



2023 FOURTH QUARTER NEWSLETTER

2023 Year-End Review

Throughout the year, Industry Makes accomplished many of our 2023 goals:

- Added 36 ambassadors
- Collaborated with trade organizations such as the Greater Baton Rouge Industry Alliance (GBRIA), Louisiana Chemical Association (LCA), Lake Area Industry Alliance (LAIA), Baton Rouge Industrial Group (BRIG), Louisiana Association of Business and Industry (LABI), Alliance Safety Council, BIC Alliance, and Associated Builders & Contractors (ABC)
- Collaborated with GBRIA, LCA, and LAIA to create Back to School and Healthcare One Pagers
- Collaborating with the Louisiana Tumor Registry and Mary Bird Perkins Cancer Center to debunk the “Cancer Alley” myth
- Expanded outreach to the youth through ABC’s Build Your Future Expo and LSU Department of Chemistry’s Super Science Saturday

Important Updates

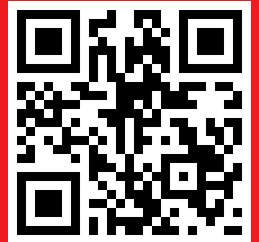
Going forward, Industry Makes will have two subcommittees: a Carbon Capture and Sequestration Subcommittee and an Industrial Corridor Subcommittee. To be mindful of members’ busy schedules, both subcommittees will meet **quarterly** beginning in January 2024. Each meeting will end with specific action items.

If you are not already a member of a subcommittee, please email blanche@industrymakes.org to join one today.

OUR MISSION

To be a trusted source of industrial communications, while advocating for future investment and the industrial growth that is the backbone of Louisiana.

JOIN OUR CAMPAIGN



2024 GOALS

- ✓ Increase bandwidth by expanding the leadership team and adding 20 additional ambassadors
- ✓ Continue outreach to industry employees, youth, and community members
- ✓ Continue to use third party validation of science and collaboration with industry groups to help us reach our goal of debunking myths around “Cancer Alley”
- ✓ Utilize the science of CCS to expand reach of understanding and gain support

CONNECT WITH US

- 🌐 industrymakes.org
- ✉ blanche@industrymakes.org
- 📘 [IndustryMakesLA](https://www.facebook.com/IndustryMakesLA)
- 📺 [IndustryMakes](https://www.linkedin.com/company/IndustryMakes)
- 📺 [IndustryMakes](https://www.youtube.com/channel/UC...)
- 📷 [Industry_Makes](https://www.instagram.com/Industry_Makes)

Industry Makes a Difference

Industry Makes a difference for our Ambassadors by showing and gathering support for proposed investments and expansions of industry projects!

Congratulations to ExxonMobil on their recent ITEP approval and to Koura on their \$100 million grant from the U.S. Department of Energy for their expansion project.

Thank you to our Ambassadors and volunteers who continue to show up in support of industry.

Have you been receiving our text blasts?! Be sure to save our number: 225.370.2339

Connecting the Dots

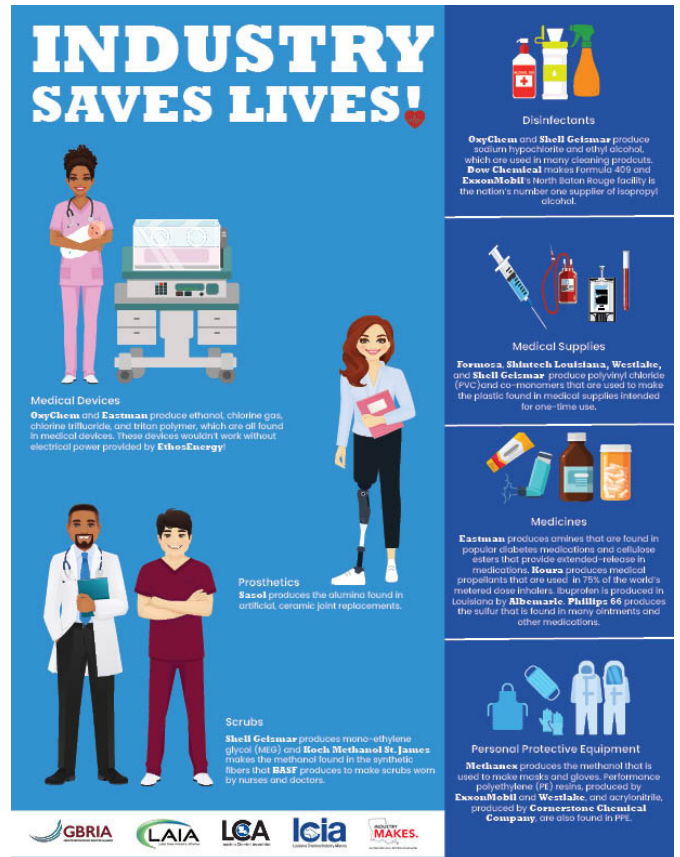
Industry Makes has continued our employee presentations with shifts at Westlake, Triad, and Turner Industries. These presentations inform employees of the outside funding that opposes new and existing projects in Louisiana. Industry Makes communicates to these employees that their voice provides the most definitive and proactive support. Thank you for allowing Industry Makes to present to your workforce.

If there are other Ambassadors who would like Industry Makes to present to their employees, please contact blanche@industrymakes.org.



AMBITIOUS AMBASSADORS

- ✓ Triad Electrical
- ✓ Formosa Baton Rouge Plastics Plant
- ✓ Mitsubishi Chemical
- ✓ OxyChem (Renewal)



INDUSTRY SAVES LIVES!

Disinfectants
OxyChem and **Shell Gelsmar** produce sodium hypochlorite and ethyl alcohol, which are used in many cleaning products. **Dow Chemical** makes formula 409 and **ExxonMobil**'s North Baton Rouge facility is the nation's number one supplier of isopropyl alcohol.

Medical Devices
OxyChem and **Eastman** produce ethanol, chlorine gas, chlorine trifluoride, and triitan polymer, which are all found in medical devices. These devices wouldn't work without electrical power provided by **EthosEnergy**.

Medical Supplies
Formosa, **Shintech Louisiana**, **Westlake**, and **Shell Gelsmar** produce poly(vinyl chloride) (PVC) and other monomers that are used to make the plastic found in medical supplies intended for one-time use.

Medicines
Eastman produces amines that are found in popular diabetes medications and cellulose esters that provide extended-release in medications. **Koura** produces medical propellants that are used in 75% of the world's metered dose inhalers. **Suiporan** is produced in Louisiana by **Albemarle Phillips 66** produces the sulfur that is found in many antibiotics and other medications.

Prosthetics
Sasol produces the alumina found in artificial ceramic joint replacements.

Scrubs
Shell Gelsmar produces mono-ethylene glycol (MEG) and **Rock Methanol St. James** makes the methanol found in the synthetic fibers that **BAEF** produces to make scrubs worn by nurses and doctors.

Personal Protective Equipment
Mechance produces the methanol that is used to make masks and gloves. Performance polyethylene (PE) melts produced by **ExxonMobil** and **Westlake**, and acrylonitrile, produced by **Coranstone Chemical Company** are also found in PPE.

Logos for GBRIA, LAIA, LCA, Icia, and INDUSTRY MAKES.

It's Okay To Be Smart! Our latest one pager showcasing how many companies right here in Louisiana make essential, lifesaving products.