

LOUISIANA TRANSPORTATION AUTHORITY

Held on September 10, 2025

At the Louisiana State Capitol Building

House Committee Room 3

900 North Third Street

Baton Rouge, Louisiana

REPORTED BY: KELLY J. DOMIANO, C.C.R.

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I N D E X

PAGE

CAPTION

1

APPEARANCES

3

ROLL CALL

4, 5

REPORTER'S CERTIFICATE

63

1 APPEARANCES:

2 MEMBERS:

3 CHAIRMAN REPRESENTATIVE RYAN BOURRIAQUE

4 SECRETARY GLENN P. LEDET, JR.

5 REPRESENTATIVE JACK MCFARLAND

6 COMMISSIONER TAYLOR BARRAS (ABSENT)

7 CHRISTOPHER MATTHEW JOHNS (ABSENT)

8 CHALIN O. "COP" PEREZ, JR.

9 SENATOR MARK ABRAHAM

10 SENATOR JEREMY STINE (ABSENT)

11 MICHAEL TEPPER

12 ALSO APPEARING:

13 MORGAN KELLEY, INNOVATIVE PROCUREMENT ATTORNEY,
14 DOTD

15 CHRISTINA LEWIS, BOARD SECRETARY, DOTD

16 PETER LABORDE, MANAGING MEMBER AND FOUNDING FATHER
17 OF LABORDE MARINE MANAGEMENT, LLC, HOLDING
18 COMPANY FOR LABMAR FERRY SERVICES

19 RICHARD HEAUSLER, GENERAL MANAGER, LABMAR FERRY
20 SERVICES, LLC

21

22

23

24 Reported by:

25 Kelly J. Domiano, Certified Court Reporter

P R O C E E D I N G S

CHAIRMAN BOURRIAQUE:

Good afternoon, everyone. We're going to go ahead and get the Louisiana Transportation Authority called to order. Today is Wednesday, September 10th, 2:00, meeting of the Louisiana Transportation Authority. Ms. Lewis, please call the roll.

MS. LEWIS:

Chairman Bourriaque?

CHAIRMAN BOURRIAQUE:

Here.

MS. LEWIS:

Present.

Senator Abraham?

SENATOR ABRAHAM:

Here.

MS. LEWIS:

Present.

Commissioner Barras?

(No response.)

Representative -- oh, Secretary Ledet?

SECRETARY LEDET:

Present.

MS. LEWIS:

1 Representative McFarland?

2 (No response.)

3 Mr. Perez?

4 MR. PEREZ:

5 Here.

6 MS. LEWIS:

7 Senator Stine?

8 (No response.)

9 Mr. Tepper?

10 MR. TEPPER:

11 Present.

12 MS. LEWIS:

13 We have a quorum.

14 CHAIRMAN BOURRIAQUE:

15 Thank you, Ms. Lewis. If you don't mind,
16 please silence your cell phones. If you must
17 take a call, please step outside of the
18 Committee room. And with that, we're going to
19 go ahead and get straight into the agenda.

20 Item 3 --

21 MS. LEWIS:

22 Before we do that, can I --

23 CHAIRMAN BOURRIAQUE:

24 Oh, Ms. Lewis?

25 MS. LEWIS:

1 -- can I walk you through your meeting
2 materials real quick --

3 CHAIRMAN BOURRIAQUE:

4 Thank you.

5 MS. LEWIS:

6 -- because it is rather quick.

7 CHAIRMAN BOURRIAQUE:

8 Yes.

9 MS. LEWIS:

10 You have a large white binder that has a
11 bunch of dividers, that has three sections.
12 The first section is your seating chart, your
13 agenda, and your meeting minutes from our last
14 meeting in November of 2024. Section 2 is SB
15 492 and its resolution. It also includes the
16 DOTD meeting presentation slides, the
17 unsolicited proposal presentation slides, and
18 the two Cameron Ferry resolutions that will be
19 discussed today.

20 And then all of the letters, Section 3
21 and all of the letters, which is the rest of
22 the binder, is the full version of the
23 confidential unsolicited proposal. And then
24 in the front part of your white binder, you
25 have a black folder with a clear cover. And

1 that is the public copy of the unsolicited
2 proposal, along with a handout from LabMar,
3 and that's located in the back cover, the
4 handout is. And that's for your reference
5 during this meeting's discussion because it's
6 the public copy.

7 CHAIRMAN BOURRIAQUE:

8 Thank you very much. And for the record,
9 Ms. Lewis asked me to be sure and get her to
10 put that on the record before we started, and
11 I completely forgot, so my apologizes.

12 First thing, if you move to the proper
13 tab, I'll entertain a motion to approve the
14 minutes from the November 19th, 2024 meeting.

15 Moved by Secretary Ledet. Are there any
16 objections?

17 Seeing none, those minutes stand
18 approved.

19 Item No. 4, New Business, we're going to
20 vote on a change in the LA 1 Toll Schedule.
21 Ms. Kelley, you're handling that.

22 MS. KELLEY:

23 Yeah.

24 CHAIRMAN BOURRIAQUE:

25 Please introduce yourself for the record.

1 MS. KELLEY:

2 Sure. My name is Morgan Kelley. I am a
3 DOTD Innovative Procurement Attorney. I'm
4 here on behalf of Joe today. So our first
5 item is the Senate Bill 492 Resolution, which
6 is the toll reduction from Class 3, Class 2
7 toll rates for vehicles towing recreational
8 vessels for LA 1. That was initiated by
9 Senate Bill 492 and enacted last August 2024.

10 And so we have here an updated Toll
11 Schedule, but I pulled the language from the
12 statute just for reference here. It says:
13 For purposes of proper classification in the
14 LA1 Toll Schedule, any vehicle towing a
15 recreational vessel that exceeds the Class 1
16 specifications shall pay the applicable Class
17 2 toll rate.

18 So this is the proposed schedule.
19 Really, it's very similar to our last
20 Schedule, except there's a Footnote F. And
21 Footnote F is the language exactly from the
22 statute that I just quoted. So it just allows
23 for that exception to be made.

24 So that's pretty much it. There's not a
25 whole lot. One more slide. And then if we

1 want to talk about the effective date of the
2 Toll Schedule change, LA1, as you know, is
3 financed with TIFIA Loans, so and our toll
4 ratings are part of the Pledge for the Loans,
5 so we are required to get approval from Build
6 America Bureau before any Toll Schedule change
7 can take effect.

8 At this time, we have notified Build
9 America Bureau that this change is happening,
10 that this meeting is today. And they know
11 that as soon as we receive the approved
12 schedule from LTA, we'll be expediting that
13 review. In order for this to take effect, we
14 have to have an updated Loan Agreement and an
15 updated Pledge Agreement with that.

16 CHAIRMAN BOURRIAQUE:

17 Okay. Senator Abraham?

18 SENATOR ABRAHAM:

19 I think the question was answered. So to
20 be clear, if the boat length is less than
21 20 feet -- if the car length is less than 20
22 feet, you pay the \$4.50, right, under Class 1,
23 I'm assuming.

24 MS. KELLEY:

25 Yes, sir.

1 SENATOR ABRAHAM:

2 And then if it's less than 35 feet,
3 that's where the Class 2 comes in half price
4 or whatever, \$10.50, right?

5 MS. KELLEY:

6 Right. So what this effectively does, is
7 that if you have a vehicle towing a
8 recreational vessel with a length that is 35
9 feet or over, it will be reduced to the Class
10 2 toll rate.

11 SENATOR ABRAHAM:

12 Okay. Wait a minute. If it's under 35
13 feet, I don't think it's over -- that's what
14 I -- did you just say over 35 feet?

15 MS. KELLEY:

16 Yes, sir. Yes, sir. So if you have a
17 vehicle that's long enough to qualify as Class
18 3 and pay the \$21 toll, instead, they'll be
19 paying the Class 2 rate, the \$10.50 toll.

20 SENATOR ABRAHAM:

21 If it's less than 35 feet.

22 MS. KELLEY:

23 Any vehicle that's over 35 feet that
24 would otherwise qualify as a Class 3 will now
25 automatically be reduced to a Class 2 rate.

1 SENATOR ABRAHAM:

2 So you see under Class 2, it says length
3 greater than 20 feet and less than 35 feet,
4 that's the Class 2, but you're telling me that
5 the Class 3 over 35 feet will go back down to
6 \$10.50?

7 MS. KELLEY:

8 Yeah, only for vehicles that are towing
9 recreational vessels. Any other vehicle
10 that's 35 feet or over will continue to pay
11 the Class 3 rate. So this is just a carve out
12 for basically vehicles that are going down
13 pulling their boats down to, you know, Grand
14 Isle.

15 SENATOR ABRAHAM:

16 So a vehicle that has a vehicle plus the
17 boat is greater than 35 feet is going to pay
18 the \$10.50?

19 MS. KELLEY:

20 That's correct. Yeah, where they
21 normally would have been paying the \$21.

22 CHAIRMAN BOURRIAQUE:

23 If it's a recreation vessel.

24 MS. KELLEY:

25 That's correct.

1 CHAIRMAN BOURRIAQUE:

2 Recreational/pleasure vessel.

3 SENATOR ABRAHAM:

4 Right, it goes down to 10.50.

5 MS. KELLEY:

6 Yes, sir.

7 SENATOR ABRAHAM:

8 And automatic, if it's less than 35 feet,
9 it's going to also pay the \$10.50?

10 MS. KELLEY:

11 That's right.

12 SENATOR ABRAHAM:

13 The total package?

14 MS. KELLEY:

15 Yes, sir. So whether it's a Class 1 or 2
16 depending on the length of the vessel, they
17 will continue to pay the same rate that they
18 were paying before.

19 SENATOR ABRAHAM:

20 Okay. Because when I was reading this,
21 it was very confusing on the length of --

22 MS. KELLEY:

23 Yes.

24 SENATOR ABRAHAM:

25 So, again, you're saying greater than

1 35 feet, car or truck pulling a recreational
2 vehicle greater than 35 feet total going to
3 pay the \$10.50.

4 MS. KELLEY:

5 That's correct.

6 SENATOR ABRAHAM:

7 Okay. Thank you.

8 CHAIRMAN BOURRIAQUE:

9 Is that a motion?

10 SENATOR ABRAHAM:

11 Yeah, I'll make that motion.

12 CHAIRMAN BOURRIAQUE:

13 Senator Abraham has voted to authorize
14 the change in the Toll Schedule per Act 361 of
15 Senator Fesi's legislative instrument. Are
16 there any objections to that?

17 Seeing none, that motion stands adopted.

18 Item No. 5, New Business, Cameron Ferry
19 Operations Unsolicited Proposal.

20 MS. KELLEY:

21 Okay. It's me again.

22 CHAIRMAN BOURRIAQUE:

23 Ms. Kelley.

24 MS. KELLEY:

25 All right. So the Department on behalf

1 of LTA received an unsolicited proposal for
2 operations and maintenance of the Cameron
3 Ferry service on August 25th, 2025. And so
4 based on that, we have some slides to talk
5 about the current operations, procedurally
6 what we would do next for an unsolicited
7 proposal, and then we'll have LabMar come up
8 and do a presentation as well.

9 So for the first -- the Cameron Ferry
10 Service at the Calcasieu Ship Channel is
11 currently operated and maintained by DOTD,
12 which is a public owner, of course.
13 Currently, there is one vessel in service.
14 It's the Cameron No. II that's been in
15 operation since 1964.

16 While operating with the Cameron II,
17 we've faced some operational challenges with
18 reliable and consistent service due to
19 required maintenance and dry-docking of the
20 Cameron II, a lack of available end-loading
21 and spare boats, and staffing challenges as
22 well with our staff that operate the Ferry.
23 Currently, when we have the Cameron II down,
24 we have a temporary side-loading vessel.

25 And you can see a picture here of the M/V

1 Acadia on the left. The picture on the right
2 shows you the side-loading. The Acadia is on
3 the left right there in parking. And on the
4 right side of the image, you'll see Cameron
5 II, which is an end-loading vessel right
6 there. That is for, you know, extended
7 periods of outage that we can predict.
8 Currently, for short-term outages, we do not
9 have a backup ferry.

10 So just some information about how the
11 Cameron II currently operates: It does
12 operate 24 hours a day. It goes down for
13 service nightly for routine maintenance for
14 about an hour. Over the last three years, our
15 downtime for operations has averaged about
16 11.7 percent, which includes 4.2 percent for
17 the one-hour nightly maintenance.

18 And, crucially, without the operation of
19 the Cameron Ferry Service, the only other
20 option is a 107-mile detour via I10 to cross
21 the Calcasieu Ship Channel. We also have some
22 downtime that we experience because of the
23 60-year old infrastructure. The landing
24 terminals are aging and they need a lot of
25 maintenance and repair.

1 Currently, the cost of the ferry to ride
2 set by our Administrative Code, it is \$1 for
3 cars. For pedestrians, it's 50 cents per
4 ride. And it's only charged one way.

5 So we are expecting to have two new
6 vessels delivered in Fiscal Year 2026. Those
7 are the M/V Holly Beach and the M/V Cameron.
8 The pictures right there are just pictures of
9 their current status as of September, but we
10 aren't expecting delivery of the vessels for
11 another few months. And they are on slightly
12 different schedules, just a few months apart.

13 So this is a discussion of the
14 unsolicited proposal, kind of how the process
15 works. And I have that same confidentiality
16 note that Ms. Lewis provided at the beginning
17 of the meeting, which is we have a public copy
18 which we can discuss on the record. We also
19 have the full unsolicited proposal that we
20 sent the Board. However, we have under LTA
21 statutes, a confidentiality provision that
22 allows for them to mark confidential trade
23 secret proprietary information while we're in
24 the process of potentially procuring their
25 services. So just note that our discussions

1 are going to be limited to the public copy.

2 Okay. So here's the unsolicited
3 proposal. Again, on August 25th, 2025, we
4 received, DOTD on behalf of LTA, an
5 unsolicited proposal for the Cameron Ferry
6 Service Operations from LabMar Ferry Services.
7 They also submitted a \$10,000 fee. They also
8 submitted concurrently a copy of their full
9 unsolicited proposal to the affected local
10 jurisdiction, which is the Cameron Parish
11 Police Jury and the local port, which is the
12 Cameron Parish Port, Harbor, and Terminal
13 District.

14 Just by way of information, LFS LabMar is
15 currently the operator of the New Orleans
16 Regional Transit Authority's ferry systems,
17 the New Orleans Ferries. They operate and
18 maintain that system. And they also assisted
19 with delivery of two new passenger ferries for
20 that system in 2020.

21 So DOTD did an initial review for
22 potential feasibility and for conformance with
23 the requirements of the statute. The LTA
24 provisions in Title 48 require certain
25 information to be submitted with an

1 unsolicited proposal for it to be considered.
2 DOTD did that check, along with our Financial
3 Advisor, Ernst Young EY. And we did find that
4 it was in conformance with all of the
5 provisions of the statute. And that's just a
6 chart showing the various provisions and where
7 they're located in the unsolicited proposal.

8 So process and timeline, that is going to
9 be -- yeah. LTA, of course, as you know, the
10 purpose of the LTA, I'm just going to read it
11 for the record, is to promote development,
12 construction, improvement, expansion and
13 maintenance of an efficient, safe and
14 well-maintained intermodal transportation
15 system for Louisiana's economic growth and the
16 ability of business and industry to compete in
17 regional, national, and global markets, and to
18 provide a high quality of life for the people
19 of the State. The legislature made a finding
20 at inception of LTA, that authorizing LTA to
21 contract with private entities for the
22 development or operation of transportation
23 facilities will provide significant public
24 benefit for the citizens of Louisiana.
25 Finally, the public need for timely and

1 cost-efficient development or operation of
2 transportation facilities within the State may
3 not be wholly satisfied by existing methods
4 utilized by public entities to develop and
5 operate qualifying transportation facilities.

6 So the process, so this is just a broad
7 overview of how the unsolicited proposal
8 process works in the statute. A private
9 entity will submit an unsolicited proposal for
10 a qualifying transportation facility and a fee
11 to DOTD on behalf of LTA. DOTD staff reviews
12 the unsolicited proposal for conformance,
13 which we just mentioned. Once the conformance
14 of the unsolicited proposal is determined, a
15 public meeting is held for LTA to determine
16 whether it wishes to proceed with competitive
17 solicitation for other potentially interested
18 proposers. And that is a requirement of the
19 statute, we have to bid it out for competitive
20 solicitation if we want to go forward.

21 If LTA votes to proceed with the
22 competitive solicitation, DOTD prepares and
23 issues a request for competitive proposals on
24 behalf of LTA with a legally required 90-day
25 solicitation period. So, for example, if we

1 -- if LTA approved it today and we advertised
2 it next week, we would be looking at the end
3 of December or mid December that we would have
4 to run that 90-day period.

5 At the end of the 90-day solicitation
6 period, DOTD will then evaluate all the
7 proposals received, including the unsolicited
8 one and we can make feasibility findings about
9 the proposals. We are permitted by statute
10 and our guidelines on behalf of LTA to request
11 provisions and clarifications and engage in
12 competitive negotiations with multiple
13 proposers simultaneously if it's desired. So
14 we have a lot of flexibility.

15 At that point, LTA will reconvene and
16 deliberate whether to award the project to a
17 proposer subject to the Department's approval,
18 because this is a Department Ferry Service,
19 and the express written concurrence of the
20 Secretary. Prior to the final approval by
21 LTA, the Authority will submit the proposal to
22 the House and Senate Committees on
23 Transportation, Highways, and Public Works,
24 which shall call a hearing within 30 days.
25 After those public hearings, to receive

1 information and public comments, an award is
2 made to the selected proposer. And then LTA
3 and DOTD, as the responsible public entity,
4 will enter into the final agreement with the
5 selected proposer.

6 So that's procedural. Now, we can have
7 LabMar come up and present. They have some
8 slides and a video for everyone to take a look
9 at.

10 CHAIRMAN BOURRIAQUE:

11 Ms. Kelley, one second.

12 MS. KELLEY:

13 Oh, I'm so sorry. Yes, sir, I'm sorry.

14 CHAIRMAN BOURRIAQUE:

15 Senator Abraham?

16 SENATOR ABRAHAM:

17 So I can make sure I understand
18 everything we're doing here, so we have
19 unsolicited proposal, we're on Item No. 5, and
20 it's -- and LabMar is getting ready to present
21 that proposal to us.

22 MS. KELLEY:

23 Yes, sir.

24 SENATOR ABRAHAM:

25 Okay. And then Item 6, we're going to

1 vote on whether to accept what they just --

2 MS. KELLEY:

3 Yes.

4 SENATOR ABRAHAM:

5 -- presented?

6 MS. KELLEY:

7 We'll have two votes related to Cameron
8 Ferry; one, do we accept the proposal; and one
9 to bid it out competitively for the 90-day
10 period; and two, are we going to be voting on
11 an amended fee, proposer fee, for this
12 particular project.

13 SENATOR ABRAHAM:

14 Okay. But this was unsolicited. If we
15 move forward, we're voting whether to have a
16 solicited proposal, right?

17 MS. KELLEY:

18 That's right. We're voting on whether or
19 not to bid out the proposal for the service
20 competitively to see if there are any other
21 interested proposers.

22 SENATOR ABRAHAM:

23 That would be Item 7.

24 MS. KELLEY:

25 Yeah, it's a little bit -- I have all the

1 slides together.

2 SENATOR ABRAHAM:

3 Okay.

4 MS. KELLEY:

5 Yeah.

6 SENATOR ABRAHAM:

7 And that's what I was trying to figure
8 out, with Item 6, we're still going to have
9 to, after they present, we're going to vote
10 whether we want this to be part of the
11 process, I guess, the LabMar proposal?

12 MS. KELLEY:

13 Well, so they will -- we will consider
14 the unsolicited proposal regardless.

15 SENATOR ABRAHAM:

16 Regardless.

17 MS. KELLEY:

18 But we want to see if LTA is interested
19 in pursuing the idea of privatizing the
20 service, and we're going to bid it out so that
21 we can see if other ferry service providers,
22 marine providers would be interested in
23 putting in a proposal. At the end of the
24 90-day period, we would consider all of the
25 proposals, including LabMar's.

1 SENATOR ABRAHAM:

2 Okay. All right. Thank you, Mr.
3 Chairman.

4 CHAIRMAN BOURRIAQUE:

5 Thank you, Senator.

6 Members, if you have any questions, just
7 push the left button on your microphone.

8 Okay. So we have the housekeeping in order.

9 We're good on procedure. And now, we're
10 moving on to the presentation from LabMar.

11 Please introduce yourself for the record.

12 MR. LABORDE:

13 Apparently, we're going to show a video
14 first, but first, let me introduce myself.

15 I'm Peter Laborde. I'm the Managing Member
16 and founding father for Laborde Marine
17 Management, which is the holding company for
18 LabMar Ferries.

19 MR. HEAUSLER:

20 And I'm Richard Heausler, I'm the General
21 Manager of LabMar Ferries.

22 MR. LABORDE:

23 Behind me is Ginny Hootsel our CFO, who
24 is very instrumental in our activity and
25 probably the frontrunner for the success of

1 our business. She's a terrific employee and
2 is very capable of continuing our success.

3 (WHEREUPON, THE PRESENTATION VIDEO
4 PLAYED)

5 MR. HEAUSLER:

6 This video highlights our New Orleans
7 operations, which is Chalmette to Lower
8 Algiers Ferry and also our Algiers Point to
9 Canal Street Ferry.

10 MR. LABORDE:

11 Okay. Let me -- this may come off a
12 little bit kind of confusing in the beginning,
13 but they've asked me to consolidate about 40
14 years of experience in the maritime industry
15 in about five minutes. So if I appear to be a
16 little bit jumping around, it's only because
17 I'm trying to highlight that many years of
18 doing this. But just to give you a little bit
19 of background on myself and my family, in that
20 my uncle, who was Alvin Doc Laborde, and my
21 father, John P. Laborde were the forefathers
22 for developing the offshore oil and gas
23 industry. And then Doc Laborde designed the
24 first offshore movable drilling rig, at the
25 same time, designed the first offshore supply

1 boat, which was at this Ebb Tide which is up
2 there at the moment, and decided to split the
3 companies up in starting, which he started
4 ODECO which is an offshore drilling
5 contractor.

6 And my father was given the supply boat
7 business which he created under the name of
8 Tidewater. And they were the two of the,
9 probably the leading forefathers for the
10 offshore oil and gas service industry because
11 of these two particular designs and equipment
12 for the industry. I went to work for
13 Tidewater in late '70, early '80s, after
14 graduating from -- now, don't beat me up
15 here -- from Tulane University, and also
16 received my MBA from Tulane, but worked for
17 Tidewater for around 17 years and left then in
18 1995 and decided to start Laborde Marine.

19 And, you know, it was a challenge, but I
20 had a number of years of experience in the
21 industry and in different facets while at
22 Tidewater. And so I decided that I felt like
23 this was as good a time as any to do it. I
24 had three babies in diapers and a wife who I
25 had to move to Morgan City from Santa Barbara,

1 California, who was really not very happy
2 about that, but so I ended up starting our
3 company.

4 And today, we consist of about 28 or so
5 vessels, both that we own and operate for
6 other boat owners. But about six years ago,
7 when the RTA had already ordered two new
8 aluminum hull ferries to operate in the
9 Mississippi River, once the boats were
10 completed, the U.S. Coast Guard would not --
11 am I stealing some of your thunder here?

12 MR. HEAUSLER:

13 No, it's okay.

14 MR. LABORDE:

15 But, honestly, I watched this scenario
16 going for a number of years. And once the
17 boats got built, they ended up sitting idle
18 for about two years waiting for the Coast
19 Guard to issue the COI. Coast Guard was very
20 uncomfortable giving the COI to Transdev,
21 which was operating entity or vendor for RTA
22 for operating both the buses, streetcars, and
23 ferries. And the fringe group had no
24 understanding of ferries whatsoever, but these
25 two ferries were somewhat sophisticated for

1 the river activity in that they were very
2 skinned, thin-lined aluminum hulls.

3 And I watched the scenario for a couple
4 of years. And then, I saw on national news
5 that these two ferries were built and not
6 delivered due to the fact that the Coast Guard
7 wouldn't submit the COI. So I began to
8 realize this was somewhat of a black eye for
9 New Orleans and felt very uncomfortable about
10 the situation.

11 So then, I began to pursue the
12 opportunity of operating those particular
13 boats. And we, eventually in going through
14 all the processes, ended up becoming the
15 successful winner. And so we have been
16 operating those now for five years.

17 And, you know, what we brought to the --
18 one thing that we developed through the years
19 was a very strong safety culture. That is
20 probably the number one entity that you would
21 get with our particular program, along with
22 accountability, transparency, anything along
23 these particular elements of operating a
24 business. Let me just quickly add, I brought
25 with us is Brandon Harris, who is our Manager

1 of Safety for the RTA program. I also have my
2 other son, who is part of the ferry program,
3 who is a naval architect marine engineer and
4 an MBA, as well as Richard, who is a naval
5 architect marine engineer.

6 So with that, I'm going to turn it over
7 to the pros and I'll step back.

8 MR. HEAUSLER:

9 All right. So a little bit to echo what
10 Peter has said here, in early 2019, LabMar
11 Ferry responded to an RFP by the New Orleans
12 Regional Transit Authority and we were awarded
13 an operations and maintenance contract for the
14 ferry operations in New Orleans. At that
15 time, there was no functioning ferry at
16 Algiers Point for over 75 days. There were
17 two brand new boats that had been delivered
18 from Metal Shark and they sat for over two
19 years and could not get a COI on those boats.

20 And Coast Guard was very angry with the
21 operator and very angry with the RTA about
22 this situation. There was also a large public
23 outcry on the lack of service at Algiers
24 Point. There were several public hearings
25 that got very heated, very ugly for RTA.

1 So LabMar was awarded the O&M contract
2 and we assembled a team to right these wrongs.
3 We implemented a temporary crew boat to
4 establish service in Algiers Point so that we
5 had some degree of service. And then we
6 navigated the warranty and certification
7 processes of Metal Shark boats, and they're
8 now performing satisfactorily today.

9 We also implemented a preventative
10 maintenance program and shifted to a safety
11 and performance base culture for our mariners.
12 Several of our boats would average seven days
13 between major service disruptions between with
14 extreme unreliability of service. So we had a
15 fleet that was just poorly maintained and lack
16 of maintenance and lack of care that was given
17 to these boats. And so this is what we walked
18 in to and we've corrected it.

19 So to give a little history on, or an
20 overview of our operation here, we run two
21 ferry routes, Algiers Point to Canal Street,
22 and we run Lower Algiers to Chalmette, which
23 is a vehicle-only route. Right now, our fleet
24 consists of one car ferry and two small
25 passenger vessels. In the beginning, we also

1 initiated some cost saving measures of paring
2 down obsolete and uneconomical and unreliable
3 vessels and barges.

4 We also helped usher in the new Canal
5 Street terminal design and oversaw the new
6 barge construction at Canal Street. We're
7 getting ready to break ground on Algiers Point
8 renovation and start construction on two new
9 barges to serve Algiers Point and also Lower
10 Algiers. As you see in these pictures here,
11 we believe strongly in professional
12 development. All our mariners have a career
13 path inside of our operations.

14 In these photos here, you'll see this is
15 our summer cadet program for New Orleans
16 Military Marine Academy. And each summer, we
17 onboard a handful of cadets and teach them the
18 maritime industry. And then, each new hire
19 has a robust training and on-boarding phase
20 for even the most seasoned mariners to
21 assimilate into our culture. And having a
22 nimble workforce allows us to ramp up for
23 special events such as Mardi Gras or French
24 Quarter Fest, Essence, or Gretna Fest to
25 manage the high volume of crowds.

1 So one thing we pride ourselves on is our
2 reliability. We boast a 99.56 percent
3 reliability factor. In a typical year, we'll
4 complete over 44,000 voyages with less than
5 200 missed trips due to mechanical failure.
6 In our best year, we've moved over 973,000
7 passengers in the New Orleans system. And our
8 hope is that in 2025, we'll surpass
9 1.1 million passengers carried.

10 So and since the inception of LabMar, you
11 know, we've carried 3.7 million passengers on
12 our route here. This graph shows you how the
13 City of New Orleans was coming out of COVID
14 and our passenger throughput increased and
15 also we established reliability and
16 consistency with the ferry service. And you
17 can see our numbers have risen dramatically.

18 Our Chalmette route is typically 1500
19 vehicles a day. Our Canal Street route is
20 anywhere from 1900 and 1500 passengers a day
21 with much higher numbers on the weekends. And
22 then, when we get to festival season, we can
23 carry 10,000 to 15,000 passengers a day during
24 Mardi Gras and we'll run two ferries
25 simultaneously doing touch and goes.

1 We pride ourselves in our on-time
2 performance. Our service begins at 6:00 A.M.
3 with departures every 15 minutes. The
4 Chalmette route has 60 scheduled departures,
5 and our Canal Street route has 74.

6 Depending upon the month, we can have
7 anywhere from 1800 to 2200 scheduled
8 departures in a month. We have a set schedule
9 with departures at the top and bottom of the
10 hour from the Westbank from the 15 and 45 from
11 the Eastbank.

12 So going through some of the challenges
13 we've identified for DOTD, we want to create a
14 strong performance-based culture inside this
15 operation. With our safety culture, we
16 empower each crew member with the ability to
17 stop the job for any unsafe act through our
18 Stop Work Authority Program. For us, each job
19 begins with a JSA, a Job Safety Analysis, as a
20 method for pre-task planning to ensure that
21 any task can be done safely.

22 We also have a video-based training
23 program and a monthly all-hands safety meeting
24 for all employees. In our preventive
25 maintenance program, it provides a road map

1 for the daily tasks and checks for our crew
2 members. We employ all manufacturers'
3 recommendations as well as our industry-best
4 practices in our approach to maintenance.

5 We also believe in not deferring any
6 maintenances, as this leads to potential
7 downtime and higher cost during dry dockings.
8 We schedule our vendors to arrive after
9 shutdown to not impact service. Our
10 regulatory dry dockings are closely managed by
11 our team with on-site supervision. We
12 recently completed a five-year dry docking of
13 our Thomas Jefferson successfully in
14 approximately 90 days.

15 We also see challenges with cash
16 management by the deckhands. Right now, your
17 deck hands are putting cash in their pockets
18 and we have concerns that you may not actually
19 know what cash is properly received. And we
20 intend to implement a strong cash management
21 process.

22 Right now with our New Orleans ferries,
23 we have counter performance standards for our
24 deckhands where they must come in between 5
25 and 10 percent triggering a warning or

1 termination if they are out of variance on
2 cash expected. We also intend to have a fixed
3 departure schedule in lieu of our random
4 schedule for the Cameron Ferry.

5 So as we look at this in our conversion
6 into, as we say, the PPP, Public Private
7 Partnership, our method of accomplishing this
8 is that we will have a boots-on-the-ground
9 approach. We will have our management teams
10 physically present in Cameron. And I want to
11 stress this carefully that we will invite
12 every employee to join LFS. There is job for
13 everyone and we need everyone to join us.

14 So I want to make sure that, as everyone
15 starts hearing of this, they understand that
16 change can be very fearful. And we're here to
17 navigate them through this process and make
18 sure that there's -- ease any concerns about
19 the transition to a private contractor.

20 We intend to normalize compensation and
21 benefits to maritime standards and schedules.
22 In reviewing the current DOTD pay schedules,
23 we feel that the mariners are fairly underpaid
24 compared to industry standards, which is
25 causing recruitment and retention issues in

1 the mariners. We also are looking at future
2 planning for the new vessels coming out and
3 the ability to crew multiple vessels and to
4 have spare crews. We intend to implement our
5 safety culture, our new hire orientation
6 training, our learning management system, our
7 moxie media video-based training system and
8 will hold monthly safety meetings with our
9 crews.

10 We'll also have a team to help manage the
11 delivery of the new builds and to smooth that
12 out and to work with the vendors to make sure
13 that new boats come out. I've delivered in my
14 course of my career approximately two dozen
15 new vessels. And year one of a new boat can
16 be a little bit challenging. Years 2 through
17 25 are a lot easier. New boats tend to have a
18 few teething pains along the way.

19 We'll also implement our helm connect
20 maintenance system. We'll develop a robust
21 maintenance plan, our startup checks, and
22 we'll work with the regulatory partners for
23 making sure our Coast Guard inspections go as
24 planned. We'll also be implementing our
25 vessel technology program with computers,

1 cameras, and Starlink and vessel tracking
2 systems as well. We also hope to implement --
3 we also will be implementing our robust fare
4 collection process and collecting ridership
5 data in real time to be able to compile our
6 NTD and FTA data tracking. That concludes our
7 presentation.

8 CHAIRMAN BOURRIAQUE:

9 Thank you, Mr. Laborde and Mr. Heausler.

10 MR. HEAUSLER:

11 Heausler?

12 CHAIRMAN BOURRIAQUE:

13 When you've got Bourriaque, you try to do
14 as best you can at times.

15 (Senator Jack McFarland, member of the
16 LTA Board, joins the meeting.)

17 CHAIRMAN BOURRIAQUE:

18 Let the record show, Chairman McFarland
19 is also in attendance. Thank you, sir. I
20 appreciate it. In Transportation, we
21 typically start committees on time. I don't
22 know what y'all do in Appropriations, but
23 y'all have a lot more authority than the
24 little people at Transportation.

25 But a brief question. Thank you for the

1 presentation. As I'm sure most are aware,
2 Senator Abraham and myself both represent
3 Cameron Parish, and so very familiar with the
4 operation. Have lived it ourselves for quite
5 some time, but I only have one question
6 because I'm scared to death about asking
7 anything that's in any of these are not
8 covered by the CA (Confidential Agreement).

9 So the fares from prior to your operation
10 at RTA, has there been a drastic change? I
11 mean, clearly, the riderships have increased
12 according to data, but have fare rates
13 changed?

14 MR. HEAUSLER:

15 No, fares have been very consistent in
16 New Orleans. It's \$2 each way, and then we do
17 offer a variety of discounts for priority
18 riders or senior riders; there's disability.
19 There's children, those are \$1 fares. And
20 like we mentioned, the LA1 tolls, if you're
21 carrying a boat, it's a \$3 fee for the boat;
22 \$2 for the car.

23 We charge a dollar for each additional
24 passenger, but do understand that those fares
25 are set by RTA and approved by the New Orleans

1 City Council. So we implement the fare
2 structure that they tell us to collect upon.

3 CHAIRMAN BOURRIAQUE:

4 Thank you.

5 Members?

6 SENATOR ABRAHAM:

7 I have a question.

8 CHAIRMAN BOURRIAQUE:

9 Senator Abraham?

10 SENATOR ABRAHAM:

11 Just to -- I think I heard you right, and
12 I know people have met -- I don't know if
13 y'all met, but others have met with some of
14 the employees down in Cameron on the ferry.
15 Did you say that the hourly rate that you were
16 paying is much greater than what they're
17 getting now? Did I hear that?

18 MR. HEAUSLER:

19 We intend to bring them up to industry
20 standard rates. What they receive right now
21 is much lower than a typical, let's say, tug
22 or even supply boat captain with the
23 equivalent license. Most of the captains are
24 1600-ton license guys and they are well under
25 paid of what they could make if they drove a

1 supply boat or a crew boat or something
2 larger. So we feel that's a detriment to
3 attracting top talent to run these boats.

4 SENATOR ABRAHAM:

5 Right now, they probably have retirement
6 through the state or parish, I think the
7 state.

8 MR. HEAUSLER:

9 Yeah, they get very generous benefits
10 through the DOTD policies. We will convert
11 them to our benefits, our health plans, and
12 our retirement 401ks, pretty topnotch. The
13 retirement will have to, that transition will
14 have to follow the DOTD manuals on how that
15 conversion goes, but they will be
16 well-compensated for anything we take away.

17 SENATOR ABRAHAM:

18 So just the overall 30,000-foot level,
19 you believe that they will be, even though
20 they might not have the retirement package
21 that might not be as good as the state, but
22 based on the pay other things, 401k, you
23 believe to be far superior for the most part?

24 MR. HEAUSLER:

25 Absolutely. Their take-home pay is going

1 to increase quite a bit to get them to
2 industry levels. We don't want to be the
3 highest payer and we don't want to be the
4 lowest payer. We monitor our competitors very
5 carefully. And we want to make sure that
6 they're middle of the road in their
7 compensation packages. But, yes, they will
8 receive a generous increase.

9 SENATOR ABRAHAM:

10 Okay. And this is just another question
11 came to mind when I was listening. Why would
12 y'all present an unsolicited proposal? Why
13 wouldn't you just wait to do a solicited
14 proposal? What's -- is there any reasoning
15 behind that? Just kind of curiosity.

16 MR. HEAUSLER:

17 We feel it's an opportunity to help the
18 community. As Peter mentioned, he saw his
19 views of New Orleans watching them, I don't
20 want to say, fumble, but watching a brand new
21 vessel sit idle that couldn't get certified.
22 We don't want to see those same mistakes. And
23 I'm not implying that at all, but we feel like
24 we have the ability to help with our knowledge
25 and what we've been doing in New Orleans.

1 SENATOR ABRAHAM:

2 Okay. Thank you.

3 CHAIRMAN BOURRIAQUE:

4 Thank you, Senator Abraham.

5 Secretary Ledet?

6 SECRETARY LEDET:

7 Following Senator Abraham's comments, Mr.
8 Laborde and Mr. Heausler, thank you for your
9 presentation today. Very informative. Just
10 really a comment. Just want to state, you
11 know, the comment that you made, all employees
12 invited to join the program, the pay there as
13 well as the safety culture is obviously very
14 important to us. We have a really good team
15 there, and they do a great job, as you know.
16 And so those two things are very important and
17 we appreciate y'all saying that. And thank
18 you for this informative presentation and the
19 proposal.

20 MR. HEAUSLER:

21 Thank you.

22 CHAIRMAN BOURRIAQUE:

23 Thank you, Secretary Ledet. The Board is
24 clear. Appreciate your presentation and your
25 presence here today.

1 MR. LABORDE:

2 Thank you very much.

3 CHAIRMAN BOURRIAQUE:

4 Before we move on to Item 6 and 7,
5 Senator Abraham made a motion on Item 4 on the
6 toll issue. Chairman McFarland is going to
7 second that motion. Any objections?

8 Seeing none, that stands adopted. I'm
9 rusty and haven't been in session since June,
10 so my apologizes.

11 Okay. So we're back on Item 6.

12 MS. KELLEY:

13 As you might expect, I have some more
14 slides for you. Okay. So this is next steps:
15 Now that we've heard from Laborde Marine, this
16 is -- LTA has a vote to make. You discuss the
17 unsolicited proposal with Laborde.

18 The next step would be voting on whether
19 or not to proceed with a 90-day solicitation,
20 basically authorizing DOTD on behalf of LTA to
21 send out a request for competitive proposals
22 to allow other interested parties to submit
23 proposals for the same fee. In that, LTA
24 would be required to provide reasons to have a
25 yes vote, which is contained in the Board

1 resolution that we have in your binders.

2 I just want to emphasize that a yes vote
3 does not mean we are going with a
4 privatization of the ferry service. It simply
5 means that the LTA is interested in receiving
6 competitive bids from other proposers and that
7 we will be advertising for 90 days. At the
8 end of that 90 days, while we will consider
9 all proposals unsolicited and solicited, we
10 are under no obligation, LTA, to move forward
11 with any of them.

12 CHAIRMAN BOURRIAQUE:

13 One second, Ms. Kelley.

14 MS. KELLEY:

15 Sure.

16 CHAIRMAN BOURRIAQUE:

17 Senator Abraham?

18 SENATOR ABRAHAM:

19 I would like to kind of talk about all of
20 that housekeeping. So I thought we have to
21 vote on whether to include LabMar on -- we
22 don't have to vote for that?

23 CHAIRMAN BOURRIAQUE:

24 I think what Ms. Kelley just said on Item
25 6 is that the fee paid by LabMar for the

1 unsolicited proposal will remain consistent
2 for subsequent --

3 MS. KELLEY:

4 Right.

5 CHAIRMAN BOURRIAQUE:

6 -- proposers.

7 MS. KELLEY:

8 The Board has the authority to set a fee;
9 it's a requirement for unsolicited proposals.
10 For solicited proposals and response, we have
11 the option. We are recommending, just for
12 fairness sake, the Department is recommending
13 the same fee that we had LabMar pay to submit
14 their unsolicited proposal, which is \$10,000.

15 SENATOR ABRAHAM:

16 Okay. But to proceed forward with a
17 solicitation, that's another vote, isn't it or
18 you do it all in one?

19 MS. KELLEY:

20 Yes, sir. We're going to do one vote on
21 whether or not to move forward with the
22 solicitation --

23 SENATOR ABRAHAM:

24 That's what I was trying to get at.

25 Okay.

1 MS. KELLEY:

2 -- and then a second on the fee.

3 SENATOR ABRAHAM:

4 I just want to make sure the Chairman is
5 in order here.

6 MS. KELLEY:

7 Okay.

8 SENATOR ABRAHAM:

9 I understand now. All right. Might need
10 to correct him again.

11 CHAIRMAN BOURRIAQUE:

12 I appreciate you, sir. Thank you,
13 Senator Abraham.

14 Okay. Ms. Kelley?

15 MS. KELLEY:

16 Okay. So if you do decide to move
17 forward, we would post the request for
18 competitive proposals on the DOTD LTA
19 Innovative Procurement website for interested
20 proposers to access. We'll publish twice in
21 the State Journal. We've decided to do the
22 Cameron Pilot and the Advocate for the
23 advertisement. And then, it will be published
24 in the Potpourri section of the Louisiana
25 Register, similar to how we do our other

1 innovative Procurement Notices of Intent.

2 Any interested proposers who do reach out
3 to us in response to those advertisements will
4 receive a log-in and password to access the
5 materials they would need, similar to what
6 LabMar received when they made inquiries about
7 operational asset staffing information of the
8 current Cameron Ferry service that will also
9 be provided with the public copy that you have
10 of LabMar's proposal. So I kind of mentioned
11 this early, but the estimated timeline, we
12 have our meeting today, it's September 10th.
13 Should the Board vote to proceed with the
14 competitive solicitation period, that would
15 run September through December 2025.

16 And then we would expect for the LTA, the
17 Department, and our advisors, like our
18 financial advisors to review any proposals
19 received to analyze feasibility, economic
20 feasibility of the funding structures that we
21 receive in the proposals. At that time and
22 throughout, we will have the opportunity to
23 request revisions, clarifications, or
24 additional information because, again, the way
25 we're structuring this is a competitive

1 negotiation.

2 And this is just -- I'm sorry, one more.
3 This is just lagniappe for now, but prior to
4 approving any proposals, LTA would be required
5 to make an official finding that the project
6 proposed serves a public purpose. And there,
7 I've just listed for you the reasons and the
8 statute that must be considered when we're
9 thinking about whether or not it meets a
10 public purpose.

11 So this would be the agenda item for
12 consideration of the unsolicited proposal and
13 whether or not to vote to bid it out
14 competitively. There should be a resolution
15 in your binders related to that. Ms. Lewis
16 can show you if you want.

17 CHAIRMAN BOURRIAQUE:

18 Ms. Lewis?

19 MS. LEWIS:

20 It's just after the LabMar presentation
21 in Section 2.

22 CHAIRMAN BOURRIAQUE:

23 So for Item No. 6 --

24 MS. KELLEY:

25 Yes, sir.

1 CHAIRMAN BOURRIAQUE:

2 -- Senator Abraham is rubbing off on me
3 now, we do need a motion that's going to
4 establish the fee to keep it consistent?

5 MS. KELLEY:

6 Okay. I'm sorry. It's actually Item 7.
7 I reversed it on the agenda.

8 CHAIRMAN BOURRIAQUE:

9 Okay. No problem.

10 MS. KELLEY:

11 My fault, sorry.

12 CHAIRMAN BOURRIAQUE:

13 But Item 6 is what we were --

14 MS. KELLEY:

15 No, we were discussing Item 7.

16 CHAIRMAN BOURRIAQUE:

17 We were on 7, okay.

18 MS. KELLEY:

19 And this is my fault. I wrote up this
20 agenda in this order, but it makes sense, I
21 think, to vote on the solicitation first, and
22 then if you do vote yes to talk about the fee.

23 CHAIRMAN BOURRIAQUE:

24 Okay. So before we entertain that
25 motion, I would be remiss if I didn't at least

1 in some shape, form, or fashion address the
2 amount of effort that has taken place in
3 keeping this asset running to date. And I
4 want the record to show that I and Senator
5 Abraham are both very appreciative that
6 Secretary Ledet and Mr. Sibley, Mr. East on
7 behalf of District Administrator Woods
8 actually came to Cameron and visited with
9 staff face to face and heard concerns. And so
10 I want to first commend them for communicating
11 what the process would be early on, not what
12 was decided in Baton Rouge and handed down.
13 And so for the record, I wanted to acknowledge
14 that.

15 Cameron Ferry No. II, 1964, I believe it
16 was commissioned, I think that's the date.
17 And if my South Cameron math is right, it's
18 around 61 years, almost as old as Senator
19 Abraham, two or three years. That's not bad.
20 He's a good looking 63.

21 SENATOR ABRAHAM:

22 Not really.

23 CHAIRMAN BOURRIAQUE:

24 We have seen the limitations, let's say,
25 of the temporary ferry, which is the Acadia.

1 It is a side-loading ferry. Okay. And we
2 have Mr. Tepper here with LED and Mr. Stelly,
3 so we're well aware of the amount of economic
4 development and investment going on both sides
5 of the Channel.

6 For the record, I'd also say that we have
7 quite a bit of nature and eco-based tourism in
8 the parish, so it's not only an industrial
9 discussion. At times, this is not going to
10 make sense, but in my time in local
11 government, the Cameron Ferry was part of the
12 state DOTD directed alternate route for a
13 disaster, if that makes any sense. So the
14 August 2016 Flood, I10 shut down. You had two
15 options, you went across the Cameron Ferry or
16 you drove to Shreveport.

17 So this asset is not only for locals and
18 it's not only for local industry, it is a
19 state asset. And I will say that the
20 individuals, many of whom are locals, who are
21 piecing this together, as the Governor says
22 sometimes, with bubble gum and duct tape, I
23 want to commend them for their efforts up
24 until this point. That's only fair. And I,
25 again, I applaud the Secretary for allowing us

1 to have that visit with staff one on one.

2 I think in moving -- I'm going to stop
3 there for a second in case anyone has any --
4 everybody is good? Because I can keep going.

5 In deliberating my own personal position
6 on this, I think we need to know what we don't
7 know. Okay. And so what this, in my mind,
8 what this 90-day period will do, will allow
9 Members of the LTA to understand the thought
10 process on moving to privatization on other
11 assets that the Department has already done.
12 What precedent has already taken place in this
13 state on similarly-situated assets and how has
14 that presented itself to the public and to the
15 Department? And so that's one item for me.

16 A subsequent item is, can we improve on
17 what we are trying to provide now? And I
18 think that the proposals from any eventual
19 proposer will address a lot of those concerns.
20 If there is a way for us to get an
21 understanding of what criteria are going to go
22 into that review, I think that's helpful for
23 us to have an understanding of also.

24 Senator Abraham?

25 SENATOR ABRAHAM:

1 Yeah, thank you, Mr. Chairman. Along
2 those same lines, I know there's people that
3 are going to ask, well, when you do
4 privatization, is that going to increase the
5 cost or not? Now, you have efficiency and all
6 those sorts of things, which you can pay a
7 little bit more for that.

8 But I guess my question is, when we
9 finally go to review all this after the
10 proposals come in, that Secretary Ledet, I'm
11 assuming, you will be providing us what, I
12 guess, would be an average cost yearly to run
13 that currently, right, so that we can compare
14 what it's costing from the state side and then
15 what these new proposals are presenting and
16 whether it's going to be less expensive or
17 more expensive? And then we choose the more
18 expensive because it's more efficient. So I
19 want the public to know, whoever is listening,
20 that we're very aware and a lot of people
21 might think that we're giving something so
22 some contractor can make extra money, and
23 that's not the situation.

24 We're hoping that maybe we can actually
25 save dollars with privatization. And so

1 that's what we're going to be about in that.
2 And we're going to analyze that whole proposal
3 with that thought in mind. So anyway, thank
4 you.

5 SECRETARY LEDET:

6 Yeah. Thank you, Senator Abraham. Yeah,
7 as you said, we'll have a financial review
8 both internally at the Department as well as
9 our financial consultant, Ernst & Young, and
10 they will look at those costs as well as the
11 average cost to operate this and provide that
12 feedback after this solicitation period is
13 closed. So that's correct.

14 SENATOR ABRAHAM:

15 Okay. Thank you.

16 CHAIRMAN BOURRIAQUE:

17 Thank you, Secretary Ledet.

18 Okay. Members?

19 Mr. Tepper?

20 MR. TEPPER:

21 And this may be for Secretary Ledet, is
22 there a regulatory body that would oversee any
23 potential changes in the tolling fee like RTA
24 does in the New Orleans area in Cameron?

25 CHAIRMAN BOURRIAQUE:

1 Secretary Ledet?

2 SECRETARY LEDET:

3 I'm going to actually kick back to
4 Ms. Kelley and ask her the same question.

5 MS. KELLEY:

6 Okay. I would anticipate that it would
7 be part of our agreement that we would
8 eventually make with the tolling operator --
9 excuse me, the ferry operator that DOTD will
10 have discretion in setting rates or approving
11 rates. It wouldn't just be solely to the
12 discretion of the operator.

13 MR. TEPPER:

14 I was really wondering, is there one in
15 place now?

16 MS. KELLEY:

17 Currently, there is an Administrative
18 Code Article for ferries owned and operated by
19 the State, so that's in Title 70 of the
20 Louisiana Administrative Code and it does set
21 the current fare, the dollar for vehicles and
22 the 50 cents for pedestrians. But that is,
23 again, for ferries that are owned and operated
24 by a public authority.

25 MR. TEPPER:

1 Thank you.

2 MS. KELLEY:

3 Uh-huh.

4 CHAIRMAN BOURRIAQUE:

5 Secretary Ledet?

6 SECRETARY LEDET:

7 Yeah, so that's the fare for all of our
8 ferries across the state.

9 CHAIRMAN BOURRIAQUE:

10 Okay.

11 MS. KELLEY:

12 Okay.

13 CHAIRMAN BOURRIAQUE:

14 Ms. Kelley, the Board is clear. So we
15 are entertaining a vote on whether to proceed
16 with the 90-day competitive solicitation.

17 MS. KELLEY:

18 Yes, Item 7.

19 CHAIRMAN BOURRIAQUE:

20 Item 7, no problem. Just making sure
21 because I didn't get a second earlier.
22 Senator Abraham makes the motion. Seconded by
23 Secretary Ledet to proceed with the 90-day
24 competitive solicitation. Are there any
25 objections?

1 Seeing none, the solicitation will
2 proceed.

3 Now to the next item, vote on project
4 specific guidelines and unsolicited proposal
5 fee.

6 MS. KELLEY:

7 Yeah.

8 CHAIRMAN BOURRIAQUE:

9 So just for the record -- Ms. Kelley?

10 MS. KELLEY:

11 Okay. I've got a slide, maybe a few. Go
12 ahead. So, typically, LTA has a procedure in
13 its guidelines that LTA annually would
14 typically set an unsolicited proposal fee.
15 Because we haven't received many of those, we
16 haven't annually set it. The last one set was
17 in 2014 for \$50,000 per unsolicited proposal
18 fee.

19 Now those fees are set, you know, keeping
20 in mind what the review cost, the complexity
21 of the project, you know, what kind of
22 advisors we'll need to bring in. So because
23 this is simply an operations and maintenance
24 proposal, not a design, build, finance,
25 operate and maintain, like a full P3 would be,

1 we're recommending that we charge a \$10,000
2 proposal fee. And we kind of set that
3 parameter in concert with EY. We talked
4 through what we would need for them as far as
5 the financial feasibility analysis. So that's
6 one of the things.

7 And so in order to do that, we have a
8 resolution and we have, like, some
9 supplemental guidelines that we would kind of
10 append onto our standard guidelines. Oh,
11 okay. That was just the one. So that's
12 really what this next agenda item is about.
13 It's just approving the \$10,000 fee
14 retroactive to August 25th, the date that
15 LabMar submitted their unsolicited proposal,
16 to allow for them -- for that fee to be in
17 place for them and also going forward for the
18 proposers that respond to the competitive
19 solicitation.

20 CHAIRMAN BOURRIAQUE:

21 On the last bullet --

22 MS. KELLEY:

23 Yes, sir.

24 CHAIRMAN BOURRIAQUE:

25 -- the supplemental project specific

1 guidelines -- that's good. I'm going to read
2 it.

3 MS. KELLEY:

4 Okay.

5 CHAIRMAN BOURRIAQUE:

6 By resolution, it says these were last
7 approved in 2009. So I'm assuming --

8 MS. KELLEY:

9 That's correct.

10 CHAIRMAN BOURRIAQUE:

11 -- that there is some adjustments in what
12 that guideline constituted versus what we're
13 looking at today.

14 MS. KELLEY:

15 Really the only adjustment for today
16 would be the proposal fee and then would be --
17 typically, the guidelines require a cashier's
18 check written out to LTA. We've never done
19 that. Even for Jimmie Davis unsolicited
20 proposal a few years ago, the check was
21 written to LADOTD since we're incurring the
22 costs. So the other piece other than the fee
23 itself is to allow for proposers to submit the
24 cashier's check to LADOTD. That's really the
25 only deviation from the guidelines.

1 CHAIRMAN BOURRIAQUE:

2 So no other substantive --

3 MS. KELLEY:

4 Yes.

5 CHAIRMAN BOURRIAQUE:

6 -- item that we need to be aware of?

7 MS. KELLEY:

8 That's correct.

9 CHAIRMAN BOURRIAQUE:

10 Okay. Members?

11 Okay. The Board is clear. Senator
12 Abraham has moved to authorize the project
13 specific guidelines as well as the unsolicited
14 proposal fee. Seconded by Secretary Ledet.
15 Any objections?

16 Seeing none, those guidelines and the
17 proposal fee stand approved.

18 MS. KELLEY:

19 Okay.

20 CHAIRMAN BOURRIAQUE:

21 Item 8, we have public comment. We do
22 have cards present. Will provide information
23 if requested, Mr. Kevin Reed, Steven Sibley,
24 we've heard from Ms. Kelley, Scott Rundell,
25 Meredith Hathorn. Did we get everybody?

1 Anyone else?

2 Okay. Senator Abraham has moved to
3 adjourn.

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1 R E P O R T E R ' S C E R T I F I C A T E

2 I, KELLY J. DOMIANO, a Certified Court
3 Reporter, Certificate #23035, in good standing with
4 the State of Louisiana, as the officer before whom
5 this meeting was taken, do hereby certify that the
6 foregoing 61 pages;

7 That this testimony was reported by me in
8 stenographic machine shorthand by Computer-Aided
9 Transcription, transcribed by me or under my
10 personal direction and supervision, and is a true
11 and correct transcript to the best of my ability
12 and understanding;

13 That the transcript has been prepared in
14 compliance with transcript format guidelines
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18 Code of Civil Procedure Article 1434 and in rules
19 and advisory opinions of the Board; that I am not
20 of counsel nor related to any person participating
21 in this cause and am in no way interested in the
22 outcome of this event.

1 This certification is valid only for a
2 transcript accompanied by my handwritten or digital
3 signature and the image of my State-authorized seal
4 on this page.

5 Signed:

A handwritten signature in dark ink, reading "Kelly J. Domiano". The signature is written in a cursive style with a horizontal line above the "i" in Domiano.

7 KELLY J. DOMIANO, CCR