

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

MEETING MINUTES FOR
THE BOARD OF COMMERCE AND INDUSTRY
OF THE
LOUISIANA ECONOMIC DEVELOPMENT CORPORATION
HELD AT
LASALLE BUILDING
617 NORTH 3RD STREET
LABELLE ROOM
BATON ROUGE, LOUISIANA
ON THE 27TH DAY OF JUNE, 2018
COMMENCING AT 9:35 A.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR

1 **Appearances of Board Members Present:**

- 2 Representative Neil Abramson
3 Mayor Glenn Brasseaux
4 Senator Norby Chabert
5 Yvette Cola
6 Manuel "Manny" Fajardo
7 Richard Hartley
8 Heather Malone
9 Senator Danny Martiny
10 Charles R. "Robby" Miller
11 Jan K. Moller
12 Secretary Don Pierson
13 Stephen Pugh
14 Darrel J. Saizan, Jr.
15 Daniel J. Schexnaydre, Jr.
16 Bobby Williams, Jr.
17 Dr. Woodrow Wilson, Jr.
18 Steve Windham
19 Erin Wesley for Governor Edwards

20 **Staff members present:**

- 21 Tam Bourgeois
22 Kristen Cheng
23 Frank Favaloro
24 Brenda Guess
25 Richard House
26 Becky Lambert
27 Mandi Mitchell
28 Joyce Metoyer
29 Melissa Sorrell
30 Hud Usie
31 Anne Villa



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

MR. WINDHAM:

Morning, everyone. I'd like to welcome to you to the Board of Commerce & Industry June 27th meeting. I'll call that meeting to order at 9:37.

Melissa, please call the roll.

MS. SORRELL:

Erin Wesley for Governor Edwards.

MS. WESLEY:

Here.

MS. SORRELL:

Richard Hartley for Lieutenant Nungesser.

MR. HARTLEY:

Here.

MS. SORRELL:

Representative Abramson.

(No response.)

MS. SORRELL:

Millie Atkins.

(No response.)

MS. SORRELL:

Mayor Brasseaux.

MAYOR BRASSEAUX:

Here.

MS. SORRELL:



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES
www.torresreporting.com
1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 MS. SORRELL:
2 Senator Martiny.
3 (No response.)
4 MS. SORRELL:
5 Robby Miller.
6 MR. MILLER:
7 Here.
8 MS. SORRELL:
9 Jan Moller.
10 MR. MOLLER:
11 Here.
12 MS. SORRELL:
13 Senator Chabert for Senator Morrell.
14 MR. CHABERT:
15 Here.
16 MS. SORRELL:
17 Secretary Pierson.
18 SECRETARY PIERSON:
19 Present.
20 MS. SORRELL:
21 Scott Richard.
22 (No response.)
23 MS. SORRELL:
24 Darrel Saizan.
25 (No response.)



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

MS. SORREL:
 Danny Schexnaydre.
MR. SCHEXNAYDRE:
 Here.
MS. SORRELL:
 Ronnie Slone.
 (No response.)
MS. SORRELL:
 Bobby Williams.
MR. WILLIAMS:
 Here.
MS. SORRELL:
 Steve Windham.
MR. WINDHAM:
 Here.
MS. SORRELL:
 Dr. Wilson.
DR. WILSON:
 Here.
MS. SORRELL:
 We have a quorum.
MR. WINDHAM:
 Thank you, Melissa.
 I hope everyone's had a chance to review
the minutes.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES
www.torresreporting.com
1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 Is there a motion?
2 Made by Ms. Heather; seconded by
3 Mr. Fajardo.

4 Any discussions? Any changes?
5 (No response.)

6 MR. WINDHAM:
7 All in favor, indicate with an "aye."
8 (Several members respond "aye.")

9 MR. WINDHAM:
10 All opposed with a "nay."
11 (No response.)

12 MR. WINDHAM:
13 Motion carries.
14 Mr. Favaloro.

15 MR. FAVALORO:
16 Yes. I have three new Quality Jobs
17 applications: 20160358, NVI, LLC in Terrebonne;
18 20150910, Shintech Louisiana, LLC in Iberville; and
19 20160910, Targa Resources, LLC in Calcasieu.

20 That concludes the new applications.

21 MR. WINDHAM:
22 Are there any comments from the public
23 concerning these applications?

24 (No response.)

25 MR. WINDHAM:



1 Questions or comments from the Board?

2 (No response.)

3 MR. WINDHAM:

4 Is there a motion to approve?

5 Made by Dr. Wilson; seconded by

6 Mr. Williams.

7 All in favor, indicate with an "aye."

8 (Several members respond "aye.")

9 MR. WINDHAM:

10 All opposed with a "nay."

11 (No response.)

12 MR. WINDHAM:

13 Motion carries.

14 MR. FAVALORO:

15 I have three Quality Jobs renewal

16 applications: 20130036, Benteler Steel/Tubing

17 Manufacturing Corp. in Caddo; 20121287, Procter & Gamble

18 Manufacturing in Rapides; 20121255, SE Tylos Louisiana,

19 LLC in Iberville.

20 That concludes the renewals.

21 MR. WINDHAM:

22 Are there any comments from the public

23 concerning the renewals for the Quality Jobs Program?

24 (No response.)

25 MR. WINDHAM:



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 Questions or comments from the Board
2 members?

3 (No response.)

4 MR. WINDHAM:

5 Motion to approve?

6 Made by Dr. Wilson; seconded by
7 Mr. Fajardo.

8 All in favor, indicate with an "aye."

9 (Several members respond "aye.")

10 MR. WINDHAM:

11 All opposed with "nay."

12 (No response.)

13 MR. WINDHAM:

14 Motion carries.

15 MR. FAVALORO:

16 I have two requests for change in
17 location only: 20140273, Pod Pack International, LTD
18 from 11800 Industriplex Boulevard to 17100 Manchac Park
19 Lane, Suite B, Baton Rouge, East Baton Rouge Parish;
20 20161571 Waitr, Inc. from 537 Cajundome Boulevard to
21 1100 Bertrand Drive, Lafayette in Lafayette Parish.

22 And I have one request for change in
23 ownership: 20140273 Pod Pack International, LTD to Pod
24 Pack International, LLC in East Baton Rouge Parish.

25 That concludes the specials.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES
www.torresreporting.com
1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

MR. WINDHAM:

Thank you, Mr. Favaloro.

Any comments from the public concerning the special considerations for change of location or change in ownership?

(No response.)

MR. WINDHAM:

Questions or comments from the Board?

(No response.)

MR. WINDHAM:

Motion is made by Mayor Brasseaux; seconded by Representative Pugh.

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

MR. FAVALORO:

That concludes Quality Jobs.

MR. WINDHAM:

Thank you, sir.

Ms. Lambert, Restoration Tax Abatement Program.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

MS. LAMBERT:

Good morning. I have eight new applications. First one is 20160032, 1068, LLC in Orleans; 20170077, Bayou Acquisitions, LLC in Orleans; 20161897, Copech Properties, LLC in Ouachita; 20161643, Copech Properties LLC in Ouachita; 20151383, GPD 839 Jackson Avenue, LLC in Orleans; 20170384, CR Apartments, LLC in East Baton Rouge; 201705, Fern Hills Investments, LLC, St. Tammany; and 20160881, Rampart and Clio, LLC in Orleans.

This concludes the total new applications for a \$9,020,453 investment.

MR. WINDHAM:

I assume all of the resolutions are in place as they should be?

MS. LAMBERT:

All resolutions are on record and all applications have met all rules of compliance.

MR. WINDHAM:

Are there any comments from the public concerning the Restoration Tax Abatement Program applications?

(No response.)

MR. WINDHAM:

Questions or comments from the Board?



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES
www.torresreporting.com
1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 (No response.)

2 MR. WINDHAM:

3 Is there a motion to approve?

4 Made by Dr. Wilson; seconded by

5 Mr. Moller.

6 All in favor, indicate with an "aye."

7 (Several members respond "aye.")

8 MR. WINDHAM:

9 All opposed with a "nay."

10 (No response.)

11 MR. WINDHAM:

12 Motion carries.

13 MS. LAMBERT:

14 We have four renewal applications for
15 Restoration Tax Abatement: 20101113, 139 Huey P. Long
16 Avenue, LLC; 20103714 Huey P. Long Avenue, LLC, both of
17 these are in Jefferson; 20100872, 2622-2632 Metairie
18 Lawn, LLC in Jefferson; and 20090816, 139 Huey P. Long
19 Avenue, LLC in Jefferson.

20 That concludes the renewal applications.

21 MR. WINDHAM:

22 Thank you, Ms. Lambert.

23 Are there any comments from the public
24 concerning the renewals for the Restoration Tax
25 Abatement Program?



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 (No response.)

2 MR. WINDHAM:

3 Questions or comments from the Board?

4 (No response.)

5 MR. WINDHAM:

6 I'll entertain a motion.

7 Mr. Schexnaydre; seconded by

8 Mr. Williams.

9 All in favor, indicate with an "aye."

10 (Several members respond "aye.")

11 MR. WINDHAM:

12 All opposed with a "nay."

13 (No response.)

14 MR. WINDHAM:

15 Motion carries.

16 MS. LAMBERT:

17 Mr. Windham, I would like to add one
18 thing on the renewal applications, that these also go
19 through local governing authority review and the
20 resolution approval before they come back, so they are
21 re-reviewed and approved locally.

22 MR. WINDHAM:

23 All right. Thank you.

24 Next we have Ms. Metoyer for the

25 Enterprise Zone Program.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 MS. METOYER:

2 I have 18 new applications: 20150892,
3 Baton Rouge Hotel Manager, LLC, East Baton Rouge Parish:
4 20151002, Baton Rouge Jet Center, LLC, East Baton Rouge
5 Parish; 20160635, JNR Hospitality, LLC, Ascension
6 Parish; 20141203, Laitram Machine Shop, LLC, Jefferson
7 Parish; 20150056, Opulence Krishan Hospitality, LLC,
8 Calcasieu Parish; 20141021, Pecan Haven Adolescent
9 Addiction Center, LLC, Ouachita Parish; 20131376, Red
10 Stick Armature Works, Inc., West Feliciana; 20141293,
11 Riverside Hospital, LLC, Rapides Parish; 20161395,
12 Southern Designs & Gifts, LLC, Concordia Parish;
13 20160725, Turner Industrial Maintenance, East Baton
14 Rouge Parish; 20160724, Turner Industries Group, LLC,
15 West Baton Rouge Parish; 20160723, Turner Industries
16 Group, LLC, East Baton Rouge Parish; 20160721, Turner
17 Industries Group, LLC, Calcasieu Parish; 20160720,
18 Turner Industries Group, LLC, West Baton Rouge Parish;
19 20160028, Walmart Stores East, LP, Tangipahoa Parish;
20 20161769, Walmart Stores East, LP Distribution Center,
21 St. Landry Parish; 20161838 Westport Linen Services,
22 LLC, Acadian Parish; and 20161835, Westport Linen
23 Services, LLC, East Baton Rouge Parish.

24 MR. WINDHAM:

25 Thank you, Ms. Metoyer.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 Can you tell us a little bit more about
2 the Turner Industries because there's a lot of zeros on
3 there?

4 MS. METOYER:

5 These are just jobs. There's no
6 building. It's just for new jobs.

7 MR. WINDHAM:

8 Okay. All right. Are there any
9 comments or questions from the public?

10 (No response.)

11 MR. WINDHAM:

12 Questions or comments from the Board?
13 Mr. Miller.

14 MR. MILLER:

15 Yes, sir. Looking at the jobs, the new,
16 permanent jobs and salaries, some pretty incredible
17 annual salaries.

18 MS. METOYER:

19 You mean for Turner salaries?

20 MR. MILLER:

21 Because I can't do math very well. I'm
22 using the one with the 10s. Turner, 1.5-million with 10
23 jobs, if I'm not mistaken, that's \$150,000 average.
24 Then there's 15-million at 100 jobs, that's \$150,000
25 average. So it's 220 jobs, all of them 150 ground. I'm



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 thrilled if that's what it is. I think that's
2 incredible.

3 MS. METOYER:

4 I can check them for you.

5 MR. MILLER:

6 Then you go up to Baton Rouge Hotel
7 Manager 777,000, eight jobs. The next one, eight jobs
8 at 1.9-million, five -- all of these are
9 100-plus-thousand, \$200,000 annual jobs. Is that
10 accurate?

11 MS. METOYER:

12 This is what's on their application,
13 yes, sir.

14 MR. MILLER:

15 Okay. That's potential?

16 MR. WINDHAM:

17 Is there a representative from Turner
18 with us today?

19 Please come forward and identify
20 yourself, sir.

21 MR. WEGE:

22 Good morning. My name is Robert Wege.
23 I'm with Summit Credits. We represent Turner
24 Industries, and we help assist them in filing these
25 applications.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 So the information that's provided on
2 the applications is an estimate the jobs numbers. We
3 have an idea of the number of jobs that are going to be
4 created and the amount of annual salaries that are going
5 to be created with those jobs, but it's an estimate at
6 this point. Until we get to the end of the year payroll
7 data and go through that information, we cannot provide
8 an accurate number, if you will.

9 MR. CHABERT:

10 So when you say that, I mean, are you
11 like in a variance of plus or minus four or five, I
12 mean, or are you just throwing darts at a wall? You
13 can't come up here and just say we're guessing.

14 MR. WEGE:

15 Okay. So what we do is we put together
16 an estimate based on what we think the company will do.

17 MR. CHABERT:

18 Previous year-to-date data? I mean, how
19 do you come up with the estimate?

20 MR. WEGE:

21 It's fluctuates, to be honest with you.
22 With these applications, what we do is we put the
23 minimum because we were certain the company will meet
24 the minimum.

25 MR. CHABERT:



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 Okay. There's a floor, you just don't
2 know the ceiling?

3 MR. WEGE:

4 Correct.

5 MR. WINDHAM:

6 Thank you, Mr. Chabert.

7 And also to point out, just to make sure
8 everyone is still aware, if they don't create the jobs,
9 there are no benefits.

10 MR. WEGE:

11 Correct.

12 MR. WINDHAM:

13 All right. Secretary Pierson.

14 SECRETARY PIERSON:

15 It's possible that they're domiciled in
16 Louisiana but may be deployed overseas in for away
17 locations; is that correct?

18 MR. WEGE:

19 So there's a number of different things
20 that could make an employee ineligible, and living out
21 of state is one of them. If they don't hit the average
22 hours required, there's another. There's several
23 different things that can make an employee ineligible.

24 SECRETARY PIERSON:

25 Well, I get that, but they're domiciled



1 in Louisiana, but they may have an assignment to go to
2 the Middle East and work there for six weeks, and that
3 may be attributing to the higher-than-normal salaries
4 because of the conditions in which they have to deploy.
5 I'm not asking the question --

6 MR. WEGE:

7 No, sir. In that case, that employee
8 would not be eligible for the incentive because it's
9 based on their hours and wages earned in Louisiana. So
10 if they're working out of state or out of the country,
11 they would not be an eligible employee. Does that
12 answer your question?

13 SECRETARY PIERSON:

14 Yeah. We're still trying to get to why
15 the average is so high.

16 MR. MILLER:

17 Mr. Secretary, it's not just Turner.
18 Turner is the easier one to do because the math's there.
19 If you just go down to the very bottom, the total 18
20 Enterprise Zone applications, it's 499 jobs, \$89,187,000
21 worth of payroll. That's an average of \$178,732 a year.
22 That's phenomenal. I think, if that's the truth, then I
23 think we're going to the top of a bunch of those lists
24 that we're at the bottom of right now. It just doesn't
25 seem accurate. And it's not just Turner. It seems



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 everybody's got an estimate. That's just the way -- I
2 don't know.

3 MR. WINDHAM:

4 It seems to be inflated.

5 Ms. Metoyer, are these 10-year -- is
6 this for 10 years or for five?

7 MS. METOYER:

8 No. All Enterprise contracts are for
9 five years only.

10 MR. WINDHAM:

11 No. I'm asking the accumulation of
12 salaries, that summation at that, is that over a
13 five-year period or --

14 MS. METOYER:

15 Five. That's a five-year.

16 MR. MILLER:

17 That's a five-year number. Okay. So
18 now the average is \$35,000. Okay. Thank you very much.

19 MS. METOYER:

20 In any of these applications or
21 contracts, there's no benefit until the ECRs are
22 actually processed and we see the true numbers. No
23 benefits are given out.

24 MR. MILLER:

25 I'm not questioning that at all. I



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 believe that we do -- that the program is monitored
2 properly. I think y'all are doing a great job with it.
3 It's just, you know, whenever you see these numbers --

4 MS. METOYER:

5 Right.

6 MR. MILLER:

7 It makes much more sense now that you've
8 said it's a five-year --

9 MS. METOYER:

10 That's a five-year. It is.

11 MR. MILLER:

12 That makes much more sense.

13 MR. WINDHAM:

14 Any other questions or comments from any
15 of the Board members?

16 (No response.)

17 MR. WINDHAM:

18 All right. Thank you, sir.

19 Is there a motion to approve the
20 Enterprise Zone?

21 Made by the Mayor; seconded by Dr.
22 Wilson.

23 All in favor, indicate with an "aye."

24 (Several members respond "aye.")

25 MR. WINDHAM:



1 All opposed with a "nay."

2 (No response.)

3 MR. WINDHAM:

4 Motion carries.

5 Please proceed.

6 MS. METOYER:

7 I have eight contract terminations:

8 20140994, Shiv Shakti Lodging, LLC, Calcasieu Parish,
9 existing contract period, May 1, 2015 through April 30,
10 2020. The requested term date is 12/13/2017. The
11 program requirements have been met and no additional
12 jobs are anticipated.

13 20150175, Southern Hospitality Group, LLC,
14 Rapides Parish. The existing contract period is May 1,
15 2015 through April 30, 2020. The requested term date is
16 April 30 of 2018. The program requirements have been
17 met and no additional jobs are anticipated.

18 The next one is 20140969, OS Restaurant
19 Services, LLC, Jefferson Parish. The existing contract
20 period is June 10, 2014 to June 9 of 2019. The
21 requested term date is 12/31 of 2016. The program
22 requirements have been met and no additional jobs are
23 anticipated.

24 20130119, GSTVBR, LLC, East Baton Rouge
25 Parish. January 1 of 2014 to 12/31 of 2018 is the



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 existing contract period. The requested term date is
2 June 30 of 2016. The program requirements have been
3 met. No additional jobs are anticipated.

4 20130114, SWVP New Orleans, LLC, Orleans
5 Parish. The existing contract period is October 1 of
6 2014 to September 30th of 2019. The requested term date
7 is May 1 of 2017. The program requirements have been
8 met. No additional jobs are anticipated.

9 20121119, Providence Classical Academy,
10 Incorporated, Bossier Parish. The existing contract
11 period is September 26th of 2012 through September 25th
12 of 2017. The requested term date is March 25th of 2015.
13 No additional jobs are anticipated and the program
14 requirements have been met.

15 20130050, Monsanto Company, St. Charles
16 Parish. January 16 of 2013 through January 15 of 2018.
17 The requested term date is July 15 of 2015. The program
18 requirements have been met. No additional jobs are
19 anticipated.

20 The final termination is 20140830, Crest
21 Operations, LLC, Rapides Parish. The existing contract
22 period is April 22nd of 2014 to April 21st of 2019. The
23 requested term date is December 31, 2016. The program
24 requirements have been met. No additional jobs are
25 anticipated.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

MR. WINDHAM:

Thank you, Ms. Metoyer.

Are there any comments from the public concerning the contract termination requests regarding the Enterprise Zone Program?

(No response.)

MR. WINDHAM:

Questions or comments from the Board?

(No response.)

MR. WINDHAM:

Is there a motion to approve?

Made by Representative Pugh; seconded by Ms. Erin Wesley.

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

MS. METOYER:

I have one contract cancelation. It's 20150273, Parc Lafayette, LLC in Lafayette Parish. The program requirements were not met by the company and the contract needs to be canceled.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 MR. WINDHAM:

2 Did the company send anyone to discuss
3 this or they've accepted the reality?

4 MS. METOYER:

5 At the last Board meeting, the lady that
6 made the request, this is that company.

7 MR. WINDHAM:

8 Okay. All right.

9 MS. METOYER:

10 She didn't meet it within the 24-month
11 period.

12 MR. WINDHAM:

13 Got you.

14 MS. METOYER:

15 Yes.

16 MR. WINDHAM:

17 Are there any comments from the public
18 concerning this contract cancelation?

19 (No response.)

20 MR. WINDHAM:

21 Questions or comments from the Board
22 members?

23 (No response.)

24 MR. WINDHAM:

25 Motion is made by Mayor Brasseaux;



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 seconded by Mr. Moller.

2 All in favor, indicate with an "aye."

3 (Several members respond "aye.")

4 MR. WINDHAM:

5 All opposed with a "nay."

6 (No response.)

7 MR. WINDHAM:

8 Motion carries.

9 Thank you, Ms. Metoyer.

10 All right. Mr. Hud Usie for the
11 Industrial Tax Exemption Program assisted by Ms. Kristin
12 Cheng, or accompanied by.

13 MR. USIE:

14 We have 20 new pre-EO applications. We
15 do have one correction: 20152022, Marathon Petroleum
16 Company, LP should read Garyville Refining Logistics,
17 LLC.

18 MR. WINDHAM:

19 All right. Please proceed.

20 MR. USIE:

21 20141325A, Almatris Burnside, LLC,
22 Ascension Parish; 20141325B, Almatris Burnside, LLC,
23 Ascension Parish; 20161534, Cabot Corporation, St. Mary
24 Parish; 20130076A, Conrad Shipyard, LLC, St. Mary
25 Parish; 20151426A, Denka Performance Elastomer, LLC, St.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 John the Baptist Parish; 20150973A, Diversified Foods &
2 Seasonings, LLC, St. Tammany Parish; 20161536,
3 Diversified Foods & Seasonings, LLC in St. Tammany
4 Parish; 20150280B, Eagle US 2, LLC, Calcasieu Parish;
5 20151466, Flopam, Inc., Iberville Parish; 20141329A,
6 G.E.O. Heat Exchangers, LLC, Iberville Parish;
7 20161511A, Gulf Crafts, LLC, St. Mary Parish; 20120977B,
8 Haynes International, Inc., Bienville Parish; 20150227,
9 Marathon Petroleum Company, LP, St. John that Baptist
10 Parish; 20152022 Garyville Refining Logistics, LLC, St.
11 John the Baptist Parish; 20151161, MGB, LLC, St. Landry
12 Parish; 20161175A, Newpark Drilling Fluids, LLC,
13 Lafourche Parish; 20141259, NuStar Logistics, LP, St.
14 James Parish; 20140795A, Syngenta Crop Protection, LLC,
15 Iberville Parish; 20151126A, UTLX Manufacturing, LLC,
16 Rapides Parish; 20151279, Westlake Vinyls Company, LP,
17 Ascension Parish.

18 MR. WINDHAM:

19 Thank you, Mr. Usie.

20 Are there any comments from the public
21 concerning any of these applications for the Industrial
22 Tax Exemption Program that were submitted prior to the
23 Governor's Executive Order?

24 (No response.)

25 MR. WINDHAM:



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 Any questions or comments from the
2 Board?

3 (No response.)

4 MR. WINDHAM:

5 Is there a motion to approve these?

6 Made by Ms. Erin -- well, Ms. Wesley;
7 seconded by Mr. Moller.

8 All in favor, indicate with an "aye."

9 (Several members respond "aye.")

10 MR. WINDHAM:

11 All opposed with a "nay."

12 (No response.)

13 MR. WINDHAM:

14 Motion carries.

15 MR. USIE:

16 Next we have five new post-EO
17 applications: 20170164, Cortec, LLC, West Baton Rouge
18 Parish; 20170362, Entergy Louisiana, LLC, Washington
19 Parish; 20161827, Equilon Enterprises, LLC, dba Shell
20 Oil Products US, St. James Parish; 20161827A, Equilon
21 Enterprises, LLC, dba Shell Oil Products US, St. James
22 Parish; 20170088, Foster Poultry Farms, Union Parish.

23 MR. WINDHAM:

24 Thank you, Mr. Usie.

25 And I know the Board members received in



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 their packages all of the required documentation, the
2 CEA, the resolutions, and everything is good to go on
3 that front.

4 Are there any comments from the public
5 concerning any of these applications?

6 (No response.)

7 MR. WINDHAM:

8 Are there any questions from the Board?

9 (No response.)

10 MR. WINDHAM:

11 Is there a motion?

12 Motion made by Mr. Hartley to approve;
13 seconded by Mr. Miller.

14 All in favor, indicate with an "aye."

15 (Several members respond "aye.")

16 MR. WINDHAM:

17 All opposed with a "nay."

18 (No response.)

19 MR. WINDHAM:

20 Motion carries.

21 MR. USIE:

22 Next we have one timely renewal:

23 20130577, International Paper Company, Lafayette Parish.

24 MR. WINDHAM:

25 Are there any comments from the public



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 concerning a timely renewal for the Industrial Tax
2 Exemption Program?

3 (No response.)

4 MR. WINDHAM:

5 Very good job, whoever is out there
6 representing them or is doing the paperwork for them.

7 Any questions or comments from the
8 public -- I mean, from the Board?

9 (No response.)

10 MR. WINDHAM:

11 Motion is made by Dr. Wilson to approve
12 the renewal timely filed; seconded by Mr. Fajardo.

13 All in favor, indicate with an "aye."

14 (Several members respond "aye.")

15 MR. WINDHAM:

16 All opposed with a "nay."

17 (No response.)

18 MR. WINDHAM:

19 Motion carries.

20 MR. USIE:

21 Next we have eight late renewals, four
22 of which requested to be deferred: Cornerstone Chemical
23 Company, Contracts 20130474, 20130475, 20130476,
24 20130477, again, Cornerstone Chemical Company, and
25 they're all in Jefferson Parish.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

MR. WINDHAM:

Is there any objection to the deferral for consideration of these four?

(No response.)

MR. WINDHAM:

Is there a motion to defer?

Made by Dr. Wilson; seconded by Senator Martiny.

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motions carries. Those are deferred.

Please proceed.

MR. USIE:

20120244, Bercen, Inc., a division of Cranston Printworks Company, Livingston Parish. Contract expiration date December 31st, 2016. Late renewal request date April 30 of 2018; 20130293, Bercen, Inc., a division of Cranston Printworks Company, Livingston Parish. Initial contract expiration, December 31st, 2017. Renewal request date April 30th, 3018.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 MR. WINDHAM:

2 All right. Hold there.

3 All right. Is there a representative
4 from Bercen, Inc., a division of Cranston Printworks
5 Company with us?

6 Please come forward, identify yourself
7 and explain the tardiness of filing for the renewal.

8 MR. MORGAN:

9 My name is Craig Morgan. I'm the
10 manager of manufacturing for the Bercen division of
11 Cranston Printworks Company in Livingston Parish.

12 We don't really have an excuse. Our
13 girl from accounting normally handles these functions,
14 and they're out of Cranston, Rhode Island. There's been
15 some personnel changes and they somehow missed it. We
16 brought it to their attention, and they've assured us
17 that it's been rectified and it won't happen in the
18 future.

19 MR. WINDHAM:

20 That's a good thing.

21 There are two of them. One of them is
22 two -- one of them, in light of what we've done in the
23 past, has been 20 percent reduction for each year late
24 or portion thereof. There is one that is one-plus year
25 late, and there is one that is one late, so I would



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 entertain a motion, I guess separately, to reduce the
2 two-year one by 40 percent.

3 Is there a motion?

4 Made by Ms. Cola; seconded by
5 Mr. Williams.

6 All in favor -- any comments from the
7 public?

8 (No response.)

9 MR. WINDHAM:

10 Comments from the Board?

11 (No response.)

12 MR. WINDHAM:

13 All in favor, indicate with an "aye."

14 (Several members respond "aye.")

15 MR. WINDHAM:

16 All opposed with a "nay."

17 (No response.)

18 MR. WINDHAM:

19 Motion carries.

20 For the second one that was less than a
21 year late, it's a 20 percent reduction, and I'd
22 entertain that motion.

23 Made by Dr. Wilson; seconded by Ms.
24 Cola.

25 Any questions or comments from the



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 public?

2 (No response.)

3 MR. WINDHAM:

4 From the Board?

5 (No response.)

6 MR. WINDHAM:

7 All in favor, indicate with an "aye."

8 (Several members respond "aye.")

9 MR. WINDHAM:

10 All opposed with a "nay."

11 (No response.)

12 MR. WINDHAM:

13 Motion carries.

14 Thank you, Craig.

15 MR. MORGAN:

16 Thank you.

17 MR. WINDHAM:

18 Please proceed.

19 MR. USIE:

20 Next we have 20120690, WestRock, CP,
21 LLC, Jackson Parish. Initial contract expiration
22 December 31st, 2016. Renewal requested March 28th,
23 2018; 20120691, WestRock CP, LLC, Jackson Parish.
24 Contract expiration December 31st, 2016. Renewal
25 requested March 28th, 2018.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES
www.torresreporting.com
1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

MR. WINDHAM:

Is there a representative from WestRock
CP, LLC?

Please step forward and identify
yourself.

MR. PYLES:

Good morning. I'm Todd Pyles
engineering manager of WestRock Louisiana Mill.

MR. WINDHAM:

Can you tell us what happened?

MR. PYLES:

Well, it was oversight on our company.
Back in 2016, we were late filing the PCR and the AFC.
We got acknowledgement back from LED in December of '17,
and in that acknowledgement, it said that our renewal
date was 2016. At that time, our corporate tax group
looked and we did not have that renewal, so we submitted
it in March of this year.

MR. WINDHAM:

All right. I don't know if you've been
involved in this or watched it.

MR. PYLES:

I have.

MR. WINDHAM:

The precedent that has been set with



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 this Board has been to reduce them by 20 percent for
2 each year or portion thereof.

3 So is there any questions comments from
4 the Board?

5 (No response.)

6 MR. WINDHAM:

7 Is there a motion to that effect?

8 Made by Dr. Wilson; seconded by Ms.
9 Malone.

10 All in favor, indicate with an "aye."
11 (Several members respond "aye.")

12 MR. WINDHAM:

13 All opposed with a "nay."

14 (No response.)

15 MR. WINDHAM:

16 Motion carries.

17 Thank you, sir.

18 MR. USIE:

19 Next we have seven change in location
20 only: Phillips 66 Company, Contracts 20130488,
21 20130489, 20130490, 20130491 and 20130492, previous
22 location 15551 South Highway 23, Belle Chasse, Louisiana
23 70037 in Calcasieu Parish, new location 15551 South
24 Highway 23, Belle Chasse, Louisiana 70037 in Plaquemines
25 Parish. It was the parish.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

MR. WINDHAM:

Explain that.

MR. USIE:

The initial application, they selected the wrong parish, and they're getting it corrected. So the actual address is the same. It's just the parish.

MR. WINDHAM:

Okay. Please proceed.

MR. USIE:

RBS Asset Finance, Inc., dba Dolet Hills Lignite Company, 20130160, previous location 377 Highway 522, Mansfield, Louisiana 70052 in DeSoto Parish, new location 2002 Crow Lane, Pelican, Louisiana 71063, DeSoto Parish.

Next is Regions Commercial Equipment Finance, LLC, dba Dolet Hills Lignite Company, 20130162, previous location 377 Highway 522, Mansfield, Louisiana 71052, DeSoto Parish, new location 2002 Crow Lane, Pelican, Louisiana 71063, DeSoto Parish.

MR. WINDHAM:

Are there any comments from the public concerning change in locations?

(No response.)

MR. WINDHAM:

Question or comments additionally from



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 the Board?

2 (No response.)

3 MR. WINDHAM:

4 Is there a motion to approve the change
5 in locations?

6 Made by Mr. Hartley; seconded by Mr.
7 Schexnaydre.

8 All in favor, indicate with an "aye."

9 (Several members respond "aye.")

10 MR. WINDHAM:

11 All opposed with a "nay."

12 (No response.)

13 MR. WINDHAM:

14 Motion carries.

15 MR. USIE:

16 Next we have 13 transfers: Bank of
17 America Leasing Lessor to Graphic Packaging
18 International, Inc., Contract Number 20110855,
19 transferring to Graphic Packaging International, Inc. in
20 Ouachita Parish.

21 Marathon Petroleum Company, Contracts
22 20080069, 200800776, 20101221, 20121330, 20121345,
23 20141607, 051357, 062527 and 062528, transferring to
24 Garyville Refining Logistics, LLC in St. John the
25 Baptist Parish.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 Norris Industries, LLC, Contracts
2 20141535, 20140848 and 20140849, transferring to Norris
3 Holdings, LLC in Iberia Parish.

4 MR. WINDHAM:

5 Are there any comments from the public
6 concerning the transfer of these tax exemptions under
7 the Industrial Tax Exemption Program?

8 (No response.)

9 MR. WINDHAM:

10 Questions or comments from the Board
11 concerning the transfers?

12 (No response.)

13 MR. WINDHAM:

14 Is there a motion to approve the
15 transfers?

16 Made by Ms. Cola; seconded by Ms.
17 Malone.

18 All in favor, indicate with an "aye."

19 (Several members respond "aye.")

20 MR. WINDHAM:

21 All opposed with a "nay."

22 (No response.)

23 MR. WINDHAM:

24 Motion carries.

25 MR. USIE:



1 Next we have 34 partial transfers: JMS
2 Food Service, LLC, 201408886 is retaining 981,621 in
3 assets and Community Coffee Company, LLC is receiving
4 184,541 in assets, and this is in Jefferson Parish;
5 Marathon Petroleum Company, LP, 20152027 is retaining
6 25,893,788, Garyville Refining Logistics, LLC is
7 receiving 32,744,284, and it's in St. John the Baptist
8 Parish.

9 MR. WINDHAM:

10 Excuse me. Let's stop you for a second.
11 Are all of the remaining ones for Marathon?

12 MR. USIE:

13 All of the remaining ones are from
14 Marathon.

15 MR. WINDHAM:

16 Is there anyone who would like to hear
17 the details of all of these?

18 (No response.)

19 MR. WINDHAM:

20 Is there a motion to approve them in
21 globo?

22 Made by Senator Chabert; seconded by Dr.
23 Wilson.

24 Are there any comments from the public
25 or would the public like to hear the list?



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 (No response.)

2 MR. WINDHAM:

3 All right. All in favor of approving
4 these in globo with the noted amounts, assuming there
5 aren't any typos or corrections, indicate with an "aye."

6 (Several members respond "aye.")

7 MR. WINDHAM:

8 All opposed with a "nay."

9 (No response.)

10 MR. WINDHAM:

11 Motion carries.

12 MR. USIE:

13 Next are the appeals: Calumet
14 Lubricants Company, LP, Application 20170189 in Bossier
15 Parish; Calumet Shreveport Lubricants & Waxes, LLC,
16 Applications 20170190, 20170191 and 20170192 in Caddo
17 Parish.

18 MR. WINDHAM:

19 Is there a representative from Calumet
20 with us today?

21 Please step forward, identify yourself
22 and then give us an update of where we are.

23 MS. SADLER:

24 Jennifer Sadler, Tax Manager, Calumet.

25 MR. MURPHY:



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 Philip Murphy, Vice President Tax for
2 Calumet.

3 MS. SADLER:

4 We are going to withdraw the Calumet
5 Lubricants one. We did not receive local parish
6 support.

7 MR. WINDHAM:

8 All right. Thank you.

9 MS. SADLER:

10 And we did receive support from Caddo
11 Parish. We have a resolution for the three contracts.

12 MR. WINDHAM:

13 From just the parish, from the board --
14 from the school board, from the Sheriff?

15 MS. SADLER:

16 From Caddo. Not from the sheriff or the
17 local school, but from the Caddo Parish.

18 MR. WINDHAM:

19 All right.

20 Tam, can you answer a question or two
21 related to this in case if there are any? I know I have
22 one.

23 Please identify yourself.

24 MS. BOURGEOIS:

25 Tam Bourgeois, Executive Counsel for



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 LED.

2 I would just like to point out that the
3 motion that the Board passed back at the December --

4 MR. WINDHAM:

5 Can you get a little bit closer to the
6 mic?

7 MS. BOURGEOIS:

8 Sure.

9 The motion that the Board passed back at
10 the December meeting required approval from all of the
11 local governing entities, which would include the
12 sheriff, the parish council, the school board and the
13 municipality, if applicable, and we do have a letter
14 from the sheriff's office indicating his disapproval of
15 the approval of this application.

16 MR. WINDHAM:

17 All right. Are there any questions from
18 the Board members concerning the motion that was made,
19 which was that all three be obtained, and now we have
20 before us the fact that all three were not obtained and
21 there was specific opposition? Any questions?

22 Sir?

23 MR. MURPHY:

24 So I was at that Board meeting, and the
25 way I understand the wording was that we just had to



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 have local support, which is consistent with, you know,
2 Title 13, Chapter 5, Section 501, wherein it says that
3 local support just needs to have input on the
4 applications.

5 So we received, you know, as a
6 resolution, approval from Caddo Parish, and it doesn't
7 have to be a full exempt in order to get the exemption.
8 It can be a partial exemption. So I guess it's odd that
9 it would be more stringent for the pre-Executive Order
10 applications than it would be for post-Executive Order
11 applications.

12 MR. WINDHAM:

13 I would have to go back and look at the
14 specific wording from the minutes, but, Tam, if you have
15 that available.

16 MS. BOURGEOIS:

17 What I have is the letter of
18 correspondence that LED sent out after the Board meeting
19 informing all of the companies what they needed to
20 provide to the Board, and Item Number 4 specifically
21 says that they need to provide -- that "The project
22 subject to the IT application must have created jobs and
23 have secured the approval of local government
24 officials," open paren, "parish council, school board
25 and sheriff," closed paren, open paren, "and



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 municipality if applicable."

2 MR. WINDHAM:

3 So that means to me the "and" is
4 all-inclusive.

5 MS. BOURGEOIS:

6 Right.

7 MR. WINDHAM:

8 It's not an "or."

9 MS. BOURGEOIS:

10 Right.

11 MR. WINDHAM:

12 So there's no wiggle room in that.

13 MS. BOURGEOIS:

14 That is not how we would interpret the
15 motion that Mr. Miller made back in December.

16 SECRETARY PIERSON:

17 If I'm not mistaken, we began this
18 process maybe in February and provided an extension
19 period in April, and then Dr. Wilson, again, extended
20 the opportunity by deferral to this date. So I think
21 that also -- the date of the letter that was sent, Ms.
22 Bourgeois?

23 MS. BOURGEOIS:

24 Yes. It was sent on December 13th.

25 The initial deadline was January 29th,



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 and then they received an extension till February 15th.
2 They requested additional extensions at both the
3 February and the April meeting, with which the Board
4 graciously provided.

5 SECRETARY PIERSON:

6 I have no further questions.

7 MR. WINDHAM:

8 Senator Chabert.

9 MR. CHABERT:

10 So just to be clear, we mandated that
11 they get local approval in two separate parishes for two
12 separate projects?

13 MS. BOURGEOIS:

14 Correct.

15 MR. CHABERT:

16 Correct?

17 MS. BOURGEOIS:

18 Two applications.

19 MR. CHABERT:

20 And had they not received the two
21 separate approvals from two separate parishes, then we
22 would not give them the benefit?

23 MR. WINDHAM:

24 No. I think we're a little confused.

25 It's two projects. One is Calumet Lubricant, the other



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 is Calumet Shreveport. So they've withdrawn Calumet
2 Lubricants.

3 MR. CHABERT:

4 So we're not even discussing Bossier?

5 MR. WINDHAM:

6 So we're not even taking about Bossier.
7 It's only Caddo.

8 MR. CHABERT:

9 Because I was about to say, if you're
10 trying to get Caddo and Bossier to agree on what color
11 the sky is, we've got a problem.

12 MR. WINDHAM:

13 This is strictly Caddo Parish
14 activities, so...

15 Mr. Miller.

16 MR. MILLER:

17 I just want to make sure I have this
18 right because I believe this has to do with -- I was
19 arguing with a small project, not a miscellaneous
20 capital addition that got caught in that gap of the
21 Executive Order, and this is one of those 16 or 17 that
22 we reviewed.

23 MS. BOURGEOIS:

24 Yes.

25 MR. MILLER:



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 So we believe this is a good project,
2 but we required them to get the local support, basically
3 meet the new rule, we gave them kind of a hybrid --

4 MS. BOURGEOIS:

5 Correct.

6 MR. MILLER:

7 -- to give them an opportunity. Instead
8 of just being kicked out completely, we gave them an
9 opportunity to come back, and we don't have all bodies
10 of the local government supporting this.

11 MS. BOURGEOIS:

12 Right. It sounds like we only have one.

13 MR. MURPHY:

14 Yes, but -- sorry -- under the new
15 rules, all bodies are not required to obtain -- not
16 required to obtain approval from all bodies in the
17 parish. So if the parish, if Caddo Parish approves the
18 exemption, then that portion will be subject to tax and
19 Caddo Parish will be exempt, and if the school board
20 doesn't support it, then that portion will not be --

21 MR. MILLER:

22 I don't disagree with you, and, quite
23 frankly, my argument, I never dreamed that when we sent
24 this back, got these small projects to go back to the
25 locals, that the locals would ever turn it down,



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 especially when you create, if I'm not mistaken, 89
2 jobs.

3 MS. SADLER:

4 Eighty-three.

5 MR. MURPHY:

6 Eighty-three.

7 MR. MILLER:

8 Eighty-three jobs, that that would be
9 turned down. I'm sorry I wasn't clear enough to make it
10 happen. I thought just getting it rerun would make
11 it -- would give you what you deserved. And creating
12 new jobs, creating investment, I believe that's what
13 this Board is supposed to do. That's what our parish
14 government is supposed to do is help create jobs in our
15 communities. I'm sorry that your local officials don't
16 see it that way.

17 MR. WINDHAM:

18 And I guess, just in response to the
19 comment that you made, we're not trying to apply any new
20 rules to this application. So we've kind of drawn lines
21 in the sand saying the old program was the old program.
22 This one was in between. And as you were saying, you
23 know, if it were this, but it's not. The motion was
24 what the motion was.

25 Are there any other questions?



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 Yes, Senator Martiny.

2 SENATOR MARTINY:

3 I'm just curious, we know that the
4 sheriff's office objected and the parish approved it.
5 Did you attempt to contact with the other entities to
6 see whether or not they had a position on it and they
7 turned you down or they put no position?

8 MR. MURPHY:

9 I flew down for the school board
10 meeting, and it was, I guess, tabled or the meeting was
11 postponed, so we weren't --

12 SENATOR MARTINY:

13 So they took no action?

14 MR. MURPHY:

15 Yeah, no action taken on that.

16 SENATOR MARTINY:

17 Either good or bad?

18 MR. MURPHY:

19 Right.

20 MR. WINDHAM:

21 Are there any other any other questions
22 or comments?

23 Mr. Miller.

24 MR. MILLER:

25 So our only action is, according --



1 because they don't have all of the 100 percent local
2 support, we can't grant it?

3 MS. BOURGEOIS:

4 As the -- I would say, as the current
5 motions stands.

6 MR. MILLER:

7 If we do, if we were to say yes --

8 MS. BOURGEOIS:

9 Well, then I would think you would want
10 to --

11 MR. WINDHAM:

12 Mr. House, please identify yourself.

13 MR. HOUSE:

14 Richard House. I'm the lawyer for
15 Economic Development.

16 Mr. Miller, this is the motion that was
17 put together in December, and it had certain
18 qualifications to it, among them being that you had to
19 accomplish all of this by February. And it did include
20 the approvals and everything else that all of the other
21 people that fell into that unit were eligible, and I
22 think we ended up approving five of them.

23 Is that correct?

24 MR. WINDHAM:

25 I think so.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 MS. BOURGEOIS:

2 Four.

3 MR. HOUSE:

4 Four. We approved four. This was the
5 fifth one, and the other four were taken care of long
6 ago.

7 I don't believe, with all due respect,
8 and I appreciate these people being here and appreciate
9 what you have to say, but I don't think we're being
10 unfair here. And I think the motion was clearly stated
11 so as to accomplish an exception that the Board
12 ultimately determined it wanted to have in order to try
13 and be fair to a group of 17 people that sort of fell in
14 between. Four took advantage of it, and they took
15 advantage of it within all of the parameters of your
16 motion.

17 So, again, sometimes we have unfortunate
18 results after trying hard not to get them, but at the
19 end of the day, everybody was given a fair shake on this
20 one. More than a fair shake.

21 MR. WINDHAM:

22 Any other comments or questions?

23 (No response.)

24 MR. WINDHAM:

25 Anything in closing, sir?



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 MR. MURPHY:

2 I guess I would just ask maybe two
3 questions. I guess is that a summary of an accurate
4 depiction of the minutes or of the, I guess, resolution
5 that was made? That's a question for Mr. Miller, I
6 guess.

7 When I was there, I asked if a
8 resolution was required, and they said no, just a show
9 of support, and we definitely received the show of
10 support by obtaining a resolution from Caddo Parish.

11 And I guess I would also maybe ask if
12 that's the intention to override the wishes of Caddo
13 Parish to fully tax that project when the parish
14 approved an exemption of the project?

15 From the way I read the spirit of the
16 law, it says prior rules are supposed to be treated in
17 fairness of the current rules and applicability of the
18 project at the time it was started. So I just want to
19 just request either a partial abatement or a full
20 abatement of those three that were not (inaudible).

21 MR. WINDHAM:

22 All right. What's the pleasure of the
23 Board?

24 MR. CHABERT:

25 Your name again?



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1
2
3
4
5
6
7
8
9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25

MR. MURPHY:

I'm sorry. Phil Murphy.

MR. CHABERT:

When you come and give the recollection of -- you attended the meeting where the motion was made, were you able to go back and refer to the minutes verbatim on the motion made by Mr. Miller?

MR. MURPHY:

No, sir. That was my request to see if that's available.

MR. CHABERT:

And staff had to go by what they interpreted the motion by Mr. Miller was based on that, but that was the correct --

MR. WINDHAM:

If y'all want to delay this for a moment, I think I have the minutes with me. I can pull the minutes.

MS. BOURGEOIS:

My recollection is that we pulled the language for this letter directly from the motion that Mr. Miller had that day.

MR. CHABERT:

It seems like this is a real clearcut unfortunate circumstance, but if we are going to honor



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 what the reforms of this Board have intended, this would
2 be one of those unfortunate circumstances that come up.

3 MR. WINDHAM:

4 All right. Is that a motion?

5 MR. CHABERT:

6 Yes.

7 MR. WINDHAM:

8 Motion has been made by Senator Chabert
9 to deny the appeals.

10 Is there a second?

11 Seconded by Senator Martiny.

12 Any further discussion?

13 (No response.)

14 MR. WINDHAM:

15 All in favor, indicate with an "aye."

16 (Several members respond "aye.")

17 MR. WINDHAM:

18 All opposed with a "nay."

19 (No response.)

20 MR. WINDHAM:

21 Motion carries.

22 Thank you.

23 MR. USIE:

24 That concludes the ITEP portion of the
25 agenda.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 MR. WINDHAM:

2 Thank you, Mr. Usie.

3 Great job, Kristin.

4 All right. Now, next we have
5 consideration of Industrial Tax Exemption Program rules
6 that have been published, and I'm going to hand the
7 table over to Secretary Pierson for discussion and
8 presentation.

9 SECRETARY PIERSON:

10 So at this time, we'll consider ITEP
11 rule changes. Hope you're familiar with it. I want to
12 thank the many organizations and individuals that worked
13 very diligently to provide input to the Board, both at
14 our public hearing, which was held on May 22nd, and at
15 our more recent public hearing that was held on June
16 25th. Also those that responded with written comments
17 for the period that ended June 22nd, those being more
18 than 200 received, which were overwhelmingly, the
19 majority of those comments that were provided to LED,
20 urge this Board of Commerce & Industry to approve the
21 proposed rules without amendment at this time.

22 I would say to you that this does not
23 close the door on program improvements in the future.
24 We think that process review is important in industry
25 business and in state government as well, and so we will



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 intend to continue to review this program and bring back
2 the Board improvements when we see that those are merit
3 and warranted.

4 So at this time, I would now make a
5 motion that the Board of Commerce & Industry approve the
6 proposed ITEP changes as published in the Louisiana
7 Register on May 20, 2018.

8 MR. WINDHAM:

9 Thank you, Secretary Pierson.

10 Is there a second?

11 Seconded by Ms. Heather Malone.

12 Are there any comments from the public
13 concerning the rules that were published that have not
14 already been made?

15 And we do really appreciate all of the
16 comments that came in. And I know the Board members
17 received a number of letters, contacts, e-mails for
18 those, and I believe the majority of them, you know,
19 they saw what we're doing is a good thing.

20 Mr. Bagert, please step forward and
21 identify yourself.

22 MR. BAGERT:

23 Morning. I'm Broderick Bagert with
24 Together Louisiana.

25 And I know you've had two hearings on



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 this and I don't want to duplicate anything that we've
2 submitted in writing or testified at those hearings. I
3 did want to say that, as there often is, there can be a
4 tension between the time horizon and getting everything
5 right, and that's a tension that we're dealing with.

6 It's our interpretation that there are
7 some ambiguities and some areas where things are not
8 clear enough in terms of definitions, what constitutes a
9 job, what shall be counted as a job. If you have
10 somebody who's employed for one month at 31 hours for an
11 indefinite period of time, that, according to these
12 rules, could be considered the same as somebody who's
13 employed for 10 years.

14 That's our interpretation of it, and
15 hopefully those are things that won't turn out to be the
16 case and things that can be fixed later on. And there
17 are others that I won't get into details around.

18 What we would ask is, if applications
19 come through and show evidence of these ambiguities
20 being -- "exploit" is the wrong word; right, because if
21 there is lack of clarity in the rules, it's not
22 necessarily on the applicant companies to go over and
23 above those. But if there are effects and terms of
24 what's being counted as a job, as job creation, about
25 what's being counted as eligible for an exemption and



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 others that look like they reflect problems and lack of
2 clarity in these rules, we would ask that there be sort
3 of special scrutiny of those to understand exactly
4 what's a new job, exactly what's a retained job, what is
5 a contract job, what is a full-time job, many things
6 that can be handled administratively throughout an
7 application process, even before you do a rule change,
8 so that we don't get in a situation with the public or
9 local entities or anybody is looking at exemptions that
10 are claiming to create jobs according to these rules,
11 but there are no new jobs and no new people employed in
12 those jobs.

13 So that's just something that we would
14 ask as sort of a consideration going forward is that
15 there be an equal line as to whether or not some of the
16 vagueness of this gets reflected in applications that
17 may come before you.

18 Thank you.

19 MR. WINDHAM:

20 Thank you, Mr. Bagert.

21 I can almost guarantee you there will be
22 an eagle eye, if not from your organization, also from
23 the local economic developers, the companies, the
24 Governor's office. All of these Board members up here
25 are very interested and concerned about how these rules



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 are implemented.

2 If we needed to make changes, I am sure,
3 and I've heard it before, there may be a 3.0 down the
4 road version for the Industrial Tax Exemption. We do
5 have an end goal in this whole process. We want capital
6 investment in Louisiana; we want jobs created. That is
7 not to put up hurdles for companies to overcome. It's
8 to provide some calculatable certainty for companies so
9 that they can make decisions hopefully in Louisiana's
10 favor, but one way or another, if it's an unknown, it's
11 hard to put anything in the box other than a zero.

12 So with that motion made --

13 MS. WESLEY:

14 I'd like to make a comment on behalf of
15 the Governor's office, and I'm thankful to be on the
16 panel today. So I just want to read a brief statement.

17 Governor Edwards made a commitment to
18 reform the Industrial Tax Exemption Program in 2016, and
19 we've fulfilled that commitment. The Governor made
20 improvements to that program and provided for a local
21 voice and accountability, and certainly we truly believe
22 that today we're considering further improvements to the
23 program, which will, one, streamline the approval
24 process, secondly, provide for the predictability that
25 this industry needs, and, thirdly, provide revenues for



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 local governments from day one. And so we certainly
2 believe that this represents a win for all stakeholders
3 involved.

4 To the point that Mr. Bagert made, we
5 certainly believe this is a work in progress, and I know
6 the Secretary and the Chair have spoken to that. So as
7 we need to further improve the program, we take to heart
8 your comment, certainly the written comments, I believe
9 over 200 comments, provided to LED and their team. But,
10 again, this is a work in progress to improve the program
11 to further create growth and opportunity for the State
12 of Louisiana.

13 So, excited to be here today in
14 consideration of these new proposed rule changes.

15 MR. WINDHAM:

16 Thank you, Ms. Wesley.

17 Are there any other comments from any
18 other Board members?

19 Mr. Miller calls for the vote.

20 All in favor, indicate with an "aye."

21 (Several members respond "aye.")

22 MR. WINDHAM:

23 All opposed with a "nay."

24 (No response.)

25 MR. WINDHAM:



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 Motion carries.

2 Mr. Secretary, you have comments?

3 SECRETARY PIERSON:

4 Thank you to the Board and all of the
5 stakeholders that have helped us achieve this improved
6 version of our ITEP rules. I'll try to be brief.

7 That's a bit difficult because I'm so passionate about
8 economic development and the success that our state is
9 presently enjoying, but I'll move quickly through this.

10 But since our last Board meeting in
11 April, we've seen CGI announce a 400 direct new job
12 expansion of their IT center in Lafayette. We've joined
13 in New Orleans with the mayor to announce Accruent, 350
14 new IT related jobs there. The DXC project is moving
15 forward quite well, and we've cut the ribbon on their
16 facility on Poydras.

17 Great aviation announcement for
18 Chennault, Lake Charles area. A US Foods expansion in
19 Jefferson Parish that we're pleased with. Certainly
20 Shreveport's Western Global Airlines, which we just had
21 a job fair of, needed that, in Northwest Louisiana. You
22 won't fly on Western Global Airlines probably because
23 it's mostly cargo, and their Number 1 and 2 customers
24 are UPS and FedEx.

25 We also were recognized with a Community



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 Impact Award for Champion Manufactured Homes over in
2 Leesville. Particularly proud of our efforts in our
3 rural communities across the state where it's tougher to
4 make progress.

5 Certainly LED has been active in the
6 Association of Defense communities working with the
7 Roosevelt Group in Washington DC relative to efforts and
8 important issues with Barksdale, Fort Polk, the Marine
9 Corps Reserve Facility, Belle Chasse, Coast Guard,
10 National Guard.

11 Our entertainment division continues
12 strong filming activity across the state. And then
13 certainly we put a lot of muscle against small business.
14 We're preparing for a 20 September Small Business Summit
15 to be conducted in Shreveport, again, Friday, the 20th
16 of September. We're working across the governmental
17 agencies at the Governor's direction and leadership to
18 make sure we get full support from all divisions of
19 state government to enhance the opportunities for small
20 businesses and government-related contract work. So
21 we're looking forward to the execution of that.

22 Certainly our International portfolio of
23 investment coming to Louisiana remains strong. Our
24 group participated with the U.S. Department of Commerce
25 last week in Washington DC at Select USA. Certainly a



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 strong business development pipeline out there with a
2 lot of new projects that we have under management, and
3 certainly we're calling on our existing companies
4 representing our best opportunity to grow new investment
5 and new jobs in our state.

6 Certainly worked at the request of the
7 legislature to provide a lot of information throughout
8 the budgeting process, and we're pleased that we have
9 the funding that we need to also move our department
10 forward with its important efforts.

11 Wrapping up, really just in the small
12 business and community activities out there, we're
13 working with the Edwin Lowe, a quality foundation, and
14 we were supporting 10 companies that are part of growth
15 leaderships opportunities that are identified to, again,
16 growing these mid-sized companies. We have three
17 second-stage companies that have been brought into the
18 program already, which we call economic gardening.

19 Also roundtables for small and emerging
20 businesses that we're conducting around the state. You
21 may hear about those. They're peer-to-peer sessions
22 that allow participating businesses to troubleshoot in a
23 private manner, but help solve their issues without
24 having to reinvent the wheel, certainly with local
25 entities, trying to strengthen these rural communities.



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 Speaking about, we're kicking off
2 initiatives through Louisiana Development Ready
3 Communities. We've been operating this program for a
4 number of years, but this year is Amite, Gonzales and
5 Ruston, as well as the Parish of St. John the Baptist,
6 and participants, so they'll join Sterlington, Columbia,
7 Winnsboro in St. Joseph up in Northeast Louisiana, as
8 well as Lutcher and Gramercy. And this is a program
9 that helps these communities organize and be prepared to
10 grow business and industry at their location.

11 And then also we step back and
12 congratulated eight companies from around the state who
13 were cited for manufacturing quality and community
14 service at our Lantern Awards function.

15 So this concludes my report. I'll be
16 happy to visit with you, but I appreciate your presence
17 here today, the important work that you do on behalf of
18 business and industry in our state that allows us to
19 continue to build a vibrant economy.

20 MR. WINDHAM:

21 Thank you, Mr. Secretary.

22 Is there a motion to adjourn?

23 Made by Mr. Miller; seconded by

24 Mr. Hartley.

25 All in favor, indicate with an "aye."



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 (Several members respond "aye."
2 MR. WINDHAM:
3 All opposed with a "nay."
4 (No response.)
5 MR. WINDHAM:
6 Motion carries.
7 Thank you for coming.
8 (Meeting concludes at 10:38 a.m.)

9
10
11
12
13
14
15
16
17
18
19
20
21
22
23
24
25



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES
www.torresreporting.com
1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

1 **REPORTER'S CERTIFICATE:**

2 I, ELICIA H. WOODWORTH, Certified Court
3 Reporter in and for the State of Louisiana, as the
4 officer before whom this meeting for the Louisiana Board
5 of Commerce and Industry, do hereby certify that this
6 meeting was reported by me in the stenotype reporting
7 method, was prepared and transcribed by me or under my
8 personal direction and supervision, and is a true and
9 correct transcript to the best of my ability and
10 understanding;

11 That the transcript has been prepared in
12 compliance with transcript format required by statute or
13 by rules of the board, that I have acted in compliance
14 with the prohibition on contractual relationships, as
15 defined by Louisiana Code of Civil Procedure Article
16 1434 and in rules and advisory opinions of the board;

17 That I am not related to counsel or to the
18 parties herein, nor am I otherwise interested in the
19 outcome of this matter.

20 Dated this 9th day of July, 2018.
21

22 _____
23 ELICIA H. WOODWORTH, CCR
24 CERTIFIED COURT REPORTER
25



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES
www.torresreporting.com
1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

<hr/>	15551 36:22,23	20130162 37:16	20150280B 27:4
<hr/> \$ <hr/>	15th 46:1	20130293 31:21	20150892 14:2
\$150,000 15:23,24	16 23:16 47:21	20130474 30:23	20150973A 27:1
\$178,732 19:21	17 35:14 47:21 52:13	20130475 30:23	20151002 14:4
\$200,000 16:9	18 14:2 19:19	20130476 30:23	20151126A 27:15
\$35,000 20:18	184,541 40:4	20130477 30:24	20151161 27:11
\$89,187,000 19:20	<hr/>	20130488 36:20	20151279 27:16
\$9,020,453 11:12	<hr/> 2 <hr/>	20130489 36:21	20151383 11:6
<hr/>	2 27:4 62:23	20130490 36:21	20151426A 26:25
<hr/> 0 <hr/>	20 26:14 32:23 33:21 36:1 57:7 63:14	20130491 36:21	20151466 27:5
051357 38:23	200 56:18 61:9	20130492 36:21	20152022 26:15 27:10
062527 38:23	2002 37:13,18	20130577 29:23	20152027 40:5
062528 38:23	20080069 38:22	20131376 14:9	2016 22:21 23:2,23 31:20 34:22,24 35:13, 16 60:18
<hr/>	200800776 38:22	2014 22:20,25 23:6,22	20160028 14:19
<hr/> 1 <hr/>	20090816 12:18	20140795A 27:14	20160032 11:3
1 22:9,14,25 23:5,7 62:23	20100872 12:17	20140830 23:20	20160635 14:5
1.5-million 15:22	20101113 12:15	20140848 39:2	20160720 14:17
1.9-million 16:8	20101221 38:22	20140849 39:2	20160721 14:16
10 15:22 20:6 22:20 58:13 64:14	20103714 12:16	201408886 40:2	20160722 14:15
10-year 20:5	20110855 38:18	20140969 22:18	20160723 14:15
100 15:24 51:1	2012 23:11	20140994 22:8	20160724 14:14
100-plus-thousand 16:9	20120244 31:18	20141021 14:8	20160725 14:13
1068 11:3	20120690 34:20	20141203 14:6	20160881 11:9
10s 15:22	20120691 34:23	20141259 27:13	20161175A 27:12
12/13/2017 22:10	20120977B 27:7	20141293 14:10	20161395 14:11
12/31 22:21,25	20121119 23:9	20141325A 26:21	20161395 14:11
13 38:16 44:2	20121330 38:22	20141325B 26:22	20161511A 27:7
139 12:15,18	20121330 38:22	20141329A 27:5	20161534 26:23
13th 45:24	20121345 38:22	20141535 39:2	20161536 27:2
15 23:16,17	2013 23:16	20141607 38:23	20161643 11:5
15-million 15:24	20130050 23:15	2015 22:9,15 23:12,17	20161769 14:20
150 15:25	20130076A 26:24	20150056 14:7	20161827 28:19
	20130114 23:4	20150175 22:13	20161827A 28:20
	20130119 22:24	20150227 27:8	20161835 14:22
	20130160 37:11	20150273 24:23	20161838 14:21



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

20161897 11:5	31 23:23 58:10	981,621 40:2	advantage 52:14,15
2017 23:7,12 31:24	31st 31:20,24 34:22,24	_____	AFC 35:13
20170077 11:4	32,744,284 40:7	A	agencies 63:17
20170088 28:22	34 40:1	_____	agenda 55:25
20170164 28:17	350 62:13	abatement 11:21 12:15,25 53:19,20	agree 47:10
20170189 41:14	377 37:11,17	Academy 23:9	Airlines 62:20,22
20170190 41:16	_____	Acadian 14:22	all-inclusive 45:4
20170191 41:16	4	accepted 25:3	Almatis 26:21,22
20170192 41:16	4 44:20	accompanied 26:12	ambiguities 58:7,19
20170362 28:18	40 33:2	accomplish 51:19 52:11	amendment 56:21
20170384 11:7	400 62:11	accountability 60:21	America 38:17
201705 11:8	499 19:20	accounting 32:13	Amite 65:4
2018 22:16,25 23:16 31:21 34:23,25 57:7	_____	Accruent 62:13	amount 17:4
2019 22:20 23:6,22	5	accumulation 20:11	amounts 41:4
2020 22:10,15	5 44:2	accurate 16:10 17:8 19:25 53:3	announce 62:11,13
20th 63:15	501 44:2	achieve 62:5	announcement 62:17
21st 23:22	522 37:12,17	acknowledgement 35:14,15	annual 15:17 16:9 17:4
220 15:25	_____	Acquisitions 11:4	anticipated 22:12,17, 23 23:3,8,13,19,25
22nd 23:22 56:14,17	6	action 50:13,15,25	Apartments 11:7
23 36:22,24	66 36:20	active 63:5	appeals 41:13 55:9
24-month 25:10	_____	activities 47:14 64:12	applicability 53:17
25,893,788 40:6	7	activity 63:12	applicable 43:13 45:1
25th 23:11,12 56:16	70037 36:23,24	actual 37:6	applicant 58:22
2622-2632 12:17	70052 37:12	add 13:17	application 16:12 37:4 41:14 43:15 44:22 49:20 59:7
26th 23:11	71052 37:18	Addiction 14:9	applications 11:3,12, 18,22 12:14,20 13:18 14:2 16:25 17:2,22 19:20 20:20 26:14 27:21 28:17 29:5 41:16 44:4,10,11 46:18 58:18 59:16
28th 34:22,25	71063 37:13,19	addition 47:20	apply 49:19
29th 45:25	777,000 16:7	additional 22:11,17,22 23:3,8,13,18,24 46:2	approval 13:20 43:10, 15 44:6,23 46:11 48:16 60:23
_____	8	additionally 37:25	
3.0 60:3	839 11:6	address 37:6	
30 22:9,15,16 23:2 31:21	89 49:1	adjourn 65:22	
3018 31:25	_____	administratively 59:6	
30th 23:6 31:24	9	Adolescent 14:8	
	9 22:20		



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

approvals 46:21 51:20	Award 63:1	28:2,25 29:8 30:8 33:10	call 64:18
approve 12:3 21:19 24:11 28:5 29:12 30:11 38:4 39:14 40:20 56:20 57:5	Awards 65:14	34:4 36:1,4 38:1 39:10 42:13,14 43:3,9,12,18, 24 44:18,20,24 46:3 48:19 49:13 50:9 52:11 53:23 55:1 56:13,20 57:2,5,16 59:24 61:18 62:4,10	calling 64:3
approved 13:21 50:4 52:4 53:14	aware 18:8		calls 61:19
approves 48:17	aye 12:6,7 13:9,10 21:23,24 24:14,15 26:2, 3 28:8,9 29:14,15 30:13,14 31:9,10 33:13, 14 34:7,8 36:10,11 38:8,9 39:18,19 41:5,6 55:15,16 61:20,21 65:25	bodies 48:9,15,16	Calumet 41:13,15,19, 24 42:2,4 46:25 47:1
approving 41:3 51:22		Bossier 23:10 41:14 47:4,6,10	cancelation 24:22 25:18
April 22:9,15,16 23:22 31:21,24 45:19 46:3 62:11	B	bottom 19:19,24	canceled 24:25
area 62:18		Bourgeois 42:24,25 43:7 44:16 45:5,9,13, 22,23 46:13,17 47:23 48:4,11 51:3,8 52:1 54:19	capital 47:20 60:5
areas 58:7	back 13:20 35:13,14 43:3,9 44:13 45:15 48:9,24 54:6 57:1 65:11	box 60:11	care 52:5
arguing 47:19	bad 50:17	Brasseaux 25:25	cargo 62:23
argument 48:23	Bagert 57:20,22,23 59:20 61:4	bring 57:1	carries 12:12 13:15 22:4 24:20 26:8 28:14 29:20 30:19 31:15 33:19 34:13 36:16 38:14 39:24 41:11 55:21 62:1
Armature 14:10	Bank 38:16	Broderick 57:23	case 19:7 42:21 58:16
Ascension 14:5 26:22, 23 27:17	Baptist 27:1,9,11 38:25 40:7 65:5	brought 32:16 64:17	caught 47:20
Asset 37:10	Barksdale 63:8	budgeting 64:8	CEA 29:2
assets 40:3,4	based 17:16 19:9 54:13	build 65:19	ceiling 18:2
assignment 19:1	basically 48:2	building 15:6	center 14:4,9,20 62:12
assist 16:24	Baton 11:8 14:3,4,13, 15,16,18,23 16:6 22:24 28:17	bunch 19:23	certainty 60:8
assisted 26:11	Bayou 11:4	Burnside 26:21,22	CGI 62:11
Association 63:6	began 45:17	business 56:25 63:13, 14 64:1,12 65:10,18	Chabert 17:9,17,25 18:6 40:22 46:8,9,15,19 47:3,8 53:24 54:3,11,23 55:5,8
assume 11:14	behalf 60:14 65:17	businesses 63:20 64:20,22	Chair 61:6
assuming 41:4	Belle 36:22,24 63:9	C	Champion 63:1
assured 32:16	benefit 20:21 46:22	Cabot 26:23	change 36:19 37:22 38:4 59:7
attempt 50:5	benefits 18:9 20:23	Caddo 41:16 42:10,16, 17 44:6 47:7,10,13 48:17,19 53:10,12	Chapter 44:2
attended 54:5	Bercen 31:18,21 32:4, 10	Calcasieu 14:8,17 22:8 27:4 36:23	Charles 23:15 62:18
attention 32:16	Bienville 27:8	calculatable 60:8	Chasse 36:22,24 63:9
attributing 19:3	bit 15:1 43:5 62:7		check 16:4
authority 13:19	board 11:25 13:3 15:12 21:15 24:8 25:5,21		Chemical 30:22,24
Avenue 11:7 12:16,19			Cheng 26:12
average 15:23,25 18:21 19:15,21 20:18			
aviation 62:17			



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

Chennault 62:18	64:3,14,16,17 65:12	Corps 63:9	data 17:7,18
circumstance 54:25	company 17:16,23 23:15 24:24 25:2,6 26:16 27:9,16 29:23	correct 18:4,11,17 46:14,16 48:5 51:23 54:14	date 22:10,15,21 23:1, 6,12,17,23 31:20,21,24 35:16 45:20,21
circumstances 55:2	30:23,24 31:19,22 32:5, 11 35:12 36:20 37:11, 16 38:21 40:3,5 41:14	corrected 37:5	day 52:19 54:22 61:1
cited 65:13		correction 26:15	dba 28:19,21 37:10,16
claiming 59:10		corrections 41:5	DC 63:7,25
clarity 58:21 59:2	completely 48:8	correspondence 44:18	deadline 45:25
Classical 23:9	compliance 11:18	Cortec 28:17	dealing 58:5
clear 46:10 49:9 58:8	concerned 59:25	council 43:12 44:24	December 23:23 31:20,24 34:22,24 35:14 43:3,10 45:15,24 51:17
clearcut 54:24	concludes 11:11 12:20 55:24 65:15	Counsel 42:25	decisions 60:9
Clio 11:9	Concordia 14:12	counted 58:9,24,25	Defense 63:6
close 56:23	conditions 19:4	country 19:10	defer 31:6
closed 44:25	conducted 63:15	CP 34:20,23 35:3	deferral 31:2 45:20
closer 43:5	conducting 64:20	CR 11:7	deferred 30:22 31:15
closing 52:25	confused 46:24	Crafts 27:7	definitions 58:8
Coast 63:9	congratulated 65:12	Craig 32:9 34:14	delay 54:16
Coffee 40:3	Conrad 26:24	Cranston 31:19,22 32:4,11,14	Denka 26:25
Cola 33:4,24 39:16	consideration 31:3 56:5 59:14 61:14	create 18:8 49:1,14 59:10 61:11	deny 55:9
color 47:10	considered 58:12	created 17:4,5 44:22 60:6	department 63:24 64:9
Columbia 65:6	consistent 44:1	creating 49:11,12	depiction 53:4
comment 49:19 60:14 61:8	constitutes 58:8	creation 58:24	deploy 19:4
comments 11:20,25 12:23 13:3 15:9,12 21:14 24:3,8 25:17,21 27:20 28:1 29:4,25 30:7 33:6,10,25 36:3 37:21, 25 39:5,10 40:24 50:22 52:22 56:16,19 57:12, 16 61:8,9,17 62:2	contact 50:5	Credits 16:23	deployed 18:16
Commerce 56:20 57:5 63:24	contacts 57:17	Crest 23:20	deserved 49:11
Commercial 37:15	continue 57:1 65:19	Crop 27:14	Designs 14:12
commitment 60:17,19	continues 63:11	Crow 37:13,18	Desoto 37:12,14,18,19
communities 49:15 63:3,6 64:25 65:3,9	contract 22:7,9,14,19 23:1,5,10,21 24:4,22,25 25:18 31:20,23 34:21, 24 38:18 59:5 63:20	curious 50:3	details 40:17 58:17
community 40:3 62:25 64:12 65:13	contracts 20:8,21 30:23 36:20 38:21 39:1 42:11	current 51:4 53:17	determined 52:12
companies 44:19 58:22 59:23 60:7,8	Copech 11:5,6	customers 62:23	developers 59:23
	Cornerstone 30:22,24	cut 62:15	development 51:15 62:8 64:1 65:2
	corporate 35:16		difficult 62:7
	Corporation 26:23	D	diligently 56:13
			direct 62:11
		darts 17:12	



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES
www.torresreporting.com
1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

direction 63:17	Edwin 64:13	excuse 32:12 40:10	Feliciana 14:10
directly 54:21	effect 36:7	execution 63:21	fell 51:21 52:13
disagree 48:22	effects 58:23	Executive 27:23 42:25 47:21	Fern 11:8
discuss 25:2	efforts 63:2,7 64:10	exempt 44:7 48:19	filed 30:12
discussing 47:4	Eighty-three 49:4,6,8	exemption 26:11 27:22 30:2 39:7 44:7,8 48:18 53:14 56:5 58:25 60:4,18	filing 16:24 32:7 35:13
discussion 55:12 56:7	Elastomer 26:25	exemptions 39:6 59:9	filming 63:12
disproval 43:14	eligible 19:8,11 51:21 58:25	existing 22:9,14,19 23:1,5,10,21 64:3	final 23:20
Distribution 14:20	emerging 64:19	expansion 62:12,18	Finance 37:10,16
Diversified 27:1,3	employed 58:10,13 59:11	expiration 31:20,23 34:21,24	five-year 20:13,15,17 21:8,10
division 31:18,22 32:4, 10 63:11	employee 18:20,23 19:7,11	explain 32:7 37:2	fixed 58:16
divisions 63:18	end 17:6 52:19 60:5	exploit 58:20	flew 50:9
documentation 29:1	ended 51:22 56:17	extended 45:19	floor 18:1
Dolet 37:10,16	engineering 35:8	extension 45:18 46:1	Flopam 27:5
domiciled 18:15,25	enhance 63:19	extensions 46:2	fluctuates 17:21
door 56:23	enjoying 62:9	eye 59:22	Fluids 27:12
drawn 49:20	Entergy 28:18		fly 62:22
dreamed 48:23	Enterprise 13:25 19:20 20:8 21:20 24:5	F	Food 40:2
Drilling 27:12	Enterprises 28:19,21		Foods 27:1,3 62:18
due 52:7	entertain 13:6 33:1,22		Fort 63:8
duplicate 58:1	entertainment 63:11		forward 16:19 32:6 35:4 41:21 57:20 59:14 62:15 63:21 64:10
DXC 62:14	entities 43:11 50:5 59:9 64:25		Foster 28:22
E	equal 59:15		foundation 64:13
e-mails 57:17	Equilon 28:19,20	facility 62:16 63:9	frankly 48:23
eagle 27:4 59:22	Equipment 37:15	fact 43:20	Friday 63:15
earned 19:9	Erin 24:13 28:6	fair 52:13,19,20 62:21	front 29:3
easier 19:18	estimate 17:2,5,16,19 20:1	fairness 53:17	fulfilled 60:19
East 11:8 14:3,4,13,16, 19,20,23 19:2 22:24	everybody's 20:1	Fajardo 30:12	full 44:7 53:19 63:18
economic 51:15 59:23 62:8 64:18	evidence 58:19	familiar 56:11	full-time 59:5
economy 65:19	exception 52:11	Farms 28:22	fully 53:13
ECRS 20:21	Exchangers 27:6	favor 12:6 13:9 21:23 24:14 26:2 28:8 29:14 30:13 31:9 33:6,13 34:7 36:10 38:8 39:18 41:3 55:15 60:10 61:20 65:25	function 65:14
Edwards 60:17	excited 61:13	February 45:18 46:1,3 51:19	functions 32:13
		Fedex 62:24	funding 64:9
			future 32:18 56:23



G	group 14:14,16,17,18 22:13 35:16 52:13 63:7, 24	high 19:15	important 56:24 63:8 64:10 65:17
G.E.O. 27:6	grow 64:4 65:10	higher-than-normal 19:3	improve 61:7,10
gap 47:20	growing 64:16	Highway 36:22,24 37:11,17	improved 62:5
gardening 64:18	growth 61:11 64:14	Hills 11:8 37:10,16	improvements 56:23 57:2 60:20,22
Garyville 26:16 27:10 38:24 40:6	GSTVBR 22:24	hit 18:21	inaudible 53:20
gave 48:3,8	guarantee 59:21	Hold 32:2	incentive 19:8
Gifts 14:12	Guard 63:9,10	Holdings 39:3	include 43:11 51:19
girl 32:13	guess 33:1 44:8 49:18 50:10 53:2,3,4,6,11	Homes 63:1	Incorporated 23:10
give 41:22 46:22 48:7 49:11 54:4	guessing 17:13	honest 17:21	incredible 15:16 16:2
Global 62:20,22	Gulf 27:7	honor 54:25	indefinite 58:11
globo 40:21 41:4	H	Hope 56:11	indicating 43:14
goal 60:5	hand 56:6	horizon 58:4	individuals 56:12
Gonzales 65:4	handled 59:6	Hospital 14:11	Industrial 14:13 26:11 27:21 30:1 39:7 56:5 60:4,18
good 11:2 16:22 29:2 30:5 32:20 35:7 48:1 50:17 57:19	handles 32:13	Hospitality 14:5,7 22:13	Industries 14:14,15, 17,18 15:2 16:24 39:1
governing 13:19 43:11	happen 32:17 49:10	Hotel 14:3 16:6	industry 56:20,24 57:5 60:25 65:10,18
government 44:23 48:10 49:14 56:25 63:19	happened 35:10	hours 18:22 19:9 58:10	ineligible 18:20,23
government-related 63:20	happy 65:16	House 51:12,13,14 52:3	inflated 20:4
governmental 63:16	hard 52:18 60:11	Hud 26:10	information 17:1,7 64:7
governments 61:1	Hartley 29:12 38:6 65:24	Huey 12:15,16,18	informing 44:19
Governor 60:17,19	Haven 14:8	hurdles 60:7	initial 31:23 34:21 37:4 45:25
Governor's 27:23 59:24 60:15 63:17	Haynes 27:8	hybrid 48:3	I
GPD 11:6	hear 40:16,25 64:21	Iberia 39:3	initiatives 65:2
graciously 46:4	heard 60:3	Iberville 27:5,6,15	input 44:3 56:13
Gramercy 65:8	hearing 56:14,15	idea 17:3	intend 57:1
grant 51:2	hearings 57:25 58:2	identified 64:15	intended 55:1
Graphic 38:17,19	heart 61:7	identify 16:19 32:6 35:4 41:21 42:23 51:12 57:21	intention 53:12
great 21:2 56:3 62:17	Heat 27:6	Impact 63:1	interested 59:25
ground 15:25	Heather 57:11	implemented 60:1	International 27:8 29:23 38:18,19 63:22
	held 56:14,15		interpret 45:14
	helped 62:5		interpretation 58:6,14
	helps 65:9		



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

interpreted 54:13	17	letter 43:13 44:17 45:21 54:21	60:6 61:12 62:21 63:23 65:2,7
investment 11:12 49:12 60:6 63:23 64:4		letters 57:17	Louisiana's 60:9
Investments 11:8	K	light 32:22	Lowe 64:13
involved 35:21 61:3	kicked 48:8	Lignite 37:11,16	LP 14:19,20 26:16 27:9, 13,16 40:5 41:14
Island 32:14	kicking 65:1	Linen 14:21,22	Lubricant 46:25
issues 63:8 64:23	kind 48:3 49:20	lines 49:20	Lubricants 41:14,15 42:5 47:2
Item 44:20	Krishan 14:7	list 40:25	Lutcher 65:8
ITEP 55:24 56:10 57:6 62:6	Kristin 26:11 56:3	lists 19:23	
	L	living 18:20	M
J	lack 58:21 59:1	Livingston 31:19,23 32:11	Machine 14:6
jobs 23:8	lady 25:5	LLC 11:3,4,5,6,7,8,9 12:16,18,19 14:3,4,5,6, 7,9,11,12,14,16,17,18, 22,23 22:8,13,19,24 23:4,21 24:23 26:17,21, 22,24,25 27:2,3,4,6,7, 10,11,12,14,15 28:17, 18,19,21 34:21,23 35:3 37:16 38:24 39:1,3 40:2,3,6 41:15	made 12:4 21:21 24:12 25:6,25 28:6 29:12 30:11 31:7 33:4,23 36:8 38:6 39:16 40:22 43:18 45:15 49:19 53:5 54:6,7 55:8 57:14 60:12,17,19 61:4 65:23
Jackson 11:7 34:21,23	Lafayette 24:23 29:23 62:12	local 13:19 42:5,17 43:11 44:1,3,23 46:11 48:2,10 49:15 51:1 59:9,23 60:20 61:1 64:24	Maintenance 14:13
James 27:14 28:20,21	Lafourche 27:13	locally 13:21	majority 56:19 57:18
January 22:25 23:16 45:25	Laitram 14:6	locals 48:25	make 18:7,20,23 47:17 49:9,10 57:4 60:2,9,14 63:4,18
Jefferson 12:17,18,19 14:6 22:19 30:25 40:4 62:19	Lake 62:18	location 36:19,22,23 37:11,13,17,18 65:10	makes 21:7,12
Jennifer 41:24	Lambert 11:1,16 12:13, 22 13:16	locations 18:17 37:22 38:5	Malone 36:9 39:17 57:11
Jet 14:4	Landry 14:21 27:11	Lodging 22:8	management 64:2
JMS 40:1	Lane 37:13,18	Logistics 26:16 27:10, 13 38:24 40:6	manager 14:3 16:7 32:10 35:8 41:24
JNR 14:5	language 54:21	long 12:15,16,18 52:5	mandated 46:10
job 21:2 30:5 56:3 58:9, 24 59:4,5 62:11,21	Lantern 65:14	looked 35:17	manner 64:23
jobs 15:5,6,15,16,23, 24,25 16:7,9 17:2,3,5 18:8 19:20 22:12,17,22 23:3,13,18,24 44:22 49:2,8,12,14 59:10,11, 12 60:6 62:14 64:5	late 30:21 31:20 32:23, 25 33:21 35:13	lot 15:2 63:13 64:2,7	Mansfield 37:12,17
John 27:1,9,11 38:24 40:7 65:5	law 53:16	Louisiana 18:16 19:1,9 28:18 35:8 36:22,24 37:12,13,17,19 57:6,24	Manufactured 63:1
join 65:6	Lawn 12:18		manufacturing 27:15 32:10 65:13
joined 62:12	lawyer 51:14		Marathon 26:15 27:9 38:21 40:5,11,14
Joseph 65:7	leadership 63:17		March 23:12 34:22,25
July 23:17	leaderships 64:15		
June 22:20 23:2 56:15,	Leasing 38:17		
	LED 35:14 43:1 44:18 56:19 61:9 63:5		
	Leesville 63:2		
	legislature 64:7		
	Lessor 38:17		



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

35:18	minimum 17:23,24	30:16 31:12 33:16	opposed 12:9 13:12
Marine 63:8	minus 17:11	34:10 36:13 38:11	22:1 24:17 26:5 28:11
Martiny 31:8 50:1,2,12, 16 55:11	minutes 44:14 53:4 54:6,17,18	39:21 41:8 55:18 61:23	29:17 30:16 31:12
Mary 26:23,24 27:7	miscellaneous 47:19	necessarily 58:22	33:16 34:10 36:13
math 15:21	missed 32:15	needed 44:19 60:2 62:21	38:11 39:21 41:8 55:18 61:23
math's 19:18	mistaken 15:23 45:17 49:1	Newpark 27:12	opposition 43:21
mayor 21:21 25:25 62:13	Moller 12:5 26:1 28:7	Norris 39:1,2	Opulence 14:7
means 45:3	moment 54:17	Northeast 65:7	order 27:23 44:7,9,10 47:21 52:12
meet 17:23 25:10 48:3	monitored 21:1	Northwest 62:21	organization 59:22
meeting 25:5 43:10,24 44:18 46:3 50:10 54:5 62:10	Monsanto 23:15	noted 41:4	organizations 56:12
members 12:7 13:10 21:15,24 24:15 25:22 26:3 28:9,25 29:15 30:14 31:10 33:14 34:8 36:11 38:9 39:19 41:6 43:18 55:16 57:16 59:24 61:18,21	Morgan 32:8,9 34:15	number 17:3,8 18:19 20:17 38:18 44:20 57:17 62:23 65:4	organize 65:9
merit 57:2	morning 11:2 16:22 35:7 57:23	numbers 17:2 20:22 21:3	Orleans 11:4,7,10 23:4 62:13
met 22:11,17,22 23:3,8, 14,18,24 24:24	motion 12:3,12 13:6,15 21:19 22:4 24:11,20 25:25 26:8 28:5,14 29:11,12,20 30:11,19 31:6 33:1,3,19,22 34:13 36:7,16 38:4,14 39:14, 24 40:20 41:11 43:3,9, 18 45:15 49:23,24 51:16 52:10,16 54:5,7, 13,21 55:4,8,21 57:5 60:12 62:1 65:22	Nustar 27:13	OS 22:18
met all 11:18	motions 31:15 51:5	<hr/> O <hr/>	Ouachita 11:5,6 14:9 38:20
Metairie 12:17	move 62:9 64:9	objected 50:4	overcome 60:7
Metoyer 13:24 14:1,25 15:4,18 16:3,11 20:5,7, 14,19 21:4,9 22:6 24:2, 21 25:4,9,14 26:9	moving 62:14	objection 31:2	override 53:12
MGB 27:11	municipality 43:13 45:1	obtain 48:15,16	overseas 18:16
mic 43:6	Murphy 41:25 42:1 43:23 48:13 49:5 50:8, 14,18 53:1 54:1,2,8	obtained 43:19,20	oversight 35:12
Middle 19:2	muscle 63:13	obtaining 53:10	overwhelmingly 56:18
midsized 64:16	<hr/> N <hr/>	October 23:5	<hr/> P <hr/>
Mill 35:8	National 63:10	odd 44:8	packages 29:1
Miller 15:13,14,20 16:5, 14 19:16 20:16,24 21:6, 11 29:13 45:15 47:15, 16,25 48:6,21 49:7 50:23,24 51:6,16 53:5 54:7,13,22 61:19 65:23	nay 12:9 13:12 22:1 24:17 26:5 28:11 29:17	office 43:14 50:4 59:24 60:15	Packaging 38:17,19
		officials 44:24 49:15	panel 60:16
		Oil 28:20,21	Paper 29:23
		one-plus 32:24	paperwork 30:6
		open 44:24,25	parameters 52:15
		operating 65:3	Parc 24:23
		Operations 23:21	paren 44:24,25
		opportunities 63:19 64:15	parish 14:3,5,6,7,8,9, 11,12,14,15,16,17,18, 19,21,22,23 22:8,14,19, 25 23:5,10,16,21 24:23 26:22,23,24,25 27:1,2, 4,5,6,7,8,10,11,12,13,
		opportunity 45:20 48:7,9 61:11 64:4	



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES
www.torresreporting.com
1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

14,15,16,17 28:18,19, 20,22 29:23 30:25 31:19,23 32:11 34:21, 23 36:23,25 37:5,6,12, 14,18,19 38:20,25 39:3 40:4,8 41:15,17 42:5, 11,13,17 43:12 44:6,24 47:13 48:17,19 49:13 50:4 53:10,13 62:19 65:5	Phillips 36:20	prior 27:22 53:16	pull 54:17
parishes 46:11,21	Pierson 18:13,14,24 19:13 45:16 46:5 56:7,9 57:9 62:3	private 64:23	pulled 54:20
part 64:14	pipeline 64:1	problem 47:11	put 17:15,22 50:7 51:17 60:7,11 63:13
partial 40:1 44:8 53:19	place 11:15	problems 59:1	Pyles 35:6,7,11,22
participants 65:6	Plaquemines 36:24	proceed 22:5 26:19 31:16 34:18 37:8	<hr/> Q <hr/>
participated 63:24	pleased 62:19 64:8	process 45:18 56:24 59:7 60:5,24 64:8	qualifications 51:18
participating 64:22	pleasure 53:22	processed 20:22	quality 64:13 65:13
passed 43:3,9	point 17:6 18:7 43:2 61:4	Products 28:20,21	question 19:5,12 37:25 42:20 53:5
passionate 62:7	Polk 63:8	program 11:21 12:25 13:25 21:1 22:11,16,21 23:2,7,13,17,23 24:5,24 26:11 27:22 30:2 39:7 49:21 56:5,23 57:1 60:18,20,23 61:7,10 64:18 65:3,8	questioning 20:25
past 32:23	portfolio 63:22	progress 61:5,10 63:4	questions 11:25 13:3 15:9,12 21:14 24:8 25:21 28:1 29:8 30:7 33:25 36:3 39:10 43:17, 21 46:6 49:25 50:21 52:22 53:3
payroll 17:6 19:21	portion 32:24 36:2 48:18,20 55:24	project 44:21 47:19 48:1 53:13,14,18 62:14	quickly 62:9
PCR 35:13	position 50:6,7	projects 46:12,25 48:24 64:2	<hr/> R <hr/>
Pecan 14:8	post-eo 28:16	properly 21:2	Rampart 11:9
peer-to-peer 64:21	post-executive 44:10	Properties 11:5,6	Rapides 14:11 22:14 23:21 27:16
Pelican 37:13,19	postponed 50:11	proposed 56:21 57:6 61:14	RBS 37:10
people 51:21 52:8,13 59:11	potential 16:15	Protection 27:14	re-reviewed 13:21
percent 32:23 33:2,21 36:1 51:1	Poultry 28:22	proud 63:2	read 26:16 53:15 60:16
Performance 26:25	Poydras 62:16	provide 17:7 44:20,21 56:13 60:8,24,25 64:7	Ready 65:2
period 20:13 22:9,14, 20 23:1,5,11,22 25:11 45:19 56:17 58:11	pre-eo 26:14	provided 17:1 45:18 46:4 56:19 60:20 61:9	real 54:24
permanent 15:16	pre-executive 44:9	Providence 23:9	reality 25:3
personnel 32:15	precedent 35:25	public 11:20 12:23 15:9 24:3 25:17 27:20 29:4, 25 30:8 33:7 34:1 37:21 39:5 40:24,25 56:14,15 57:12 59:8	receive 42:5,10
Petroleum 26:15 27:9 38:21 40:5	predictability 60:24	published 56:6 57:6,13	received 28:25 44:5 46:1,20 53:9 56:18 57:17
phenomenal 19:22	prepared 65:9	Pugh 24:12	receiving 40:3,7
Phil 54:2	preparing 63:14		recent 56:15
Philip 42:1	presence 65:16		recognized 62:25
	presentation 56:8		recollection 54:4,20
	presently 62:9		
	President 42:1		
	pretty 15:16		
	previous 17:18 36:21 37:11,17		
	Printworks 31:19,22 32:4,11		



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

record 11:17	requirements 22:11, 16,22 23:2,7,14,18,24 24:24	Robert 16:22	Select 63:25
rectified 32:17		room 45:12	selected 37:4
Red 14:9	rerun 49:10	Roosevelt 63:7	Senator 31:7 40:22 46:8 50:1,2,12,16 55:8, 11
reduce 33:1 36:1	Reserve 63:9	Rouge 11:8 14:3,4,14, 15,16,18,23 16:6 22:24 28:17	send 25:2
reduction 32:23 33:21	resolution 13:20 42:11 44:6 53:4,8,10	roundtables 64:19	sense 21:7,12
refer 54:6	resolutions 11:14,17 29:2	rule 48:3 56:11 59:7 61:14	separate 46:11,12,21
Refining 26:16 27:10 38:24 40:6	respect 52:7	rules 11:18 48:15 49:20 53:16,17 56:5,21 57:13 58:12,21 59:2,10,25 62:6	separately 33:1
reflect 59:1	respond 12:7 13:10 21:24 24:15 26:3 28:9 29:15 30:14 31:10 33:14 34:8 36:11 38:9 39:19 41:6 55:16 61:21	rural 63:3 64:25	September 23:6,11 63:14,16
reflected 59:16	responded 56:16	Ruston 65:5	service 40:2 65:14
reform 60:18	response 11:23 12:1, 10 13:1,4,13 15:10 21:16 22:2 24:6,9,18 25:19,23 26:6 27:24 28:3,12 29:6,9,18 30:3, 9,17 31:4,13 33:8,11,17 34:2,5,11 36:5,14 37:23 38:2,12 39:8,12,22 40:18 41:1,9 49:18 52:23 55:13,19 61:24		Services 14:21,23 22:19
reforms 55:1	Restaurant 22:18	S	sessions 64:21
Regions 37:15	Restoration 11:21 12:15,24	Sadler 41:23,24 42:3,9, 15 49:3	set 35:25
Register 57:7	results 52:18	salaries 15:16,17,19 17:4 19:3 20:12	shake 52:19,20
reinvent 64:24	retained 59:4	sand 49:21	Shakti 22:8
related 42:21 62:14	retaining 40:2,5	Schexnaydre 13:7 38:7	Shell 28:19,21
relative 63:7	revenues 60:25	school 42:14,17 43:12 44:24 48:19 50:9	sheriff 42:14,16 43:12 44:25
remaining 40:11,13	review 13:19 56:24 57:1	scrutiny 59:3	sheriff's 43:14 50:4
remains 63:23	reviewed 47:22	Seasonings 27:2,3	Shipyards 26:24
renewal 12:14,20 13:18 29:22 30:1,12 31:21,24 32:7 34:22,24 35:15,17	Rhode 32:14	second-stage 64:17	Shiv 22:8
renewals 12:24 30:21	ribbon 62:15	seconded 12:4 13:7 21:21 24:12 26:1 28:7 29:13 30:12 31:7 33:4, 23 36:8 38:6 39:16 40:22 55:11 57:11 65:23	Shop 14:6
report 65:15	Richard 51:14	Secretary 18:13,14,24 19:13,17 45:16 46:5 56:7,9 57:9 61:6 62:2,3 65:21	show 53:8,9 58:19
represent 16:23	Riverside 14:11	Section 44:2	Shreveport 41:15 47:1 63:15
representative 16:17 24:12 32:3 35:2 41:19	road 60:4	secured 44:23	Shreveport's 62:20
representing 30:6 64:4			sir 15:15 16:13,20 19:7 21:18 36:17 43:22 52:25 54:9
represents 61:2			situation 59:8
request 25:6 31:21,24 53:19 54:9 64:6			sky 47:11
requested 22:10,15,21 23:1,6,12,17,23 30:22 34:22,25 46:2			small 47:19 48:24 63:13,14,19 64:11,19
requests 24:4			solve 64:23
required 18:22 29:1 43:10 48:2,15,16 53:8			sort 52:13 59:2,14



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

sounds 48:12	success 62:8	things 18:19,23 58:7, 15,16 59:5	understand 43:25 59:3
South 36:22,23	summary 53:3	thirdly 60:25	unfair 52:10
Southern 14:12 22:13	summation 20:12	thought 49:10	unfortunate 52:17 54:25 55:2
Speaking 65:1	Summit 16:23 63:14	thrilled 16:1	Union 28:22
special 59:3	support 42:6,10 44:1,3 48:2,20 51:2 53:9,10 63:18	throwing 17:12	unit 51:21
specific 43:21 44:14	supporting 48:10 64:14	till 46:1	unknown 60:10
specifically 44:20	supposed 49:13,14 53:16	time 35:16 53:18 56:10, 21 57:4 58:4,11	update 41:22
spirit 53:15	SWVP 23:4	timely 29:22 30:1,12	UPS 62:24
spoken 61:6	Syngenta 27:14	Title 44:2	urge 56:20
St 11:9 14:21 23:15 26:23,24,25 27:2,3,7,9, 10,11,13 28:20,21 38:24 40:7 65:5,7		today 16:18 41:20 60:16,22 61:13 65:17	USA 63:25
staff 54:12	<hr/> T <hr/>	Todd 35:7	Usie 26:10,13,20 27:19 28:15,24 29:21 30:20 31:17 34:19 36:18 37:3, 9 38:15 39:25 40:12 41:12 55:23 56:2
stakeholders 61:2 62:5	table 56:7	top 19:23	UTLX 27:15
stands 51:5	tabled 50:10	total 11:11 19:19	<hr/> V <hr/>
started 53:18	taking 47:6	tougher 63:3	vagueness 59:16
state 18:21 19:10 56:25 61:11 62:8 63:3,12,19 64:5,20 65:12,18	Tam 42:20,25 44:14	transfer 39:6	variance 17:11
stated 52:10	Tammany 11:9 27:2,3	transferring 38:19,23 39:2	verbatim 54:7
statement 60:16	Tangipahoa 14:19	transfers 38:16 39:11, 15 40:1	version 60:4 62:6
step 35:4 41:21 57:20 65:11	tardiness 32:7	treated 53:16	vibrant 65:19
Sterlington 65:6	tax 11:21 12:15,24 26:11 27:22 30:1 35:16 39:6,7 41:24 42:1 48:18 53:13 56:5 60:4,18	troubleshoot 64:22	Vice 42:1
Stick 14:10	team 61:9	true 20:22	Vinyls 27:16
stop 40:10	tension 58:4,5	truth 19:22	visit 65:16
Stores 14:19,20	term 22:10,15,21 23:1, 6,12,17,23	turn 48:25 58:15	voice 60:21
streamline 60:23	termination 23:20 24:4	turned 49:9 50:7	vote 61:19
strengthen 64:25	terminations 22:7	Turner 14:13,14,15,16, 18 15:2,19,22 16:17,23 19:17,18,25	<hr/> W <hr/>
strictly 47:13	terms 58:8,23	two-year 33:2	wages 19:9
stringent 44:9	testified 58:2	typos 41:5	wall 17:12
strong 63:12,23 64:1	thankful 60:15	<hr/> U <hr/>	Walmart 14:19,20
subject 44:22 48:18	thereof 32:24 36:2	U.S. 63:24	wanted 52:12
submitted 27:22 35:17 58:2	thing 13:18 32:20 57:19	ultimately 52:12	warranted 57:3



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
225.751.0732
225.752.7308 FAX

New Orleans, LA
504.392.4791
504.392.4852 FAX

Washington 28:18 63:7,25	17,20 56:1 57:8 59:19 61:15,22,25 65:20
watched 35:21	Winnsboro 65:7
Waxes 41:15	wishes 53:12
week 63:25	withdraw 42:4
weeks 19:2	withdrawn 47:1
Wege 16:21,22 17:14, 20 18:3,10,18 19:6	word 58:20
Wesley 24:13 28:6 60:13 61:16	wording 43:25 44:14
West 14:10,15,18 28:17	work 19:2 61:5,10 63:20 65:17
Western 62:20,22	worked 56:12 64:6
Westlake 27:16	working 19:10 63:6,16 64:13
Westport 14:21,22	Works 14:10
Westrock 34:20,23 35:2,8	worth 19:21
wheel 64:24	Wrapping 64:11
wiggle 45:12	writing 58:2
Williams 13:8 33:5	written 56:16 61:8
Wilson 12:4 21:22 30:11 31:7 33:23 36:8 40:23 45:19	wrong 37:5 58:20
win 61:2	
Windham 11:13,19,24 12:2,8,11,21 13:2,5,11, 14,17,22 14:24 15:7,11 16:16 18:5,12 20:3,10 21:13,17,25 22:3 24:1, 7,10,16,19 25:1,7,12, 16,20,24 26:4,7,18 27:18,25 28:4,10,13,23 29:7,10,16,19,24 30:4, 10,15,18 31:1,5,11,14 32:1,19 33:9,12,15,18 34:3,6,9,12,17 35:1,9, 19,24 36:6,12,15 37:1, 7,20,24 38:3,10,13 39:4,9,13,20,23 40:9, 15,19 41:2,7,10,18 42:7,12,18 43:4,16 44:12 45:2,7,11 46:7,23 47:5,12 49:17 50:20 51:11,24 52:21,24 53:21 54:15 55:3,7,14,	
	<hr/> Y <hr/>
	y'all 21:2 54:16
	year 17:6 19:21 32:23, 24 33:21 35:18 36:2 65:4
	year-to-date 17:18
	years 20:6,9 58:13 65:4
	<hr/> Z <hr/>
	zeros 15:2
	Zone 13:25 19:20 21:20 24:5



TORRES REPORTING & ASSOCIATES, INC.

COURT REPORTING & LITIGATION SERVICES

www.torresreporting.com

1.866.982.6878 Toll Free

Baton Rouge, LA
 225.751.0732
 225.752.7308 FAX

New Orleans, LA
 504.392.4791
 504.392.4852 FAX