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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 29TH DAY OF AUGUST, 2018
COMMENCING AT 9:36 A.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR

THE BOARD OF COMMERCE AND INDUSTRY

1 **Appearances of Board Members Present:**

2 Mayor Glenn Brasseaux
3 Don Briggs
4 Representative Thomas Carmody
5 Senator Norby Chabert
6 Phillip Devillier
7 Jerald Jones
8 Heather Malone
9 Charles R. "Robby" Miller
10 Jan K. Moller
11 Secretary Don Pierson
12 Darrel J. Saizan, Jr.
13 Ronnie Slone
14 Dr. Shawn Wilson for Governor Edwards
15 Dr. Woodrow Wilson, Jr.
16 Steve Windham

17 **Staff members present:**

18 Samantha Booker
19 Tam Bourgeois
20 Kristen Cheng
21 Frank Favaloro
22 Brenda Guess
23 Richard House
24 Becky Lambert
25 Mandi Mitchell
26 Joyce Metoyer
27 Hud Usie
28 Anne Villa
29 Daria Vinning



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MR. WINDHAM:

Morning, everyone. I'd like to call the Board of Commerce & Industry meeting for August 29th, 2018 to order.

Ms. Daria Vinning, I'd like to welcome you to the Board.

She's the replacement for Melissa, so, welcome to C&I.

MS. VINNING:

Thank you.

MR. WINDHAM:

Thank you. Please call roll.

MS. VINNING:

Okay. We have a Dr. Shawn Wilson on behalf of Governor John Bel Edwards.

DR. S. WILSON:

Here.

MS. VINNING:

Don Briggs on behalf of Lieutenant Governor Billy Nungesser.

MR. BRIGGS:

Here.

MS. VINNING:

Representative Devillier on behalf of Represent Neil Abramson.



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MR. DEVILLIER:

Here.

MS. VINNING:

Mayor Glenn Brasseaux representing
Thomas Carmody.

MAYOR BRASSEAU:

Here.

MS. VINNING:

Yvette Cola.

(No response.)

MS. VINNING:

Major Coleman.

(No response.)

MS. VINNING:

Rickey Fabra.

(No response.)

MS. VINNING:

Manuel "Manny" Fajardo.

(No response.)

MS. VINNING:

Jerry Jones.

MR. JONES:

Here.

MS. VINNING:

Heather Malone.



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MS. MALONE:
Here.
MS. VINNING:
Senator Danny Martiny.
(No response.)
MS. VINNING:
Charles "Robbie" Miller.
MR. MILLER:
Here.
MS. VINNING:
Jan Moller.
MR. MOLLER:
Here.
MS. VINNING:
Senator Norbert Chabert on behalf of
Senator JP Morrell.
(No response.)
MS. VINNING:
Secretary Don Pierson.
SECRETARY PIERSON:
Present.
MS. VINNING:
Scott Richard.
(No response.)
MS. VINNING:



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1 Darrel Saizan.
2 (No response.)
3 MS. VINNING:
4 Danny Schexnaydre.
5 (No response.)
6 MS. VINNING:
7 Ronnie Slone.
8 MR. SLONE:
9 Here.
10 MS. VINNING:
11 Bobby Williams, Junior.
12 (No response.)
13 MS. VINNING:
14 Steve Windham.
15 MR. WINDHAM:
16 Here.
17 MS. VINNING:
18 Dr. Woodrow Wilson, Junior.
19 DR. W. WILSON:
20 Here.
21 MS. VINNING:
22 Twelve present. We have a quorum.
23 MR. WINDHAM:
24 Thank you, Ms. Vinning.
25 I'd like to welcome Mr. Don Briggs and



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1 Secretary Dr. Shawn Wilson to the Board. I know you
2 guys have been oriented on the process and procedures,
3 and I see Dr. Wilson has his little handbook in case
4 there's anything he needs to look up.

5 Also, I believe we have another lady,
6 Ms. Tanita Gilbert-Baker, who has been appointed as a
7 replacement for Millie Atkins, and she has not made it
8 yet.

9 And I would like to point out that
10 Senator Chabert has arrived.

11 All right. Did everyone have a chance
12 to read the minutes?

13 Is there a motion to approve the
14 minutes?

15 Made by Representative Carmody; seconded
16 by Jerry Jones.

17 Any questions, changes?

18 (No response.)

19 MR. WINDHAM:

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:



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1 Motion carries.

2 Now we'll move on to Quality Jobs
3 Program presented by Frank Favaloro.

4 MR. FAVALORO:

5 Yes. I have four Quality Jobs
6 applications: 20130129, Vivace Corporation, Orleans;
7 20151264, Indorama Ventures Olefins, LLC, in Calcasieu;
8 20161807, HR Nu Blu Energy, LLC in West Baton Rouge; and
9 20170270, Total Quality Logistics, LLC in Orleans.

10 That conclude the new applications.

11 MR. WINDHAM:

12 Are there any comments from the public
13 concerning the new applications for the Quality Jobs
14 Program?

15 (No response.)

16 MR. WINDHAM:

17 Questions or comments from the Board
18 members?

19 (No response.)

20 MR. WINDHAM:

21 Is there a motion to approve?
22 Made by Mr. Slone; seconded by Mayor
23 Brasseaux.

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

25 (Several members respond "aye.")



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MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

MR. FAVALORO:

I have three renewal Quality Jobs applications: 20130960, PPG Industries, Inc., Calcasieu; 20110182, Greatwide Dedicated Transport III, LLC in St. Tammany; 20131052, CPX Interactive, LLC, Orleans.

MR. WINDHAM:

Are there any comments from the public concerning these renewals?

(No response.)

MR. WINDHAM:

Questions or comments from the Board members?

(No response.)

MR. WINDHAM:

Is there a motion to approve?
Made by Ms. Malone; seconded by Representative Carmody.

All in favor, indicate with an "aye."

(Several members respond "aye.")



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MR. WINDHAM:

All opposed with "nay."

(No response.)

MR. WINDHAM:

Motion carries.

MR. FAVALORO:

We have one late renewal request. The initial contract expired on 12/31 of '17. Late renewal request was July 23rd of '18, and it expired at the end of February, February 28th.

MR. WINDHAM:

All right. Is there a representative from Dyno Nobel Louisiana Ammonia with us today?

Please step forward identify yourself.

Please identify yourself.

MS. ELDER:

Hi. My name is Heidi Elder from Dyno Nobel.

MR. WINDHAM:

All right. Can you tell us why it was late.

MS. ELDER:

Yes. Regrettably we had an eternal firm that was handling a lot of these contracts. They did our initial registration for us. We decided to



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1 discontinue their services and hand it over to our
2 already burdened tax department. It did not go as
3 smoothly as we had hoped, and regrettably we missed this
4 very important deadline. So we are here to ask that
5 that be renewed and the penalties waived.

6 MR. WINDHAM:

7 All right. Generally the penalties have
8 not been waived. It's been the posture of this Board to
9 not waive the penalties.

10 So with that, unless there are any
11 extenuating circumstances by the Board members.

12 Representative Carmody.

13 MR. CARMODY:

14 Yes, sir. Are you making that in the
15 form of a motion?

16 MR. WINDHAM:

17 I'm entertaining one, yes.

18 MR. CARMODY:

19 I consider that.

20 MR. WINDHAM:

21 Mr. Jones.

22 MR. JONES:

23 Have they had any instances of being
24 late in the past?

25 MR. FAVALORO:



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1 We've had one application last year
2 presented to the Board, and there was a 20 percent
3 reduction, one year.

4 MR. JONES:

5 So this is the second time it's been
6 late?

7 MR. FAVALORO:

8 Not for this company, no, sir. We've
9 only had one Quality Jobs contract renewal that's been
10 late.

11 MR. JONES:

12 Let me make sure my question is clear.
13 Has this company ever been late?

14 MR. FAVALORO:

15 No, sir.

16 MR. WINDHAM:

17 All right. So we have a motion on the
18 floor; second by Mr. Slone.

19 Any further discussion?

20 The motion is to restrict it by one
21 year, by 20 percent.

22 Any further discussions?

23 (No response.)

24 MR. WINDHAM:

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



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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, Ms. Heidi.

8 MR. FAVALORO:

9 We have three requests for change in
10 ownership for the following contracts: 20131171, Murphy
11 Energy Corporation to NGL Energy Operating, LLC in East
12 Feliciana; 20110182, Greatwide Dedicated Transport III,
13 LLC to Cardinal Logistics Management Corporation in St.
14 Tammany; and 20151041, Pin Oak Holdings, LLC to Pin Oak
15 Organization, LLC, St. John the Baptist.

16 That concludes the change in ownership.

17 MR. WINDHAM:

18 All right. Are there any comments from
19 the public concerning the name changes for the Quality
20 Jobs Program?

21 (No response.)

22 MR. WINDHAM:

23 Questions or comments from the Board?

24 (No response.)

25 MR. WINDHAM:



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1 Made by President Miller; seconded by
2 Dr. Woodrow Wilson.

3 I have two Dr. Wilsons up here, so there
4 may be a little confusion once in a while, but I may
5 call one of them Shawn.

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 MR. FAVALORO:

14 That concludes QJ.

15 MR. WINDHAM:

16 Thank you, Mr. Favaloro.

17 Next we have the Restoration Tax
18 Abatement Program presented by Ms. Becky Lambert.

19 MS. LAMBERT:

20 Good morning. We have 11 new
21 applications to present. First one is 20131308, 417
22 Royal Restaurant, LLC in Orleans; 20170046, Academy
23 Real Estate, LLC, Orleans; 20161859, Bud Rip's, Orleans;
24 20120221, Echolstar Investments, LLC, Ouachita;
25 20141093, Hall Downtown, LLC, Ouachita; 20120286,



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1 Michael Echols Enterprises, Ouachita; 20120938, Michael
2 Echols Enterprises, Ouachita; 20121220, Michael Echols
3 Enterprises, Ouachita; 20121281, Michael Echols
4 Enterprises, Ouachita; 20161898, Third Floor Properties,
5 Ouachita; 20180157, Troy D. Cheramie, Jefferson.

6 This concludes the new applications for
7 a total investments of \$16,640,000.

8 MR. WINDHAM:

9 Thank you, Ms. Lambert. And I assume
10 all of the documents supporting the projects are in
11 order and on file with the Department?

12 MS. LAMBERT:

13 Yes. In fact, some of these
14 applications would have been presented at an earlier
15 time except that the resolutions had not come to the
16 Department, and upon investigation with the assessor's
17 office and the company, we learned that some of the
18 resolutions had not been sent. They were assuming that
19 if one person sent it, then the other person sent it.
20 And until I received them completely from the local
21 governing authority representative, they don't come to
22 you.

23 MR. WINDHAM:

24 All right. Thank you very much and good
25 job.



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1 Are there any comments from the public
2 concerning the new applications for the Restoration Tax
3 Abatement Program?

4 (No response.)

5 MR. WINDHAM:

6 Questions or comments from the Board?

7 (No response.)

8 MR. WINDHAM:

9 Is there a motion to approve them?

10 Made by Mr. Moller; seconded by Dr.
11 Shawn Wilson.

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

13 (Several members respond "aye.")

14 MR. WINDHAM:

15 All opposed with a "nay."

16 (No response.)

17 MR. WINDHAM:

18 Motion carries.

19 MS. LAMBERT:

20 We have one renewal application for
21 20120912, Vantage Health Plan, Inc. DBA Monroe
22 Development, LLC in Ouachita.

23 MR. WINDHAM:

24 All right. Are there any comments from
25 the public concerning the renewal of the Restoration Tax



1 Abatement Program?

2 (No response.)

3 MR. WINDHAM:

4 Any comments from the Board?

5 (No response.)

6 MR. WINDHAM:

7 Motion made by Dr. Woodrow Wilson;

8 seconded by Representative Carmody.

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

10 (Several members respond "aye.")

11 MR. WINDHAM:

12 All opposed with "nay".

13 (No response.)

14 MR. WINDHAM:

15 Motion carries.

16 MS. LAMBERT:

17 The last item for the Restoration Tax
18 Abatement Program is a name change request for a company
19 in St. Tammany Parish, 20161825, formerly named Abita
20 Guest House, LLC. The new name is Abita Springs Hotel,
21 LLC.

22 MR. WINDHAM:

23 Are there any comments concerning the
24 name change for the Restoration Tax Abatement Program?

25 (No response.)



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MR. WINDHAM:

Questions or comments from the Board?

(No response.)

MR. WINDHAM:

Motion made by Mayor Brasseaux; seconded
by Mr. Slone.

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

Thank you, Ms. Lambert.

Next we have the Enterprise Zone
presented by Joyce Metoyer.

MS. METOYER:

Good morning. I have eight new
applications: 20141171, Affinity Health Group, LLC,
Ouachita Parish; 20181190, Alder Hotel Partners, LLC,
Orleans Parish; 20150913, Capital City Produce, LLC,
East Baton Rouge Parish; 20151094, Monsanto Company &
Subsidiaries, St. Charles Parish; 20180722, Turner
Industries Group, LLC, East Baton Rouge Parish;
20181931, Domain CAC, LLC, Orleans Parish; 20140958, Our



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1 Lady of the Lake Ascension Community Hospital,
2 Incorporated, Ascension Parish; and 20151193, Park 80
3 Hotels, LLC, Ascension Parish.

4 MR. WINDHAM:

5 Thank you, Ms. Metoyer, and I assume all
6 of their paperwork is in order for the program?

7 MS. METOYER:

8 Yes, sir.

9 MR. WINDHAM:

10 Are there any comments from the public
11 concerning the new applications for the Enterprise Zone
12 Program?

13 (No response.)

14 MR. WINDHAM:

15 Any questions or comments from the Board
16 concerning any applications?

17 Representative Carmody.

18 MR. CARMODY:

19 Mr. Chairman, just a quick one, and I'm
20 sure Mr. Secretary could probably address it, Monsanto,
21 640-million investment in St. Charles Parish for the
22 Enterprise, can you -- is there somebody here from
23 Monsanto to kind of give us an overview of what that
24 investment reflects?

25 MR. WINDHAM:



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1 Please step forward and identify
2 yourself.

3 MS. BOATNER:

4 Rhonda Boatner with Didier Consulting.

5 Currently Monsanto is adding a new
6 project called the Dicamba Project, and this spending is
7 related to the necessary equipment to retrofit and have
8 the existing facility be compatible with this new
9 project that's happening. So this just spending that
10 has occurred prior to the project, the new project
11 coming on board, so that's...

12 MR. CARMODY:

13 And the investment of the 640, that 640
14 has been spent or that's what's --

15 MS. BOATNER:

16 It's already been spent.

17 MR. CARMODY:

18 It has been sent?

19 MS. BOATNER:

20 Yes, it has.

21 MR. CARMODY:

22 Okay. Thank you.

23 Thank you, Mr. Chairman.

24 MS. BOATNER:

25 Any other questions?



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MR. WINDHAM:

Any other questions?

(No response.)

MR. WINDHAM:

All right. The motion has been made by Mr. Slone; seconded by Representative Carmody.

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.

MS. METOYER:

I have terminations: 20130113, Belk, Incorporated, Livingston Parish. Existing contract period September 1, 2013 through August 31 of 2018. The requested term date is August 31 of 2018. The program requirements have been met, and no additional jobs are anticipated.

20151115, Walmart, Louisiana, LLC, Orleans Parish. Existing contract period July 31 of 2014 through July 30 of 2019. The requested term date is July 30 2017. The program requirements have been



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1 met, no additional jobs are anticipated.

2 20141116, Walmart, Louisiana, LLC,
3 Ouachita Parish. Existing contract period July 31 of
4 2014 through July 30 of 2019. The requested term date
5 is July 30 of 2017. The program requirements have been
6 met, no additional jobs are anticipated.

7 20140155, Placid Refining Company, LLC,
8 West Baton Rouge Parish. Existing contract period is
9 February 1 of 2014 through January 31 of 2019. The
10 requested term date is July 31 of 2016, and the program
11 requirements have been met, no additional jobs are
12 anticipated.

13 20130808, Rapides Healthcare System,
14 LLC, Rapides Parish, and the existing contract period is
15 August 1, 2013 through July 31, 2018. The requested
16 term date is July 30th -- I'm sorry -- is January
17 31,2016. The program requirements have been met, no
18 additional jobs are anticipated.

19 20140988, Isidore Newman School, Orleans
20 Parish. Existing contract period July 15, 2014 through
21 July 14, 2019. The requested term date is March 15 of
22 2017. The program requirements have been met, no
23 additional jobs anticipated.

24 20131409, Sai Deva, LLC, Jefferson
25 Parish. The existing contract period is October 1, 2014



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1 through September 30, 2019. The requested termination
2 date is September 30, 2017. The program requirements
3 have been met, no addition jobs are anticipated.

4 20141542, Shaya Restaurant, LLC, Orleans
5 Parish. Existing contract is December 31, 2014 through
6 December 30 of 2019. That's a typo there on my part.
7 And the requested term date is December 31 of '17. The
8 program requirements have been met, no additional jobs
9 are anticipated.

10 MR. WINDHAM:

11 Thank you.

12 MS. METOYER:

13 There's one more. I'm sorry.

14 20131082, Red Stick Armature Works, LLC,
15 West Feliciana Parish, and the existing contract period
16 is August 20 of 2013 through August 19 of 2018. The
17 requested term date is June 30, 2016, and the
18 requirements have been met, no additional jobs are
19 anticipated.

20 That's it.

21 MR. WINDHAM:

22 Thank you, Ms. Metoyer.

23 Are there any comments from the public
24 concerning the Enterprise Zone termination requests?

25 (No response.)



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MR. WINDHAM:

Questions or comments from the Board members?

(No response.)

MR. WINDHAM:

Is there a motion to approve?
Made by Dr. Woodrow Wilson; seconded by Mr. Slone.

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

MR. WINDHAM:

All opposed with a "nay."
(No response.)

MR. WINDHAM:

Motion carries.
Thank you, Ms. Metoyer.

MR. WINDHAM:

We have Hud Usie -- I have a hard time with that name -- for the Industrial Tax Exemption Program. Pointing out there are pre-EOs, post-EOs and post-EOs with 2018 rules.

Please proceed.

MR. USIE:

We have four new pre-EEO applications:
20151795A, Blue Cube Operations, LLC, Iberville Parish;



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1 20141008, Centric Pipe, LLC, Bossier Parish; 2014097A,
2 ExPert Riser Solutions, LLC, Lafourche Parish; 20141117,
3 YCI Methanol One, LLC, St. James Parish.

4 MR. WINDHAM:
5 All right.

6 MR. JONES:
7 Mr. Chairman, I need to recuse myself
8 from any discussion or vote on Number 20141117, YCI
9 Methanol One.

10 MR. WINDHAM:
11 Please note that for the record that
12 Mr. Jones has recused himself from 20141117-A-ITE, from
13 YCI Methanol One, LLC.

14 Are there any comments from the public
15 concerning any of these applications?

16 MR. USIE:
17 We did have one that was filed late,
18 Centric Pipe, 20141008, is as noted.

19 MR. WINDHAM:
20 Is there a representative from Centric
21 Pipe with us today?

22 Please step forward and identify
23 yourself.

24 It was a late filing?

25 MR. USIE:



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Correct.

MR. LONG:

Hi. I'm Jack. I'm from Centric Pipe.
It was a late filing --

MR. WINDHAM:

I'm sorry. What's your name?

MR. JACK:

Jack.

MR. WINDHAM:

Jack. I'm sorry. Jack. And also your
last name?

MR. LONG:

Long, L-o-n-g.

MR. WINDHAM:

All right. Why were you late?

MR. LONG:

Yeah. The filing's late because in 2014
we bought it from Northwest Pipe, and after that, we
outsourced our permit taxing to a outside consulting
firm. And this next year, we wanted to bring it back,
and I'm going to do the property tax for the company.
And after I realized this contract has not been renewed,
because it has to be renewed each five years and that
the staff of the company before, maybe they forgot to
renew it, and now I catch it and I want to renew.



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1 MR. WINDHAM:
2 Okay. This is a new application,
3 though?

4 MR. LONG:
5 Yeah.

6 MR. USIE:
7 But they also have some renewals coming
8 up.

9 MR. WINDHAM:
10 So renewals also?

11 MR. USIE:
12 Correct.

13 MR. WINDHAM:
14 So does everyone understand what Jack is
15 saying? They were late because they had outsourced it,
16 they brought it back in, they were late on the filing of
17 the original application.

18 Mr. Jones, I believe you had a question.

19 MR. JONES:
20 Not yet.

21 MR. WINDHAM:
22 So with that, our practice has been to
23 restrict the application and contracts by one year when
24 they are late. So with that, I'll entertain a motion.

25 Made by Dr. Wilson, Dr. Woodrow Wilson.



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1 Mr. Miller, you have a question?

2 MR. MILLER:

3 So they missed the whole first five-year
4 term?

5 MR. USIE:

6 No. It was due on March 31st of 2018
7 and they filed that application on April 30th of 2018,
8 so it would be a month.

9 MR. MILLER:

10 But the initial --

11 MR. USIE:

12 Oh, that's what they would -- that's the
13 penalty if y'all --

14 MR. MILLER:

15 On the initial five-year?

16 MR. USIE:

17 On the initial five-year application.

18 MR. MILLER:

19 And the assessor didn't pick it up on
20 the tax rolls.

21 MR. USIE:

22 No.

23 MR. WINDHAM:

24 We'll need to have that confirmed.

25 MS. CHENG:



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1 We did confirm with the assessors that
2 these assets haven't been taxed.

3 MR. WINDHAM:

4 Okay. They haven't paid taxes on them.

5 All right. Any other questions?

6 Mr. Jones.

7 MR. JONES:

8 So, Mr. Chairman, with the one-year
9 penalty, essentially the five-year benefit becomes a
10 four-year benefit; is that correct?

11 MR. WINDHAM:

12 For the initial contract with the option
13 of a five-year renewal that is filed timely.

14 MR. JONES:

15 Mr. Long, you understand what we're
16 saying there what the one-year penalty means?

17 MR. LONG:

18 Yeah.

19 MR. WINDHAM:

20 Do you understand?

21 MR. LONG:

22 Yeah.

23 MR. WINDHAM:

24 So it's a four-year contract instead of
25 five for the first one.



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1 MR. LONG:

2 Yeah.

3 MR. WINDHAM:

4 It will have the option for a five-year
5 renewal, but that will also have to be filed timely or
6 it will be imposed a penalty as well.

7 MR. LONG:

8 Okay. So after the five years, I need
9 to renew it for another five years?

10 MR. WINDHAM:

11 Correct, and you have to make that
12 renewal request before the contract expires.

13 MR. LONG:

14 Okay.

15 MR. WINDHAM:

16 So contact Mr. Usie.

17 MR. CARMODY:

18 Mr. Chairman?

19 MR. WINDHAM:

20 Yes. I'm sorry. Representative
21 Carmody.

22 MR. WINDHAM:

23 I just want to clarify for myself, if
24 the gentleman then takes this four years, at what point
25 is he to express in writing his affirmation that he



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1 wants to go for the next five? Is there a deadline?

2 MR. WINDHAM:

3 Before the contract expires.

4 MR. CARMODY:

5 Okay. So on the last date of the
6 remaining four years, he has got to have notified --

7 MR. USIE:

8 So on the fourth year, the expiration
9 year, it can be renewed anywhere between July 1st, but
10 no later than December 31st of that expiring year.

11 MR. CARMODY:

12 So six months prior.

13 MR. USIE:

14 Six months prior.

15 MR. CARMODY:

16 Thank you. I just want to make sure
17 that he was aware.

18 MR. JONES:

19 So I'm going to get even further in the
20 weeds. So if the application is filed 2018, so four
21 years will be 2022; is that correct?

22 MR. USIE:

23 It goes by the project ending year.

24 MR. JONES:

25 Okay.



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MR. USIE:

So it would be 2017.

MR. JONES:

2017?

MR. USIE:

December 31st, 2017 was the project
period.

MR. JONES:

So plus four years.

MR. USIE:

Four years.

MR. JONES:

So it will be 2021.

MR. USIE:

Correct.

MR. JONES:

Okay. Good. Thank you.

MR. WINDHAM:

Any further questions?

(No response.)

MR. WINDHAM:

We have a motion on the table and it was
seconded by Dr. Shawn Wilson.

Any further comments from the Board?

SECRETARY PIERSON:



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1 Just be clear to be clear, it's the
2 acceptance of the three applications, and the fourth
3 application by Centric Pipe being restricted by one
4 year.

5 MR. WINDHAM:

6 Correct, that is the motion, noting that
7 Mr. Jones has recused himself from the YCI Methanol One
8 action.

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

11 MR. WINDHAM:

12 All opposed with "nay."
13 (No response.)

14 MR. WINDHAM:

15 Motion carries. Thank you, Mr.
16 Secretary.

17 MR. USIE:

18 Next we have seven post-EEO applications
19 following under 2017 rules, and we do have one that
20 needs to be deferred. That's 20170003, Procter and
21 Gamble Manufacturing Company in Rapides Parish.

22 MR. JONES:

23 So moved.

24 MR. WINDHAM:

25 Motion had been made to defer.



1 Is there a second?
2 By Dr. Woodrow Wilson.
3 All in favor of the deferral, indicate
4 with an "aye."

5 (Several member respond "aye.")

6 MR. WINDHAM:
7 All opposed with "nay".

8 (No response.)

9 MR. WINDHAM:
10 Deferral carries.
11 Please proceed.

12 MR. USIE:
13 20180147, Iris Solar, LLC, Washington
14 Parish; 20181946, K&B Machine Works, LLC, Terrebonne
15 Parish; 20170177, Packing Corporation of America,
16 Beauregard Parish; 20161851, Packaging Corporation of
17 America, Beauregard Parish; 20161623, Packaging
18 Corporation of America, Beauregard Parish; 20180142,
19 Taminco US, LLC in Iberville Parish.

20 MR. WINDHAM:
21 Are there any comments from the public
22 concerning the post-EO applications that are being
23 requested for exemption under the 2017 rules?

24 (No response.)

25 MR. WINDHAM:



1 Questions or comments from the Board?

2 SECRETARY PIERSON:

3 Just to comment, this would be the
4 Board's passage of the programs under the eight-year
5 program, which is five at 100 percent and three at 80.
6 All of these applications have a full complement of
7 their local bodies included in their application
8 process. So the resolutions are all complete with their
9 applications.

10 MR. WINDHAM:

11 Thank you, Mr. Secretary.

12 Mr. Miller.

13 MR. MILLER:

14 On the Packaging Corporation in
15 Beauregard, there's the three and there's no permanent
16 new jobs. Is that the compelling reason for retention?

17 MR. USIE:

18 Yes.

19 MR. MILLER:

20 Thank you.

21 MR. WINDHAM:

22 Any additional questions or comments
23 from the Board members?

24 (No response.)

25 MR. WINDHAM:



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1 Is there a motion to approve?
2 Made by Mr. Miller; seconded by Mr.
3 Moller.

4 All in favor, indicate with an "aye."
5 (Several members respond "aye.")

6 MR. WINDHAM:

7 All opposed with a "nay."
8 (No response.)

9 MR. WINDHAM:

10 Motion carries.
11 Please proceed.

12 MR. USIE:

13 Next we have four post-EO --

14 MR. WINDHAM:

15 Yes, Mr. Briggs.

16 MR. BRIGGS:

17 Mr. Chairman, on Item Number 7, when we
18 move to that section, I have a comment on one of them,
19 if I may.

20 MR. WINDHAM:

21 All right.

22 All right. Mr. Usie, please proceed.

23 MR. USIE:

24 Next we have four post-EO applications
25 under 2018 rules: 20170103, A.O.U.O.P.S., Inc., East



1 Carroll Parish; 20170103A, A.O.U.O.P.S., Inc., East
2 Carroll Parish; 20170254, Exxon Mobil Corporation, East
3 Baton Rouge Parish; 20180145, St. James Solar, LLC, St.
4 James Parish.

5 And the first application, 20170103 for
6 A.O.U.O.P.S. was filed late as well.

7 MR. WINDHAM:

8 All right. So noted.

9 Is there a representative from
10 A.O.U.O.P.S., Inc. with us today?

11 Please step forward and identify
12 yourself.

13 Can you tell us why you were late?

14 Identify yourself, please.

15 MR. SHUMATE:

16 Good morning. I'm Will Shumate. I'm
17 from A.O.U.O.P.S. Inc., East Carroll Parish.

18 I believe the reason that our
19 application was late was due to change in rules. We
20 originally were going to apply under the previous rules,
21 and we decided to apply under the 2018 rules and I would
22 assume that is why our application was late.

23 MR. WINDHAM:

24 So I have to bring an attorney up to
25 answer this one.



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1 MR. SHUMATE:

2 Right.

3 MR. WINDHAM:

4 Please identify yourself.

5 MS. BOURGEOIS:

6 Tam Bourgeois for LED.

7 Just to clarify, was it making your
8 decision as to whether to go under the 2017 or 2018
9 rules?

10 MR. SHUMATE:

11 With advisement from our attorney, yes,
12 ma'am.

13 MR. WINDHAM:

14 I think we may need to defer that one.

15 MR. USIE:

16 It was my understanding that they just
17 were confused about the due date because the application
18 was filed before the new set of rules.

19 MR. SHUMATE:

20 Yes. I don't know about the deadline.
21 All of the paperwork is handled by Josh, my accountant,
22 and everything. He did make me aware of the new set of
23 rules, but, you know, we had already, I guess, filled
24 our application and included.

25 MR. WINDHAM:



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1 Okay. I'd like to entertain a motion to
2 defer this so that staff can look into it a little bit
3 further because I don't definitely want to penalize you,
4 and I know this Board doesn't want to penalize you if
5 it's something that you shouldn't be penalized for.

6 MR. SHUMATE:

7 Right. Certainly, sir. I really
8 appreciate it.

9 MR. WINDHAM:

10 Dr. Woodrow Wilson has made the motion
11 to defer, and seconded by Ms. Malone to defer the first
12 one.

13 Kristen, do you have something to say or
14 add?

15 MS. CHENG:

16 The rules do state that the Board
17 "shall" penalize for a late-filed application, and I
18 believe it was late because they were not aware that an
19 application is due within 90 days of any portion of
20 their project being complete. This is the first phase.
21 As it was complete, they didn't know they had to file an
22 application for the first phase, and they were waiting
23 to file it for the entire project. And at the time we
24 notified them they were already late, so that's why the
25 first phase is filed late.



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1 MR. WINDHAM:

2 Okay. Mr. Jones.

3 MR. JONES:

4 I'm in favor of deferring it. And, I'm
5 sorry, I did not hear your name.

6 MR. SHUMATE:

7 Will, Will Shumate.

8 MR. JONES:

9 Mr. Shumate, we're going to likely defer
10 this to the next meeting. When you come back, would you
11 bring whomever is responsible for filing these so they
12 can speak a little bit more authoritatively as to what
13 was going on inside the company?

14 MR. SHUMATE:

15 Certainly.

16 MR. JONES:

17 We like to hear from the company instead
18 of from the staff because, frankly, that's hearsay. We
19 want to hear what was really going on. And, again, we
20 don't want to penalize unnecessarily, but, at the same
21 time, the rules say what the rules say, and we want to
22 be sure we're walking that line.

23 MR. SHUMATE:

24 Right, correct.

25 MR. JONES:



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1 Thank you very much.

2 MR. SHUMATE:

3 Just to be clear, Mr. Jones, I am part
4 of the company. I have an ownership.

5 MR. JONES:

6 I understand, but you apparently don't
7 understand this issue.

8 MR. SHUMATE:

9 I will have the accountant here for the
10 application.

11 MR. JONES:

12 We need the people here that can answer
13 questions.

14 MR. JONES:

15 Any questions or comments from the Board
16 concerning of the first A.O.U.O.P.S., Inc., Number
17 20170103?

18 (No response.)

19 MR. JONES:

20 All in favor of the deferment, indicate
21 with an "aye."

22 (Several members respond "aye.")

23 MR. WINDHAM:

24 All opposed with a "nay."

25 (No response.)



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MR. WINDHAM:

Motion carries.

Thank you, sir. The first one is deferred.

We're going to take action on the second one.

MR. SHUMATE:

Okay. Thank you, sir.

MR. WINDHAM:

So I have some cards for one of the applications here. Exxon Mobil Corporation.

Mr. Briggs.

MR. BRIGGS:

Yes, I'd like to comment on this real quick.

MR. WINDHAM:

Let me get comments from the public first, and then the Board gets their opportunity.

MR. BRIGGS:

I apologize. I'm a baby member.

MR. WINDHAM:

That's all right.

All right. Is there any questions from the Board members before the public comments?

So first we have Stephanie Cargile.



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1 Please step forward and identify
2 yourself. I have a blue sheet.

3 MS. CARGILE:

4 Hi. I'm Stephanie Cargile with Exxon
5 Mobile. And, Steve, may I bring up our plant manager,
6 Angela Zeringue?

7 MR. WINDHAM:

8 Absolutely.

9 MS. CARGILE:

10 She also had a card in.

11 MR. WINDHAM:

12 Yes.

13 Welcome. Please identify yourself.

14 MS. ZERINGUE:

15 Angela Zeringue. I am the plant manager
16 of the Exxon Mobil Baton Rouge Polyolefins Plant.

17 So the project in front of us today is a
18 potential expansion of our propylene facilities in the
19 Gulf Coast. So I think most of you may have read or
20 heard about what Exxon Mobil is calling a "Growing the
21 Gulf Initiative," so a \$20-million investment of over 10
22 years. This is a part of that.

23 We're in the evaluation stages, hoping
24 to make a funding decision by the end up the year, so
25 today is a very important step for us in terms of the



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1 economic analysis of that investment. If we're able to
2 bring the project to Baton Rouge, it would double the
3 capacity of the existing polypropylene facility in the
4 plant, essentially building a second line with
5 additional capability in terms of polypropylene
6 products, which are, in a myriad of applications, most
7 notably, for this potential new line, it would serve the
8 automotive market in a large part, which allows us to
9 have advanced products that help with fuel efficiency,
10 light-weighting cars and improving safety, et cetera.

11 So we're very excited about the
12 potential. It brings 45 -- according to the
13 application, or consistent with the application, I
14 should say, at least 45 new permanent Exxon Mobil
15 positions at the plant, but in addition to that, there's
16 a minimum of 20 permanent contractor positions that
17 would be needed to serve to support that new facility.

18 MR. WINDHAM:

19 All right. Thank you, Ms. Zeringue.

20 Are there any questions?

21 Mr. Moller.

22 MR. MOLLER:

23 I guess you kind of answered my
24 question, but the application says 45 new permanent
25 jobs. The advanced notice talks about 40 estimated new



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1 jobs, and then in the explanation, it talks about 60 new
2 local jobs, and so the discrepancy has to do with the
3 permanent Exxon jobs versus the contractor jobs?

4 MS. ZERINGUE:

5 Correct. So let me clarify. There's
6 permanent positions to run the facility once it would
7 start up, which we would hope we would have in place by
8 the middle of 2021, and that's the 65, 45 minimum Exxon
9 Mobil and 20 contract. And then during peak
10 construction, there's 600 construction jobs, which is
11 also noted on that application.

12 MR. MOLLER:

13 Right.

14 MR. WINDHAM:

15 Thank you, Mr. Moller.

16 Any there any other questions or
17 comments from the Board members?

18 SECRETARY PIERSON:

19 Mr. Briggs wants to speak, and then I'll
20 ask to make some comments as well.

21 MR. WINDHAM:

22 Mr. Briggs.

23 MR. BRIGGS:

24 Yes. This is a project that gives and
25 keeps on giving. It's one of those that will give for



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1 many decades. We're in such competition with our states
2 to the west of us and some to the east of us, and this
3 is the kind of project that gives and it does so much.

4 Yes, it's a big job for Mr. Secretary
5 and all of your key members to have the local people
6 informed, and, you know, governments, and they all need
7 to be a part of the project.

8 Thank you.

9 MR. WINDHAM:

10 Thank you, Mr. Briggs.

11 Mr. Secretary.

12 SECRETARY PIERSON:

13 I just want to make some comments
14 relative to the project and also some instructive
15 comments just as the Board moves forward.

16 As you see, this is a request under the
17 2018 rules, which means that the change has occurred, is
18 now effective, that your approval of this project will
19 place it with a 10-year exemption at 80 percent. So on
20 day one, this plant will begin to contribute to the
21 local community through the millages collected, and that
22 was a decision that I applaud because Exxon chose to
23 move forward in that fashion.

24 Certainly the Governor's in support of
25 this project. We understand the magnitude of what



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1 Mr. Briggs points out. Certainly we know that the
2 numbers that you talked about, Mr. Moller, you made a
3 good point, and I think it's also got some instructive
4 elements to it. Our advanced notifications are always
5 estimates. So when that number changed, it changed on
6 Exhibit A, which is now attached formally and is the
7 formal commitment to the community and the state, so
8 that's what now we see as the commitment that's listed
9 on your list.

10 So you are correct to point that out.
11 My point is simply to say that that was one of the areas
12 that we sought to improve is that if you see the
13 advanced notification online, certainly it is the
14 thought and the best thinking available by the company
15 of a proposed project of what they will do, but when
16 Exhibit A comes before you, is the full commitment and
17 carries that as a performance objective going forward.

18 So thank you to our Exxon colleagues for
19 the confidence to reinvest in our state. We know that
20 we are still in a competition. This is what's called a
21 front-end contract with the Board given that it gets
22 local approval, and once that front-end contract is in
23 place, it gives us the opportunity to represent this tax
24 abatement formally to the corporation. Without that, it
25 remains as a zero in the matrix under consideration and



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1 allows distinct advantages to states that would also
2 like to receive this type of investment.

3 So appreciate your opportunity just to
4 give you some overview and understanding of one of the
5 first applications to be considered by the Board under
6 the 2018 rules, which became effective on the 20th of
7 August.

8 MR. WINDHAM:

9 Thank you, Mr. Secretary.

10 So this puts us in the position to
11 secure the operation should this Board and the state and
12 the locals support the project?

13 SECRETARY PIERSON:

14 Yes. By the terms of the rules, this
15 will now be noticed to the assessor, the school board,
16 the parish commission and the sheriff. Their responses
17 to that will then be noted, and a final and formal
18 decision will be rendered. And that decision is what
19 Exxon will, I presume, represent to their board of
20 directors.

21 MS. ZERINGUE:

22 That is correct. Our preliminary
23 meetings start in October, so today is step one toward
24 being able to have an answer of what we'll include in
25 the economic analysis.



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1 MR. WINDHAM:

2 All right. Thank you, Mr. Secretary.

3 Mr. Slone.

4 MR. SLONE:

5 So, yes, I would like to thank my new
6 colleague over there, Mr. Briggs, for his comments, and
7 being a newbie, I've been there before. It's okay,
8 brother. We'll talk you through it.

9 But, also, Secretary's comments. The
10 thing that is important to me is I grew up in North
11 Baton Rouge, and to know that this project is in North
12 Baton Rouge and some of the other things that Exxon
13 Mobil is doing in North Baton Rouge as corporate
14 citizens, one in particular is their resource center,
15 Small Business Resource Center. We know that if we
16 drive down Scenic Highway, it's sort of desolate next to
17 your facility, but to put some folks and some investment
18 into the community with reference to getting small
19 businesses up and running.

20 The training program that's in North
21 Baton Rouge for the skilled labor that's going to be
22 needed not only for your facility, but other surrounding
23 facilities, is important.

24 I just want to highlight the fact that
25 there's great value to what you're bringing to the table



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1 as well as increased investment, as the Secretary
2 mentioned. And I kind of like your process where you're
3 putting this whole thing through several hoops, if you
4 will, and giving us an opportunity to, as the community,
5 hear from you throughout, because it's my understanding
6 that you've had some meetings over, what, probably a
7 year and a half.

8 MS. ZERINGUE:

9 Correct.

10 MR. SLONE:

11 And the heads have been nodding yes,
12 this is great, but north Baton Rouge needs this, and I'm
13 telling you that. My charge to you is that there's
14 going to be a need for some hand holding. Folks are not
15 used to things such as this, and we have to encourage
16 and get people to the table to apply for the jobs, to go
17 through the training. So whatever you can do to add
18 additional resources to ensure that we've got some case
19 management, if you will, that's probably the best way I
20 can present that, because North Baton Rouge needs it.
21 So I applaud your efforts in this project.

22 MS. CARGILE:

23 Thank you.

24 MR. WINDHAM:

25 Thank you, Mr. Slone.



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1 Senator Chabert.

2 MR. CHABERT:

3 Thank you, Mr. Chairman.

4 You had alluded to permanent independent
5 subcontractors that are going to be involved in the
6 operations. Can you repeat those numbers?

7 MS. ZERINGUE:

8 Yes. So a minimum of 20 additional
9 long-term positions, permanent positions, which will be
10 contractors primarily in the packaging area of the
11 facility.

12 MR. CHABERT:

13 And you're estimating increase obviously
14 with a plant expansion of services that may already be
15 provided to the plant currently with the subs and --

16 MS. ZERINGUE:

17 It's similar. Yes, it's similar.

18 MR. CHABERT:

19 Because that's, often in this Board, and
20 even in the legislature, we focus on direct and indirect
21 jobs, and sometimes that's sort of a big guy, little
22 guy.

23 MS. ZERINGUE:

24 Yeah.

25 MR. CHABERT:



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1 I'm 5'10", 5'9", so --

2 MS. ZERINGUE:

3 We don't want to talk about how tall I
4 am.

5 MR. CHABERT:

6 I like the medium-sized guy, and I say
7 all the time, you know, Exxon being one of the plants
8 along the river, one of the examples where the big guy
9 really does have a presence in the state, permanent
10 presence.

11 Quite often people mistake that as
12 thinking that Louisiana is an oil and gas state, when in
13 reality we are a oil and gas service state, and the
14 overwhelming majority of the companies in this state are
15 those folks in the middle that are providing the
16 services, whether it's the shipyard, constructing
17 something or, we just talked about, Representative
18 Carmody and I, about machine shop and how much that
19 plays into the economy. So while we may not see the ROI
20 reflected directly here; all right, we're going to see
21 it in those 60 and \$70,000 jobs that are going to
22 increase due to an investment in this size.

23 So I hope we're successful. I do think
24 this is a positive step for the state.

25 MS. ZERINGUE:



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1 Appreciate the support. And that's a
2 really good point. The 20 is obviously within the fence
3 line. You're speaking to the indirect jobs throughout
4 the community, and a 10-to-1-type ratio is what the
5 studies show for your industry, so...

6 MR. WINDHAM:

7 Thank you, Senator.

8 Representative Carmody.

9 MR. CARMODY:

10 And one last question for Secretary,
11 that is that the 80 percent reduction -- or, excuse me,
12 the 80 percent over a 10-year period, that should place
13 us hopefully in at least some sort of competitive
14 advantage with our surrounding Gulf Coast states, or at
15 least right there in about what they are offering, so
16 that the Exxon Mobils of the world can evaluate what
17 benefits they get by coming to the Pelican State versus
18 going somewhere else.

19 SECRETARY PIERSON:

20 That's correct. And the new program was
21 designed to help us get a faster response providing more
22 certainty to the companies, and that can occur. And at
23 the 80 percent abatement, we are not number one, but we
24 remain in a very competitive position.

25 MR. CARMODY:



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1 Excellent. I just want to make sure.
2 Thank you.

3 MR. WINDHAM:

4 Thank you, Representative.

5 Mr. Miller.

6 MR. MILLER:

7 Just to be very, very clear, Exxon is
8 still competing within Exxon to have this plant built in
9 Baton Rouge; correct?

10 MS. ZERINGUE:

11 Correct.

12 MR. MILLER:

13 And there's not just one other
14 competitor inside of Exxon, there's multiple competitors
15 within Exxon?

16 MS. ZERINGUE:

17 That is correct, and the analysis will
18 look at all factors, this being one of them, in terms of
19 what is the optimal investment to grow our polypropylene
20 production.

21 MR. MILLER:

22 Thank you very much.

23 If it's appropriate, I would like to
24 make a motion that we move this.

25 MR. WINDHAM:



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1 All three of them?

2 MR. MILLER:

3 Yes.

4 MR. WINDHAM:

5 Yes, it is appropriate to make a motion.

6 Is there a second?

7 Seconded by Mr. Slone.

8 Are there any other questions from the
9 Board?

10 I have some other cards, though. Don't
11 get lost yet.

12 Okay. Are there any other comments or
13 questions from the Board for Ms. Zeringue or Ms.
14 Cargile?

15 (No response.)

16 MR. WINDHAM:

17 Thank you.

18 MS. ZERINGUE:

19 Thank you.

20 MR. WINDHAM:

21 And we are definitely in support of your
22 project. Louisiana is the place to do this project, and
23 we hope this is a good indicator to you as well as to
24 our communities that we support this project.

25 MS. ZERINGUE:



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1 Appreciate that support. Thank you.

2 MR. WINDHAM:

3 Thank you.

4 MR. WINDHAM:

5 Next I have Mr. Rick Kearny.

6 Please step forward and identify

7 yourself.

8 MR. KEARNY:

9 It may take a while.

10 MR. WINDHAM:

11 You want me to put you in the cue while

12 I have another person come up?

13 MR. KEARNY:

14 No.

15 MR. WINDHAM:

16 Okay.

17 MR. KEARNY:

18 Good morning. My name is Rick Kearny,

19 and I'm the 2018 Chair for the Baton Rouge Area Chamber,

20 and I just wanted to come and heartily endorse the

21 application for Exxon for the ITEP.

22 Exxon has been a great corporate partner

23 in Baton Rouge. It's grown along with Baton Rouge. My

24 dad worked for Exxon for 40 years, so I'm well aware of

25 the economic impact it has with direct jobs. And then



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1 if you look at, as they pointed out, auxiliary companies
2 who service Exxon, we've got some very large,
3 high-employed companies that owe at least a part of
4 their success to Exxon. So, you know, I certainly
5 endorse it from that aspect.

6 I'm also on several charitable boards,
7 the Salvation Army, I've been on the Food Bank Board,
8 and I've seen the impact also that Exxon has on that.
9 So I certainly want to encourage the approval of it. I
10 think it's important to upgrade facilities and add
11 facilities to stay efficient. So I appreciate your, you
12 know, your positive vote. Thank you.

13 MR. WINDHAM:

14 Thank you, Mr. Kearny.

15 Are there any questions for Mr. Kearny
16 from the Board members?

17 (No response.)

18 MR. WINDHAM:

19 All right. Thank you, sir.

20 Next we have Ms. Joyce James.

21 Please come forward and identify
22 yourself.

23 Mr. Saizan just joined us.

24 MS. JAMES:

25 Good morning. How is everyone?



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1 MR. WINDHAM:

2 Good morning. Doing well.

3 MS. JAMES:

4 My name is Joyce James, and I serve as
5 the Director of Good Work Network, SBA Women's Business
6 Center. We're located in New Orleans and in Baton
7 Rouge. And to be accurate, I'd like to kind of read
8 from my statement this morning because I'm going to give
9 you some numbers and I want to be accurate. Okay?

10 MR. WINDHAM:

11 All right.

12 MS. JAMES:

13 Okay. So we were founded in 2001 to
14 serve as catalysts for the minority and women-owned
15 businesses, and that success -- through that success, we
16 target our work through coaching, technical assistance
17 and training, and our client base is 86 percent minority
18 and 67 percent female. We've helped to launch and
19 strengthen more than 2,000 women, minority-owned
20 businesses, thus creating and sustaining more than 5,000
21 jobs.

22 In 2010, we launched Connect Works.
23 Connect Works was launched to assist qualified minority
24 and women-owned businesses in securing contract
25 opportunities, and since participating in our Connect



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1 Works Program, the small businesses have reported over
2 200 contracts awarded totalling over 60-million in
3 value.

4 We know how important this kind of
5 economic development project is to small businesses we
6 work with. Many of the contractors, vendors and service
7 suppliers in our community depend on manufacturing
8 industry, which drives so much of our local economy.

9 I ask that you support this project and
10 those like it to improve the economic opportunities for
11 the small businesses we serve. So I thank you for
12 supporting Exxon in this application.

13 MR. WINDHAM:

14 Thank you, Ms. James.

15 Does any of the Board members have any
16 questions for Ms. James?

17 (No response.)

18 MR. WINDHAM:

19 Thank you for your comments.

20 MS. JAMES:

21 All right. Thank you.

22 MR. WINDHAM:

23 Next we have Mr. John Overton.

24 MR. OVERTON:

25 Good morning. I'm John Overton. I want



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1 to voice support for this project from -- I'm a small
2 business owner, and Exxon is not a client, but many of
3 my clients are small businesses that serve companies
4 like Exxon or serve companies that have Exxon as their
5 client.

6 The other indirect benefits are family
7 members of people who work at Exxon that Exxon brings
8 into our community, children of people who, like Rick
9 Kearny, a child of an Exxon employee for 40 years,
10 spouses. These are all great assets to our company, and
11 when we -- and to our community. When we bring in that
12 type of investment, it brings in a whole lot -- the
13 "drag" is what we call it. It's awesome dragging. It's
14 the type of thing that, sure, I'd love to have Exxon as
15 a client, but I would -- the great fit for me are
16 companies that are stable and strong that serve
17 companies like Exxon and bring with them family members
18 that also invest in our community.

19 So just short and sweet, support from
20 the small business community, and we're grateful that
21 they're looking at us.

22 MR. WINDHAM:

23 Thank you.

24 Are there any questions from the Board
25 members for Mr. Overton?



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1 (No response.)

2 MR. WINDHAM:

3 Thank you, sir.

4 Last blue card that I have, it's from
5 Adam Knapp.

6 Please step forward and identify
7 yourself.

8 MR. KNAPP:

9 Thank you, Mr. Windham. Adam Knapp.
10 I'm the President and CEO of the Baton Rouge Area
11 Chamber. It's a pleasure to be here today.

12 As you've heard from a lot of folks,
13 this is an important project for our region. BRAC is
14 the regional economic development organization for the
15 nine parish area, and also we work under contract with
16 East Baton Rouge on economic development work.

17 I convey to you the Mayor President's
18 support for this project. She has sent her
19 communication to the company that she is also in support
20 of the project, joining Governor Edwards for his support
21 of the project.

22 A few points that haven't been brought
23 about. I think it's important to note that Exxon came
24 to Baton Rouge 110 years ago, almost 110 years ago, and
25 really helped define the economy of the State of



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1 Louisiana and the capital region of the State of
2 Louisiana, and you can look across the ecosystem, that
3 the supply chain around Exxon, and see what 110 years of
4 having an incredible driver like Exxon in our economy
5 has done and the ripple effects of the companies that it
6 has created that have been around for just about as long
7 as Exxon has creating jobs and creating economies of
8 their businesses in other states as they have grown from
9 the bases of that company.

10 This represents probably the largest
11 investment that Exxon has made in Louisiana and in Baton
12 Rouge in well over a decade, possibly well longer than
13 that. These are hard projects to go after and secure.
14 We know that, having seen this for many years, how
15 difficult it is to have major corporations that have
16 been here for many years continue to make major
17 investments in your community.

18 In many ways, it's also a poster child,
19 I think, for the new ITEP rules to show that this is a
20 project we want to compete for and win. It creates new
21 jobs in our community, creates spin-off effects, "drag,"
22 as Mr. Overton described it, and those are things we
23 want to continue to be competitive for.

24 As you heard from Ms. Zeringue, we see
25 many opportunities for future investments in a company



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1 that seeks to make great investments across the Gulf
2 Coast of the United States because of the great climate
3 that we have for energy in America right now, and we
4 don't want to put ourselves at a disadvantage to loose
5 out that the Capital Region or Louisiana can compete for
6 these kinds of projects.

7 And I'll just echo what you've already
8 heard. Exxon has continued to be a great corporate
9 citizen across non-profits, across communities in which
10 they operate, investments in training, investments in
11 our citizens to get them access to the jobs and the
12 careers that this will be creating.

13 Thank you for your consideration.

14 MR. WINDHAM:

15 Are there any questions for Mr. Knapp?

16 (No response.)

17 MR. WINDHAM:

18 Thank you, Mr. Knapp.

19 Are there any other comments from the
20 attendees of the public?

21 I have one comment.

22 Please step forward and identify
23 yourself.

24 MR. JACOBS:

25 Good morning. My name is Rinaldi



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1 Jacobs. I'm the Executive Director of the Baton Rouge
2 North Economic Development District.

3 We have a direct impact and input with
4 Exxon Mobil and its effects on North Baton Rouge. As
5 we're going through a new renaissance in North Baton
6 Rouge, in not just industrial development, but job
7 training, focus, getting people to come back to North
8 Baton Rouge, as Mr. Slone has always alluded to. We
9 want to make sure that this body understands the
10 importance of not just of Exxon and the simple job
11 creation, but the multiplier effect of jobs that it
12 provides in North Baton Rouge. But not only that, Exxon
13 has committed a sin in this community. I always tease
14 them that their sin is they don't talk enough about all
15 of the good things that they do in the community. Our
16 organization, Baton Rouge North Economic Development
17 District, has benefitted directly with our relationship
18 with Exxon, and it helps small business owners as well.

19 These small business owners in North
20 Baton Rouge, while they may not always directly have
21 business with Exxon, they certainly benefit from the
22 multiplier effect. The only way that we're going to
23 cure the poverty of North Baton Rouge is with employment
24 and investment. Period. Point blank. Simple. So
25 let's not make this situation very complicated. Many of



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1 us live, work, worship, send our kids to public schools,
2 as I did, in North Baton Rouge, and I hope that my sons
3 will send their children to school, as we are doing, in
4 North Baton Rouge.

5 So Exxon has been a part of the STEM
6 Program and many, many, many things, and we just hope to
7 reform them to make them tell more about what they're
8 doing in the community. The great American comedian
9 Will Rogers said, "It ain't bragging if you can do it."
10 Exxon is doing it, so we're here to brag on their
11 involvement in North Baton Rouge.

12 Thank you very much.

13 MR. WINDHAM:

14 Are there any questions for Mr. Jacobs?

15 (No response.)

16 MR. WINDHAM:

17 Thank you.

18 All right. Are there any other comments
19 from the public?

20 (No response.)

21 MR. WINDHAM:

22 Any other questions or comments from the
23 Board members?

24 MR. JONES:

25 Mr. Chairman, before we vote, is there



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1 somebody here from St. James Solar, please?

2 MR. WINDHAM:

3 Please step forward and identify
4 yourself.

5 Identify yourself.

6 MR. GROBERG:

7 I'm David Groberg with Sunchase Power,
8 owners of St. James Solar.

9 MR. FERGUSON:

10 Will Ferguson with Sunchase Power.

11 MR. LEONARD:

12 Jimmy Leonard with Advantous Consulting.

13 MR. JONES:

14 In deference to Senator Chabert's
15 comments about being the middle guy, it's tough being
16 the \$30-million project when you've got Exxon on the
17 agenda, and I just wanted to say that there are
18 communities in this state that if someone came and
19 announced a \$30-million project, they name streets after
20 you. So I didn't want you to feel as though you were
21 being ignored, which we thank you. We appreciate your
22 investment in St. James Parish as well.

23 MR. FERGUSON:

24 Thank you very much. We appreciate your
25 support.



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MR. GROBERG:

Thank you very much. We definitely appreciate it.

MR. WINDHAM:

Any other comments?

MR. JONES:

Scared you, didn't it?

MR. WINDHAM:

Mr. Jones, I was going to point that out that we're not just -- this is not just an Exxon show.

All right. So we do have a motion on the floor with a proper second for the approval of three Industrial Tax Exemptions under the 2018 rules.

Any other comments from the Board members?

(No response.)

MR. WINDHAM:

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. Zeringue, go back and tell corporate



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1 that we want this project. This Board is in full
2 support of it, and if you need the body to do anything
3 as you work your way through the process, if you'll let
4 me know, I will get all of these individuals on your
5 side.

6 All right. Mr. Secretary, you got a
7 question or comment?

8 SECRETARY PIERSON:

9 No.

10 MR. WINDHAM:

11 Please proceed, Mr. Usie.

12 MR. USIE:

13 Next we have 43 renewals, one which
14 requested withdrawal is 20140 --

15 MR. WINDHAM:

16 Let me ask this: First all of, these
17 renewals were timely filed?

18 MR. USIE:

19 Timely-filed renewals.

20 MR. WINDHAM:

21 They're all in compliance with
22 everything that they're supposed to be, they're strictly
23 renewals. I believe someone may have had a question
24 about the renewal process that was with us today in
25 the -- from the public.



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1 (No response.)

2 MR. WINDHAM:

3 No? So I would be willing to entertain
4 a -- oh, we have one that's withdrawn?

5 MR. USIE:

6 I have one that needs to be withdrawn.

7 MR. WINDHAM:

8 Oh, I'm sorry.

9 MR. USIE:

10 It's the 20140505, Bradken, Inc. in
11 Tangipahoa.

12 MR. CARMODY:

13 So moved to withdraw.

14 MR. WINDHAM:

15 All right. Motion has been made for
16 deferral or to withdraw -- withdrawn. So it doesn't
17 need a motion.

18 With that one, y'all, is there a motion
19 to approve these in globo?

20 Made by Dr. Wilson; seconded by Mr.
21 Slone.

22 Any comments or questions from the Board
23 concerning the in globo approval of these renewals?

24 (No response.)

25 MR. WINDHAM:



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1 All in favor, indicate with an "aye."
2 (Several members respond "aye.")

3 MR. WINDHAM:

4 All opposed with a "nay."
5 (No response.)

6 MR. WINDHAM:

7 Motion carries.

8 MR. CARMODY:

9 Mr. Chairman, I think this might be the
10 appropriate time that I could ask the Secretary to help
11 me.

12 Members, I think, for those of you that
13 came on the Board with the new administration, each of
14 us received a report that showed the total value of the
15 tax exemptions that the State of Louisiana had given
16 broken out by the 64 parishes. And what I had asked the
17 Secretary to hopefully discuss right now would be access
18 to that information so that each of us that live in our
19 individual parishes, mine Caddo, that I could pull the
20 information up and hopefully for 2017, I would think
21 would be the last year, to be able to access that
22 information and see what my governmental entities have
23 given away in exemptions total against the parish.

24 SECRETARY PIERSON:

25 Invested in the --



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1 MR. CARMODY:

2 I'm sorry. Invested. That's a better
3 way to put it.

4 SECRETARY PIERSON:

5 I thank you for that opportunity.

6 Clearly we have additional education
7 support to conduct, and I'm very pleased and proud of
8 where we are as a agency, Louisiana Economic
9 Development, in that lane of transparency. For a number
10 of years now, and I appreciate that it's more maybe
11 widely known in the economic development community,
12 where practitioners were out there across our state, our
13 regional organizations, and, also, as you see,
14 representing some of the companies that outsource their
15 documentation to various consulting firms. They do a
16 great job and act as facilitators to move a high volume
17 of paperwork through the system that comes to you after
18 it's been formally vetted and all of the legal elements
19 are present, and we're proud of the quality that we
20 produce and bring here.

21 To see these documents, for many years,
22 we have a segment of the Louisiana website where you
23 click on the "Incentives" tab and go to "Fastlane."
24 Now, when you first see this screen, it may intimidate
25 you because it asks you to sign in. You only really



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1 have to sign in for certain kinds of information. You
2 just click on that screen, and you will next see a
3 search window and you can search in any parish with the
4 various programs. And as practitioners, this is
5 something that we do commonly. I may be invited to a
6 speaking engagement in Northeast Louisiana, so I'll go
7 to Ouachita and click "Advanced Notifications" or
8 "Contracts," and they will come up. And they're very
9 readily visible, and there's great ways to do that.

10 In a continuing effort to take the
11 department towards paperless status, which will also
12 allow for faster approvals as things move from Louisiana
13 Economic Development perhaps over to the Division of
14 Administration and go through certain acknowledgements
15 that we have to have in the state, we have invested to
16 bring around a Fastlane 2.0. We call it "NextGen," Next
17 Generation, internally. We have had some comments from
18 our practitioner audience. Certainly there's a small
19 learning curve that's associated with any changeups, and
20 we're doing a soft opening in that we wanted this
21 interaction with the folks that typically use Fastlane
22 now so that if there were any bugs, we could discover
23 those and correct those before we do a major
24 announcement about our rollout. But it is ready and
25 available, and I look forward to the opportunity.



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1 I've instructed our Business and
2 Incentive staff to get ready to move around the state to
3 our eight regions and conduct educational seminars that
4 demonstrate these fantastic features that are part of
5 this upgraded software program. And certainly we'll, I
6 think as you've pointed out, it's very important that
7 our elected officials also know or their staff know how
8 to access this kind of information.

9 Very powerful tool. Very appropriate to
10 have the public transparency around these projects.
11 We're proud of these projects. They are doing what we
12 look for them to do, and that is to build a vibrant
13 economy in our state. So we look forward to working
14 with you. Certainly we can do one-on-one. I want to
15 make this opportunity available to the Board members
16 here as well. You govern these contracts and
17 engagements, so very important that if you have any
18 questions, you could immediately go to this location and
19 get answers.

20 That doesn't take it off the table that
21 the staff will also be responsive to you and your
22 inquiries. We'll generate the requested documents any
23 time, but just knowing that for you or members of the
24 public that have an interest in looking at this
25 information, it's all very readily available and



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1 transparent.

2 MR. CARMODY:

3 Thank you. My point to the Secretary
4 was that education certainly is power, and now that
5 we're empowering the local officials to be able to
6 discern if they want to proceed this way, the more they
7 understand all of the different facets of the equation
8 of getting the work done.

9 Thank you, sir.

10 MR. WINDHAM:

11 Mr. Secretary, correct me if I'm wrong,
12 I believe the staff will be doing webinars in the
13 future? You know, if I'm jumping ahead --

14 SECRETARY PIERSON:

15 No, you're correct. We're going to
16 design a layered approach where if you missed a seminar
17 that we conduct in your region, there's still one way
18 that you can get the training. That will be through a
19 webinar.

20 Already posted with us are a set of
21 instructions designed to be very simple and very
22 helpful. So we're doing our very best to not hide this
23 information, but to make it readily available,
24 user-friendly and comprehensive.

25 MR. WINDHAM:



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1 I assume those webinars will be
2 available for everyone, including the public, everyone?

3 SECRETARY PIERSON:

4 Exactly. And we'll be announcing that
5 in the near future.

6 MR. WINDHAM:

7 All right. Thank you, Mr. Secretary.

8 All right. With that divergence, we now
9 have renewals.

10 MR. USIE:

11 Late renewals.

12 MR. WINDHAM:

13 Late renewals. I'm sorry.

14 MR. USIE:

15 We have 12 late renewals, one which
16 requested to be deferred, 20120511, Weatherford U.S.,
17 LP, Lafayette Parish.

18 MR. WINDHAM:

19 Is there a motion for the deferral?

20 So motioned by Secretary Shawn Wilson;
21 seconded by Mr. Slone.

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

23 (Several members respond "aye.")

24 MR. WINDHAM:

25 All opposed with a "nay."



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1 (No response.)

2 MR. WINDHAM:

3 Deferral is approved.

4 MR. USIE:

5 20130167, Boise Packaging & Newsprint,
6 LLC, Beauregard Parish, initial contract expiration,
7 December 31st, 2017, renewal request date August 2nd,
8 2018; 20130640, Boise Packaging & Newsprint, LLC,
9 Beauregard Parish, initial contract expirations
10 12/31/17, renewal request August 2nd, 2018; 20130641,
11 Boise Packaging & Newsprint, LLC, Beauregard Parish,
12 contract initial expiration date 12/31/2017, renewal
13 request date August 2nd, 2018; 20130642, Boise Packaging
14 & Newsprint, LLC, Beauregard Parish, initial contract
15 expiration 12/31/2017, renewal request date August 2nd,
16 2018.

17 MR. WINDHAM:

18 Is there a representative from Boise
19 Packaging & Newsprint with us today?

20 (No response.)

21 MR. WINDHAM:

22 I repeat, is there a representative from
23 Boise Packing & Newsprint, LLC with us?

24 (No response.)

25 MR. WINDHAM:



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1 Mr. Jones.

2 MR. JONES:

3 I move to deny the request for renewal.

4 DR. S. WILSON:

5 Question.

6 MR. WINDHAM:

7 Dr. Wilson.

8 DR. S. WILSON:

9 Not taking issue with the motion, just a
10 procedural question. With these late renewals, are they
11 communicated to be here or is there an expectation that
12 when they submit it that they show up?

13 MR. WINDHAM:

14 Mr. Usie.

15 MR. USIE:

16 Yes, they are -- we give notification
17 that the application will be presented to the Board and
18 will be discussed with the companies. We also let them
19 know it's important for them to attend if there's any
20 questions.

21 DR. S. WILSON:

22 Is this an end-all and be-all for
23 somebody who's submitting a renewal? Is this their only
24 opportunity to have a renewal? Can they come back and
25 ask again if I vote to support the motion to --



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MR. USIE:

You can defer it.

MR. S. WILSON:

Defer?

MR. WINDHAM:

Yes.

Mr. Slone.

MR. SLONE:

So, Mr. Jones, you were saying deny?

MR. JONES:

Yes. I'm actually moving to deny, and just so for those who may be new to the game, a late renewal is -- there are reasons for late renewals and, but this, what we've attempted to do on this Board is help people understand that, especially the ITEP exemption, is what we perceive to be a very valuable benefit the state is giving, and there are certainly reasons for being late, but when, A, it is late, and, B, the company has been notified of this meeting, and, C, they've chosen not to be here to explain why it's late, it's very difficult for at least this member of the Board to grant a lot of grace and mercy when they had every opportunity to, A, do it right, and, B, come explain why they didn't.

So with that said, that's where at least



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1 this Board member stands.

2 MR. WINDHAM:

3 Mr. Secretary.

4 SECRETARY PIERSON:

5 I have a question for the staff.

6 Are their tax applications being handled
7 by a consulting firm or have they taken it internal to
8 their corporation?

9 MR. USIE:

10 It's internal. And, also, if it is
11 denied today, they also have an opportunity to appeal
12 the denial at the next Board meeting.

13 MR. WINDHAM:

14 Dr. Wilson.

15 DR. S. WILSON:

16 I support his comments. I was just
17 asking for clarification.

18 MR. WINDHAM:

19 Not a problem. We welcome all
20 questions, sometimes ad nauseam.

21 Dr. Woodrow Wilson.

22 DR. W. WILSON:

23 I think you need a second; right?

24 MR. WINDHAM:

25 We do need a second.



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1 DR. W. WILSON:

2 Second.

3 MR. WINDHAM:

4 All right. Motion has been seconded.

5 All right. Mr. Miller.

6 MR. MILLER:

7 Has Boise Packaging & Newsprint had any
8 renewals under this Board? Would you know that?

9 MR. USIE:

10 I don't believe so. They had their new
11 application with their PCA Corporation. It's possible
12 they just left and thought that they were done once that
13 new application went through and someone was here. I
14 can't confirm that.

15 MR. WINDHAM:

16 They did have someone here?

17 MR. MILLER:

18 In this world, it's pretty known that
19 this is the action that we take. I was just -- okay.
20 Thank you.

21 MR. WINDHAM:

22 Any other questions or comments from the
23 Board?

24 (No response.)

25 MR. WINDHAM:



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1 There's a motion on the floor with a
2 proper second.

3 Representative Carmody.

4 MR. CARMODY:

5 I certainly agree with the firing a shot
6 across the bow to anybody that does not come before this
7 body when they're asking for our consideration. That
8 being said, I just wanted to clarify, it seems like in
9 the past that what we've done is when they were late
10 like this, we would penalize a business one-year penalty
11 on that renewal, and I would think that maybe under
12 appeal, I would be amenable to consider that, but I
13 think today we send a signal as the Board that this type
14 of failure to comply with the request is not going to be
15 tolerated.

16 MR. WINDHAM:

17 That is correct.

18 Mr. Jones.

19 MR. JONES:

20 One reason, frankly, for my motion is
21 that I think our standard is one year per one month
22 late, and they're eight months late. That would be
23 eight years get knocked off the exemption, for all
24 intents and purposes.

25 MR. WINDHAM:



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1 So noted.
2 All right. Motion on the floor.
3 Any other comments from the public?
4 (No response.)

5 MR. WINDHAM:
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 Boise Cascade (sic) is denied.

13 MR. USIE:
14 Next is 20081221, Centric Pipe, LLC,
15 Bossier Parish, initial contract expiration 12/31 of
16 2015, renewal request date 5/15 of 2018; 20081221A,
17 Centric Pipe, LLC, Bossier Parish, initial contract
18 expiration 12/31 of 2016 and renewal request date May
19 15th, 2018.

20 MR. WINDHAM:
21 Is there a representative from Centric
22 Pipe with us today?

23 Please step forward and identify
24 yourself. Speak slowly for me.

25 MR. LONG:



1 Hi. I'm Jack Long. I'm from Centric
2 Pipe.

3 The reason for those contracts that are
4 late is because, like I explained before, we bought
5 Northwest Piping in 2014, and then we continue operation
6 now Centric Pipe, but it was Northwest Pipe. And at
7 that time, we basically -- we kind transferred these two
8 contracts from Northwest Pipe into Centric Pipe name.
9 And then after that, the company outsourced the property
10 tax services using the CPA firm, and then the CPA firm
11 did not renew it for us and the company didn't know.
12 And now I found out that those contracts, I talked with
13 Hud and they said nobody's renewed it, and now I want to
14 renew those contracts.

15 MR. WINDHAM:

16 All right. Thank you, Mr. Jack.

17 Are there any questions from the Board
18 members concerning this late renewal?

19 MR. MOLLER:

20 So just a question. So your exemption
21 that expired three and a half years ago, have you been
22 paying property taxes in those three and a half years?

23 MR. USIE:

24 They have not. I can answer. We got
25 with the assessor and I had -- the company spoke with



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1 the parish assessor and we got it in writing that
2 confirmed that no taxes have been paid since that
3 expiration date for both contracts.

4 MR. MOLLER:

5 Okay. So if we do, let's say, a
6 three-year penalty, does that mean there's going to be
7 an effort to collect those property taxes that they
8 should have been paying because they didn't have an
9 exemption?

10 MR. USIE:

11 I don't believe so. That would be with
12 the assessor.

13 MR. MOLLER:

14 Well, this is \$150,000 a year in
15 property taxes that they should have been paying because
16 there's no exemption in place. I mean, that seems like
17 it would pay for a lot of school teachers and municipal
18 employees in Bossier Parish. I mean, how do we get that
19 money back?

20 MS. CHENG:

21 The tax assessor can go back up to three
22 years to collect taxes.

23 MR. MOLLER:

24 It's up to local tax assessor to decide
25 whether they want to recover the money that Bossier



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1 Parish is owed?

2 MS. CHENG:

3 Yes.

4 MR. MOLLER:

5 Okay.

6 MR. LONG:

7 Well, I want clarify that. I look at
8 the paperwork of the CPA firm. They use a different
9 approach. They use a customizer, which is customized to
10 only capture what we have, but that number match with
11 the separate contracts.

12 MR. WINDHAM:

13 Mr. Jones.

14 MR. JONES:

15 Is the CPA firm still working for you?

16 MR. LONG:

17 No.

18 MR. JONES:

19 Good.

20 MR. LONG:

21 We decided to do it ourself.

22 MR. WINDHAM:

23 All right. So everyone understands
24 where we are, they have two contracts. One is three
25 years late.



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MR. MOLLER:

Three and a half.

MR. WINDHAM:

So basically they would lose four years.
So there could be one more year under exemption for one
of them.

MR. JONES:

Mr. Chairman, again, if you look up at
the top of the page, apparently our standard has been we
reduce by one year for each calendar month that it's
late.

MS. CHENG:

That's a "may" in the rules.

MR. JONES:

I understand.

MS. CHENG:

But then typically at the last meetings
y'all --

MR. JONES:

That's what been done.

MS. CHENG:

No. Y'all have been reducing by a year
for every year or portion of a year.

MR. JONES:

Got it.



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MR. WINDHAM:

That's how we've been treating it. For each year that they're late, they've been reduced by a year.

MR. JONES:

Got it.

MR. WINDHAM:

So the first one was three and a half years late.

MR. USIE:

Two and a half years late. The 2015 one?

Two and a half after December 31st.

MR. WINDHAM:

I was using your number. Two and a half years late, so that would be a three-year reduction staying with what we have been doing.

MR. USIE:

A year or a portion of a year, so that would be correct.

MR. WINDHAM:

So it would be two years left on the contract.

MS. CHENG:



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1 So if it expired in 2015, or the initial
2 expiration, if y'all approved it today, it would
3 expire -- it would have expired last December.

4 MR. WINDHAM:
5 Last year.

6 MS. CHENG:
7 Correct.

8 MR. WINDHAM:
9 Right.

10 MS. CHENG:
11 So it would have been taxable for '18,
12 but they just don't want the assessor to go back and tax
13 them for '17, '16 and '17. That's why they're renewing
14 this.

15 MR. MOLLER:
16 But the assessor, if we --

17 MR. WINDHAM:
18 Mr. Moller.

19 MR. MOLLER:
20 If we do a three-year penalty, then the
21 assessor can go back --

22 MS. CHENG:
23 They can tax this year, correct, 2018.

24 MR. MOLLER:
25 Okay. But could they tax 2016 and 2017?



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1 MS. CHENG:

2 No, because you'd be approving with a
3 three-year penalty. It would have typically been a
4 five-year renewal, and you're taking off 2020, 2019,
5 2018.

6 MR. MOLLER:

7 Okay.

8 MR. WINDHAM:

9 So my thoughts are is that this contract
10 have exemption through the end of this year, and that
11 will, you know, keep you from having to pay back taxes,
12 but after that, the exemption is over for that specific
13 contract. I think that's the only way you're going to
14 be able to handle it. And from a legal perspective, I
15 don't -- you know, I guess that takes you out of the
16 statute of limitations and you can't go -- the assessors
17 couldn't go back. I think that's the only way to handle
18 this one.

19 Any other thoughts from any other
20 smarter people?

21 MR. JONES:

22 Since I don't qualify, I won't make any.

23 MR. WINDHAM:

24 Dr. Wilson.

25 DR. W. WILSON:



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1 Can we restate what...

2 MR. WINDHAM:

3 Yeah. I think we're going to have to do
4 these individually, I think, because we have two
5 situations here. One where effectively the penalty
6 creates an expired contract, but if we allow the
7 contract to be in place, would that preclude the
8 assessor from going back and pursuing taxes?

9 MR. JONES:

10 Do we have a motion, Mr. Chairman?

11 MR. WINDHAM:

12 I think we have a motion to --

13 MR. JONES:

14 I don't think we have a motion.

15 MR. WINDHAM:

16 No, we don't have a motion yet. We have
17 discussion.

18 Mr. Jones.

19 MR. JONES:

20 I'll make a motion that on the first
21 one, which is 20081221, Centric Pipe, and just to be
22 clear, the investment is \$21,626,000, I move that we
23 grant the renewal, but with a three-year penalty.

24 DR. W. WILSON:

25 Second.



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MR. WINDHAM:

Motion has been made and seconded,
three-year penalty on it, so that means it would have
enjoyed two years worth of exemptions.

MR. JONES:

That's correct.

MR. WINDHAM:

Which would be '16 and '17, so they owe
taxes for this year.

MR. JONES:

Yes.

MR. WINDHAM:

All right.

MR. JONES:

And, Mr. Chairman, in my world, that's
about as good as we can do.

MR. WINDHAM:

I'm fine with it.

Any other questions or comments on that
one?

(No response.)

MR. WINDHAM:

All right. Motion has been made and
seconded.

All in favor, indicate with an "aye."



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1 (Several members respond "aye.")

2 MR. WINDHAM:

3 All oppose with a "nay."

4 (No response.)

5 MR. WINDHAM:

6 That motion carries.

7 MR. JONES:

8 Then I'll make a motion for the second
9 one, if you don't mind, Mr. Chairman, which is
10 20081221-A, which is Centric Pipe, and, again, the
11 investment is \$1,968000, and as I appreciate it, the
12 expiration date was 12/31/2016, so I would move that we
13 grant the renewal, but with a two-year penalty.

14 MR. WINDHAM:

15 Motion has been made by Mr. Jones;
16 seconded by Dr. Woodrow Wilson.

17 Any further comments from the public?

18 (No response.)

19 MR. WINDHAM:

20 Questions from the Board members?

21 (No response.)

22 MR. WINDHAM:

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

24 (Several members respond "aye.")

25 MR. WINDHAM:



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1 All opposed with a "nay."

2 (No response.)

3 MR. WINDHAM:

4 Motion carries.

5 And I know the attorneys will work this
6 out at the office. Thank you.

7 MR. LONG:

8 Thank you.

9 MR. WINDHAM:

10 All right. Next we have Century
11 Marketing Solutions. Please proceed.

12 MR. USIE:

13 20130737, Century Marketing Solutions,
14 LLC, Ouachita Parish, initial contract expiration 12/31
15 of 2017, renewal request date July 31st of 2018.

16 MR. WINDHAM:

17 Representative, please identify
18 yourself.

19 MS. MANN:

20 Melissa Mann with CenturyLink, and this
21 was simply an administrative oversight on our part. We
22 flagged this in our system for the wrong renewal date,
23 so we fixed that as quickly as we could. And we
24 understand the Board's policy for the one-year penalty,
25 and we don't object to that.



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MR. CARMODY:

So moved.

MR. WINDHAM:

Motion made by Secretary Carmody;
seconded by Mr. Slone.

Any comments or questions?

(No response.)

MR. WINDHAM:

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

Thank you, Ms. Mann.

MR. USIE:

Next we have 2013474, 20130475, 20130476
and 20130477, all Cornerstone Chemical Company in
Jefferson Parish. All of expiration dates were 12/31 of
2017, and all four of them were received on March 21st,
2018.

MR. WINDHAM:

Please identify yourself.

MS. BOWMAN:



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1 Hi. I'm Linzi Bowman. I'm the Credit
2 and Tax Manager for Cornerstone Chemical Company.

3 I disagree with the lateness of my
4 contracts. When I contacted Kristen on the 15th of July
5 of 2017, I was notified from my e-mail that I could not
6 renew my contracts via e-mail, which was the previous
7 policy. I mailed the documentation end of July, early
8 August, contacted them back at the end of January of
9 2018, early February, and was told they never received
10 my contracts. So immediately I told her I had support
11 documentation for my contracts, supplied that
12 documentation to them and was told it was incomplete
13 because it did not have the affidavit of the contracts.

14 In the previous years, the affidavits
15 were not required until after the contracts were
16 approved. So I feel, as a company, I don't feel I
17 should be penalized for the year for being and
18 communicating with both of them.

19 I've worked for Cornerstone for the last
20 eight years and have supplied all of the documentation
21 timely to them. I just received my 2014 contract copies
22 from them in order to do the Project Completion Reports
23 and the Affidavit of Final Cost. I don't receive my
24 documentation from them timely, and I feel I should not
25 be penalized for that.



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1 MR. WINDHAM:

2 So when you say you received the
3 affidavit, which affidavit was that? Was that the
4 Affidavit of Final Cost?

5 MS. BOWMAN:

6 When you renew the contracts, you have
7 to have an affidavit, which is notarized, that you on
8 behalf of the company have acknowledged that you've
9 provided all of the documentation.

10 MR. WINDHAM:

11 Okay. That affidavit.

12 MS. BOWMAN:

13 Yes, sir.

14 MR. WINDHAM:

15 All right. Kristen, can you help us?

16 MR. USIE:

17 Okay. We asked -- we spoke with Linzi
18 and asked her to provide us any documentation she had of
19 proof from the postal service that would use that stamp
20 date for saying that she sent it in 2017, like she said
21 she did in August. She provided us a copy of the
22 package that she sent, but there was no postmark date
23 from the postal service. That's from a Pitney Bowes
24 machine that you run through it to pay for it with the
25 company, but there's no stamp saying it was sent on this



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1 date and we just didn't receive it. That's what we're
2 looking for. She didn't send it with a tracking number.
3 We asked for that.

4 MS. BOWMAN:

5 And I am going forward, just so you
6 know.

7 MR. USIE:

8 She did going forward, she has going
9 forward, and now with NextGen and everything going
10 online, so hopefully the mail problem will be solved.

11 MS. BOWMAN:

12 Yeah. And I think it's just a
13 misunderstanding, and I apologize for not contacting
14 right after, but we moved off site, was receiving some
15 of my mail, not receiving some of my mail. Like, I
16 didn't receive any notification from them that they
17 didn't receive my renewal. I contacted them. I mean,
18 previously, in the past, Ms. Lori would have contacted
19 me if she didn't receive it because I made the effort to
20 renew the contracts. So I understand it's a
21 miscommunication probably on both of us, but I did my
22 best to supply my documentation and my support.

23 MR. WINDHAM:

24 Mr. Jones, do you have a question?

25 MR. JONES:



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1 It appears to me that the staff is
2 technically correct. I mean, we have a situation here
3 where they've followed the rules. However, it would
4 also, unless you sent it certified mail return receipt
5 requested, it would be difficult to prove the postmark
6 because you don't get the postmark until it's gone to
7 the post office.

8 MS. BOWMAN:

9 Absolutely.

10 MR. JONES:

11 And so I think the staff is doing what
12 it needs to do, and I think it's appropriate -- that's
13 the reason we have a board.

14 And this is one of those situations
15 where I feel it would be appropriate to grant the
16 renewal without a penalty, and I so move.

17 MR. CHABERT:

18 Second.

19 MR. WINDHAM:

20 All right. Motion has been made to
21 approve this with no consequence; seconded by Senator
22 Chabert, I believe.

23 Any other questions or comments from the
24 Board members regarding this one?

25 (No response.)



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MR. WINDHAM:

Any other comments from the public?

(No response.)

MR. SLONE:

I'm sorry.

MR. WINDHAM:

Mr. Slone.

MR. SLONE:

I appreciate your comments, and the whole idea is you follow up on something that's important to your organization --

MS. BOWMAN:

Yes, sir.

MR. SLONE:

-- may be ensuring -- and I'm not trying to poke a finger in your eye, but it seemed like you poked a finger in the staff's eye. So in defense of the staff, I think, you know, you have a responsibility also, and that is to ensure that you, whether it's something that you sign for in the mail, FedEx, whatever you call for, but it's important for us to follow up because I did hear you say you sent something in July or August, but you didn't follow up until January. So just --

MS. BOWMAN:



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1 Yes, sir. And I'm certifying everything
2 going forward. I realize, I mean, a lot of the issues
3 is probably with the mail service, so I am trying to
4 prevent that from happening. And I do communicate with
5 both -- you know, both of them on pretty much any basis
6 I have questions.

7 MR. SLONE:

8 Thank you.

9 MS. BOWMAN:

10 You're welcome.

11 MR. WINDHAM:

12 Any other comments?

13 Thank you, Mr. Slone.

14 Any other comments?

15 SECRETARY PIERSON:

16 In NextGen you'll be able to do this
17 electronically and submit your signature online.

18 MR. WINDHAM:

19 Which has been a long time coming.
20 Since 1992 at least.

21 MS. BOWMAN:

22 Yes. Very favorable.

23 MR. WINDHAM:

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



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1 (Several members respond "aye.")

2 MR. WINDHAM:

3 All opposed with a "nay."

4 (No response.)

5 MR. WINDHAM:

6 Motion carries. All renewals for

7 Cornerstone are approved in full.

8 MR. USIE:

9 And that concludes the late renewals.

10 MR. WINDHAM:

11 Thank you, Mr. Usie.

12 All right. Next we have name changes.

13 MR. USIE:

14 We have one change in name, United WELD
15 Operations, LP, 20150189-A in Livingston Parish requests
16 the name to be Epic Piping, LLC.

17 MR. WINDHAM:

18 All right. Any comments from the public
19 concerning the name change?

20 (No response.)

21 MR. WINDHAM:

22 Questions or comments from the Board?

23 (No response.)

24 MR. WINDHAM:

25 Is there a motion to approve the name



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1 change?

2 Made by Representative Carmody; seconded
3 by Ms. Heather Malone.

4 All in favor, indicate with an "aye."
5 (Several members respond "aye.")

6 MR. WINDHAM:

7 All opposed with a "nay."
8 (No response.)

9 MR. WINDHAM:

10 Motion carries.

11 MR. USIE:

12 We have one change in location only:
13 Epic Piping, LLC, 20150834, previous location 1352
14 Choctaw Drive, Baton Rouge, Louisiana 70805, East Baton
15 Rouge Parish, new location 28445 South Frost Road,
16 Livingston, Louisiana 70754 in Livingston Parish.

17 MR. CARMODY:

18 Motion to approve.

19 MR. WINDHAM:

20 All right. Any comments from the
21 public?

22 (No response.)

23 MR. WINDHAM:

24 Motion has been made by Representative
25 Carmody; seconded by Senator Chabert.



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1 All in favor, indicate with an "aye."
2 (Several members respond "aye.")

3 MR. WINDHAM:

4 All opposed with a "nay."
5 (No response.)

6 MR. WINDHAM:

7 Motion carries.

8 MR. USIE:

9 We have nine transfers of tax exemption:
10 Albemarle Corporation, 20081302, 20081301-A, 20090945,
11 20101199, 20111253, 20130012, 20140008, 20145162 and
12 20152058 in East Baton Rouge Parish. The new owner is
13 W.R. Grace & Co.

14 MR. WINDHAM:

15 All right. Any comments from the public
16 concerning the transfers?

17 (No response.)

18 MR. WINDHAM:

19 Motion has been made by Senator Chabert;
20 seconded by Dr. Woodrow Wilson.

21 All in favor, indicate with an "aye."
22 (Several members respond "aye.")

23 MR. WINDHAM:

24 All opposed with a "nay."
25 (No response.)



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MR. WINDHAM:

Motion carries.

MR. USIE:

We have five cancelation requests:

Houston Plating & Coatings, 20111111, 20150319 and
20160819 in Lafayette Parish. Company requests
cancelation due to plant closing for business as of
March 31st, 2016.

CVD, Incorporated, 20110369 and 20120735
in Iberia Parish. Company requests cancelation due to
taxes being paid and company being sold.

MR. WINDHAM:

Any comments from the public concerning
these cancelations?

(No response.)

MR. WINDHAM:

Motion is made by Representative
Carmody; seconded by Ms. Malone.

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.



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1 MR. USIE:

2 That concludes the ITEP portion.

3 MR. WINDHAM:

4 Thank you, Usie.

5 Secretary Pierson.

6 SECRETARY PIERSON:

7 Thank you for affording me a few moments
8 to make some brief remarks. I think it's critically
9 important to keep this Board informed, so thank you for
10 that opportunity.

11 Some excellence to report to you. Since
12 our last Board meeting, the Louisiana Department of
13 Economic Development has undergone an extensive,
14 year-long performance audit, financial audit, incentives
15 audit, and we're also calling in our stakeholders for
16 interviews in a process in compliance with the
17 International Economic Development Council, and because
18 of our excellence in terms of all of their evaluating
19 categories, we were awarded an Accredited Economic
20 Development Organization status today. Louisiana is the
21 only state in the nation that has that status in North
22 America. There are about 61 accredited economic
23 development organizations. Scott Martinez, North
24 Louisiana Economic Partnership, is one of those. We
25 have some other partners around the state that are also



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1 accredited, but certainly reflects some excellence on
2 behalf of the staff, some of which you see here, but
3 many up on the 11th floor continue to perform in an
4 exemplary fashion. I'm very proud of their efforts.

5 And with that, we're also producing some
6 fantastic results. We were awarded the Best Workforce
7 Development Training Program in the Nation for our
8 FastStart Program for the ninth time. And I don't want
9 anyone to think that's just because you keep bowling a
10 300, you stay at the top of the league. This league
11 changes all of the time. Many states are pursuing very
12 aggressive workforce programs, and we continue to be
13 innovative with ours and serve the corporate community
14 that we're seeking to attract, grow, retain here in our
15 state. And so, for the ninth time, to win what I refer
16 to as a Superbowl trophy was certainly an outstanding
17 accomplishment made possible by the resources afforded
18 to us through the legislature and the Governor's support
19 and leadership at many levels.

20 And, finally, that excellence is
21 reported to us as well by Southern Business and
22 Development Magazine, which did a very thorough review
23 of performance of southern states in the 2017 timeframe,
24 and Louisiana finished Number 2 in terms of the
25 investment and job creation behind Kentucky. So I'll



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1 translate that a little bit to tell you that we beat
2 Alabama.

3 But I'm very proud of the organization
4 that I'm honored to lead, and I'm very appreciative of
5 this Board. You are managing the tools that are the
6 foundation of our success. We have a fantastic momentum
7 moving forward in this state right now. We're on track.
8 We're heading in the right direction.

9 Since January of '16, we have created
10 more than 24,000 jobs and retained 16,000 jobs in our
11 state. We have more citizens working presently than
12 ever before in our history. That's in the north of
13 2-million citizens employed. We're seeing that
14 employment growing in every SMA around the state.

15 We know we are not declaring mission
16 accomplished. Our work continues. We still have
17 communities that are struggling, communities that need
18 more, but we're active in our outreach and community
19 development activities and opportunities. And we've
20 seen also that Louisiana's GDP reached an annual rate of
21 \$251-billion, and that's also the highest in the state's
22 history.

23 So a lot of things are going well for
24 us, it's because of the support that we get here that
25 we're able to continue that momentum. And I would also



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1 acknowledge the support of the legislature in bringing
2 back the budget certainty that's so important. And with
3 that, we've recently seen movie investors upgrade
4 Louisiana's financial outlook from what was negative to
5 now stable, and that resonates with corporations that
6 have succeeded in our state. Again, much of those
7 contracts and incentive programs come across your desk
8 right here, and I'm greatly appreciative of that support
9 and the role that we're able to play in building a
10 vibrant economy in our state.

11 MR. WINDHAM:

12 Thank you, Mr. Secretary.

13 Next we have other business, election of
14 vice chair.

15 Don, you want to say something on this
16 or...

17 SECRETARY PIERSON:

18 As many of you may know, Senator Robert
19 Adley was previously performing in the role of vice
20 chair for the Board of Commerce and Industry. You may
21 not have been aware that we were going to consider this
22 today. We would want to be open with the process, so my
23 suggestion might be that, unless the Board feels
24 differently, that those that have an interest in serving
25 as vice chair, make their interest known to Mr. Windham



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1 and we can bring back the candidate list at our next
2 meeting and the Board can decide on the determination of
3 who will serve as vice chair for the Commerce and
4 Industry Board.

5 I'm seeing general agreement that that
6 may be the pathway forward.

7 MR. WINDHAM:

8 So, agreement with everyone? Because it
9 did just come up. You know, Dr. Wilson has been
10 designated as the Governor's representative, but nobody
11 had a chance to really think about it or talk about it
12 prior to this meeting, so we'll do that. We'll defer
13 that action until next time.

14 All right. With that, is there any
15 other business anyone who wants to bring up?

16 Mr. Jones.

17 MR. JONES:

18 Just one other comment. I learned that
19 Mr. Pierson has recently been named the World Trade
20 Center of New Orleans Eugene Schreiber Award winner, and
21 we want to congratulate you for that recognition. And
22 in the words of Eeyore, "It's just nice to be noticed
23 sometimes," you know.

24 MR. WINDHAM:

25 There will be a luncheon in November, I



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1 believe.

2 SECRETARY PIERSON:

3 November 9th.

4 MR. WINDHAM:

5 November the 9th.

6 SECRETARY PIERSON:

7 But thank you for that acknowledgement,
8 and I attribute it to the great team that I'm privileged
9 to lead, and that team that in my view that is across
10 our state with our regional partners with consultants
11 that help manage things and a whole host of industry
12 that does a lot more than they're required to do, and
13 some of those points were made about Exxon today.

14 So on behalf of all of those that are
15 actively engaged in our state's economy, I'm privileged
16 to be recognized with that award.

17 Thank you.

18 MR. WINDHAM:

19 All right. Is there a motion to
20 adjourn?

21 Made by Mr. Jones; seconded by Mr.
22 Miller.

23 All opposed?

24 (No response.)

25 MR. WINDHAM:



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All in favor?
(Several members respond "aye."
MR. WINDHAM:
Approved.
(Meeting concludes at 11:17 a.m.)



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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 14th day of September, 2018.

21
22 _____
23 ELICIA H. WOODWORTH, CCR
24 CERTIFIED COURT REPORTER
25



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<hr/>	19 23:16	20130113 21:16	2015 82:16 87:11 88:1
<hr/> \$ <hr/>	1992 100:20	20130129 8:6	20150189-A 101:15
\$1,968000 92:11	1st 31:9	20130167 76:5	20150319 104:5
\$150,000 84:14	<hr/>	20130475 94:18	20150834 102:13
\$16,640,000 15:7	<hr/> 2 <hr/>	20130476 94:18	20150913 18:21
\$20-million 43:21	2 106:24	20130477 94:19	20151041 13:14
\$21,626,000 90:22	2,000 58:19	20130640 76:8	20151094 18:22
\$251-billion 107:21	2-million 107:13	20130641 76:10	20151115 21:22
\$30-million 66:16,19	2.0 72:16	20130642 76:13	20151193 19:2
\$70,000 52:21	20 12:2,21 23:16 44:16 45:9 51:8 53:2	20130737 93:13	20151264 8:7
<hr/> 1 <hr/>	200 59:2	20130808 22:13	20151795A 24:25
1 21:18 22:9,15,25	2001 58:13	20130960 9:8	20152058 103:12
10 43:21	20081221 82:14 90:21	20131052 9:10	2016 22:10 23:17 82:18 88:25 104:8
10-to-1-type 53:4	20081221-A 92:10	20131082 23:14	20160819 104:6
10-year 46:19 53:12	20081221A 82:16	20131171 13:10	20161623 34:17
100 35:5	20081301-A 103:10	20131308 14:21	20161807 8:8
11 14:20	20081302 103:10	20131409 22:24	20161825 17:19
110 61:24 62:3	20090945 103:10	2013474 94:18	20161851 34:16
11:17 111:5	2010 58:22	2014 21:24 22:4,9,20,25 23:5 26:17 83:5 95:21	20161859 14:23
11th 106:3	20101199 103:11	20140 68:14	20161898 15:4
12 75:15	20110182 9:9 13:12	20140008 103:11	2017 21:25 22:5,22 23:2 32:2,4,6 33:19 34:23 38:8 70:20 76:7 88:25 93:15 94:21 95:5 96:20 106:23
12/31 10:8 82:15,18 93:14 94:20	20110369 104:9	20140155 22:7	20170003 33:20
12/31/17 76:10	20111111 104:5	20140505 69:10	20170046 14:22
12/31/2016 92:12	20111253 103:11	20140958 18:25	20170103 36:25 37:5 41:17
12/31/2017 76:12,15	20120221 14:24	2014097A 25:1	20170103A 37:1
1352 102:13	20120286 14:25	20140988 22:19	20170177 34:15
14 22:21	20120511 75:16	20141008 25:1,18	20170254 37:2
15 22:20,21	20120735 104:9	20141093 14:25	20170270 8:9
15th 82:19 95:4	20120912 16:21	20141116 22:2	2018 3:4 21:18,19 22:15 23:16 24:21 28:6,7 31:20 36:25 37:21 38:8 46:17 48:6 56:19 67:13
16 88:13 91:8 107:9	20120938 15:1	20141117 25:2,8	
16,000 107:10	20121220 15:2	20141117-A-ITE 25:12	
17 10:8 23:7 88:13 91:8	20121281 15:3	20141171 18:19	
18 10:9 88:11	2013 21:18 22:15 23:16	20141542 23:4	
	20130012 103:11	20145162 103:11	



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76:8,10,13,16 82:16,19 88:23 89:5 93:15 94:22 95:9			
20180142 34:18	40 44:25 56:24 60:9	90 39:19	ad 79:20
20180145 37:3	417 14:21	9th 110:3,5	Adam 61:5,9
20180147 34:13	43 68:13		add 39:14 50:17 57:10
20180157 15:5	45 44:12,14,24 45:8		adding 20:5
20180722 18:23		A	addition 23:3 44:15
20181190 18:20	5	a.m. 111:5	additional 21:20 22:1, 6,11,18,23 23:8,18 35:22 44:5 50:18 51:8 71:6
20181931 18:25	5'10" 52:1	A.O.U.O.P.S. 36:25 37:1,6,10,17 41:16	address 19:20
20181946 34:14	5'9" 52:1	abatement 14:18 16:3 17:1,18,24 47:24 53:23	adjourn 110:20
2019 21:24 22:4,9,21 23:1,6 89:4	5,000 58:20	Abita 17:19,20	Adley 108:19
2020 89:4	5/15 82:16	Abramson 3:25	administration 70:13 72:14
2021 32:13 45:8	6	Absolutely 43:8 98:9	administrative 93:21
2022 31:21	60 45:1 52:21	Academy 14:22	advanced 44:9,25 47:4,13 72:7
20th 48:6	60-million 59:2	acceptance 33:2	advantage 53:14
21st 94:21	600 45:10	access 63:11 70:17,21 73:8	advantages 48:1
23rd 10:9	61 105:22	accomplished 107:16	Advantous 66:12
24,000 107:10	64 70:16	accomplishment 106:17	advisement 38:11
28445 102:15	640 20:13	accountant 38:21 41:9	affidavit 95:13,23 96:3, 4,7,11
28th 10:10	640-million 19:21	accredited 105:19,22 106:1	affidavits 95:14
29th 3:3	65 45:8	accurate 58:7,9	Affinity 18:19
2nd 76:7,10,13,15	67 58:18	acknowledge 108:1	affirmation 30:25
		acknowledged 96:8	afforded 106:17
3	7	acknowledgement 110:7	affording 105:7
30 21:24,25 22:4,5 23:1, 2,6,17	7 36:17	acknowledgements 72:14	agency 71:8
300 106:10	70754 102:16	act 71:16	agenda 66:17
30th 22:16 28:7	70805 102:14	action 33:8 42:5 80:19 109:13	aggressive 106:12
31 21:18,19,23 22:3,9, 10,15 23:5,7		active 107:18	agree 81:5
31,2016 22:17	8	actively 110:15	agreement 109:5,8
31st 28:6 31:10 32:6 76:7 87:13 93:15 104:8	80 19:2 35:5 46:19 53:11,12,23	activities 107:19	ahead 74:13
	86 58:17		Alabama 107:2
			Albemarle 103:10
			Alder 18:20



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alluded 51:4 64:8	approval 46:18 47:22 57:9 67:12 69:23	attract 106:14	basis 100:5
amenable 81:12	approvals 72:12	attribute 110:8	Baton 8:8 18:22,24 22:8 37:3 43:16 44:2 49:11,12,13,21 50:12, 20 54:9 56:19,23 58:6 61:10,16,24 62:11 64:1, 4,5,8,12,16,20,23 65:2, 4,11 102:14 103:12
America 34:15,17,18 63:3 105:22	approve 7:13 8:21 9:21 16:9 24:6 36:1 69:19 98:21 101:25 102:18	audience 72:18	be-all 77:22
American 65:8	approved 76:3 88:2 95:16 101:7 111:4	audit 105:14,15	beat 107:1
Ammonia 10:13	approving 89:2	August 3:3 21:18,19 22:15 23:16 48:7 76:7, 10,13,15 95:8 96:21 99:23	Beauregard 34:16,17, 18 35:15 76:6,9,11,14
analysis 44:1 48:25 54:17	April 28:7	authoritatively 40:12	Becky 14:18
Angela 43:6,15	area 51:10 56:19 61:10, 15	authority 15:21	begin 46:20
announced 66:19	areas 47:11	automotive 44:8	behalf 3:15,19,24 5:15 96:8 106:2 110:14
announcement 72:24	Armature 23:14	auxiliary 57:1	Bel 3:15
announcing 75:4	Army 57:7	award 109:20 110:16	Belk 21:16
annual 107:20	arrived 7:10	awarded 59:2 105:19 106:6	benefit 29:9,10 64:21 78:17
answers 73:19	Ascension 19:1,2,3	aware 31:17 38:22 39:18 56:24 108:21	benefits 53:17 60:6
anticipated 21:21 22:1,6,12,18,23 23:3,9, 19	asks 71:25	awesome 60:13	benefitted 64:17
apologize 42:20 97:13	aspect 57:5	aye 7:20,21 8:24,25 9:24,25 12:25 13:1 14:6,7 16:12,13 17:9,10 18:7,8 21:7,8 24:9,10 33:9,10 34:4,5 36:4,5 41:21,22 67:18,19 70:1, 2 75:22,23 82:6,7 91:25 92:1,23,24 94:9,10 100:25 101:1 102:4,5 103:1,2,21,22 104:19, 20 111:2	big 46:4 51:21 52:8
apparently 41:6 86:9	assessor 28:19 48:15 83:25 84:1,12,21,24 88:12,16,21 90:8	assessor's 15:16	Billy 3:20
appeal 79:11 81:12	assessors 29:1 89:16	assets 29:2 60:10	bit 39:2 40:12 107:1
appears 98:1	assist 58:23	assistance 58:16	blank 64:24
applaud 46:22 50:21	assume 15:9 19:5 37:22 75:1	assumption 15:18	Blu 8:8
application 12:1 16:20 27:2,17,23 28:7,17 31:20 33:3 35:7 37:5, 19,22 38:17,24 39:17, 19,22 41:10 44:13,24 45:11 56:21 59:12 77:17 80:11,13	Atkins 7:7	attached 47:6	blue 24:25 43:2 61:4
applications 8:6,10,13 9:8 14:21 15:6,14 16:2 18:19 19:11,16 24:24 25:15 33:2,18 34:22 35:6,9 36:24 42:11 44:6 48:5 79:6	attempted 78:14	attempted 78:14	board 3:3,6 7:1 8:17 9:17 11:8,11 12:2 13:23 16:6 17:4 18:2 19:15 20:11 24:2 32:24 35:1, 23 39:4,16 41:15 42:18, 24 45:17 46:15 47:21 48:5,11,15,19 51:19 55:9,13 57:7,16 59:15 60:24 65:23 67:14 68:1 69:22 70:13 73:15 77:17 78:14,22 79:1,12 80:8,23 81:13 83:17 92:20 98:13,24 101:22 105:9,12 107:5 108:20, 23 109:2,4
apply 37:20,21 50:16	attend 77:19	attendees 63:20	
appointed 7:6	attorney 37:24 38:11	attorneys 93:5	
appreciative 107:4 108:8			
approach 74:16 85:9			



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Board's 35:4 93:24	budget 108:2	50:22 55:14	25 109:3
boards 57:6	bugs 72:22	Carmody 4:5 7:15 9:23 11:12,13,18 17:8 19:17, 18 20:12,17,21 21:6 30:17,21 31:4,11,15 52:18 53:8,9,25 69:12 70:8 71:1 74:2 81:3,4 94:1,4 102:2,17,25 104:18	Chairman 19:19 20:23 25:7 29:8 30:18 36:17 51:3 65:25 70:9 86:8 90:10 91:15 92:9
Boatner 20:3,4,15,19, 24	build 73:12	carries 8:1 9:5 10:5 13:6 14:12 16:18 17:15 18:13 21:13 24:15 33:15 34:10 36:10 42:2 47:17 67:24 70:7 92:6 93:4 94:15 101:6 102:10 103:7 104:2,25	Chamber 56:19 61:11
Bobby 6:11	building 44:4 108:9	Carroll 37:1,2,17	chance 7:11 109:11
bodies 35:7	built 54:8	cars 44:10	change 13:9,16 17:18, 24 37:19 46:17 101:14, 19 102:1,12
body 64:9 68:2 81:7	burdened 11:2	Cascade 82:12	changed 47:5
Boise 76:5,8,11,13,18, 23 80:7 82:12	business 49:15 58:5 60:2,20 64:18,19,21 73:1 81:10 104:7 106:21 108:13 109:15	case 7:3 50:18	changeups 72:19
Bossier 25:1 82:15,17 84:18,25	businesses 49:19 58:15,20,24 59:1,5,11 60:3 62:8	catalysts 58:14	charge 50:13
bought 26:18 83:4		catch 26:25	charitable 57:6
Bourgeois 38:5,6	<hr/> C <hr/>	categories 105:19	Charles 5:7 18:23 19:21
bow 81:6	C&i 3:8	center 49:14,15 58:6 109:20	Chemical 94:19 95:2
Bowes 96:23	CAC 18:25	Centric 25:1,18,20 26:3 33:3 82:14,17,21 83:1, 6,8 90:21 92:10	CHENG 28:25 39:15 84:20 85:2 86:12,16,21 87:25 88:6,10,22 89:1
bowling 106:9	Caddo 70:19	Century 93:10,13	Cheremie 15:5
Bowman 94:25 95:1 96:5,12 97:4,11 98:8 99:12,25 100:9,21	Calcasieu 8:7 9:9	Centurylink 93:20	child 60:9 62:18
BRAC 61:13	calendar 86:10	CEO 61:10	children 60:8 65:3
Bradken 69:10	call 3:2,12 14:5 60:13 72:16 99:21	certainty 53:22 108:2	Choctaw 102:14
brag 65:10	called 20:6 47:20	certified 98:4	chose 46:22
bragging 65:9	calling 43:20 105:15	certifying 100:1	chosen 78:20
Brasseaux 4:4,6 8:23 18:5	cancelation 104:4,7, 10	cetera 44:10	circumstances 11:11
Briggs 3:19,21 6:25 36:15,16 42:12,13,19 45:19,22,23 46:10 47:1 49:6	cancelations 104:14	Chabert 5:15 7:10 51:1,2,12,18,25 52:5 98:17,22 102:25 103:19	citizen 63:9
bring 26:20 37:24 40:11 43:5 44:2 60:11, 17 71:20 72:16 109:1, 15	candidate 109:1	Chabert's 66:14	citizens 49:14 63:11 107:11,13
bringing 49:25 108:1	capability 44:5	chain 62:3	City 18:21
brings 44:12 60:7,12	capacity 44:3	chair 56:19 108:14,20,	clarification 79:17
broken 70:16	capital 18:21 62:1 63:5		clarify 30:23 38:7 45:5 81:8 85:7
brother 49:8	capture 85:10		clear 12:12 33:1 41:3 54:7 90:22
brought 27:16 61:22	card 43:10 61:4		click 71:23 72:2,7
Bud 14:23	Cardinal 13:13		client 58:17 60:2,5,15
	cards 42:10 55:10		
	careers 63:12		
	Cargile 42:25 43:3,4,9		



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clients 60:3	communities 55:24 63:9 66:18 107:17	74:17	27:23 59:2 72:8 73:16 83:3,8,12,14 84:3 85:11,24 95:4,6,10,11, 13,15 96:6 97:20 108:7
climate 63:2	community 19:1 46:21 47:7 49:18 50:4 53:4 59:7 60:8,11,18,20 62:17,21 64:13,15 65:8 71:11 106:13 107:18	confidence 47:19	contribute 46:20
closing 104:7	companies 52:14 53:22 57:1,3 60:3,4,16, 17 62:5 71:14 77:18	confirm 29:1 80:14	convey 61:17
coaching 58:16	company 12:8,13 15:17 17:18 18:22 22:7 26:21,24 33:21 40:13, 17 41:4 47:14 60:10 61:19 62:9,25 78:19 83:9,11,25 94:19 95:2, 16 96:8,25 104:6,10,11	confirmed 28:24 84:2	copies 95:21
Coast 43:19 53:14 63:2	compatible 20:8	confused 38:17	copy 96:21
Coatings 104:5	compelling 35:16	confusion 14:4	Cornerstone 94:19 95:2,19 101:7
Cola 4:9	compete 62:20 63:5	congratulate 109:21	corporate 49:13 56:22 63:8 67:25 106:13
Coleman 4:12	competing 54:8	Connect 58:22,23,25	corporation 8:6 13:11, 13 34:15,16,18 35:14 37:2 42:11 47:24 79:8 80:11 103:10
colleague 49:6	competition 46:1 47:20	consequence 98:21	corporations 62:15 108:5
colleagues 47:18	competitive 53:13,24 62:23	consideration 47:25 63:13 81:7	correct 26:1 27:12 29:10 30:11 31:21 32:15 33:6 40:24 45:5 47:10 48:22 50:9 53:20 54:9,11,17 72:23 74:11, 15 81:17 87:21 88:7,23 91:6 98:2
collect 84:7,22	competitor 54:14	considered 48:5	Cost 95:23 96:4
collected 46:21	competitors 54:14	consistent 44:13	Council 105:17
comedian 65:8	complement 35:6	constructing 52:16	CPA 83:10 85:8,15
comment 35:3 36:18 42:14 63:21 68:7 109:18	complete 35:8 39:20, 21	construction 45:10	CPX 9:10
comments 8:12,17 9:13,17 13:18,23 16:1, 6,24 17:4,23 18:2 19:10,15 23:23 24:2 25:14 32:24 34:21 35:1, 22 41:15 42:17,24 45:17,20 46:13,15 49:6, 9 55:12 59:19 63:19 65:18,22 66:15 67:5,14 69:22 72:17 79:16 80:22 82:3 91:19 92:17 94:6 98:23 99:2,9 100:12,14 101:18,22 102:20 103:15 104:13	completely 15:20	consultants 110:10	created 62:6 107:9
Commerce 3:3 108:20 109:3	Completion 95:22	consulting 20:4 26:19 66:12 71:15 79:7	creates 62:20,21 90:6
commission 48:16	compliance 68:21 105:16	contact 30:16	creating 58:20 62:7 63:12
commitment 47:7,8,16	complicated 64:25	contacted 95:4,8 97:17,18	creation 64:11 106:25
committed 64:13	comply 81:14	contacting 97:13	Credit 95:1
commonly 72:5	comprehensive 74:24	continue 62:16,23 83:5 106:3,12 107:25	critically 105:8
communicate 100:4	conclude 8:10	continued 63:8	Cube 24:25
communicated 77:11	concludes 13:16 14:14 15:6 101:9 105:2 111:5	continues 107:16	cue 56:11
communicating 95:18	conduct 71:7 73:3	continuing 72:10	cure 64:23
communication 61:19		contract 10:8 12:9 21:17,23 22:3,8,14,20, 25 23:5,15 26:22 29:12, 24 30:12 31:3 45:9 47:21,22 58:24 61:15 76:6,9,12,14 82:15,17 87:24 89:9,13 90:6,7 93:14 95:21	curve 72:19
		contractor 44:16 45:3	
		contractors 51:10 59:6	
		contracts 10:24 13:10	



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customized 85:9	deferral 34:3,10 69:16 75:19 76:3	disagree 95:3	early 95:7,9
customizer 85:9	deferred 33:20 42:4 75:16	discern 74:6	east 13:11 18:22,24 36:25 37:1,2,17 46:2 61:16 102:14 103:12
CVD 104:9	deferring 40:4	discontinue 11:1	echo 63:7
<hr/> D <hr/>	define 61:25	discover 72:22	Echols 15:1,2,3
dad 56:24	demonstrate 73:4	discrepancy 45:2	Echolstar 14:24
Danny 5:4 6:4	denial 79:12	discuss 70:17	economic 44:1 48:25 56:25 59:5,10 61:14,16 64:2,16 71:8,11 72:13 105:13,17,19,22,24
Daria 3:5	denied 79:11 82:12	discussed 77:18	economies 62:7
Darrel 6:1	deny 77:3 78:9,11	discussion 12:19 25:8 90:17	economy 52:19 59:8 61:25 62:4 73:13 108:10 110:15
date 21:19,24 22:4,10, 16,21 23:2,7,17 31:5 38:17 76:7,12,13,15 82:16,18 84:3 92:12 93:15,22 96:20,22 97:1	department 11:2 15:11,16 72:11 105:12	discussions 12:22	ecosystem 62:2
dates 94:20	depend 59:7	distinct 48:1	education 71:6 74:4
David 66:7	design 74:16	District 64:2,17	educational 73:3
day 46:20	designated 109:10	divergence 75:8	Edwards 3:15 61:20
days 39:19	designed 53:21 74:21	Division 72:13	Eeyore 109:22
DBA 16:21	desk 108:7	documentation 71:15 95:7,11,12,20,24 96:9, 18 97:22	effect 64:11,22
deadline 11:4 31:1 38:20	desolate 49:16	documents 15:10 71:21 73:22	effective 46:18 48:6
decade 62:12	determination 109:2	Domain 18:25	effectively 90:5
decades 46:1	Deva 22:24	Don 3:19 5:19 6:25 108:15	effects 62:5,21 64:4
December 23:5,6,7 31:10 32:6 76:7 87:13 88:3	development 16:22 59:5 61:14,16 64:2,6,16 71:9,11 72:13 105:13, 17,20,23 106:7,22 107:19	double 44:2	efficiency 44:9
decide 84:24 109:2	Devillier 3:24 4:1	Downtown 14:25	efficient 57:11
decided 10:25 37:21 85:21	Dicamba 20:6	drag 60:13 62:21	effort 72:10 84:7 97:19
decision 38:8 43:24 46:22 48:18	Didier 20:4	dragging 60:13	efforts 50:21 106:4
declaring 107:15	differently 108:24	drive 49:16 102:14	eight-year 35:4
Dedicated 9:9 13:12	difficult 62:15 78:21 98:5	driver 62:4	Elder 10:16,17,22
defense 99:17	direct 51:20 56:25 64:3	drives 59:8	elected 73:7
defer 33:25 38:14 39:2, 11 40:9 78:2,4 109:12	direction 107:8	due 28:6 37:19 38:17 39:19 52:22 104:7,10	election 108:13
deference 66:14	directly 52:20 64:17,20	Dyno 10:13,17	electronically 100:17
deferment 41:20	Director 58:5 64:1	<hr/> E <hr/>	elements 47:4 71:18
	directors 48:20	e-mail 95:5,6	employed 107:13
	disadvantage 63:4	earlier 15:14	employee 60:9
			employees 84:18



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employment 64:23 107:14	evaluation 43:23	46:22 47:18 48:19	favorable 100:22
empowering 74:5	examples 52:8	49:12 52:7 53:16 54:7, 8,14,15 56:21,22,24	features 73:4
encourage 50:15 57:9	excellence 105:11,18 106:1,20	57:2,4,8 59:12 60:2,4,7, 9,14,17 61:23 62:3,4,7, 11 63:8 64:4,10,12,18, 21 65:5,10 66:16 67:10 110:13	February 10:10 22:9 95:9
end 10:9 43:24 89:10 95:7,8	Excellent 54:1		Fedex 99:20
end-all 77:22	excited 44:11	eye 99:16,17	feel 66:20 95:16,24 98:15
ending 31:23	excuse 53:11		feels 108:23
endorse 56:20 57:5	Executive 64:1	<hr/> F <hr/>	Feliciana 13:12 23:15
energy 8:8 13:11 63:3	exemplary 106:4	Fabra 4:15	female 58:18
engaged 110:15	exemption 24:19 34:23 46:19 78:16 81:23 83:20 84:9,16 86:5 89:10,12 103:9	facets 74:7	fence 53:2
engagement 72:6	exemptions 67:13 70:15,23 91:4	facilitators 71:16	Ferguson 66:9,10,23
engagements 73:17	Exhibit 47:6,16	facilities 43:18 49:23 57:10,11	file 15:11 39:21,23
enjoyed 91:4	existing 20:8 21:17,23 22:3,8,14,20,25 23:5,15 44:3	facility 20:8 44:3,17 45:6 49:17,22 51:11	filed 25:17 28:7 29:13 30:5 31:20 37:6 38:18 39:25 68:17
ensure 50:18 99:19	expansion 43:18 51:14	fact 15:13 49:24	filing 25:24 26:4 27:16 40:11
ensuring 99:15	expectation 77:11	factors 54:18	filing's 26:17
Enterprise 18:15 19:11,22 23:24	Expert 25:2	failure 81:14	filled 38:23
Enterprises 15:1,2,3,4	expiration 31:8 76:6, 12,15 82:15,18 84:3 88:2 92:12 93:14 94:20	Fajardo 4:18	final 48:17 95:23 96:4
entertain 27:24 39:1 69:3	expirations 76:9	family 60:6,17	finally 106:20
entertaining 11:17	expire 88:3	fantastic 73:4 106:6 107:6	financial 105:14 108:4
entire 39:23	expired 10:8,9 83:21 88:1,3 90:6	fashion 46:23 106:4	fine 91:18
entities 70:22	expires 30:12 31:3	faster 53:21 72:12	finger 99:16,17
Epic 101:16 102:13	expiring 31:10	Fastlane 71:23 72:16, 21	finished 106:24
equation 74:7	explain 78:20,24	Faststart 106:8	firing 81:5
equipment 20:7	explained 83:4	Favaloro 8:3,4 9:6 10:6 11:25 12:7,14 13:8 14:13,16	firm 10:23 26:20 79:7 83:10 85:8,15
essentially 29:9 44:4	explanation 45:1	favor 7:20 8:24 9:24 12:25 14:6 16:12 17:9 18:7 21:7 24:9 33:9 34:3 36:4 40:4 41:20 67:18 70:1 75:22 82:6 91:25 92:23 94:9 100:24 102:4 103:1,21 104:19 111:1	firms 71:15
Estate 14:23	express 30:25		fit 60:15
estimated 44:25	extensive 105:13		five-year 28:3,15,17 29:9,13 30:4 89:4
estimates 47:5	extenuating 11:11		fixed 93:23
estimating 51:13	Exxon 37:2 42:11 43:4, 16,20 44:14 45:3,8		flagged 93:22
eternal 10:23			floor 12:18 15:4 67:12 81:1 82:2 106:3
Eugene 109:20			
evaluate 53:16			
evaluating 105:18			



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focus 51:20 64:7	Generally 11:7	grown 56:23 62:8	hide 74:22
folks 49:17 50:14 52:15 61:12 72:21	generate 73:22	guess 38:23 44:23 89:15	high 71:16
follow 99:10,21,23	Generation 72:17	Guest 17:20	high-employed 57:3
Food 57:7	gentleman 30:24	Gulf 43:19,21 53:14 63:1	highest 107:21
forgot 26:24	get all 68:4	guy 51:21,22 52:6,8 66:15	highlight 49:24
form 11:15	Gilbert-baker 7:6	guys 7:2	Highway 49:16
formal 47:7 48:17	give 19:23 45:25 48:4 58:8 77:16		history 107:12,22
formally 47:6,24 71:18	giving 45:25 50:4 78:17		holding 50:14
forward 10:14 20:1 25:22 37:11 43:1 46:15, 23 47:17 56:6 57:21 61:6 63:22 66:3 72:25 73:13 82:23 97:5,8,9 100:2 107:7 109:6	Glenn 4:4	<hr/> H <hr/>	Holdings 13:14
found 83:12	globo 69:19,23	half 50:7 83:21,22 86:2 87:8,11,13,16	honored 107:4
foundation 107:6	good 14:20 15:24 18:18 32:17 37:16 47:3 53:2 55:23 56:18 57:25 58:2, 5 59:25 63:25 64:15 85:19 91:16	Hall 14:25	hoops 50:3
founded 58:13	govern 73:16	hand 11:1 50:14	hope 45:7 52:23 55:23 65:2,6
four-year 29:10,24	governing 15:21	handbook 7:3	hoped 11:3
fourth 31:8 33:2	governmental 70:22	handle 89:14,17	hoping 43:23
Frank 8:3	governments 46:6	handled 38:21 79:6	Hospital 19:1
frankly 40:18 81:20	Governor 3:15,20 61:20	handling 10:24	host 110:11
front 43:17	Governor's 46:24 106:18 109:10	happening 20:9 100:4	Hotel 17:20 18:20
front-end 47:21,22	grace 78:22 103:13	hard 24:18 62:13	Hotels 19:3
Frost 102:15	grant 78:22 90:23 92:13 98:15	heading 107:8	House 17:20
fuel 44:9	grateful 60:20	heads 50:11	Houston 104:5
full 35:6 47:16 68:1 101:7	great 49:25 50:12 56:22 60:10,15 63:1,2,8 65:8 71:16 72:9 110:8	Health 16:21 18:19	HR 8:8
funding 43:24	greatly 108:8	Healthcare 22:13	Hud 24:18 83:13
future 62:25 74:13 75:5	Greatwide 9:9 13:12	hear 40:5,17,19 50:5 99:22	<hr/> I <hr/>
<hr/> G <hr/>	grew 49:10	heard 43:20 61:12 62:24 63:8	Iberia 104:10
Gamble 33:21	Groberg 66:6,7 67:1	hearsay 40:18	Iberville 24:25 34:19
game 78:12	Group 18:19,24	heartily 56:20	idea 99:10
gas 52:12,13	grow 54:19 106:14	Heather 4:25 102:3	identify 10:14,15 20:1 25:22 37:11,14 38:4 43:1,13 56:6 57:21 61:6 63:22 66:3,5 82:23 93:17 94:24
GDP 107:20	growing 43:20 107:14	Heidi 10:17 13:7	Ill 9:9 13:12
general 109:5		helped 58:18 61:25	immediately 73:18 95:10
		helpful 74:22	
		helps 64:18	



impact 56:25 57:8 64:3	17 29:12 76:6,9,12,14	Isidore 22:19	66:13 67:6,9 77:1,2
importance 64:10	82:15,17 88:1 93:14	issue 41:7 77:9	78:9,10 81:18,19 85:13,
important 11:4 43:25	Initiative 43:21	issues 100:2	14,18 86:7,14,19,24
49:10,23 57:10 59:4	innovative 106:13	item 17:17 36:17	87:5 89:21 90:9,13,18,
61:13,23 73:6,17 77:19	input 64:3	ITEP 56:21 62:19 78:15	19 91:5,10,14 92:7,15
99:11,21 105:9 108:2	inquiries 73:22	105:2	97:24,25 98:10 109:16,
imposed 30:6	inside 40:13 54:14		17 110:21
improve 47:12 59:10	instances 11:23	<hr/> J <hr/>	Josh 38:21
improving 44:10	instructed 73:1	Jack 26:3,7,8,10 27:14	Joyce 18:16 57:20 58:4
incentive 73:2 108:7	instructions 74:21	83:1,16	JP 5:16
incentives 71:23	instructive 46:14 47:3	Jacobs 63:24 64:1	July 10:9 21:23,24,25
105:14	intents 81:24	65:14	22:3,4,5,10,15,16,20,21
include 48:24	interaction 72:21	James 25:3 37:3,4	31:9 93:15 95:4,7 99:22
included 35:7 38:24	Interactive 9:10	57:20,24 58:3,4 59:14,	jumping 74:13
including 75:2	interest 73:24 108:24,	16,20 66:1,8,22	June 23:17
incomplete 95:12	25	Jan 5:11	Junior 6:11,18
Incorporated 19:2	internal 79:7,10	JANES 58:12	<hr/> K <hr/>
21:17 104:9	internally 72:17	January 22:9,16 95:8	K&b 34:14
increase 51:13 52:22	International 105:17	99:23 107:9	Kearny 56:5,8,13,17,18
increased 50:1	interviews 105:16	Jefferson 15:5 22:24	57:14,15 60:9
incredible 62:4	intimidate 71:24	94:20	Kentucky 106:25
independent 51:4	invest 60:18	Jerry 4:21 7:16	key 46:5
indicator 55:23	invested 70:25 71:2	Jimmy 66:12	kids 65:1
indirect 51:20 53:3	72:15	job 15:25 46:4 64:6,10	kind 19:23 44:23 46:3
60:6	investigation 15:16	71:16 106:25	50:2 58:7 59:4 73:8
individual 70:19	investment 19:21,24	jobs 8:2,5,13 9:7 12:9	83:7
individually 90:4	20:13 43:21 44:1 48:2	13:20 21:20 22:1,6,11,	kinds 63:6 72:1
individuals 68:4	49:17 50:1 52:22 54:19	18,23 23:3,8,18 35:16	Knapp 61:5,8,9 63:15,
Indorama 8:7	60:12 62:11 64:24	44:25 45:1,2,3,10 50:16	18
industrial 24:19 64:6	66:22 90:22 92:11	51:21 52:21 53:3 56:25	knocked 81:23
67:13	106:25	58:21 62:7,21 63:11	knowing 73:23
Industries 9:8 18:24	investments 14:24	64:11 107:10	Kristen 39:13 95:4
industry 3:3 53:5 59:8	15:7 62:17,25 63:1,10	John 3:15 13:15 59:23,	96:15
108:20 109:4 110:11	investors 108:3	25	
information 70:18,20,	invited 72:5	joined 57:23	<hr/> L <hr/>
22 72:1 73:8,25 74:23	involved 51:5	joining 61:20	L-O-N-G 26:13
informed 46:6 105:9	involvement 65:11	Jones 4:21,22 7:16	labor 49:21
initial 10:8,25 28:10,15,	Iris 34:13	11:21,22 12:4,11 25:6,	lady 7:5 19:1
		12 27:18,19 29:6,7,14	
		31:18,24 32:3,8,12,16	
		33:7,22 40:2,3,8,16,25	
		41:3,5,11,14,19 65:24	



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Lafayette 75:17 104:6	listed 47:8	LP 75:17 101:15	59:7
Lafourche 25:2	live 65:1 70:18	luncheon 109:25	March 22:21 28:6 94:21 104:8
Lake 19:1	Livingston 21:17 101:15 102:16	M	
Lambert 14:18,19 15:9, 12 16:19 17:16 18:14	LLC 8:7,8,9 9:10 13:11, 13,14,15 14:22,23,24, 25 16:22 17:20,21 18:19,20,21,24,25 19:3 21:22 22:2,7,14,24 23:4,14 24:25 25:1,2,3, 13 34:13,14,19 37:3 76:6,8,11,14,23 82:14, 17 93:14 101:16 102:13	machine 34:14 52:18 96:24	market 44:8
lane 71:9	local 15:20 35:7 45:2 46:5,21 47:22 59:8 74:5 84:24	made 7:7,15 8:22 9:22 14:1 16:10 17:7 18:5 21:5 24:7 27:25 33:25 36:2 39:10 47:2 62:11 69:15,20 91:2,23 92:15 94:4 97:19 98:20 102:2, 24 103:19 104:17 106:17 110:13,21	Marketing 93:11,13
large 44:8 57:2	locals 48:12	Magazine 106:22	Martinez 105:23
largest 62:10	located 58:6	magnitude 46:25	Martiny 5:4
late 10:7,8,21 11:24 12:6,10,13 25:17,24 26:4,15,17 27:15,16,24 37:6,13,19,22 39:18,24, 25 75:11,13,15 77:10 78:12,13,18,20 81:9,22 83:4,18 85:25 86:11 87:3,9,11,16 101:9	location 73:18 102:12, 13,15	mail 97:10,15 98:4 99:20 100:3	match 85:10
late-filed 39:17	Logistics 8:9 13:13	mailed 95:7	matrix 47:25
lateness 95:3	long 26:2,12,13,16 27:4 29:15,17,21 30:1,7,13 62:6 82:25 83:1 85:6, 16,20 93:7 100:19	major 4:12 62:15,16 72:23	Mayor 4:4,6 8:22 18:5 61:17
launch 58:18	long-term 51:9	majority 52:14	means 29:16 46:17 91:3
launched 58:22,23	longer 62:12	make 12:12 30:11 31:16 38:22 43:24 45:20 46:13 54:1,24 55:5 62:16 63:1 64:9,25 65:7 73:15 74:23 89:22 90:20 92:8 105:8 108:25	medium-sized 52:6
layered 74:16	loose 63:4	making 11:14 38:7	meeting 3:3 40:10 78:19 79:12 105:12 109:2,12 111:5
lead 107:4 110:9	Lori 97:18	Malone 4:25 5:1 9:22 39:11 102:3 104:18	meetings 48:23 50:6 86:17
leadership 106:19	lose 86:4	manage 110:11	member 34:5 42:20 78:21 79:1
league 106:10	lost 55:11	management 13:13 50:19	members 7:21 8:18,25 9:18,25 11:11 13:1 14:7 16:13 17:10 18:8 21:8 24:3,10 33:10 35:23 36:5 41:22 42:24 45:17 46:5 57:16 59:15 60:7, 17,25 65:23 67:15,19 70:2,12 73:15,23 75:23 82:7 83:18 92:1,20,24 94:10 98:24 101:1 102:5 103:2,22 104:20 111:2
learned 15:17 109:18	lot 10:24 60:12 61:12 78:22 84:17 100:2 107:23 110:12	manager 43:5,15 95:2	mentioned 50:2
learning 72:19	Louisiana 10:13 21:22 22:2 52:12 55:22 62:1, 2,11 63:5 70:15 71:8,22 72:6,12 102:14,16 105:12,20,24 106:24	managing 107:5	mercy 78:22
LED 38:6	Louisiana's 107:20 108:4	Mann 93:19,20 94:16	met 21:20 22:1,6,11,17, 22 23:3,8,18
left 80:12 87:23	love 60:14	Manny 4:18	Methanol 25:3,9,13 33:7
legal 71:18 89:14		Manuel 4:18	Metoyer 18:16,17 19:5, 7 21:14,15 23:12,22
legislature 51:20 106:18 108:1		manufacturing 33:21	
Leonard 66:11,12			
levels 106:19			
Lieutenant 3:19			
light-weighting 44:10			
limitations 89:16			
Linzi 95:1 96:17			
list 47:9 109:1			



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<p>24:16 Michael 15:1,2,3 middle 45:8 52:15 66:15 millages 46:21 Miller 5:7,8 14:1 28:1,2, 9,14,18 35:12,13,19 36:2 54:5,6,12,21 55:2 80:5,6,17 110:22 Millie 7:7 mind 92:9 mine 70:19 minimum 44:16 45:8 51:8 minority 58:14,17,23 minority-owned 58:19 minutes 7:12,14 miscommunication 97:21 missed 11:3 28:3 74:16 mission 107:15 mistake 52:11 misunderstanding 97:13 Mobil 37:2 42:11 43:16, 20 44:14 45:9 49:13 64:4 Mobile 43:5 Mobils 53:16 Moller 5:11,12 16:10 36:3 44:21,22 45:12,15 47:2 83:19 84:4,13,23 85:4 86:1 88:15,18,19, 24 89:6 moments 105:7 momentum 107:6,25 money 84:19,25 Monroe 16:21 Monsanto 18:22 19:20, 23 20:5</p>	<p>month 28:8 81:21 86:10 months 31:12,14 81:22 morning 3:2 14:20 18:18 37:16 56:18 57:25 58:2,8 59:25 63:25 Morrell 5:16 motion 7:13 8:1,21 9:5, 21 10:5 11:15 12:17,20 13:6 14:12 16:9,18 17:7,15 18:5,13 21:5,13 24:6,15 27:24 32:22 33:6,15,25 36:1,10 39:1,10 42:2 54:24 55:5 67:11,24 69:15,17,18 70:7 75:19 77:9,25 80:4 81:1,20 82:2 90:10,12, 14,16,20 91:2,23 92:6, 8,15 93:4 94:4,15 98:20 101:6,25 102:10,18,24 103:7,19 104:2,17,25 110:19 motioned 75:20 move 8:2 36:18 46:23 54:24 71:16 72:12 73:2 77:3 90:22 92:12 98:16 moved 33:23 69:13 94:2 97:14 moves 46:15 movie 108:3 moving 78:11 107:7 multiple 54:14 multiplier 64:11,22 municipal 84:17 Murphy 13:10 myriad 44:6</p> <hr/> <p style="text-align: center;">N</p> <hr/> <p>named 17:19 109:19 nation 105:21 106:7 nauseam 79:20</p>	<p>nay 7:23 9:2 10:2 13:3 14:9 16:15 17:12 18:10 21:10 24:12 33:12 34:7 36:7 41:24 67:21 70:4 75:25 82:9 92:3 93:1 94:12 101:3 102:7 103:4,24 104:22 needed 44:17 49:22 negative 108:4 Neil 3:25 Network 58:5 newbie 49:7 Newman 22:19 Newsprint 76:5,8,11, 14,19,23 80:7 Nextgen 72:16 97:9 100:16 NGL 13:11 nice 109:22 ninth 106:8,15 Nobel 10:13,18 nobody's 83:13 nodding 50:11 non-profits 63:9 Norbert 5:15 north 49:10,11,13,20 50:12,20 64:2,4,5,7,12, 16,19,23 65:2,4,11 105:21,23 107:12 Northeast 72:6 Northwest 26:18 83:5, 6,8 notably 44:7 notarized 96:7 note 25:11 61:23 noted 25:18 37:8 45:11 48:17 82:1 notice 44:25 noticed 48:15 109:22</p>	<p>notification 47:13 77:16 97:16 notifications 47:4 72:7 notified 31:6 39:24 78:19 95:5 noting 33:6 November 109:25 110:3,5 Nu 8:8 number 25:8 36:17 41:16 47:5 53:23 71:9 85:10 87:15 97:2 106:24 numbers 47:2 51:6 58:9 Nungesser 3:20</p> <hr/> <p style="text-align: center;">O</p> <hr/> <p>Oak 13:14 object 93:25 objective 47:17 occur 53:22 occurred 20:10 46:17 October 22:25 48:23 offering 53:15 office 15:17 93:6 98:7 officials 73:7 74:5 oil 52:12,13 Olefins 8:7 one-on-one 73:14 one-year 29:8,16 81:10 93:24 online 47:13 97:10 100:17 open 108:22 opening 72:20 operate 63:10 Operating 13:11</p>
--	--	---	--



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operation 48:11 83:5	outstanding 106:16	partner 56:22	perspective 89:14
operations 24:25 51:6 101:15	oversight 93:21	partners 18:20 105:25 110:10	phase 39:20,22,25
opportunities 58:25 59:10 62:25 107:19	Overton 59:23,24,25 60:25 62:22	Partnership 105:24	pick 28:19
opportunity 42:18 47:23 48:3 50:4 71:5 72:25 73:15 77:24 78:23 79:11 105:10	overview 19:23 48:4	passage 35:4	Pierson 5:19,20 32:25 35:2 45:18 46:12 48:13 53:19 68:8 70:24 71:4 74:14 75:3 79:4 100:15 105:5,6 108:17 109:19 110:2,6
oppose 92:3	overwhelming 52:14	past 11:24 81:9 97:18	Pin 13:14
opposed 7:23 9:2 10:2 13:3 14:9 16:15 17:12 18:10 21:10 24:12 33:12 34:7 36:7 41:24 67:21 70:4 75:25 82:9 93:1 94:12 101:3 102:7 103:4,24 104:22 110:23	owe 57:3 91:8	pathway 109:6	Pipe 25:1,18,21 26:3,18 33:3 82:14,17,22 83:2, 6,8 90:21 92:10
optimal 54:19	owed 85:1	pay 84:17 89:11 96:24	Piping 83:5 101:16 102:13
option 29:12 30:4	owner 60:2 103:12	paying 83:22 84:8,15	Pitney 96:23
order 3:4 15:11 19:6 95:22	owner 64:18,19 66:8	PCA 80:11	place 45:7 46:19 47:23 53:12 55:22 84:16 90:7
organization 13:15 61:14 64:16 99:11 105:20 107:3	ownership 13:10,16 41:4	peak 45:9	Placid 22:7
organizations 71:13 105:23	<hr/> P <hr/>		
oriented 7:2	package 96:22	penalize 39:3,4,17 40:20 81:10	Plan 16:21
original 27:17	packaging 34:16,17 35:14 51:10 76:5,8,11, 13,19 80:7	penalized 39:5 95:17, 25	plant 43:5,15,16 44:4, 15 46:20 51:14,15 54:8 104:7
originally 37:20	Packing 34:15 76:23	penalties 11:5,7,9	plants 52:7
Orleans 8:6,9 9:11 14:22,23 18:21,25 21:23 22:19 23:4 58:6 109:20	paid 29:4 84:2 104:11	penalty 28:13 29:9,16 30:6 81:10 84:6 88:20 89:3 90:5,23 91:3 92:13 93:24 98:16	Plating 104:5
Ouachita 14:24,25 15:1,2,3,4,5 16:22 18:20 22:3 72:7 93:14	paperless 72:11	people 41:12 46:5 50:16 52:11 60:7,8 64:7 78:15 89:20	play 108:9
ourself 85:21	paperwork 19:6 38:21 71:17 85:8	perceive 78:16	plays 52:19
outlook 108:4	parish 17:19 18:20,21, 22,23,24,25 19:2,3,21 21:17,23 22:3,8,14,20, 25 23:5,15 24:25 25:1, 2,3 33:21 34:14,15,16, 17,18,19 37:1,2,3,4,17 48:16 61:15 66:22 70:23 72:3 75:17 76:6, 9,11,14 82:15,17 84:1, 18 85:1 93:14 94:20 101:15 102:15,16 103:12 104:6,10	perform 106:3	pleased 71:7
outreach 107:18	parishes 70:16,19	performance 47:17 105:14 106:23	pleasure 61:11
outsource 71:14	Park 19:2	performing 108:19	point 7:9 30:24 47:3,10, 11 53:2 64:24 67:9 74:3
outsourced 26:19 27:15 83:9	part 23:6 41:3 43:22 44:8 46:7 57:3 65:5 73:4 93:21	period 21:18,23 22:3,8, 14,20,25 23:15 32:7 53:12 64:24	pointed 57:1 73:6
	participating 58:25	permanent 35:15 44:14,16,24 45:3,6 51:4,9 52:9	Pointing 24:20
		permit 26:19	points 47:1 61:22 110:13
		person 15:19 56:12	poke 99:16
			poked 99:17
			policy 93:24 95:7
			Polyolefins 43:16



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polypropylene 44:3,5 54:19	presently 107:11	20,21 62:20 66:16,19 68:1 95:22	28:1 44:24 53:10 68:7, 23 77:5,10 79:5 83:20 97:24
portion 39:19 86:23 87:20 105:2	President 14:1 61:10		
position 48:10 53:24	President's 61:17	projects 15:10 62:13 63:6 73:10,11	questions 7:17 8:17 9:17 13:23 16:6 18:2 19:15 20:25 21:2 24:2 29:5 32:19 35:1,22 41:13,15 42:23 44:20 45:16 55:8,13 57:15 59:16 60:24 63:15 65:14,22 69:22 73:18 77:20 79:20 80:22 83:17 91:19 92:20 94:6 98:23 100:6 101:22
positions 44:15,16 45:6 51:9	presume 48:19	proof 96:19	
positive 52:24 57:12	pretty 80:18 100:5	proper 67:12 81:2	
possibly 62:12	prevent 100:4	Properties 15:4	
post 98:7	previous 37:20 95:6,14 102:13	property 26:21 83:9,22 84:7,15	
post-eeo 33:18	previously 97:18 108:19	proposed 47:15	
post-eo 34:22 36:13,24	primarily 51:10	propylene 43:18	quick 19:19 42:15
post-eos 24:20,21	prior 20:10 31:12,14 109:12	proud 71:7,19 73:11 106:4 107:3	quickly 93:23
postal 96:19,23	privileged 110:8,15	prove 98:5	quorum 6:22
posted 74:20	problem 79:19 97:10	provide 96:18	
poster 62:18	procedural 77:10	provided 51:15 96:9,21	<hr/> R <hr/>
postmark 96:22 98:5,6	procedures 7:2	providing 52:15 53:21	Rapides 22:13,14 33:21
posture 11:8	proceed 24:22 34:11 36:11,22 68:11 74:6 93:11	public 8:12 9:13 13:19 16:1,25 19:10 23:23 25:14 34:21 42:17,24 63:20 65:1,19 68:25 73:10,24 75:2 82:3 92:17 99:2 101:18 102:21 103:15 104:13	rate 107:20
potential 43:18 44:7,12	process 7:2 35:8 50:2 68:3,24 105:16 108:22	pull 70:19	ratio 53:4
poverty 64:23	Procter 33:20	purposes 81:24	reached 107:20
power 66:7,10 74:4	produce 18:21 71:20	pursuing 90:8 106:11	read 7:12 43:19 58:7
powerful 73:9	producing 106:5	put 49:17 56:11 63:4 71:3	readily 72:9 73:25 74:23
PPG 9:8	production 54:20	puts 48:10	ready 72:24 73:2
practice 27:22	products 44:6,9	putting 50:3	real 14:23 42:14
practitioner 72:18	program 8:3,14 13:20 14:18 16:3 17:1,18,24 19:6,12 21:19,25 22:5, 10,17,22 23:2,8 24:20 35:5 49:20 53:20 59:1 65:6 73:5 106:7,8	<hr/> Q <hr/>	reality 52:13
practitioners 71:12 72:4	programs 35:4 72:4 106:12 108:7	qualified 58:23	realize 100:2
pre-eeo 24:24	project 20:6,9,10 31:23 32:6 39:20,23 43:17 44:2 45:24 46:3,7,14, 18,25 47:15 48:12 49:11 50:21 55:22,24 59:5,9 60:1 61:13,18,	QJ 14:14	realized 26:22
pre-eos 24:20		quality 89:22	reason 35:16 37:18 81:20 83:3 98:13
preclude 90:7		quality 8:2,5,9,13 9:7 12:9 13:19 71:19	reasons 78:13,18
preliminary 48:22		question 12:12 27:18	receipt 98:4
presence 52:9,10			receive 48:2 95:23 97:1,16,17,19
present 5:21 6:22 14:21 50:20 71:19			received 15:20 70:14 94:21 95:9,21 96:2
presented 8:3 12:2 14:18 15:14 18:16 77:17			



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receiving 97:14,15	rendered 48:18	requests 13:9 23:24 101:15 104:4,6,10	restrict 12:20 27:23
recently 108:3 109:19	renew 26:25 30:9 83:11,14 95:6 96:6 97:20	required 95:15 110:12	restricted 33:3
recognition 109:21	renewal 9:7 10:7,8 12:9 16:20,25 29:13 30:5,12 68:24 76:7,10,12,15 77:3,23,24 78:13 81:11 82:16,18 83:18 89:4 90:23 92:13 93:15,22 97:17 98:16	requirements 21:20, 25 22:5,11,17,22 23:2, 8,18	results 106:6
recognized 110:16	renewals 9:14 27:7,10 68:13,17,19,23 69:23 75:9,11,13,15 77:10 78:13 80:8 101:6,9	resolutions 15:15,18 35:8	retain 106:14
record 25:11	renewed 11:5 26:22,23 31:9 83:13	resonates 108:5	retained 107:10
recover 84:25	renewing 88:13	resource 49:14,15	retention 35:16
recuse 25:7	repeat 51:6 76:22	resources 50:18 106:17	retrofit 20:7
recused 25:12 33:7	replacement 3:7 7:7	respond 7:21 8:25 9:25 13:1 14:7 16:13 17:10 18:8 21:8 24:10 33:10 34:5 36:5 41:22 67:19 70:2 75:23 82:7 92:1,24 94:10 101:1 102:5 103:2,22 104:20 111:2	return 98:4
Red 23:14	report 70:14 105:11	response 4:10,13,16, 19 5:5,17,24 6:2,5,12 7:18,24 8:15,19 9:3,15, 19 10:3 12:23 13:4,21, 24 14:10 16:4,7,16 17:2,5,13,25 18:3,11 19:13 21:3,11 23:25 24:4,13 32:20 33:13 34:8,24 35:24 36:8 41:18,25 53:21 55:15 57:17 59:17 61:1 63:16 65:15,20 67:16,22 69:1, 24 70:5 76:1,20,24 80:24 82:4,10 91:21 92:4,18,21 93:2 94:7,13 98:25 99:3 101:4,20,23 102:8,22 103:5,17,25 104:15,23 110:24	review 106:22
reduce 86:10	reported 59:1 106:21	Reports 95:22	Rhonda 20:4
reduced 87:3	represent 3:25 47:23 48:19	representative 3:24 7:15 9:23 10:12 11:12 15:21 17:8 19:17 21:6 25:20 30:20 37:9 52:17 53:8 54:4 76:18,22 81:3 82:21 93:17 102:2,24 104:17 109:10	Richard 5:23
reducing 86:22	representing 4:4 71:14	represents 62:10	Rick 56:5,18 60:8
reduction 12:3 53:11 87:17	request 10:7,9 17:18 30:12 46:16 76:7,10,13, 15 77:3 81:14 82:16,18 93:15	request 10:7,9 17:18 30:12 46:16 76:7,10,13, 15 77:3 81:14 82:16,18 93:15	Rickey 4:15
refer 106:15	requested 21:19,24 22:4,10,15,21 23:1,7,17 34:23 68:14 73:22 75:16 98:5	requested 21:19,24 22:4,10,15,21 23:1,7,17 34:23 68:14 73:22 75:16 98:5	Rinaldi 63:25
reference 49:18	Restaurant 14:22 23:4	Restaurant 14:22 23:4	Rip's 14:23
Refining 22:7	Restoration 14:17 16:2,25 17:17,24	Restoration 14:17 16:2,25 17:17,24	ripple 62:5
reflected 52:20			Riser 25:2
reflects 19:24 106:1			river 52:8
reform 65:7			Road 102:15
region 61:13 62:1 63:5 74:17			Robbie 5:7
regional 61:14 71:13 110:10			Robert 108:18
regions 73:3			Rogers 65:9
registration 10:25			ROI 52:19
regrettably 10:23 11:3			role 108:9,19
reinvest 47:19			roll 3:12
related 20:7			rollout 72:24
relationship 64:17			rolls 28:20
relative 46:14			Ronnie 6:7
remain 53:24			Rouge 8:8 18:22,24 22:8 37:3 43:16 44:2 49:11,12,13,21 50:12, 20 54:9 56:19,23 58:7 61:10,16,24 62:12 64:1, 4,6,8,12,16,20,23 65:2, 4,11 102:14,15 103:12
remaining 31:6			Royal 14:22
remains 47:25			rules 24:21 33:19 34:23
remarks 105:8			
renaissance 64:5			



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36:25 37:19,20,21 38:9, 18,23 39:16 40:21 46:17 48:6,14 62:19 67:13 86:13 98:3	section 36:18	sic 82:12	sought 47:12
run 45:6 96:24	secure 48:11 62:13	side 68:5	South 102:15
running 49:19	securing 58:24	sign 71:25 72:1 99:20	southern 106:21,23
<hr/> S <hr/>	seeking 106:14	signal 81:13	speak 40:12 45:19 82:24
safety 44:10	seeks 63:1	signature 100:17	speaking 53:3 72:6
Sai 22:24	segment 71:22	similar 51:17	specific 89:12
Saizan 6:1 57:23	seminar 74:16	simple 64:10,24 74:21	spending 20:6,9
Salvation 57:7	seminars 73:3	simply 47:11 93:21	spent 20:14,16
SBA 58:5	Senator 5:4,15,16 7:10 51:1 53:7 66:14 98:21 102:25 103:19 108:18	sin 64:13,14	spin-off 62:21
Scared 67:7	send 65:1,3 81:13 97:2	sir 11:14 12:8,15 19:8 39:7 42:3,8 57:19 61:3 74:9 96:13 99:13 100:1	spoke 83:25 96:17
Scenic 49:16	separate 85:11	site 97:14	spouses 60:10
Schexnaydre 6:4	September 21:18 23:1, 2	situation 64:25 98:2	Springs 17:20
school 22:19 48:15 65:3 84:17	serve 44:7,17 58:4,14 59:11 60:3,4,16 106:13 109:3	situations 90:5 98:14	St 9:10 13:13,15 17:19 18:23 19:21 25:3 37:3 66:1,8,22
schools 65:1	service 52:13 57:2 59:6 96:19,23 100:3	size 52:22	stable 60:16 108:5
Schreiber 109:20	services 11:1 51:14 52:16 83:10	skilled 49:21	staff 26:24 39:2 40:18 73:2,7,21 74:12 79:5 98:1,11 99:18 106:2
Scott 5:23 105:23	servicing 108:24	Slope 6:7,8 8:22 12:18 18:6 21:6 24:8 49:3,4 50:10,25 55:7 64:8 69:21 75:21 78:7,8 94:5 99:4,7,8,14 100:7,13	staff's 99:17
screen 71:24 72:2	set 38:18,22 74:20	slowly 82:24	stages 43:23
search 72:3	Shawn 3:14 7:1 14:5 16:11 32:23 75:20	SMA 107:14	stakeholders 105:15
seconded 7:15 8:22 9:22 14:1 16:10 17:8 18:5 21:6 24:7 32:23 36:2 39:11 55:7 69:20 75:21 80:4 91:2,24 92:16 94:5 98:21 102:2, 25 103:20 104:18 110:21	Shaya 23:4	small 49:15,18 59:1,5, 11 60:1,3,20 64:18,19 72:18	stamp 96:19,25
Secretary 5:19,20 7:1 19:20 32:25 33:16 35:2, 11 45:18 46:4,11,12 48:9,13 49:2 50:1 53:10,19 68:6,8 70:10, 17,24 71:4 74:3,11,14 75:3,7,20 79:3,4 94:4 100:15 105:5,6 108:12, 17 110:2,6	sheet 43:2	smarter 89:20	stands 79:1
Secretary's 49:9	sheriff 48:16	smoothly 11:3	start 45:7 48:23
	shipyard 52:16	soft 72:20	state 39:16 47:7,19 48:11 52:9,12,13,14,24 53:17 61:25 62:1 66:18 70:15 71:12 72:15 73:2, 13 78:17 105:21,25 106:15 107:7,11,14 108:6,10 110:10
	shop 52:18	software 73:5	state's 107:21 110:15
	short 60:19	Solar 34:13 37:3 66:1,8	statement 58:8
	shot 81:5	sold 104:11	states 46:1 48:1 53:14 62:8 63:2 106:11,23
	show 53:5 62:19 67:10 77:12	Solutions 25:2 93:11, 13	status 72:11 105:20,21
	showed 70:14	solved 97:10	
	Shumate 37:15,16 38:1,10,19 39:6 40:6,7, 9,14,23 41:2,8 42:7	sons 65:2	
		sort 49:16 51:21 53:13	



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statute 89:16	108:1,8	104:11	tolerated 81:15
stay 57:11 106:10	supporting 15:10 59:12	taxing 26:19	tool 73:9
staying 87:17	supposed 68:22	teachers 84:17	tools 107:5
STEM 65:5	surrounding 49:22 53:14	team 110:8,9	top 86:9 106:10
step 10:14 20:1 25:22 37:11 43:1,25 48:23 52:24 56:6 61:6 63:22 66:3 82:23	sustaining 58:20	tease 64:13	total 8:9 15:7 70:14,23
Stephanie 42:25 43:4	sweet 60:19	technical 58:16	totalling 59:2
Steve 6:14 43:5	system 22:13 71:17 93:22	technically 98:2	tough 66:15
Stick 23:14		telling 50:13	track 107:7
streets 66:19	T	term 21:19,24 22:4,10, 16,21 23:7,17 28:4	tracking 97:2
strengthen 58:19	tab 71:23	termination 23:1,24	Trade 109:19
strictly 68:22	table 32:22 49:25 50:16 73:20	terminations 21:16	training 49:20 50:17 58:17 63:10 64:7 74:18 106:7
strong 60:16	takes 30:24 89:15	terms 43:25 44:5 48:14 54:18 105:18 106:24	transferred 83:7
struggling 107:17	taking 77:9 89:4	Terrebonne 34:14	transfers 103:9,16
studies 53:5	talk 49:8 52:3 64:14 109:11	thing 49:10 50:3 60:14	translate 107:1
subcontractors 51:5	talked 47:2 52:17 83:12	things 49:12 50:15 62:22 64:15 65:6 72:12 107:23 110:11	transparency 71:9 73:10
submit 77:12 100:17	talks 44:25 45:1	thinking 47:14 52:12	transparent 74:1
submitting 77:23	tall 52:3	Thomas 4:5	Transport 9:9 13:12
subs 51:15	Tam 38:6	thought 47:14 80:12	treating 87:2
Subsidiaries 18:23	Taminco 34:19	thoughts 89:9,19	trophy 106:16
succeeded 108:6	Tammany 9:10 13:14 17:19	three-year 84:6 87:17 88:20 89:3 90:23 91:3	Troy 15:5
success 57:4 58:15 107:6	Tangipahoa 69:11	time 12:5 15:15 24:18 39:23 40:21 52:7 70:10 73:23 83:7 100:19 106:8,11,15 109:13	Turner 18:23
successful 52:23	Tanita 7:6	timeframe 106:23	Twelve 6:22
suggestion 108:23	target 58:16	timely 29:13 30:5 68:17 95:21,24	two-year 92:13
Sunchase 66:7,10	tax 11:2 14:17 16:2,25 17:17,24 24:19 26:21 28:20 47:23 67:13 70:15 79:6 83:10 84:21, 24 88:12,23,25 95:2 103:9	Timely-filed 68:19	type 48:2 60:12,14 81:13
Superbowl 106:16	taxable 88:11	today 10:13 25:21 37:10 43:17,25 48:23 61:11 68:24 76:19 79:11 81:13 82:22 88:2 105:20 108:22 110:13	typically 72:21 86:17 89:3
supplied 95:11,20	taxed 29:2	told 95:9,10,12	typo 23:6
suppliers 59:7	taxes 29:4 83:22 84:2, 7,15,22 89:11 90:8 91:9		U
supply 62:3 97:22			U.S. 75:16
support 44:17 46:24 48:12 53:1 55:21,24 56:1 59:9 60:1,19 61:18,19,20 66:25 68:2 71:7 77:25 79:16 95:10 97:22 106:18 107:24			undergone 105:13
			understand 27:14 29:15,20 41:6,7 46:25



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<p>74:7 78:15 86:15 93:24 97:20</p> <p>understanding 38:16 48:4 50:5</p> <p>understands 64:9 85:23</p> <p>United 63:2 101:14</p> <p>unnecessarily 40:20</p> <p>upgrade 57:10 108:3</p> <p>upgraded 73:5</p> <p>user-friendly 74:24</p> <p>Usie 24:18,23 25:16,25 27:6,11 28:5,11,16,21 30:16 31:7,13,22 32:1, 5,10,14 33:17 34:12 35:17 36:12,22,23 38:15 68:11,12,18 69:5, 9 75:10,14 76:4 77:14, 15 78:1 79:9 80:9 82:13 83:23 84:10 87:10,19 93:12 94:17 96:16 97:7 101:8,11,13 102:11 103:8 104:3 105:1,4</p> <hr/> <p style="text-align: center;">V</p> <hr/> <p>valuable 78:16</p> <p>Vantage 16:21</p> <p>vendors 59:6</p> <p>Ventures 8:7</p> <p>versus 45:3 53:17</p> <p>vetted 71:18</p> <p>vibrant 73:12 108:10</p> <p>vice 108:14,19,25 109:3</p> <p>view 110:9</p> <p>Vinning 3:5,9,13,18,23 4:3,8,11,14,17,20,24 5:3,6,10,14,18,22,25 6:3,6,10,13,17,21,24</p> <p>visible 72:9</p> <p>Vivace 8:6</p>	<p>voice 60:1</p> <p>volume 71:16</p> <p>vote 25:8 57:12 65:25 77:25</p> <hr/> <p style="text-align: center;">W</p> <hr/> <p>W.R. 103:13</p> <p>waiting 39:22</p> <p>waive 11:9</p> <p>waived 11:5,8</p> <p>walking 40:22</p> <p>Walmart 21:22 22:2</p> <p>wanted 26:20 56:20 66:17 72:20 81:8</p> <p>Washington 34:13</p> <p>ways 62:18 72:9</p> <p>Weatherford 75:16</p> <p>webinar 74:19</p> <p>webinars 74:12 75:1</p> <p>website 71:22</p> <p>weeds 31:20</p> <p>WELD 101:14</p> <p>west 8:8 22:8 23:15 46:2</p> <p>whomever 40:11</p> <p>widely 71:11</p> <p>Williams 6:11</p> <p>Wilson 3:14,16 6:18,19 7:1,3 14:2 16:11 17:7 24:7 27:25 32:23 34:2 39:10 69:20 75:20 77:4, 7,8,21 78:3 79:14,15, 21,22 80:1 89:24,25 90:24 92:16 103:20 109:9</p> <p>Wilson's 14:3</p> <p>win 62:20 106:15</p> <p>Windham 3:1,11 6:14, 15,23 7:19,22,25 8:11, 16,20 9:1,4,12,16,20 10:1,4,11,19 11:6,16,20 12:16,24 13:2,5,17,22, 25 14:8,11,15 15:8,23 16:5,8,14,17,23 17:3,6, 11,14,22 18:1,4,9,12 19:4,9,14,25 21:1,4,9, 12 23:10,21 24:1,5,11, 14,17 25:4,10,19 26:5, 9,14 27:1,9,13,21 28:23 29:3,11,19,23 30:3,10, 15,19,22 31:2 32:18,21 33:5,11,14,24 34:6,9, 20,25 35:10,21,25 36:6, 9,14,20 37:7,23 38:3, 13,25 39:9 40:1 41:23 42:1,9,16,21 43:7,11 44:18 45:14,21 46:9 48:8 49:1 50:24 53:6 54:3,25 55:4,16,20 56:2,4,10,15 57:13,18 58:1,10 59:13,18,22 60:22 61:2,9 63:14,17 65:13,16,21 66:2 67:4, 8,17,20,23 68:10,15,20 69:2,7,14,25 70:3,6 74:10,25 75:6,12,18,24 76:2,17,21,25 77:6,13 78:5 79:2,13,18,24 80:3,15,21,25 81:16,25 82:5,8,11,20 83:15 85:12,22 86:3 87:1,7, 14,22 88:4,8,17 89:8,23 90:2,11,15 91:1,7,12, 17,22 92:2,5,14,19,22, 25 93:3,9,16 94:3,8,11, 14,23 96:1,10,14 97:23 98:19 99:1,6 100:11,18, 23 101:2,5,10,17,21,24 102:6,9,19,23 103:3,6, 14,18,23 104:1,12,16, 21,24 105:3 108:11,25 109:7,24 110:4,18,25 111:3</p> <p>window 72:3</p> <p>winner 109:20</p> <p>withdraw 69:13,16</p> <p>withdrawal 68:14</p> <p>withdrawn 69:4,6,16</p>	<p>women 58:19</p> <p>Women's 58:5</p> <p>women-owned 58:14, 24</p> <p>Woodrow 6:18 14:2 17:7 24:7 27:25 34:2 39:10 79:21 92:16 103:20</p> <p>words 109:22</p> <p>work 58:5,16 59:6 60:7 61:15,16 65:1 68:3 74:8 93:5 107:16</p> <p>worked 56:24 95:19</p> <p>workforce 106:6,12</p> <p>working 73:13 85:15 107:11</p> <p>Works 23:14 34:14 58:22,23 59:1</p> <p>world 53:16 80:18 91:15 109:19</p> <p>worship 65:1</p> <p>worth 91:4</p> <p>writing 30:25 84:1</p> <p>wrong 74:11 93:22</p> <hr/> <p style="text-align: center;">Y</p> <hr/> <p>y'all 28:13 69:18 86:18, 22 88:2</p> <p>YCI 25:3,8,13 33:7</p> <p>year 12:1,3,21 26:20 27:23 31:8,9,10,23 33:4 43:24 50:7 70:21 81:21 84:14 86:5,10,22,23 87:3,4,20 88:5,23 89:10 91:9 95:17</p> <p>year-long 105:14</p> <p>years 26:23 30:8,9,24 31:6,21 32:9,11 43:22 56:24 60:9 61:24 62:3, 14,16 71:10,21 81:23 83:21,22 84:22 85:25 86:4 87:9,11,16,23 91:4</p>
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95:14,20

Yvette 4:9

Z

Zeringue 43:6,14,15
44:19 45:4 48:21 50:8
51:7,16,23 52:2,25
54:10,16 55:13,18,25
62:24 67:25

Zone 18:15 19:11 23:24



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