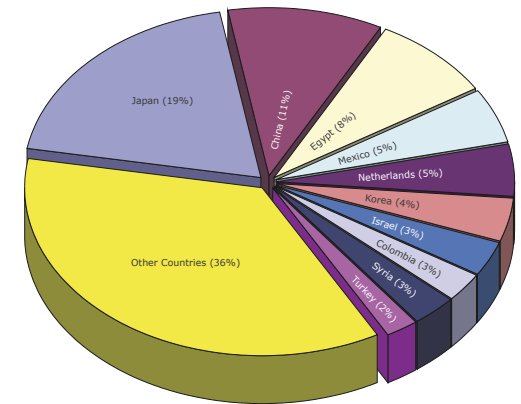




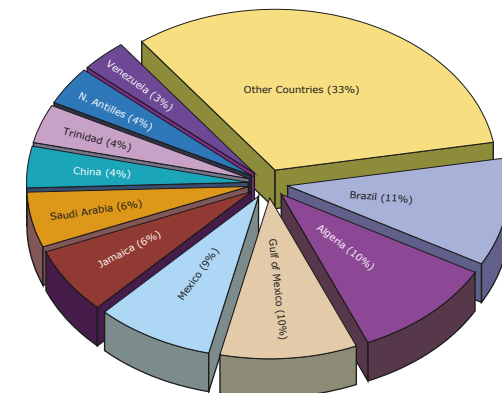
**FIGURE 1: 2007 TOTAL THROUGHPUT (IN SHORT TONS)**



**2007 TOP 10 EXPORT DESTINATIONS**  
(SOURCE: PIERS)



**2007 TOP 10 IMPORT ORIGINS**  
(SOURCE: PIERS)





## AWARDS...

### **PSL RESPONDER NAMED AMONG TOP 10**

The Port's *PSL Responder*, a state-of-the-art security command vessel, was named by *WorkBoat* magazine as one of its "10 Significant Boats of 2007" during its 28th International Work Boat Show held in New Orleans. *WorkBoat* noted the craft's high-tech, cutting-edge communications and surveillance equipment, as well as its speed capacity.

### **FENNELLY NAMED MARITIME PERSON OF THE YEAR**

The Propeller Club of the U.S. New Orleans chapter honored David Fennelly, president of Associated Terminals, as the 2007 Maritime Person of the Year. Fennelly is the 48th person to receive this annual award.

### **ANNUAL REPORT RECOGNIZED BY AAPA**

The Port of South Louisiana's 2006 Annual Report was recognized by the American Association of Port Authorities (AAPA) with a quality award in its annual communications competition. It was distinguished for its superior quality, content, and design.



## GRANTS...

### **LOUISIANA DOTD**

The Louisiana Department of Transportation and Development provided a \$9 million grant to the Port of South Louisiana from its Port Priority Construction Program to assist in the construction of a finger pier, which is an expansion to the existing general cargo dock at Globalplex Intermodal Terminal.

### **LOUISIANA CAPITAL OUTLAY**

The Port of South Louisiana received \$1.5 million in funding from the state of Louisiana for repairs and reinforcement of the Globalplex Intermodal Terminal dock access bridge and other dock planning. This funding will allow the Port to serve additional customers.

### **U.S. DEPARTMENT OF HOMELAND SECURITY**

The Port of South Louisiana received a \$775,000 for a Maritime Security Operations Center (MSOC) and an additional \$200,000 for a small fast-response security vessel from the U.S. Department of Homeland Security.

The Lower Mississippi River Port-Wide Strategic Security Council (consortium of the ports of South Louisiana, Greater Baton Rouge, New Orleans, St. Bernard, and Plaquemines) received \$8.5 million for Maritime Domain Awareness, Training and Citizen Outreach and Barge-Mounted Maritime Security Operations Center (MSOC). Additionally, the Consortium received \$1.8 million for a Risk Vulnerability, Business Continuity and Trade Resumption study.





## BOARD OF COMMISSIONERS

The Port of South Louisiana is managed by a seven-member appointed commission, who serve on a voluntary basis. All appointees are confirmed by the Louisiana legislature.

**P. Joey Murray, III**  
PRESIDENT

Appointed by the Governor to the Commission to represent St. Charles, St. James and St. John the Baptist Parishes.

**Bill Hubbard**  
EXECUTIVE VICE-PRESIDENT

Appointed to the Commission to represent St. John the Baptist Parish.

**Lawrence Jackson**  
SECRETARY

Appointed to the Commission to represent St. James Parish.

**Louis Joseph**  
VICE-PRESIDENT

Appointed by the Governor to the Commission to represent St. John the Baptist Parish.

**Jay Roberts**  
VICE-PRESIDENT

Appointed to the Commission to represent St. Charles Parish.

**Sheila Bonnette**  
TREASURER

Appointed by the Governor to the Commission to represent St. Charles Parish.

**Gregory Gravois**  
VICE-PRESIDENT

Appointed by the Governor to the Commission to represent St. James Parish.

## STAFF

**Joel T. Chaisson**  
EXECUTIVE DIRECTOR

**Henry Sullivan, Jr.**  
DEPUTY DIRECTOR

**Mitch Smith**  
DIRECTOR OF OPERATIONS

**Linda Prudhomme**  
DIRECTOR OF BUSINESS DEVELOPMENT

**Cindy Martin**  
DIRECTOR OF ADMINISTRATION

**Grant Faucheux**  
DIRECTOR OF FINANCE

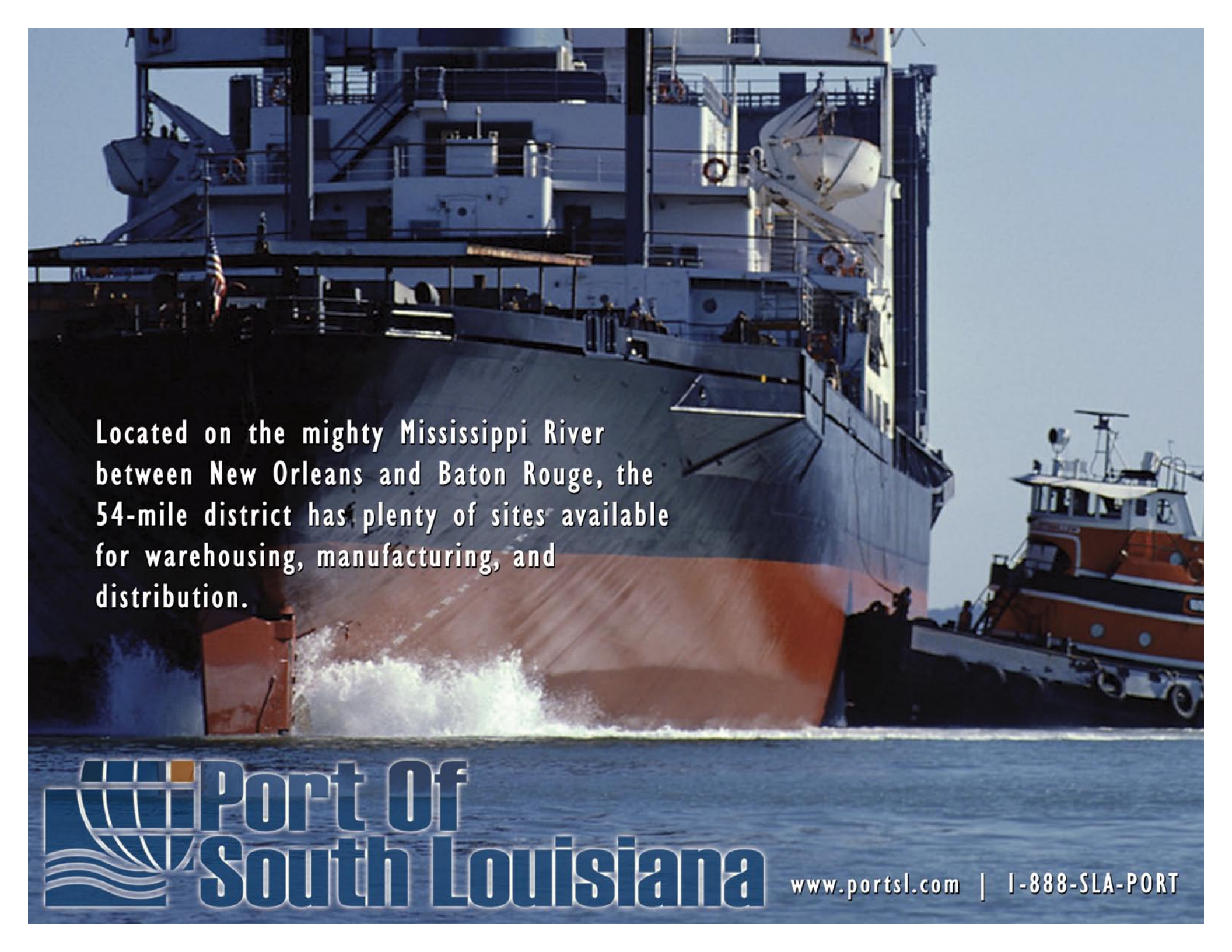
**Catherine Davis**  
DIRECTOR OF HUMAN RESOURCES

**Gary Hickman**  
ASSISTANT DIRECTOR OF OPERATIONS

**Lisa Braud**  
FOREIGN TRADE ZONE MANAGER

**Alexandra "Alex" Hernández**  
RESEARCH ANALYST

**Ardyn Thriffley**  
PUBLIC RELATIONS/MARKETING

A large cargo ship with a dark blue upper hull and a red lower hull is moving through the water. A tugboat is pushing it from the side, creating a large splash of white water. The ship has an American flag on its mast and various equipment on its deck.

Located on the mighty Mississippi River  
between New Orleans and Baton Rouge, the  
54-mile district has plenty of sites available  
for warehousing, manufacturing, and  
distribution.



**Port Of  
South Louisiana**

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