

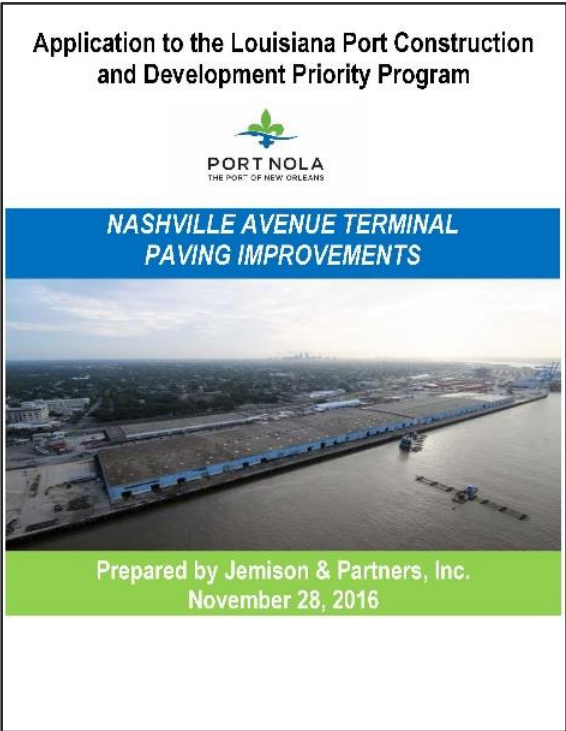
STRATEGIC PLANNING AND ECONOMIC DEVELOPMENT

Jemison & Partners, Inc. employs **strategic planning** in optimal project selection for a competitive grant application that best suits established criteria for the program. This leads to grant funding and construction of port projects that promote **economic development** through increases in commerce, intermodal efficiency and job creation. Another aspect to strategic planning for grant projects is the leveraging of non-federal funding sources such as state grants to meet the funding match requirements of grant program. To date, Jemison has prepared over 50 grant applications for state, regional and federal programs for public and private clients.

LOUISIANA PORT CONSTRUCTION AND DEVELOPMENT PRIORITY GRANT PROGRAM

Jemison’s success with grants at the Port of New Orleans is unparalleled, particularly with **the Louisiana Port Construction and Development Priority Program (Port Priority)**. Over the last 21 years, Jemison has written 21 successful Port Priority grant applications for the Port of New Orleans, amounting to **\$197 million** in port improvement projects and generating **\$135 million** in Port Priority grant funding.

The chart illustrates the range of capital projects for these winning Port Priority grant applications, which include port facilities extending from the Mississippi River to the Inner Harbor Navigation Canal and from Nashville Terminal to Alabo Terminal. These grant applications cover a wide variety of facility and project types at the Port of New Orleans including marshalling yard paving improvements, wharf and shed



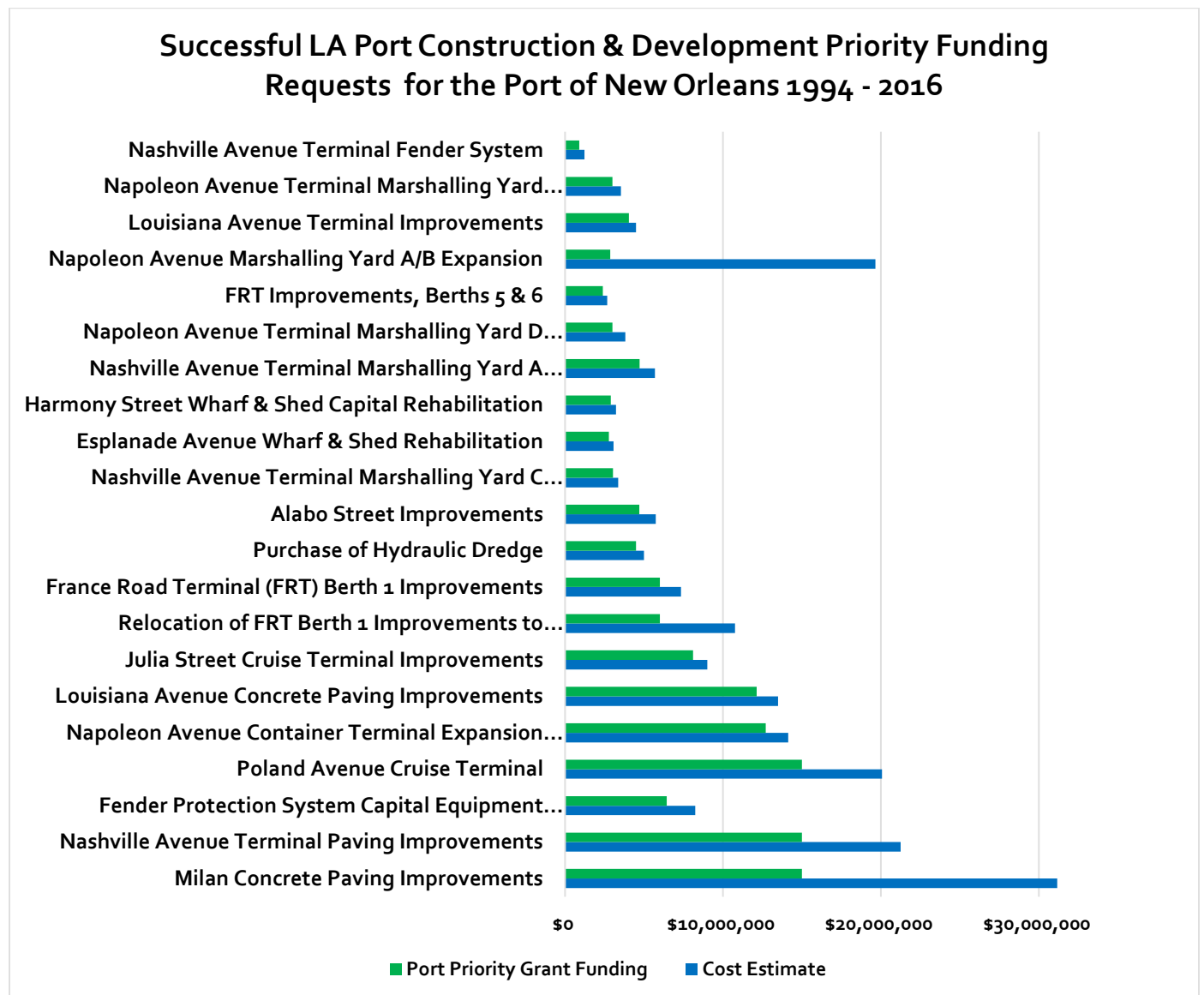
rehabilitations, cruise terminal improvements, wharf fender systems, and the purchase and fabrication of hydraulic dredge floating equipment.

It should be noted that the grant applications shown in the chart from 2001 to 2016 (Harmony Street Wharf thru Milan Concrete Paving) were produced by Jemison & Partners, Inc. under a professional services agreement with the Port of New Orleans. The successful grant applications from 1994 to 1998 (Nashville Avenue Fender System to Napoleon Yard D) were written by Lydia Jemison when she was Planning Manager for the Port of New Orleans.

The Port Priority Program is a competitive grant program administered through LADOTD. Applications to the Port Priority Program must meet strict submittal and content criteria and compete for limited funding against the 31 ports situated within the State of Louisiana. Additionally, winning projects

must be geared toward attracting cargo, provide high quality maritime jobs and have a sufficient cost benefit ratio.

The program rules and regulations promulgated by the LADOTD require the submission of annual monitoring reports for five years following the construction of projects completed with Port Priority funding. Jemison & Partners, Inc. has filed monitoring reports for all the completed Port Priority projects at the Port of New Orleans. These monitoring reports analyze the original data presented with the grant application relative to the completed project in operation, requiring the collection of actual cargo, revenue and employment data. The purpose of the monitoring reports is to determine if the project meets or exceeds the estimated costs and benefits contained in the original application. To date, most Port Priority projects at the Port of New Orleans meet or exceed projections.



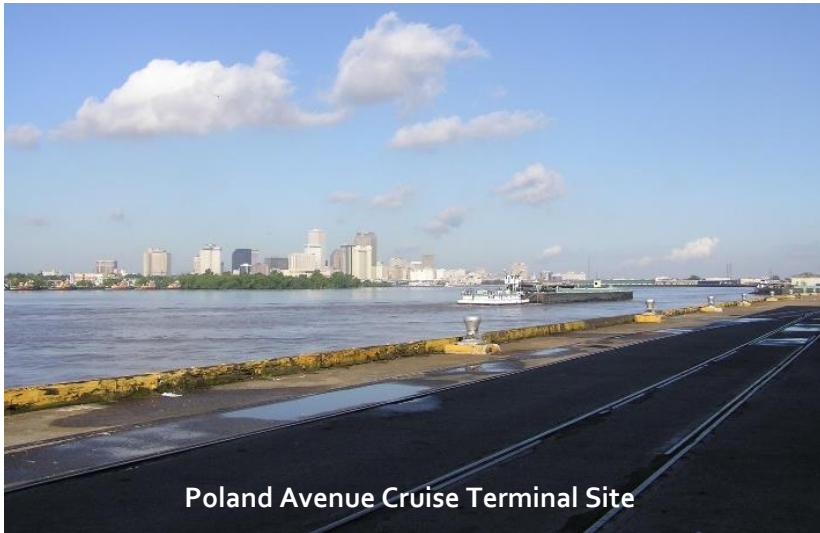
Success in the Port Priority Program takes tenacity, precision, strategic planning and institutional knowledge. These attributes have resulted in a 100% success rate for Lydia Jemison with the Port Priority

Program. She also appreciates the importance of deadlines and sticking the program rules and regulations.

Jemison & Partners, Inc. has also written four successful grant applications for the Port of Terrebonne totaling \$58 million in dry dock and shipyard improvement projects, generating \$42 million in Port Priority funding.

LOUISIANA CAPITAL OUTLAY GRANT PROGRAM

Over the last 16 years, Jemison & Partners, Inc. has prepared and submitted the annual applications for port improvement projects to the **Louisiana Capital Outlay Program** for the Port of New Orleans. Prior to this, in her role as Planning Manager for the Port of New Orleans, Lydia Jemison submitted the annual



Capital Outlay Program for five years. Jemison & Partners, Inc. has also assisted the port in administration of approved Capital Outlay funds such as requests for lines of credit and other grant compliance tasks. The 2017 submittal to the Capital Outlay Program include seeking funding for paving improvements at the Milan Avenue Terminal and to construct a new, third cruise terminal at Poland Avenue.

DELTA REGIONAL AUTHORITY STATES' ECONOMIC DEVELOPMENT ASSISTANCE PROGRAM

On a regional level, Jemison & Partners, Inc. prepared a grant application to the **Delta Regional Authority (DRA) States' Economic Development Assistance Program** for the Port of New Orleans, resulting in



in \$173,363 in DRA funding for the Silocaf coffee facility.

The project site is a vital component of the Silocaf facility, the largest bulk coffee handling facility in the world. Situated on the Mississippi River in New Orleans at the Nashville Avenue Terminal, Silocaf processes coffee beans from all over the world and has

positioned the Port of New Orleans second in coffee imports among all U. S. ports. The proposed project helped retain 74 positions employed at Silocaf. Additionally, another 1000 jobs in the regional economy are associated with the roasting of coffee imported at Silocaf.

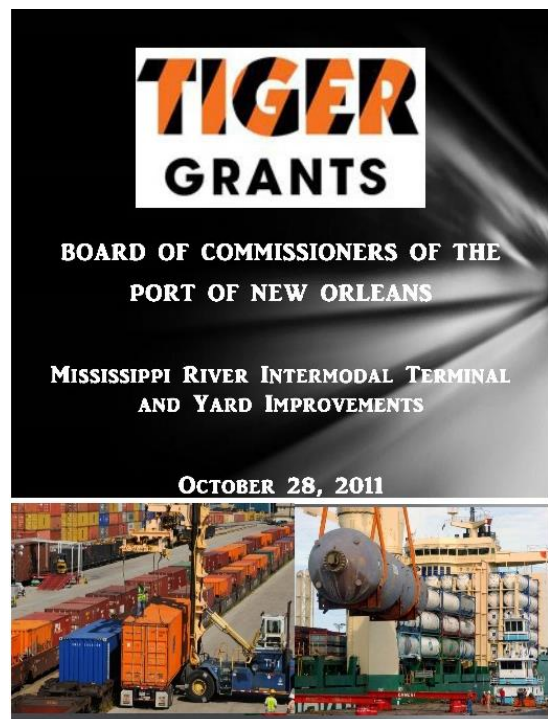
FEDERAL GRANTS

Jemison & Partners, Inc. has considerable experience with federal grants, which are incredibly competitive.

TRANSPORTATION INVESTMENT GENERATING ECONOMIC RECOVERY DISCRETIONARY GRANT PROGRAM

Jemison & Partners, Inc. has submitted seven applications (2009-2016) to the U.S. Department of Transportation's (USDOT) **Transportation Investment Generating Economic Recovery (TIGER) Program**. About five percent of TIGER applications submitted nationwide each year are approved for funding. Jemison & Partners, Inc. began submitting TIGER grants on behalf of the Board in 2009. The original application for the Mississippi Riverfront Intermodal Terminal and Yard Improvements project was refined and re-submitted following debriefing conferences with the United States Department of Transportation (USDOT).

In 2011, the project was approved for **\$16.7 million** in TIGER funding. USDOT chose to spread its limited funds by awarding more projects with only a percentage of the funding applicants had requested. Consequently, the port had to reduce the original budget of \$26 million and leverage its own funds and LA Port Priority funds to complete the construction in 2016. Jemison & Partners, Inc. assisted the Board in project management with grant compliance and the completion of quarterly and annual reports required throughout construction and the years following as per the terms of the grant.



FOSTERING ADVANCEMENT IN SHIPPING AND TRANSPORTATION FOR THE LONG- TERM ACHIEVEMENT OF NATIONAL EFFICIENCIES GRANT PROGRAM

Commonly called **FASTLANE**, this grant program was designed for nationally and regionally significant freight and highway projects with a minimum cost of \$100 million that, among other goals, improves safety, efficiency and reliability. Jemison and Partners, Inc. has prepared two applications to the FASTLANE grant program totaling \$339 million, with \$180 million requested in FASTLANE funding. The stakes are high with FASTLANE grants and require equally high coordination among regional and state agencies. By 2017, the FASTLANE program morphed into the INFRA program, using similar criteria to its predecessor with some changes to reflect new federal priorities.