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STATE OF LOUISIANA
BOARD OF COMMERCE & INDUSTRY
BEING HELD ON WEDNESDAY, AUGUST 23, 2023
AT THE LASALLE BUILDING
617 North Third Street, FLOOR 1, LABELLE ROOM
Baton Rouge, Louisiana

REPORTED BY: KELLY S. PERRIN, C.C.R.

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1	I N D E X		1	"BRET" ALLAIN
2		PAGE	2	DARREL J. SAIZAN, JR., (ABSENT)
3	CAPTION		3	MARSHALL J. SIMIEN, JR.
4	APPEARANCES		4	TRAVIS HOLLEY (ABSENT)
5	PROCEEDINGS		5	STAFF MEMBERS PRESENT:
6	REPORTER'S CERTIFICATE	74	6	ROBIN PORTER
7			7	DEBORAH SIMMONS
8			8	FRANK FAVALORO
9			9	KRISTIN CHENG
10			10	HUD USIE
11			11	TRAVIS ROSENBERG
12			12	JOYCE METOYER
13			13	STEPHANIE LE GRANGE
14			14	TEDRA CHEATHAM
15			15	MICHAELA ADEGBE
16			16	BRENDA GUESS
17			17	LIZ MCCAIN
18			18	RICK WARD
19			19	JOLEASIA CAMPBELL
20			20	MAKESHA JUDSON
21			21	RAMYA KORITALA
22			22	SPEAKERS FROM THE PUBLIC:
23			23	GEORGE GUIDRY, CONTROLLER, KOCH METHANOL ST. JAMES,
24			24	LLC
25			25	
		Page 2		Page 4
1	APPEARANCES:		1	SPEAKERS FROM THE PUBLIC CONTINUED:
2	BOARD MEMBERS PRESENT:		2	LISA KARLIN, CITIZEN, JEFFERSON PARISH
3	CHAIRMAN JERALD JONES		3	SEAN KIDDER, CONTROLLER, LOUISIANA SUGAR CAN
4	RONNIE SLONE		4	COOPERATIVE, INC.
5	DR. BEVERLY B. THOMPSON		5	JAKE NICKENS, SUMIT CREDITS
6	STUART A. MOSS		6	ROBIN CALLAHAN, CONTROLLER, FLOPAM, INC.
7	JOSEPH HOLLINS, PROXY FOR DR. SHAWN D.		7	TOM YURA, CHIEF OPERATING OFFICER, CORNERSTONE
8	WILSON, DESIGNEE FOR GOVERNOR		8	CHEMICAL COMPANY
9	KENNETH HAVARD		9	FRED PALMER, REGIONAL MANAGER, SHELL USA, INC.
10	REPRESENTATIVE STUART J. BISHOP (ABSENT)		10	RUEBEN RANGEL, SENIOR MANAGER, ADVANTOUS CONSULTING
11	JAN K. MOLLER		11	SCOTT HEBERT, RISK MANAGER, K&B MACHINE WORKS, LLC
12	RICKEY L. FABRA (ABSENT)		12	
13	SENATOR MIKE REESE		13	
14	SECRETARY DON PIERSON		14	
15	SANDRA MCQUAIN		15	
16	DR. WOODROW WILSON, JR.		16	
17	REPRESENTATIVE VINCENT ST. BLANC, PROXY FOR		17	
18	REPRESENTATIVE PAULA DAVIS		18	
19	MAYOR DAVID H. TOUPS		19	
20	YVETTE COLA		20	
21	GUY S. MCINNIS		21	
22	NAHEEM "GEORGE" NASSAR, JR.		22	
23	LIEUTENANT GOVERNOR (ABSENT)		23	REPORTER BY: KELLY S. PERRIN, CERTIFIED COURT
24	MANUEL "MANNY" FAJARDO (ABSENT)		24	REPORTER
25	SENATOR ROGERS POPE, PROXY FOR SENATOR R.L.		25	
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1 PROCEEDINGS
2 CHAIRMAN JONES:
3 Good morning. Welcome to the August
4 meeting of the Board of Commerce and Industry.
5 Call the meeting to order.
6 And, Ms. Simmons, would you call roll to
7 ensure a quorum?
8 MS. SIMMONS:
9 Good morning.
10 CHAIRMAN JONES:
11 Good morning.
12 MS. SIMMONS:
13 Brandon Burris?
14 (No response.)
15 MS. SIMMONS:
16 Mayor David Toups?
17 MAYOR TOUPS:
18 Present.
19 MS. SIMMONS:
20 Yvette Cola?
21 (No response.)
22 MS. SIMMONS:
23 Guy McInnis?
24 (No response.)
25 MS. SIMMONS:

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1 Sandra McQuain?
2 MS. MCQUAIN:
3 Present.
4 MS. SIMMONS:
5 Representative -- well, excuse me,
6 Senator Rogers Pope for Bret Allain?
7 SENATOR POPE:
8 Present.
9 MS. SIMMONS:
10 Representative Stuart Bishop?
11 (No response.)
12 MS. SIMMONS:
13 Jan Moller?
14 MR. MOLLER:
15 Present.
16 MS. SIMMONS:
17 Secretary Don Pierson?
18 SECRETARY PIERSON:
19 Present.
20 MS. SIMMONS:
21 George Nassar?
22 MR. NASSAR:
23 Present.
24 MS. SIMMONS:
25 Marshall Simien, Jr.?

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1 Ricky Fabra?
2 (No response.)
3 MS. SIMMONS:
4 Manuel Fajardo?
5 (No response.)
6 MS. SIMMONS:
7 Stuart Moss?
8 MR. MOSS:
9 Present.
10 MS. SIMMONS:
11 Representative Vincent St. Blanc for
12 Paula Davis?
13 REPRESENTATIVE ST. BLANC:
14 Present.
15 MS. SIMMONS:
16 Senator Mike Reese?
17 (No response.)
18 MS. SIMMONS:
19 Kenneth Havard?
20 (No response.)
21 MS. SIMMONS:
22 Jerald Jones?
23 CHAIRMAN JONES:
24 Present.
25 MS. SIMMONS:

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1 MR. SIMIEN:
2 Present.
3 MS. SIMMONS:
4 Ronnie Slone?
5 MR. SLONE:
6 Present.
7 MS. SIMMONS:
8 Dr. Woodrow Wilson?
9 DR. WILSON:
10 Present.
11 MS. SIMMONS:
12 Travis Holley?
13 (No response.)
14 MS. SIMMONS:
15 Dr. Beverly Thompson?
16 DR. THOMPSON:
17 Present.
18 MS. SIMMONS:
19 Joseph Hollins?
20 MR. HOLLINS:
21 Present.
22 MS. SIMMONS:
23 We have a quorum.
24 CHAIRMAN JONES:
25 Thank you, ma'am. Board Members, I

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1 believe you've received a copy of the minutes
 2 from our July 14th meeting. I will entertain
 3 a motion to approve?
 4 We have a motion from Mr. Moss. We have
 5 a second from Mr. Simien. Any questions or
 6 comments from the Board about those minutes?
 7 Any comments from the public?
 8 Hearing none, all in favor, say aye.
 9 ALL:
 10 Aye.
 11 CHAIRMAN JONES:
 12 Any opposition?
 13 There being none, the motion carries, the
 14 minutes are approved.
 15 Good morning, Ms. Adegbe. How are you
 16 today?
 17 MS. ADEGBE:
 18 Good morning. Well, and yourself?
 19 CHAIRMAN JONES:
 20 Doing very well, thank you. Walk us
 21 through the Quality Jobs Program, please.
 22 MS. ADEGBE:
 23 There are nine new applications:
 24 20210008, 365 Labs, LLC, East Baton Rouge
 25 Parish; 20200524, Alexander/Ryan Marine &

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1 Safety, LLC of Louisiana, Terrebonne Parish;
 2 20210219, BASF Corporation, Ascension Parish;
 3 20210178, Chalmette Refining, LLC, St. Bernard
 4 Parish; 20210362, Coca-Cola Bottling Company,
 5 United Gulf Coast, LLC, East Baton Rouge
 6 Parish; 20220224, Intralox, LLC, Tangipahoa
 7 Parish; 20220179, Laitram Machinery, Inc.,
 8 Jefferson Parish; 20210309, Shell Catalyst &
 9 Technologies U.S., LP, West Baton Rouge
 10 Parish; 20210248 Southland Steel Fabricators,
 11 Inc., Tangipahoa Parish.
 12 CHAIRMAN JONES:
 13 All right. Do we have a motion to
 14 approve? Dr. Wilson to approve; second from
 15 Mr. Moss.
 16 Any questions or comments from the Board?
 17 MR. HOLLINS:
 18 Mr. Chairman, I'd like to recuse myself
 19 from this.
 20 CHAIRMAN JONES:
 21 All right. We have one recusal. From
 22 which particular matter?
 23 MR. HOLLINS:
 24 From Shell.
 25 CHAIRMAN JONES:

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1 The Shell? And also Dr. Thompson? And
 2 Dr. Thompson and Mr. Hollins will both be
 3 recusing themselves from the Shell matter.
 4 That means they cannot vote or participate in
 5 any discussion.
 6 Any other comments or questions from the
 7 Board?
 8 There being none, any comments from the
 9 public?
 10 Hearing none, all in favor, say aye.
 11 ALL:
 12 Aye.
 13 CHAIRMAN JONES:
 14 Any opposition?
 15 There being none, the motion carries.
 16 MS. ADEGBE:
 17 One renewal: 20180282, Thomas Pump &
 18 Machinery, St. Tammany Parish.
 19 CHAIRMAN JONES:
 20 Do we have a motion to approve this
 21 renewal? We have a motion from Mr. Slone;
 22 second from Mr. Moller.
 23 Any questions or comments from the Board?
 24 Hearing none, any comments from the
 25 public?

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1 Hearing none, all in favor say, aye.
 2 ALL:
 3 Aye.
 4 CHAIRMAN JONES:
 5 Any opposition?
 6 There is none, the motion carries.
 7 MS. ADEGBE:
 8 Two full transfer of ownership to new
 9 company: 20151287, current company name is
 10 Express Lien, Inc. DBA Zlien; new company
 11 name, Procore Technologies, Inc., Orleans
 12 Parish; 20170648, current company name Fuji
 13 Oil New Orleans, LLC; new company name, Bunge
 14 Loders Croklaan USA, LLC, Jefferson Parish.
 15 CHAIRMAN JONES:
 16 Entertain a motion to approve? Motion
 17 from Dr. Wilson; second from Mr. Simien. Any
 18 questions or comments from the Board?
 19 Any comments from the public?
 20 Hearing none, all in favor, say aye.
 21 ALL:
 22 Aye.
 23 CHAIRMAN JONES:
 24 Any opposition?
 25 There being none, the motion carries.

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1 MS. ADEGBE:
 2 This concludes Quality Jobs.
 3 CHAIRMAN JONES:
 4 Thank you, ma'am.
 5 Mr. Rosenberg, how are you doing?
 6 MR. ROSENBERG:
 7 I'm doing well.
 8 CHAIRMAN JONES:
 9 Great. Walk us through the Restoration
 10 Tax Abatement Program, please.
 11 MR. ROSENBERG:
 12 There are five new applications for
 13 Restoration Tax Abatements; 20200080 for
 14 Address Artist and Entrepreneur Center, LLC in
 15 Caddo Parish; 20220482 for Arlington Mansion
 16 in St. Mary Parish; 20220388 for Cooper's
 17 Corner, LP in Caddo Parish; 20140898 for Hotel
 18 Monroe Holdings, LLC in Ouachita Parish; and
 19 20140899 for Hotel Monroe Holdings, LLC in
 20 Ouachita Parish.
 21 CHAIRMAN JONES:
 22 Thank you. Just as a reminder, the local
 23 entities have already approved these contracts
 24 before they come to the Board. So I'll
 25 entertain a motion? Motion from Mr. St.

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1 Blanc; second from Mr. Hollins.
 2 Any questions or comments from the Board?
 3 Hearing none, any comments from the
 4 public?
 5 Hearing none, all in favor, say aye.
 6 ALL:
 7 Aye.
 8 CHAIRMAN JONES:
 9 All right. Any opposition?
 10 There is none, the motion carries.
 11 MR. ROSENBERG:
 12 That concludes the RTA agenda.
 13 CHAIRMAN JONES:
 14 Thank you, sir.
 15 Morning, Ms. Metoyer.
 16 MS. METOYER:
 17 Good morning. There are eight new EZ
 18 applications: 20210185, Clover Hospitality,
 19 LLC, Calcasieu Parish; 20190451, Ochsner
 20 Clinic Foundation, East Baton Rouge Parish;
 21 20200303, Ochsner Clinic Foundation, St.
 22 Tammany Parish; 20200293, Ochsner LSU Health
 23 System, Caddo Parish; 20210290, Southland
 24 Truck Group, LLC, Lafayette Parish; 20210448,
 25 Stuller, Incorporated, Lafayette Parish;

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1 202000 -- I'm sorry, 20200211, Turner
 2 Industries Group, LLC, Ouachita Parish; and
 3 2020010 -- 20200010 -- 20200010, I know my
 4 numbers, Weyerhaeuser NR Company, Livingston
 5 Parish.
 6 CHAIRMAN JONES:
 7 You're doing well on your numbers. It's
 8 the reading.
 9 MS. METOYER:
 10 I can read too sometimes. Sometimes.
 11 CHAIRMAN JONES:
 12 Okay. Do we have a motion to approve the
 13 applications? Motion from Dr. Wilson; second
 14 by Dr. Thompson.
 15 Any questions or comments from the Board?
 16 Hearing none, any comments from the
 17 public?
 18 There is none. All in favor, say aye.
 19 ALL:
 20 Aye.
 21 CHAIRMAN JONES:
 22 Any opposition?
 23 There is none, the motion carries.
 24 MS. METOYER:
 25 I have nine permits: 20160636, Harvey

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1 Hospitality, LLC, Jefferson Parish. Existing
 2 contract was for November 1, 2019 through
 3 October 31, 2023. The requested term date is
 4 12/31/21. The program requirements have been
 5 met. No additional jobs are anticipated.
 6 20190093, Neighbors, LLC, Ouachita
 7 Parish. The existing contract is April 26,
 8 2019 through April 25, 2024. Requested term
 9 date is 12/31/2021. The program requirements
 10 have been met. No additional jobs are
 11 anticipated.
 12 20180333, Ochsner Clinic Foundation, East
 13 Baton Rouge. The existing contract is
 14 August 30, 2018 through August 29, 2023. The
 15 requested term date is 02/28/2021. The
 16 program requirements have been met. No
 17 additional jobs are anticipated.
 18 20180336, Ochsner Clinic Foundation,
 19 Jefferson Parish. The existing contract is
 20 July 13, 2019 through July 12, 2024. The
 21 requested term date is January 12, 2022. The
 22 program requirements have been met. No
 23 additional jobs are anticipated.
 24 20160868, Om Shanti Om Five, LLC,
 25 Lafayette Parish. The existing contract is

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1 January 1 of '19 through 12/31/2023. The
 2 requested term date is 12/31/2021. The
 3 program requirements have been met. No
 4 additional jobs are anticipated.
 5 20170460, Plantation Management Company,
 6 LLC, Livingston Parish. The existing contract
 7 is April 1, '19 through 3/31/2024. The
 8 requested term date is 12/31/2021. The
 9 program requirements have been met. No
 10 additional jobs are anticipated.
 11 20180312, Plantation Management Company,
 12 LLC, Tangipahoa. The existing contract is
 13 8/15 of '18 through 8/14/2023. The requested
 14 term date is 12/31/2021. The program
 15 requirements have been met. No additional
 16 jobs are anticipated.
 17 20180460, Ternium USA, Incorporated,
 18 Caddo Parish. The existing contract is
 19 November 27, 2018 through November 26, 2023.
 20 The requested term date is 5/26/2021. The
 21 program requirements have been met. No
 22 additional jobs are anticipated.
 23 And 20161120, World War II Theater,
 24 Incorporated, Orleans Parish. The existing
 25 contract is April 1 of '18 through 3/31/2023.

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1 The requested term date is 10/1/2020. The
 2 program requirements have been met. No
 3 additional jobs are anticipated.
 4 CHAIRMAN JONES:
 5 We have a motion to approve these
 6 terminations from Mr. Nassar; second from
 7 Mr. Moss.
 8 Any questions or comments from the Board?
 9 Hearing none, any comments from the
 10 public?
 11 There being none, all in favor, say aye.
 12 ALL:
 13 Aye.
 14 CHAIRMAN JONES:
 15 Any opposition?
 16 There is none. The motion carries.
 17 MS. METOYER:
 18 That concludes EZ.
 19 CHAIRMAN JONES:
 20 Thank you, ma'am.
 21 MS. METOYER:
 22 You're welcome.
 23 MS. CHENG:
 24 Good morning.
 25 CHAIRMAN JONES:

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1 Good morning, Ms. Cheng.
 2 MS. CHENG:
 3 Good morning.
 4 CHAIRMAN JONES:
 5 Mr. Usie. Help us through the Tax
 6 Exemption Program, please.
 7 MS. CHENG:
 8 We have one Pre-EO new application:
 9 20161508, Koch Methanol St. James in St. James
 10 Parish.
 11 CHAIRMAN JONES:
 12 Okay. Point of personal privilege, I'll
 13 be recusing myself from any vote and any
 14 discussion on this matter, but will otherwise
 15 still facilitate the meeting. So do we have
 16 someone here from Koch Methanol?
 17 MR. GUIDRY:
 18 Yes, sir.
 19 CHAIRMAN JONES:
 20 Please state your name and position with
 21 the company, please.
 22 MR. GUIDRY:
 23 First, good morning, everyone. My name
 24 is George Guidry. I'm from Baton Rouge, and
 25 I'm an employee of Koch Company's Public

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1 Sector, which is one of the capability
 2 companies for Koch Methanol and Koch
 3 Industries.
 4 CHAIRMAN JONES:
 5 And tell us where we are as far as the
 6 development of this project and what's left to
 7 be done.
 8 MR. GUIDRY:
 9 Okay. This particular project is a steam
 10 turbine generator, which was an original part
 11 of the design of the facility. What it does,
 12 it takes advantage of excess steam that's
 13 produced through the methanol production
 14 process. We produce about 80,000 pounds per
 15 hour access, and it also -- it also allows us
 16 to recover water that we use in the process.
 17 So we're being much more energy efficient with
 18 it. This was a part of the original design,
 19 but the first priority was to get, you know,
 20 get the facility up and running, producing
 21 methanol.
 22 So the steam turbine generator was
 23 installed December of last year, and that's
 24 the reason why it's on here right now. This
 25 is the last -- I think this is the last

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1 application for the project, which was about a
 2 \$1.8 billion project.
 3 CHAIRMAN JONES:
 4 Thank you, sir. Do we have a motion to
 5 approve?
 6 MR. NASSAR:
 7 So moved.
 8 CHAIRMAN JONES:
 9 We have a motion to approve, from
 10 Mr. Nassar; second from Ms. Cola.
 11 Any questions or comments for Mr. Guidry
 12 from the Board?
 13 MR. NASSAR:
 14 I'd just like to comment concerning Koch.
 15 I want to thank y'all for being a community
 16 partner of St. James and what y'all have done
 17 for the public school system.
 18 MR. GUIDRY:
 19 Thank you, sir. Thank you, sir. We want
 20 to be a preferred partner in the community. I
 21 think we're making positive steps toward that.
 22 MR. NASSAR:
 23 Thank you.
 24 CHAIRMAN JONES:
 25 Any other comments or any questions from

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1 the Board?
 2 Hearing none, any comments from the
 3 public?
 4 Hearing none, all in favor, say aye.
 5 ALL:
 6 Aye.
 7 CHAIRMAN JONES:
 8 Any opposition?
 9 Hearing none, the motion carries. Thank
 10 you.
 11 MR. GUIDRY:
 12 Thank you.
 13 MS. CHENG:
 14 Next, we have 24 new applications under
 15 the 2018 ITEP Rules. We do have four of these
 16 applications requesting deferral today.
 17 CHAIRMAN JONES:
 18 Okay. Let's do the deferrals first.
 19 MS. CHENG:
 20 20230059, APF River Partners, LLC,
 21 Jefferson Parish; 20210609, Bollinger
 22 Shipyards Houma, LLC, Terrebonne Parish; and
 23 20200526, Plastipak Packaging, Inc., Rapides
 24 Parish; and 20200526-A, Plastipak Packaging,
 25 Inc. in Rapides Parish.

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1 CHAIRMAN JONES:
 2 Okay. I would entertain a motion to
 3 defer these four matters? I have a motion
 4 from Mr. Slone; second from Dr. Wilson.
 5 Any questions or comments from the Board?
 6 Hearing none, any comments from the
 7 public?
 8 Hearing none, all in favor, say aye.
 9 ALL:
 10 Aye.
 11 CHAIRMAN JONES:
 12 Any opposition?
 13 There is none, these four matters are
 14 deferred to our next meeting.
 15 MS. CHENG:
 16 Continuing, we have 20220031, Allen's
 17 Electric Motor Service, Inc. in Caddo Parish;
 18 20230120, Beaver Lake Renewable Energy, LLC in
 19 Rapides Parish; 20230198, Element 25
 20 Louisiana, LLC, Ascension Parish; 20230071,
 21 Exxon Mobil Corporation, East Baton Rouge
 22 Parish; 20230072, Exxon Mobil Corporation West
 23 Baton Rouge Parish; 20220284, Hood Container
 24 of Louisiana, LLC, West Feliciana Parish;
 25 20210171-A Indorama Ventures Olefins, LLC,

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1 Calcasieu Parish; 20230224, Koch Methanol St.
 2 James, LLC, St. James Parish; 20220495,
 3 Koppers Utility and Industrial Products, Inc.,
 4 Vernon Parish; 20210113, LaSalle Bioenergy,
 5 LLC, LaSalle Parish; 20220546, Mezco
 6 Fabrication, LLC, Lafayette Parish; 20220029,
 7 Mid South Extrusion, Inc., Ouachita Parish,
 8 20210112, Morehouse Bioenergy, LLC, Morehouse
 9 Parish; 20210241, Morehouse Bioenergy, LLC,
 10 Morehouse Parish; 20230103, Sierra Frac Sand,
 11 LLC, Bossier Parish; 20230093, St. Charles
 12 Clean Fuels, LLC, St. Charles Parish;
 13 20230132, St. Charles Clean Fuels, LLC, St.
 14 Charles Parish; 20210617, Stuller, Inc.,
 15 Lafayette Parish, 20190290-B, Westlake Vinyls
 16 Company, LP, Ascension Parish; and 20210148-B,
 17 Weyerhaeuser NR Company, Livingston Parish.
 18 CHAIRMAN JONES:
 19 All right. First, the Chair will be
 20 recusing himself from any vote on 20230224,
 21 Koch Methanol St. James. Otherwise, I'll
 22 continue to facilitate the meeting. And also
 23 before we move -- well, first, let's get a
 24 motion to approve. We have a motion by Dr.
 25 Wilson; second from Mr. Nassar.

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1 Questions or comments from the Board
 2 about any of these?
 3 We have a card from Ms. Lisa Karlin
 4 concerning APF River Partners, but that has
 5 been deferred. Ms. Karlin, do you still wish
 6 to speak or you -- Ms. Karlin, I -- I --
 7 MS. KARLIN:
 8 It has to do with process, so I
 9 appreciate this.
 10 CHAIRMAN JONES:
 11 Just state your name for the record,
 12 please.
 13 MS. KARLIN:
 14 Good morning, my name is Lisa Karlin. I
 15 am a concerned citizen. I live in Jefferson
 16 Parish. The Texas-based privately-owned
 17 American Plant Food River Partners wants to
 18 build another chemical plant on Cornerstone
 19 chemical site in Jefferson Parish. They'd
 20 like to produce, store, and transport
 21 fertilizer, and this would be the first
 22 fertilizer plant in the Parish.
 23 American Plant Food held an open house
 24 for the public in October of 2022. A flyer
 25 saying that there would be 100 new permanent

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1 full-time jobs paying \$120,000 a year
 2 remained -- were given to all the people who
 3 attended. Presentations about the fertilizer
 4 plant and the 100 jobs paying \$120,000 a year
 5 were made to the Waggaman Civic Association,
 6 the S1 Civic Association, and Cornerstone's
 7 Community Advisor Panel. The flyer was
 8 distributed at these meetings.
 9 There was a lot of public interest in
 10 these new high paying job opportunities. And
 11 when you think about it, it's 100 jobs paying
 12 \$120,000 a year. That's an impressive \$12
 13 million annual payroll. In March 2023,
 14 American Plant Food submitted its air permit
 15 application to LDEQ, and it was posted for
 16 review. The application states that 103 new
 17 direct jobs would be created.
 18 When American Plant Food launched its
 19 website, the home page states that there would
 20 be 100-plus jobs with an annual average salary
 21 of over \$100,000 a year. And, you know, even
 22 at \$100,000 a year, that's still a very robust
 23 \$10 million annual payroll. An article about
 24 the proposed fertilizer plant was published in
 25 the Advocate on NOLA.com, which has a combined

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1 readership of 98,000, and it states that there
 2 will be 100 new permanent full-time jobs
 3 paying \$100,000 a year.
 4 The article that was published on
 5 NOLA.com was shared on social media by
 6 individuals as well as some neighborhood
 7 groups, including this one that has 2,902
 8 members. American Plant Food ITEP
 9 applications starting on page 214 of your
 10 Board packet says there would be just 13 new
 11 permanent full-time jobs, not 100 jobs, with
 12 an annual payroll of 728,000; not 12 million
 13 and not 10 million. That's just \$56,000 a
 14 year. And no one has come back to the public
 15 to say it's just 13 jobs paying \$13,000 less
 16 than the median annual household income in
 17 Jefferson Parish.
 18 In its ITEP application, American Plant
 19 Food listed buildings and materials, machinery
 20 and equipment and labor and calculated annual,
 21 five-year, and ten-year exemption totals. APF
 22 is looking for an annual tax exemption of
 23 5.9 million and just over 47 million over ten
 24 years. That's 3.64 million in tax exemptions
 25 for each job created.

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1 Now the reason I'm here is to make you
 2 aware of the discrepancy between the
 3 information that American Plant Food has
 4 widely disseminated to the public and the
 5 information provided to you. It's a big
 6 discrepancy. Thirteen jobs instead of a
 7 hundred and salaries that are less than half
 8 of the original salary range. You know, the
 9 promise of 100 high paying jobs, along with
 10 American Plant Food's commitment to hiring
 11 locally got the attention and support of the
 12 public.
 13 And I want you to know that if you've
 14 heard that the residents in Jefferson Parish
 15 support the fertilizer plant, this is not the
 16 case when they learned the truth about the
 17 number of jobs, the actual salaries, and the
 18 3.64 million in tax exemptions for each job
 19 created. And like I said, no one has come
 20 back to the local community about this, nor
 21 has American Plant Food corrected its job and
 22 salary information on its website. It's been
 23 there for months now. It's still there now.
 24 I would hate to see a precedence set here
 25 where an ITEP applicant inflates the number of

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1 jobs and salaries in order to get the support
 2 of the local community and then turns around
 3 and greatly reduces those numbers in order to
 4 get the ITEP exemptions. You know, misleading
 5 the community about actual job numbers and
 6 salaries also lessens the likelihood that the
 7 community will show up at a Parish Council
 8 meeting or a School Board meeting when the
 9 ITEP application is considered for local
 10 review. I worry that other manufacturers
 11 will, you know, turn what should be an open
 12 and honest, you know, community engagement
 13 into widespread community deception. It
 14 erodes the integrity of the Industrial Tax
 15 Exemption Program.
 16 So I appreciate the opportunity to speak
 17 with you today. And I really appreciate you
 18 listening to what I have to say. Thank you.
 19 CHAIRMAN JONES:
 20 Thank you, Ms. Karlin. We deferred that
 21 matter for this meeting today. It will come
 22 up at the next meeting. You're welcome to
 23 come back to the next meeting, if you wish to,
 24 but we will take the matters off the record
 25 now and we have that information.

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1 MS. KARLIN:
 2 Good. Thank y'all very, very much.
 3 CHAIRMAN JONES:
 4 Okay. Any other comments from the
 5 public?
 6 All right. We have a motion to approve
 7 these matters. All in favor, say aye.
 8 ALL:
 9 Aye.
 10 CHAIRMAN JONES:
 11 Any opposition?
 12 There being none, the motion carries.
 13 MS. CHENG:
 14 Thank you. Next, we have one Pre-EO
 15 timely renewal, and that one is 20151264,
 16 Indorama Ventures Olefins, LLC in Calcasieu
 17 Parish.
 18 CHAIRMAN JONES:
 19 I have a motion to approve from Dr.
 20 Wilson; second from Mayor Toups.
 21 Any questions or comments from the Board?
 22 Hearing none, any comments from the
 23 public?
 24 There being none, all in favor, say aye.
 25 ALL:

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1 Aye.
 2 CHAIRMAN JONES:
 3 Any opposition?
 4 If there is none, the motion carries.
 5 MS. CHENG:
 6 Next, we have two timely Post-EO 2018
 7 Rules renewal applications. The first are
 8 20161893, Alliance Compressors, LLC,
 9 Natchitoches Parish; and 20161839, Nalco
 10 Production, LLC in St. John the Baptist
 11 Parish.
 12 CHAIRMAN JONES:
 13 Okay. For these renewals, do we have a
 14 motion? We have a motion from Mr. Slone;
 15 second from Mr. St. Blanc.
 16 Any questions or comments from the Board?
 17 There being none, any comments from the
 18 public?
 19 There being none, all in favor, say aye.
 20 ALL:
 21 Aye.
 22 CHAIRMAN JONES:
 23 Any opposition?
 24 There is none, the motion carries.
 25 MS. CHENG:

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1 Next, we have two requests for a change
 2 in location only: Dow Chemical Company,
 3 20121051 and 20140993. The original location
 4 on the contract was 21255 LA Highway 1 South,
 5 Plaquemine, Louisiana 70764 in Iberville
 6 Parish. That's being corrected to 21255 LA
 7 Highway 1 South, Plaquemine, Louisiana 70764
 8 in West Baton Rouge Parish.
 9 CHAIRMAN JONES:
 10 Did they move the Parish line?
 11 MS. CHENG:
 12 No, sir. It's a correction on the
 13 contract.
 14 CHAIRMAN JONES:
 15 Okay. Just a correction. I didn't see
 16 that headline. I just wanted to be sure. So
 17 this is just a correction of -- all right. I
 18 have a motion to approve?
 19 MAYOR TOUPS:
 20 Motion.
 21 CHAIRMAN JONES:
 22 Motion by Mayor Toups; second from
 23 Mr. Simien.
 24 Any questions or comments from the Board?
 25 There being none, any comments from the

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1 public?
 2 There being none, all in favor, say aye.
 3 ALL:
 4 Aye.
 5 CHAIRMAN JONES:
 6 Any opposition?
 7 There is none. The motion carries.
 8 MS. CHENG:
 9 We have eight Transfer of Tax Exemption
 10 Contract Requests: ChampionX, LLC contracts
 11 20140461, 20150207, 20150246, 20150247,
 12 20160707, 20160762, and 20160768 are being
 13 transferred to Nalco Production, LLC in St.
 14 John the Baptist Parish. And Fuji Oil New
 15 Orleans contract 20170648 is being transferred
 16 to Bunge Loders Croklaan USA, LLC in Jefferson
 17 Parish.
 18 CHAIRMAN JONES:
 19 We have a motion to approve these
 20 transfers? Motion from Dr. Wilson; second
 21 from Mr. Slone.
 22 Any questions or comments from the Board?
 23 There being none, any comments from the
 24 public?
 25 Hearing none, all in favor, say aye.

1 There is none. The motion carries.
 2 MS. CHENG:
 3 We have two Contract Cancellation
 4 requests: Ardagh Glass, Inc., 20130921 in
 5 Lincoln Parish. LED requests cancellation
 6 upon notification that the site closed in July
 7 of 2023. And AIT Machine, LLC contract
 8 20170323 in Terrebonne Parish, company
 9 requests cancellation.
 10 CHAIRMAN JONES:
 11 Do we have a motion to approve these
 12 cancellations? Motion from Mr. Nassar; second
 13 from Mr. Slone.
 14 Any questions or comments from the Board?
 15 Hearing none, any comments from the
 16 public?
 17 There being none, all in favor, say aye.
 18 ALL:
 19 Aye.
 20 CHAIRMAN JONES:
 21 Any opposition?
 22 There is none, the motion carries.
 23 Okay. Let's do Special Requests.
 24 MR. USIE:
 25 Next, we have Special Requests for

1 ALL:
 2 Aye.
 3 CHAIRMAN JONES:
 4 Any opposition?
 5 There is none. The motion carries.
 6 MS. CHENG:
 7 We have one Partial Transfer of Tax
 8 Exemption Contract request from Sabine Pass
 9 Liquefaction, LLC contract 20110659-K. Sabine
 10 Pass Liquefaction, LLC is retaining
 11 \$1,998,296,982 in assets in Cameron Parish,
 12 and it's transferring to Sabine Pass LNG, LP
 13 \$13,482,459 in assets in Cameron Parish.
 14 CHAIRMAN JONES:
 15 All right. Do we have a motion to
 16 approve this partial transfer? Mr. St. Blanc;
 17 second from Mr. Moss.
 18 Any questions or comments from the Board?
 19 There being none, any comments from the
 20 public?
 21 Hearing none, all in favor, say aye.
 22 ALL:
 23 Aye.
 24 CHAIRMAN JONES:
 25 Any opposition?

1 Citadel Completions, LLC, contracts 20180199,
 2 20180199-A, and 20180199-B. Citadel
 3 Completions, LLC is requesting to amend their
 4 existing Exhibit A agreement for contract
 5 20180199, add two additional years to the
 6 project phase contracts 20180199-A and
 7 20180199-B, which were not accounted for when
 8 filing the front end in 2018 to lower the
 9 required number of jobs and payroll initially
 10 agreed upon, and then add the maximum
 11 allowable renewal term of three years at
 12 80 percent.
 13 CHAIRMAN JONES:
 14 All right. So as I appreciate it, this
 15 is simply trying to clean up the contract
 16 based on the circumstances of the application;
 17 is that -- is that --
 18 MR. USIE:
 19 Correct. They didn't account for having
 20 to file phase applications as the project
 21 progressed, so now they want to add those
 22 phase contracts; and at the same time, they
 23 want to lower the number of jobs and payroll
 24 in their Exhibit A agreement and they got
 25 local approval for the renewal term.

1 CHAIRMAN JONES:
2 Great. Okay. All right. We have a
3 motion to approve. Motion from Mr. Moss;
4 second from Ms. Cola.
5 Any questions or comments from the Board?
6 Hearing none, any comments from the
7 public?
8 Hearing none, all in favor, say aye.
9 ALL:
10 Aye.
11 CHAIRMAN JONES:
12 Any opposition?
13 There is none. The motion carries.
14 MR. USIE:
15 Next, we have Special Requests for
16 Louisiana Sugar Cane Cooperative, Inc.
17 contracts 20170492, 20170492-A, and
18 20170492-B. Louisiana Sugar Cane Cooperative,
19 Inc. is requesting to amend their existing
20 Exhibit A agreements for each contract
21 20170492-A and B to reflect the following
22 required jobs and payroll. 20170492 is going
23 to create 20 new jobs with 1. -- \$1,253,973 in
24 payroll; 20170492-A is going to retain 89 jobs
25 with \$6,626,028 in payroll; and 20170492-B

1 defined, a certain number of hours and have
2 certain benefits, et cetera, et cetera, et
3 cetera. Are -- what they're doing is not
4 changing but what -- to qualify under our job
5 definitions, the numbers change; is that fair?
6 MR. USIE:
7 They're still creating a total of 20
8 jobs. It's going to be associated with the
9 first application, the first contract.
10 CHAIRMAN JONES:
11 Right.
12 MR. USIE:
13 And then the other ones are just
14 retaining the existing amount of jobs, but
15 they all qualify for the program.
16 CHAIRMAN JONES:
17 Okay. Ms. Cheng, did you have something
18 to add?
19 MS. CHENG:
20 No, I just thought if I was understanding
21 you correctly, what they stated was that they
22 had thought they would have more jobs because
23 they misunderstood the definition of jobs.
24 CHAIRMAN JONES:
25 Okay. All right. I think I'm there. Is

1 will retain 90 jobs with \$6,644,542 in
2 payroll.
3 CHAIRMAN JONES:
4 So as I appreciate it here, we have a
5 situation where they didn't -- when they
6 submitted their application, they did not
7 understand the definition of jobs, and that's
8 causing the need to amend?
9 MR. USIE:
10 Correct. Well, they didn't do the
11 front-end route where they shared one Exhibit
12 A agreement, so each one of these contracts
13 has an individual Exhibit A agreement. So
14 they didn't -- they did have an administrative
15 error on the jobs, so they're essentially
16 having to create more jobs than they
17 originally had planned for in the first
18 application. So now they're cleaning up each
19 Exhibit A to lower and only have the total 20
20 jobs across all the applications being
21 created.
22 CHAIRMAN JONES:
23 I guess what I'm trying to understand --
24 excuse me. What I'm trying to understand is,
25 the definition of jobs in our program is very

1 there anybody here from Louisiana Sugar Cane
2 Cooperative?
3 Please, state your name and your position
4 with the company, please.
5 MR. KIDDER:
6 Sean Kidder. I'm the Controller.
7 CHAIRMAN JONES:
8 Great. So you've heard my question, just
9 trying to wrap my head around what's going on
10 here. So as you submitted the application, it
11 was -- it was the failure to understand the
12 definition of jobs that caused the change in
13 numbers; is that fair?
14 MR. KIDDER:
15 Yeah, pretty much. We included some H-2B
16 workers that should not have been included,
17 and that's basically what happened.
18 CHAIRMAN JONES:
19 So, basically, the amendments that you're
20 asking for brings it in line with what is
21 still reality at the site?
22 MR. KIDDER:
23 Right. Yes, sir.
24 CHAIRMAN JONES:
25 Did you have something you wanted to add?

1 State your name.
 2 MR. NICKENS:
 3 Jake Nickens, Sumit Credits.
 4 CHAIRMAN JONES:
 5 Yes, sir?
 6 MR. NICKENS:
 7 And, essentially, there's two issues and
 8 I think both have been hit on a little bit
 9 here. There was an error with how the phased
 10 applications were filed, where essentially
 11 they were double counting the employees each
 12 year.
 13 CHAIRMAN JONES:
 14 Right.
 15 MR. NICKENS:
 16 So, originally, the company had 70
 17 employees. They were going to create 20 as a
 18 result of this project. When it came time to
 19 file the Phase A, they essentially put in the
 20 employees they had hired up until that point,
 21 when they should have put zero, and so it
 22 created that double-count situation.
 23 So you had that as well as what Sean hit
 24 on where the wages of contracts, some contract
 25 employees were also counted in the initial

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1 payroll figures. So while the jobs have
 2 largely remained consistent, the payroll is
 3 also being adjusted slightly to basically weed
 4 out those contract employees.
 5 CHAIRMAN JONES:
 6 So, again, this brings it more in line
 7 what with what was on --
 8 MR. NICKENS:
 9 Yes, sir.
 10 CHAIRMAN JONES:
 11 -- in reality at the site. Okay. Good.
 12 Thank you for that clarification.
 13 Do we have a motion to approve the
 14 request? We have a motion from Mr. St. Blanc;
 15 second from Dr. Wilson.
 16 Any questions or comments from the Board?
 17 Any other comments from the public?
 18 Hearing none, all in favor, say aye.
 19 ALL:
 20 Aye.
 21 CHAIRMAN JONES:
 22 Any opposition?
 23 There being none, the motion carries.
 24 Thank you. Appreciate it.
 25 MR. NICKENS:

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1 Thank y'all. Appreciate it.
 2 MR. USIE:
 3 Next, we have a Special Request for
 4 Flopam, Inc., contract 20180148. Flopam is
 5 requesting to amend their existing Exhibit A
 6 agreement for contract 20180148 to extend the
 7 commencement of operations date from
 8 December 31, 2022 to December 31, 2024 and add
 9 two additional years to the project in order
 10 to account for additional years of assets
 11 coming into service.
 12 CHAIRMAN JONES:
 13 Do we have someone here from Flopam?
 14 Okay.
 15 State your name and position with the
 16 company.
 17 MS. CALLAHAN:
 18 Robin Callahan, I'm the Controller.
 19 CHAIRMAN JONES:
 20 Great. So help us understand what has
 21 led to the need to extend the contract.
 22 MS. CALLAHAN:
 23 The contract originally was planned to be
 24 in service by the end of 2023. And with COVID
 25 and supply chain, labor issues, things of that

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1 nature, we have been able to meet our job
 2 requirement, but we have not been able to get
 3 the equipment in order to build the plants and
 4 have them in service by the end of our
 5 original contract date.
 6 CHAIRMAN JONES:
 7 When did you commence construction?
 8 MS. CALLAHAN:
 9 2019.
 10 CHAIRMAN JONES:
 11 Okay. So right in the middle of --
 12 MS. CALLAHAN:
 13 Right.
 14 CHAIRMAN JONES:
 15 You began right before the pandemic. And
 16 supply chain and getting workers has simply
 17 kept you from being able to start operations
 18 like you needed to.
 19 MS. CALLAHAN:
 20 Yes. And we have every intention of
 21 completing the contract. The final production
 22 line should be up in February of 2024, that's
 23 the current date. Barring any unforeseen
 24 circumstances, that should happen.
 25 CHAIRMAN JONES:

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1 Okay. Thank you for that explanation.
 2 MS. CALLAHAN:
 3 Okay.
 4 CHAIRMAN JONES:
 5 First of all, do we have a motion to
 6 approve? We have a motion from Mayor Toups;
 7 second from Mr. Moller. Any questions or
 8 comments from the Board?
 9 Any comments from the public?
 10 Hearing none, all in favor, say aye.
 11 ALL:
 12 Aye.
 13 CHAIRMAN JONES:
 14 Any opposition?
 15 There being none, the motion carries.
 16 Thank you very much.
 17 MS. CALLAHAN:
 18 Thank you.
 19 CHAIRMAN JONES:
 20 Good luck.
 21 MR. USIE:
 22 Last, we have a Special Request for
 23 Cornerstone Chemical Company, contract
 24 20170416. Cornerstone Chemical Company is
 25 requesting to amend their existing Exhibit A

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1 agreement to reflect a commitment to retain
 2 350 jobs with \$33 million in annual payroll at
 3 the manufacturing site.
 4 CHAIRMAN JONES:
 5 There had also been an additional request
 6 at the last meeting to take up compliance
 7 issues for 2022; is that correct?
 8 MR. USIE:
 9 Correct. Yes.
 10 CHAIRMAN JONES:
 11 So that's still a part of the request, I
 12 assume?
 13 MR. USIE:
 14 Yes, sir.
 15 CHAIRMAN JONES:
 16 Okay. Thank you, sir. Is anybody here
 17 from Cornerstone?
 18 MR. YURA:
 19 Good morning. Tommy Yura, Chief
 20 Operating Officer for Cornerstone.
 21 CHAIRMAN JONES:
 22 Thank you, Mr. Yura. Tell us what's
 23 happening here.
 24 MR. YURA:
 25 As part of an employee transfer from

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1 Cornerstone over to Dyno Nobel, our baseline
 2 employees that we needed to keep fell.
 3 Because of that, we've been in noncompliance
 4 for the years 2021 and 2022. There also will
 5 be a noncompliance for 2023.
 6 What we've done over the last year is
 7 worked with LED and our local Parish officials
 8 on two things: One, getting acceptance and
 9 buy in that the movement of employees from
 10 Cornerstone over to Dyno is okay. And in your
 11 documents, you should have notes that we
 12 received approval from all taxing districts
 13 for '21 and '22, that they accept and they
 14 recommend no penalty. Importantly, I'm
 15 looking for a longer term solution.
 16 So the longer term solution, again,
 17 working with LED is to reduce the baseline
 18 that we have to compensate for the movement of
 19 employees from Cornerstone over to Dyno Nobel.
 20 CHAIRMAN JONES:
 21 It's my understanding that, essentially,
 22 this was same employees doing the same work
 23 wearing a different shirt.
 24 MR. YURA:
 25 That's correct.

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1 CHAIRMAN JONES:
 2 Is that fair?
 3 MR. YURA:
 4 When Dyno Nobel came to Louisiana as the
 5 site, what we did is we hired and using
 6 Louisiana FastStart, trained the employees,
 7 maintained and started up the unit for the
 8 first three years; after which time, Dyno
 9 Nobel made the request, please transfer the
 10 employees, as you would say, sir, from wearing
 11 Cornerstone uniforms over to the Dyno uniform.
 12 Fortunately, your ITEP -- our ITEP baseline
 13 had those employees in at the Cornerstone. So
 14 that's why we're having to make this change to
 15 our Exhibit A to change the baseline.
 16 CHAIRMAN JONES:
 17 Look, as I appreciate it, what your
 18 discussions with Parish officials were as long
 19 as you guys maintain a certain level jobs,
 20 certain level of payroll within the Parish,
 21 even though they might be two separate
 22 companies, they are happy.
 23 MR. YURA:
 24 So -- that's correct. So the second
 25 piece is as we are going through our growth

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1 spurt, we -- instead of a set of buildings,
 2 office buildings on our plant site, we rented
 3 office space in Jefferson Parish. And so we
 4 had some of the site employees move their
 5 office in, all still in Jefferson Parish, from
 6 the site over to the office building in
 7 Metairie. And some of those employees will
 8 migrate back and forth. So to ensure we're in
 9 full compliance, we've stated our new baseline
 10 number of 410 is within Jefferson Parish, and
 11 that we've also included that in all the
 12 documents as well.
 13 CHAIRMAN JONES:
 14 Parenthetical, Mr. Pearson?
 15 MR. YURA:
 16 Sure.
 17 CHAIRMAN JONES:
 18 We need to start thinking about ITEP
 19 Rules from the perspective that this concept
 20 that you have to be sitting in a particular
 21 chair in order to be a job within ITEP, given
 22 what we learned during the pandemic, that
 23 people can actually work anywhere, and sitting
 24 in a particular office building is -- might be
 25 viewed by some as antiquated, and I think

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1 that's something that we ought to be thinking
 2 about. But nevertheless, those are the Rules
 3 as we're sitting here today. But I may not
 4 get that thought out later, so I'm getting it
 5 out now. Some wise people will take it and
 6 run with it.
 7 Anyway, so where we are now is you've
 8 gotten approval from the locals to the
 9 amendment that's been requested. It's my
 10 understanding that LED has already executed
 11 the amendment. So really what we're doing
 12 here as the Board is ratifying the amendment
 13 that's been executed by the LED. So that's
 14 the first matter. So let's go ahead and take
 15 a vote on that if we can. We have a motion to
 16 approve the ratification from Mr. Hollins;
 17 second from Dr. Wilson.
 18 Any comments or questions from the Board?
 19 Hearing none, any comments from the
 20 public?
 21 There being none, all in favor, say aye.
 22 ALL:
 23 Aye.
 24 CHAIRMAN JONES:
 25 Any opposition?

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1 Motion carries.
 2 The second matter that you have requested
 3 that we take up all the noncompliance issues
 4 at one time. And I'm -- we'll vote on that,
 5 but I -- the difficulty for us to do so is
 6 that we -- you haven't been found noncompliant
 7 yet for 2022.
 8 MR. YURA:
 9 Right.
 10 CHAIRMAN JONES:
 11 And for us to adjudicate a noncompliance
 12 that is not formally before us is problematic,
 13 you know, perhaps it shouldn't be, but it is.
 14 And so I would entertain a motion to deny the
 15 request to take up the other noncompliance. I
 16 have a motion from Dr. Wilson; second from
 17 Mr. Nassar.
 18 Any questions or comments from the Board?
 19 There being none, any comments from the
 20 public?
 21 Hearing none, all in favor, say aye.
 22 ALL:
 23 Aye.
 24 CHAIRMAN JONES:
 25 Any opposition?

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1 There is none. The motion carries.
 2 MR. YURA:
 3 I'll be back.
 4 CHAIRMAN JONES:
 5 I know you'll be back. We just love to
 6 see you up here.
 7 MR. YURA:
 8 It is what it is, Mr. Chairman. Thank
 9 y'all very much.
 10 CHAIRMAN JONES:
 11 Thank you very much.
 12 MS. CHENG:
 13 Next, we have Noncompliance for
 14 Applications under the 2017 Rules. There are
 15 two contracts for Equilon Enterprises, LLC DBA
 16 SOPUS in St. James Parish that were
 17 noncompliant for the 2020 and 2021 reporting
 18 periods. The Exhibit A for these contracts
 19 required the company retain 66 jobs and \$13
 20 million in payroll. The required
 21 documentation -- compliance documentation for
 22 both 2020 and 2021 reporting periods were not
 23 submitted to LED.
 24 We did get a letter from the St. James
 25 Parish taxing authorities, which consisted of

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1 the St. James Parish President, St. James
 2 Parish School Superintendent, St. James Parish
 3 Sheriff, and the St. James Parish Assessor
 4 that stated: We respectfully defer to the
 5 Board for action relative to these
 6 noncompliance occurrences. And in doing so,
 7 we ask that the Board consider the specifics
 8 previously mentioned above and that the
 9 renewal of these two ITEP contracts have
 10 already been formerly canceled.
 11 CHAIRMAN JONES:
 12 Do we have anyone here from Equilon?
 13 State your name --
 14 MR. PALMER:
 15 Good morning, Mr. Chairman.
 16 CHAIRMAN JONES:
 17 Go ahead and state your name and your
 18 position.
 19 MR. PALMER:
 20 Good morning, Mr. Chairman, Members.
 21 Fred Palmer, I am the Corporate Relations
 22 Regional Manager for Shell USA, Inc. for the
 23 Southeast U.S. based here in Baton Rouge.
 24 These are two contracts, as noted, related to
 25 the Convent Refinery closure, which was

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1 announced and completed in late 2020. We have
 2 been before you a couple of times since then
 3 due to the nonoperating status of the refinery
 4 to extend contracts. In the intervening time,
 5 there were a total of 14 contracts in place at
 6 the time of the closure. And late last year,
 7 we canceled and marked as complete ten
 8 Pre-Executive Order MCA contracts. And then
 9 earlier this year, these two contracts that
 10 are subject to this noncompliance, we canceled
 11 renewal and marked as complete those two
 12 contracts.
 13 So there are two remaining ITEPs in place
 14 Pre-Executive Order. All others have been
 15 completed. Again, the noncompliance was,
 16 perhaps, unavoidable due to the site not
 17 operating any further. We certainly
 18 appreciate and respect the importance of these
 19 programs and the time that you and staff spend
 20 on these programs. And as noted, the local
 21 Parish officials defer to the Board.
 22 CHAIRMAN JONES:
 23 So just to be sure that we're all on the
 24 same page, the Convent Refinery shuts down.
 25 Equilon is one of the subsidiary companies

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1 working within the refinery footprint, is that
 2 correct?
 3 MR. PALMER:
 4 Right.
 5 CHAIRMAN JONES:
 6 And so with the shutdown, Equilon
 7 shutdown as well. And as I understand it, as
 8 you all have been before the Board before,
 9 there is still a lot of play in that site
 10 within the Shell organization and your desire
 11 to keep that site in play, and some contracts
 12 you've kept in play, so that helps determine
 13 how that site may be utilized moving forward.
 14 MR. PALMER:
 15 Right.
 16 CHAIRMAN JONES:
 17 Is all of that fair?
 18 MR. PALMER:
 19 Two remaining contracts for those.
 20 That's correct.
 21 CHAIRMAN JONES:
 22 Thank you. The noncompliance from these
 23 was simply unavoidable. The whole thing is
 24 shut down. There's no way to comply. And so
 25 what's before us here today is failure to meet

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1 the job numbers and failure to file the
 2 compliance reports. The -- as I appreciate
 3 it, the locals have deferred to the Board, as
 4 you all know what I think about that.
 5 But Mr. Nassar, do you have something you
 6 want to say on this one?
 7 MR. NASSAR:
 8 Yes, Mr. Chairman. I would like to grant
 9 their request, Shell's request, Equilon's
 10 request. When the facility did shut down, I
 11 just want to remind the Board and the public
 12 that Equilon/Shell did pay in lieu of taxes,
 13 so we did lose a lot of tax revenue when the
 14 facility was closed, but Shell did step up to
 15 the plate and did pay government entities in
 16 St. James Parish in lieu of taxes. They also
 17 donated hundreds of thousands of dollars to
 18 our local school districts besides that. So I
 19 just hope that the Board keeps that in mind
 20 and grants the request.
 21 CHAIRMAN JONES:
 22 Would that be a motion then for no
 23 penalty for noncompliance?
 24 MR. NASSAR:
 25 Yes, sir.

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1 CHAIRMAN JONES:
2 I have a motion for no penalties, a
3 second from Mr. St. Blanc. And Dr. Thompson
4 has requested to recuse herself from this
5 vote; Mr. Hollins as well.
6 So let me lay the table again, we have a
7 motion and a second to find no penalty for
8 noncompliance. Mr. Hollins and Dr. Thompson
9 recusing themselves from the vote.
10 Otherwise, are there any questions or
11 comments from the Board?
12 MS. CHENG:
13 Just for the record, I don't think I
14 actually read the contract numbers, it was
15 20161827 and 20161827-A.
16 CHAIRMAN JONES:
17 Thank you.
18 MS. CHENG:
19 Thank you.
20 CHAIRMAN JONES:
21 All right. Does that change your motion,
22 Mr. Nassar?
23 MR. NASSAR:
24 No, sir.
25 CHAIRMAN JONES:

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1 Okay. We all -- any questions or
2 comments from the Board?
3 There being none, any comments from the
4 public?
5 Hearing none, all in favor, say aye.
6 ALL:
7 Aye.
8 CHAIRMAN JONES:
9 Any opposition?
10 There being none, the motion carries.
11 Thank you very much.
12 MR. PALMER:
13 Thank you.
14 MS. CHENG:
15 Next, we have noncompliance under the
16 2018 Rules, we have one contract, 20180323-A
17 for Bagwell Energy Services, Inc. in Iberia
18 Parish, and they were noncompliant for the
19 2019 reporting period. The Exhibit A for this
20 contract requires the company create and
21 maintain 20 jobs with \$1.4 million in payroll.
22 The actual jobs and payroll created was 24
23 jobs with 1,028,843 in payroll. The company
24 is in noncompliance due to not meeting the
25 required payroll only.

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1 The Parish Council issued a resolution
2 stating the Iberia Parish Council does hereby
3 authorize by the Parish President to recommend
4 that the Louisiana Board of Commerce and
5 Industry take no action for noncompliance for
6 project year 2019. The School Board did not
7 provide a response, and the Sheriff had denied
8 the exemption at the time of the applications.
9 CHAIRMAN JONES:
10 All right. State your name and your
11 position with the company, please.
12 MR. RANGEL:
13 Sure. Good morning, Chairman, Members.
14 Reuben Rangel, Senior Manager of Advantous
15 Consulting. Mr. Roger Bagwell, CEO of Bagwell
16 Energy Services was unavailable this morning
17 as he's making some sales calls with customers
18 and potential customers. Since he's out of
19 town, he did have a statement he asked me to
20 share with you:
21 Chairman and Members of the Board, thank
22 you for this opportunity to comment regarding
23 Bagwell Energy Services 2019 payroll
24 noncompliance for contract number
25 20180323-A-ITE. First, a little background on

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1 our company and operations. We are a
2 privately-held and locally owned and operated
3 land and offshore construction fabrication
4 company serving the oil and gas industries.
5 From our Iberia Parish Twin Parish Port
6 Facility in Delcambre, we manufacture
7 fabrication modules, production equipment,
8 piping, skids, vessels, tanks, platforms,
9 jackets, and more for offshore oil and gas
10 exploration and production. The origins of
11 our company trace back nearly 40 years from a
12 year ago, including the sale of the original
13 company to the Shaw Group in the early 2000s,
14 then a repurchase of the business from the
15 Shaw Group's successor, CBI in 2014.
16 Since that time, we have made new capital
17 investments at the Twin Port Facility,
18 including the addition of the precision
19 fabrication equipment for process industry
20 piping and vessels as well as the addition of
21 15,000 square feet to our fabrication center,
22 painting, and blasting area as well, along
23 with a commitment to creating new jobs in the
24 area. Specifically regarding our 2019 ITEP
25 noncompliance item before you today, please

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16 (Pages 58 - 61)

1 note that during 2019, Bagwell experienced
 2 solid growth going from roughly 66 employees
 3 at the beginning of the year to a high of
 4 around 116 in August of 2019. We added a
 5 million dollars in new payroll from the prior
 6 year.
 7 However, the very last quarter of 2019,
 8 we had some unexpected work holds from a
 9 couple of our customers that resulted in us
 10 finishing 2019 lower than what we returned in
 11 August of that year. As noted, we were
 12 actually able to exceed our 2019 ITEP
 13 commitment, employees 24 versus 20, even
 14 though our new payroll number fell short by
 15 about \$400,000. That unexpected fourth
 16 quarter really is the difference here.
 17 Finally, even though this was immediately
 18 prior to the COVID pandemic in 2020, I'm proud
 19 to say that our business did survive COVID,
 20 which isn't necessarily the case for everyone
 21 operating in the same line of work in South
 22 Louisiana. To this day, we continue a slow
 23 and steady recovery up to roughly 150
 24 employees currently and also proudly continue
 25 to employ workers from Iberia and the

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1 surrounding parishes. As always, we
 2 appreciate your continued support.
 3 Sincerely, Roger Bagwell, CEO.
 4 CHAIRMAN JONES:
 5 I don't know if it's fair to ask you this
 6 question, but do you know what their payroll
 7 for 2022 was?
 8 MR. RANGEL:
 9 The annual compliance has been submitted,
 10 but I don't have that in front of me.
 11 CHAIRMAN JONES:
 12 Okay. Just trying to get context on how
 13 the rebound was after the pandemic. Okay.
 14 All right. We have the situation here,
 15 we have the Parish asking that the Board take
 16 no action and no response from the School
 17 Board and ITEP was not applicable to the
 18 Sheriff or the municipality. So what is the
 19 pleasure of the Board? We can penalize. We
 20 can not penalize for the noncompliance.
 21 DR. WILSON:
 22 So moved to uphold the recommendation of
 23 the Parish.
 24 CHAIRMAN JONES:
 25 Okay. We have a motion from Dr. Wilson

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1 to approve without penalty.
 2 MR. MOSS:
 3 Second.
 4 CHAIRMAN JONES:
 5 We have a second from Mr. Moss.
 6 Any questions or comments from the Board?
 7 Hearing none, any comments from the
 8 public?
 9 There being none, all in favor, say aye.
 10 ALL:
 11 Aye.
 12 CHAIRMAN JONES:
 13 Any opposition?
 14 There being none, the motion carries.
 15 Thank you.
 16 MR. RANGEL:
 17 Thank you.
 18 MR. USIE:
 19 Next, we have two contracts for K&B
 20 Machine Works, LLC. The first contract is
 21 20170624 for the 2021 reporting period. The
 22 Exhibit A for this contract required the
 23 company create and maintain 37 jobs with
 24 \$2,648,497 in payroll. The actual jobs
 25 created was 43 jobs with \$1,981,311 in

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1 payroll. The Parish and School Board
 2 submitted resolutions recommending the
 3 contract be honored by the state agencies
 4 without penalty.
 5 And the Sheriff submitted a letter
 6 stating: My recommendation to the Board of
 7 Louisiana Economic Development is for
 8 allowance of continuation of the projects of
 9 K&B Machine Works with no penalty.
 10 The second contract is contract 2018049-A
 11 for the 2021 reporting period. The Exhibit A
 12 for this contract required the company create
 13 and maintain ten jobs with \$700,260 in
 14 payroll. The actual jobs created was seven
 15 jobs with \$173,342 in payroll. The Parish and
 16 School Board submitted resolutions
 17 recommending the contract be honored by the
 18 state agencies without penalty.
 19 And the Sheriff submitted a letter
 20 stating: My recommendation to the Board of
 21 Louisiana Economic Development is for
 22 allowance of continuation of projects for K&B
 23 with no penalty.
 24 CHAIRMAN JONES:
 25 Do we have someone here from K&B?

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1 Thank you. Would you state your name and
 2 your position with the company, please?
 3 MR. HEBERT:
 4 Yes. Scott Hebert, Risk Manager at K&B
 5 Industries.
 6 CHAIRMAN JONES:
 7 Thank you, Mr. Hebert. Tell us what
 8 happened here.
 9 MR. HEBERT:
 10 Well, fiscal 2019 and 2020 were really
 11 challenging and we lost, you know, we lost a
 12 bunch of employees. We -- you know, business
 13 was down, we had the COVID thing, we had the
 14 hurricane. In '21, we started to rebound a
 15 little bit, but I think we were a little
 16 overambitious with the 37 jobs on that one
 17 program. And you've got to fill that base --
 18 you've got to replace those ones that you let
 19 go.
 20 CHAIRMAN JONES:
 21 Right.
 22 MR. HEBERT:
 23 And while we made progress, we didn't hit
 24 the numbers we needed to hit for 2021. And
 25 2022, we should be fine. Currently, we've got

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1 about 330 employees at our Schriever location
 2 right now. But, yeah, it was a challenge for
 3 us.
 4 CHAIRMAN JONES:
 5 Look, help me understand. I just want to
 6 -- the numbers. I'm struggling with the
 7 numbers a little bit. On the one contract,
 8 your goal is 37. You've got 43, so you have
 9 the people.
 10 MR. HEBERT:
 11 Right.
 12 CHAIRMAN JONES:
 13 But the payroll was about \$700,000 short.
 14 What was the -- was it the wages that were
 15 paid? Was it the level of employees that you
 16 were hiring?
 17 MR. HEBERT:
 18 It was the time that we hired them. We
 19 hired them late in the year. So, basically,
 20 while the salaries would have made it if we
 21 had hired them early in the year, but we hired
 22 them late in the year; that way, we just
 23 didn't the hit number.
 24 CHAIRMAN JONES:
 25 That may help explain the next one. So

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1 the next contract, your goal was ten jobs and
 2 you hired seven, but the difference in payroll
 3 was almost over \$500,000. So either those
 4 three people were really going to get paid a
 5 whole lot of money or the same deal --
 6 MR. HEBERT:
 7 Right.
 8 CHAIRMAN JONES:
 9 -- late in the year.
 10 MR. HEBERT:
 11 It's the same deal. That -- 2021, we
 12 started recovering late in the year, and we
 13 were hiring people like crazy late in the
 14 year, but you -- it's that same scenario.
 15 CHAIRMAN JONES:
 16 I understand.
 17 MR. HEBERT:
 18 Basically.
 19 CHAIRMAN JONES:
 20 Thank you for explaining it to us. It
 21 helps us understand what -- several things
 22 happen through this process. We have to
 23 understand what's going on out there in the
 24 field. You guys are dealing with it. We need
 25 to understand it, so thank you for helping us.

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1 MR. HEBERT:
 2 Yes, sir.
 3 CHAIRMAN JONES:
 4 We have recommendations from all of the
 5 local entities to take no action on this
 6 matter. Do I have a motion from Ms. Cola to
 7 approve without penalty? I have a second from
 8 Mr. Slone.
 9 Any questions or comments from the Board?
 10 Hearing none, any comments from the
 11 public?
 12 There being none, all in favor, say aye.
 13 ALL:
 14 Aye.
 15 CHAIRMAN JONES:
 16 Any opposition?
 17 There is none, the motion carries. Thank
 18 you, sir.
 19 MR. HEBERT:
 20 Thank you very much.
 21 MS. CHENG:
 22 And we requested a deferral of 20180296
 23 and 20190393 noncompliance from Martco, LLC.
 24 They weren't able to have a company
 25 representative attend today.

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1 CHAIRMAN JONES:
2 Okay. Do we have a motion to defer the
3 Martco contract? A motion from Mr. Slone;
4 second from Mayor Toups.
5 Any questions or comments from the Board?
6 Hearing none, any comments from the
7 public?
8 There being none, all in favor, say aye.
9 ALL:
10 Aye.
11 CHAIRMAN JONES:
12 Any opposition?
13 There is none, the motion carries. Those
14 matters are deferred to the next meeting.
15 MS. CHENG:
16 And that concludes the ITEP portion of
17 the agenda.
18 CHAIRMAN JONES:
19 Thank you very much. And that brings us
20 to end of our programs.
21 Any other business?
22 There is none, Mr. Secretary, enlighten
23 us.
24 SECRETARY PIERSON:
25 Well, I'm glad to share with the Board

1 and our stakeholders here that we've had a
2 very rapid pace this summer. I guess we could
3 use the word, breaking the price spell in
4 certain respects for Shreveport. I have two
5 great announcements up there, one with SLP and
6 another with Prolec, so pleased to see a
7 continued strong pace for our Louisiana
8 economy.
9 We'll be up in Alexandria here shortly to
10 talk about another fantastic program that's
11 moving into the central part of our state. We
12 anticipate with high confidence that we're
13 over \$20 billion in investment in our 2023
14 calendar year. That follows a similar number
15 in '21 and '22. So you're looking at a
16 three-year period with more than \$60 billion
17 flowing into the State, giving us a record low
18 in our unemployment statistics. So we're
19 excited about that.
20 We're also moving forward now that we've
21 had the State Small Business Credit Initiative
22 for approximately four months, but that money
23 is beginning to move out the door as well in
24 support of small businesses and
25 entrepreneurship. So really just a strong

1 activity report across the board. I would
2 note for you all that our next C&I Board
3 meeting will be set for 25 of October, and
4 that we moved the December meeting up away
5 from the holidays so that will be calendared
6 for 6 December.
7 Subject to any comments or questions the
8 Board might have, that's my report, sir.
9 CHAIRMAN JONES:
10 Thank you, Mr. Pierson. Any questions
11 for the Secretary?
12 Great. I will entertain a motion to
13 adjourn.
14 I have a motion; a second. All in favor,
15 say aye.
16 ALL:
17 Aye.
18 CHAIRMAN JONES:
19 Thank you all. Have a great week.
20 (WHEREUPON, THE MEETING ADJOURNED.)
21
22
23
24
25

1 REPORTER'S CERTIFICATE
2 I, KELLY S. PERRIN, a Certified Court
3 Reporter, Certificate #23035, in good standing with
4 the State of Louisiana, as the officer before whom
5 this meeting was taken, do hereby certify that the
6 foregoing 72 pages;
7 That this testimony was reported by me in
8 stenographic machine shorthand by Computer-Aided
9 Transcription, transcribed by me or under my
10 personal direction and supervision, and is a true
11 and correct transcript to the best of my ability
12 and understanding;
13 That the transcript has been prepared in
14 compliance with transcript format guidelines
15 required by statute or by rules of the Board, that
16 I have acted in compliance with the prohibition on
17 contractual relationships, as defined by Louisiana
18 Code of Civil Procedure Article 1434 and in rules
19 and advisory opinions of the Board; that I am not
20 of counsel nor related to any person participating
21 in this cause and am in no way interested in the
22 outcome of this event.
23
24
25

1 This certification is valid only for a
2 transcript accompanied by my handwritten or digital
3 signature and the image of my State-authorized seal
4 on this page.

5 Signed:

6

7 KELLY S. PERRIN,CCR

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[approve - board]

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[right - simien]

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[similar - supply]

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