

Office of the Lieutenant Governor
State of Louisiana

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July 13, 2020

Louisiana Pilotage Fee Commission
8550 United Plaza Boulevard
Suite #702
Baton Rouge, LA 70802

Re: Louisiana Pilotage Fee Commission Docket No. P20-001

Dear Commissioners:

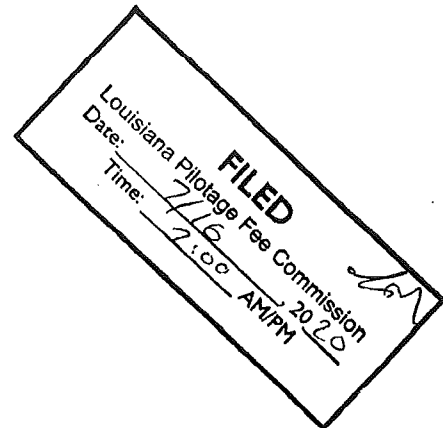
I write to encourage you to authorize the Crescent River Port Pilots' Association's ("CRPPA") recently-filed requests in the captioned docket.

As the Lieutenant Governor, I have the privilege of being an ambassador for our great state and the Commissioner of its Department of Culture, Recreation, and Tourism. In this position, I work with tourism leaders from across the state to determine how to best promote all of Louisiana.

Tourism is of the utmost importance to our state. The Louisiana tourism industry has an approximate annual economic impact of \$1.8 billion and is the state's fourth largest employer. In 2017 alone, the state hosted 47.1 million visitors, including approximately 1 million international visitors. In 2018, the New Orleans cruise ship industry set a record for cruise ship passengers for the second year in a row, with nearly 1.2 million passengers. It was the fifth consecutive year that at least one million people boarded a cruise from New Orleans. There can be no doubt that both the Port of New Orleans, and the thriving cruise ship industry it services, are significant contributors to our tourism industry.

Moreover, our cruise ship industry is growing, and will continue to do so for the foreseeable future as the Port of New Orleans continues to serve larger and larger vessels. Recently, the Port welcomed its largest cruise ship ever, the 1,070-foot, 4,000 passenger Norwegian Breakaway. And this year, the Port will welcome its first ever Disney Cruise Line, with the 2,700 passenger Disney Wonder.

I recently had the great pleasure of announcing and welcoming Disney Cruise Line to Louisiana along with Governor John Bel Edwards and New Orleans Mayor LaToya Cantrell. At the event, I recognized that this new partnership, as well as our growing tourism industry, were a



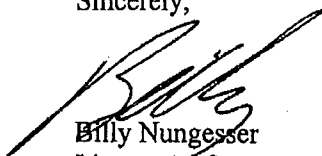
testament to the hard work and dedication of not only the Port of New Orleans and the entire New Orleans hospitality industry, but also the river pilots who make it all possible.

Timeliness and efficiency are critical components of the success of any business, but especially so in travel and tourism industries. For cruise ships, delays lead to passengers having less time to spend at their destinations. Delays also makes passengers less likely to be repeat customers and less likely to recommend a cruise to a friend or family member. These factors are especially important in the cruise industry, where studies have shown that approximately 55 percent of all cruise ship passengers have taken at least one cruise before, and word-of-mouth marketing has been proven to be especially important. It is with the help of the CRPPA Pilots that cruise ships are able to depart for and reach their destinations in a timely manner, and passengers are able to experience the enjoyable trip that they expect.

It is with this thought in mind that I write to voice my support for the CRPPA Pilots' requests made in the captioned docket. CRPPA Pilots play an often unheralded, yet essential part in the continued growth of our tourism and cruise ship industries. It is because of their skills and services that over one million passengers annually are able to safely visit our state. I believe that the CRPPA Pilots' requests are both reasonable and necessary to ensure the safe passage of our tourists, and the continued success of our state. As such, I respectfully request that the Commission approve the CRPPA Pilots' request for increased rates and additional pilots.

If I can be of assistance to you in any way, please don't hesitate to call.

Sincerely,



Billy Nungesser
Lieutenant Governor

WHN/jt