

# **2023 1Q CAP Minutes – Tuesday, February 28, 2023**

9:00AM, LAO Conference Center, Mayflower Room

## **Attendees**

Crystal King  
Glynn Mayers  
Eleanor Joffrion  
Mary Meyer

Louis Voiron  
Pam Boesch  
Hank Grace  
Clint Moore  
Deano Moran

## **Welcome**

- Welcome to attendees
- A reminder to CAP members that meeting dates and minutes are found on Dow website.
- Introduced Mary Meyer, new Responsible Care Leader, joining after Mike Albano's retirement in November.

## **EH&S Update – Mary Meyer**

- Dow continues to conduct groundwater sampling in accordance with its Cooperative Agreement with LDEQ and US EPA and the approved Implementation Plan.
- Third quarter sampling was completed and CAP members were mailed a copy of the quarterly summary. Same for Fourth quarter sampling. LDEQ was present for all sampling and collected split samples.
- Had 3 minor injuries YTD, follow up/corrective actions in place.

## **Business Update – Crystal King**

### **Earnings update**

- Fourth Quarter Earnings were announced January 26, 2023
  - Our financial results in the fourth quarter reflected the slowing global economy and very challenging market dynamics. Net sales were \$11.9 billion, down 17% from the same period a year ago and down 16% from the prior quarter, as we faced significant customer destocking across all our businesses.
  - For the year, we delivered total net sales of \$56.9 billion versus \$55 billion in 2021. Operating EBIT was \$6.6 billion, down from \$9.5 billion in 2021, reflecting the rising cost of energy and raw materials, particularly in Europe.
  - However Dow delivered cash flow from operations of \$7.5 billion, up from \$7.1 billion the previous year.
  - Dow outlined a series of targeted actions aligned to its previously stated plan to achieve \$1 billion in cost. The proactive actions will further optimize the Company's cost structure in response to near term macroeconomic uncertainty, while maintaining its long-term competitiveness across the economic cycle.
  - Dow expects to realize \$1 billion in cost savings in 2023 through:
    - Structural improvements of \$500 million, maintaining a low cost-to-serve operating model. This includes optimizing labor and services costs, including a global workforce reduction of approx. 2,000 roles;
    - Operating expense reductions of \$500 million, focused on near-term cash flow.

## **Growth/ IPark Update – Eleanor Joffrion**

- There will be a Glycol 2 turn around in May with minimum traffic.
- There are no major pieces of equipment for site projects planned for the quarter. Large pieces of equipment are within the site's fence line.
- The Site continues to grow.

## People & Community – Glynnna Mayers

- Dow Last Mile Fund
  - Launched in January
  - The Dow Last Mile Fund for Manufacturing & Skilled Trades will contribute to Last Mile’s goal of closing the graduation gap for low-income students by investing in low-income and historically marginalized students pursuing manufacturing and skilled trades career paths at institutions in Dow communities.
  - Emergency Financial Assistance: up to \$599, assists with basic needs such as food, transportation, housing, and connectivity; Bridge Grants: \$600-\$3,000, bridges potentially catastrophic financial hurdles that could prevent progress to degree completion and enables career-building opportunities or covers graduate school application fees;
- Creators Wanted April 25-27<sup>th</sup> at RPCC Westside Campus
  - Live, interactive experience highlighting the need for talent and the rewarding career opportunities in modern manufacturing
  - Creators Wanted is through the National Association of Manufacturers (NAM) and Manufacturing Institute (MI), and is an initiative that Dow is proud of which to be a Legacy Sponsor, as our Company understands that increasing interest in manufacturing careers will help expand our talent pipeline and ensure our future competitiveness.
  - Students will get a chance to visit the immersive, escape room-style experience, getting hands-on insight into the types of skills creators use every day through panel discussions and other interactive experiences with local industry partners.
- Donors Choose
  - US-based nonprofit that allows individuals and organizations to donate directly to public school classroom projects.
  - launch a 3x match offer – up to \$100K – to help equip students and teachers with the resources they need to build inclusive classrooms in Dow communities in the U.S.
  - This offer is available until funding runs out
  - Share about this partnership with local educators by using the campaign code
- Near neighbors
  - Identifying near neighbors to work with to address local concerns.

## Roundtable

### Deano Moran

- Bridge update that there is a 10 month halt due to piles sinking.
- Planning for a new WBR Parish president and sheriff in the next year.
- Addressing Interstate widening project concerns

### Hank Grace

- Working with incoming Solar projects in Iberville Parish. Carbon capture projects are a concern for residents.

### Pam Boesch

- The Chamber continues to work on 5 yr strategic plan