



Quarterly Regional Partners Meeting

Capital Region

Second Quarter 2011

June 29, 2011

Business Retention & Expansion

Summary of Activity

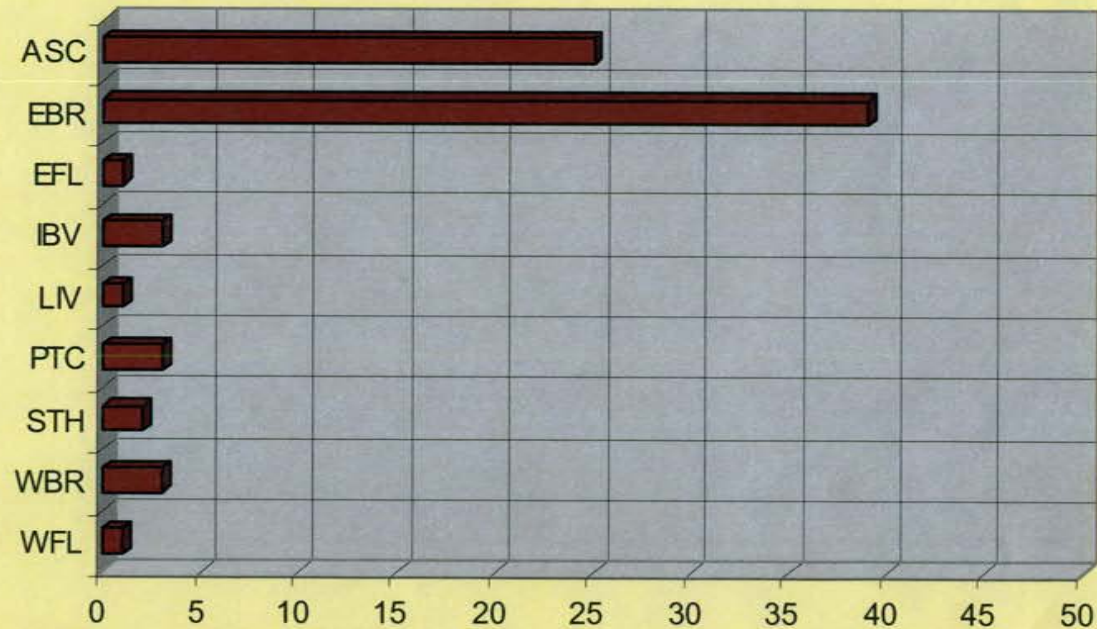


Quarterly Regional Partners Meeting Capital Region

June 29, 2011

To date, seventy-eight (78) E-Synchronist® on-site visits and interviews have taken place in the Capital Region for 2011. Target executive interviews: 130.

2011 Interviews - Capital Region



	WFL	WBR	STH	PTC	LIV	IBV	EFL	EBR	ASC
Series1	1	3	2	3	1	3	1	39	25



Business Retention & Expansion Summary of Activity

Shintech, Inc. LA

Shintech Inc. is one of the largest employers in Iberville Parish with over 360 employees.

Manufacture chlorine, caustic soda and vinyl chloride monomer (VCM).

Iberville parish site was chosen because it provides adequate rail, highway and deepwater access.

Met with Dick Mason, Manager for North America Operations.

Many assets in Iberville Parish and the site will eventually expand. There area no immediate plans, however, for additional capital investment at the facility.





Business Retention & Expansion Summary of Activity

Blue Bell Creameries

Met with Wayne Hugo, General Manager Blue Bell is available in approximately 26% of the nation's supermarkets, and it ranks as one of the top three, best-selling ice creams in the country. Product is sold in Alabama, Arizona, Arkansas, Florida, Georgia, Indiana, Kansas, Kentucky, Louisiana, Mississippi, Missouri, New Mexico, North Carolina, Ohio, Oklahoma, South Carolina, Tennessee, Texas and Virginia.

Company is considering expanding their South Louisiana distribution capabilities. Mr. Hugo indicated that Baton Rouge could be the possible site for expansion due to its proximity to New Orleans market.

Assistance was offered when the time comes to explore this possibility in more detail.





Business Retention & Expansion Summary of Activity

Potential Projects as a Result of BRE On-Site Interviews

Project Drip:

Business model consists of restroom sanitation services and installation. West Sanitation is the leader in industrial sanitation services. Their market is global, with approximately 30-35% of total revenue derived from foreign markets. Estimates are that the international markets could potentially exceed the U.S. market in revenue. Total revenues at this time are approximately \$5 MM.

Mr. Elder, President and CEO of the firm, is from Baton Rouge and still lives here. He would like to move headquarters to Baton Rouge (from California) as well as production capabilities.

Project Mixer:

Ready mix concrete manufacturer and distributor. Purchased Baton Rouge Ready Mix and is changing the focus of the firm to the commercial market.

The company currently has 16 trucks and desire to expand a production facility to West Baton Rouge (Port Allen). This will mean setting up a new production facility and dispatching additional trucks from West Baton Rouge.

Project Test:

Occupational medicine and laboratory services

The company is expanding into a new 6,000 sq ft. facility in East Baton Rouge Parish. Building is under construction and is scheduled to be completed in September of 2011. BRAC is assisting with Advanced Notification filing and working through the EZ incentive package details.



Business Retention & Expansion Summary of Activity

Houston Wire & Cable Co., Inc.

Chris McLeod, Sr. VP – Operations.

One of the largest distributors of electrical wire, cable and related services in the U.S. industrial distribution market.

Maintains an \$80 MM inventory of electrical and electronic wire and cable.

Continue to diversify customer base beyond the petrochemical sectors. AT&T contract is a good example and has allowed us to maintain our volume through slow periods for the oil and gas industries.

Serves Louisiana and Mississippi from the Baton Rouge location.

Expansion of Louisiana operations is a possibility—New Orleans and Baton Rouge markets continue to grow. May need additional capacity in BR in future. Fed-Ex Ground is next to them and if they move out HWC would be interested in expanding at their current location.

If not, BRAC stands are ready to assist them with a new location in Baton Rouge.

