

January 2, 2019

Quarterly Report
Oct. – Dec., 2018

Buddy Baker
Chief of Wildlife Management
Louisiana Department of Wildlife and Fisheries
2000 Quail Drive
Baton Rouge, LA 70808

Dear Chief Baker:

I am pleased to report continued progress is underway which I believe will prove successful in eliminating the sunset clause within California Penal Code 653o to allow the continued sale of non-endangered alligator or crocodile products in the State of California. The effort continues to be one of economic commerce, medical benefits, and labor union interests. The following information serves to provide you with further details on those efforts to further the State of Louisiana's interests.

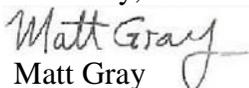
Discussions have been underway with numerous lawmakers in key positions to author legislation for introduction in Q1 of 2019 during the new Legislative Session. Numerous lawmakers have expressed interest in carrying the legislation, as the discussions have been framed in ways which are important to the district of those lawmakers and essential to showing representative successes on behalf of constituents' interests. For the purpose of developing a multi-faceted support base for the legislation, outreach has occurred with other stakeholder groups who would tend to share an interest in seeing the sunset in current law removed so as to benefit their constituencies.

One recent industry development by a fringe retailer interest, which publicly stated "ethical" and "moral" reasons for discontinuing the use of sustainable alligator farming/harvesting practices, has been counterproductive to this legislative effort. The negative publicity effort has created a small negative ripple effect which is being mitigated.

Lastly, in collaboration with others our office created and distributed a survey to more than 1,700 alligator industry stakeholders in Q4. The responses have been limited but still positive, and the data is being analyzed. The survey sought to gather information about manufacturing presence, methods, labor issues, and economic interests in California and abroad for the purpose of providing California lawmakers with useful data to justify their support of this legislative effort.

I thank you and your staff for the ongoing valuable assistance and strategic support provided by your office. Attached hereto is the quarterly invoice for professional lobbying services rendered.

Sincerely,


Matt Gray