

Q GHPB’s relationship to Port of Houston?

A The port of Houston is a geographic and industrial region. Many of the Port Bureau’s members are within this geographic region. The Port of Houston Authority (a.k.a. Port Houston) is the non-federal sponsor of the Houston Ship Channel and operates 8 out of the 150 terminals in the port of Houston. Roger Guenther, Executive Director of Port Houston, sits on the Port Bureau’s Board of Directors Executive Committee. Port Houston is an Executive Partner member of the Port Bureau. The Port Bureau is also a data vendor for Port Houston.

Q Are there anti-competitive concerns (e.g having more than two operators in the room or two terminal owners)?

A No, this will not be a concern, presuming the conversation does not include any discussions of arrangements, etc., that would restrain competition. The directors are required to acknowledge an anti-trust statement – this statement can also be used during any focus groups, as well.

Q What is the make-up of the strategic planning committee (i.e. names and companies represented)?

| Name | Company | Board Involvement |
|-----------------------|------------------------------------|---|
| Bernt Netland | Intercontinental Terminals Company | Chairman |
| Vincent DiCosimo | Targa Resources | 1 st Vice Chairman |
| Kirk Jackson | Suderman & Young Towing Co. | 2 nd Vice Chairman |
| April Bailey | Amegy Bank | Secretary-Treasurer; Dinner Committee Chair |
| Vinny Pilegge | Manchester Terminal | Immediate Past Chairman |
| Capt. Robert Thompson | Houston Pilots | Executive Committee |
| Mark Jacobs | Houston Capital Corporation | Membership Committee Chair |
| Lance Nunez | Dow Chemical | Traffic Efficiency Committee Chair (Incoming) |
| Richard Byrnes | Port Houston | Alternate for Roger Guenther, Executive Committee |

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- Q** Format requirements for response to RFP: (Word, PowerPoint, etc.)
A Word or pdf.
- Q** To what extent will staff be available to work on this?
A Vice President is expected to be able to contribute up to 10 hours per week.
President is expected to contribute up to 5 hours per week.
- Q** What is the desired outcome of the project? What would be considered a success? What will the final deliverable need to include? You mentioned on Thursday that the Port Bureau is looking for a framework that can be internalized. This implies something short of a full plan. Please elaborate?
A The final deliverables would include a strategic plan document and framework. The framework is intended to help both internalize (for board and staff) and socialize (for members and stakeholders) the strategic plan. That said, we are not looking for an overly comprehensive strategic plan. We recognize that this is our first strategic plan and that we are a small organization, so for us, success is developing a final product that is actionable, rather than overwhelming. Note, the consultant is not expected to develop the graphic design/visuals for the framework but would be expected to help with the content/bullet points.

Change Log:

Version 1: Uploaded July 14, 2021