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MEETING MINUTES FOR THE BOARD OF COMMERCE AND INDUSTRY
OF THE
LOUISIANA ECONOMIC DEVELOPMENT CORPORATION
HELD AT
LOUISIANA STATE EMPLOYEES' RETIREMENT SYSTEM BUILDING
FOURTH FLOOR BOARD ROOM
8401 UNITED PLAZA BOULEVARD
BATON ROUGE, LOUISIANA
ON THE 25TH DAY OF FEBRUARY, 2014
COMMENCING AT 1:34 P.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR



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BOARD OF COMMERCE AND INDUSTRY MEETING

1 **Appearances of Board Members Present:**

2 R.K. Mehrotra
3 Millie Atkins
4 William King
5 Lance Belcher
6 Jeffrey Elmore
7 Richard Gonsoulin
8 Gordon Burgess
9 Steve Grissom
10 Kevin Langley
11 Mayor Glenn Brasseaux
12 Wilda Smith
13 Thomas Holden
14 Representative Stephen Pugh
15 Charles Soprano
16 Steve Windham
17 Gordon Burgess

18 **Staff members present:**

19 Melissa Sorrell
20 Brenda Guess
21 Frank Favaloro
22 Danielle Clapinski
23 Becky Lambert
24 Anne Villa
25 Rick Broussard
26 Lori Weber
27 Susan Bigner
28 Joyce Metoyer



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MR. MEHROTRA:

Call to order, please.

I'd like to welcome everybody to our February 2014 State Board of Commerce and Industry Meeting. Thank you for your attendance.

Can we get a rollcall?

MS. SORRELL:

Mat Parker for Governor Jindal.

(No response.)

MS. SORRELL:

Steve Windham for Lieutenant Governor Darden.

MR. WINDHAM:

Here.

MS. SORRELL:

Millie Atkins

MS. ATKINS:

Here.

MS. SORRELL:

Lance Belcher.

MR. BELCHER:

Here.

MS. SORRELL:

Brian Bossier.

(No response.)



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1 MS. SORRELL:

2 Mayor Glenn Brasseaux.

3 MAYOR BRASSEAUX:

4 Here.

5 MS. SORRELL:

6 Gordon Burgess.

7 MR. BURGESS:

8 Here.

9 MS. SORRELL:

10 Mark Delesdenier.

11 (No response.)

12 MS. SORRELL:

13 Jeffrey Elmore.

14 MR. ELMORE:

15 Here.

16 MS. SORRELL:

17 Andre Fruge.

18 (No response.)

19 MS. SORRELL:

20 Richard Gonsoulin.

21 MR. GONSOULIN:

22 Here.

23 MS. SORRELL:

24 Steven Grissom for Secretary Moret.

25 MR. GRISSOM:



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1 Here.
2 MS. SORRELL:
3 Thomas Holden.
4 MR. HOLDEN:
5 Here.
6 MS. SORRELL:
7 Jerald Jones.
8 (No response.)
9 MS. SORRELL:
10 William King.
11 MR. KING:
12 Here.
13 MS. SORRELL:
14 Kevin Langley.
15 MR. LANGLEY:
16 Here.
17 MS. SORRELL:
18 Senator Martiny.
19 (No response.)
20 MS. SORRELL:
21 R. K. Mehrotra.
22 MR. MEHROTRA:
23 Here.
24 MS. SORRELL:
25 Eric Ponti, Representative Ponti or



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1 Kenny Harris for Representative Ponti.
2 (No response.)
3 MS. SORRELL:
4 Stephen Pugh.
5 MR. PUGH:
6 Here.
7 MS. SORRELL:
8 Senator Riser.
9 (No response.)
10 MS. SORRELL:
11 Gail Potts-Roque.
12 (No response.)
13 MS. SORRELL:
14 Wilda Smith.
15 MS. SMITH:
16 Here.
17 MS. SORRELL:
18 Charles Soprano.
19 MR. SOPRANO:
20 Here.
21 MS. SORRELL:
22 We have a quorum.
23 MR. MEHROTRA:
24 Thank you, Ms. Sorrell.
25 Can I get a motion to approve our



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1 minutes from our December 10, 2013 meeting? Mr.
2 Gonsoulin, second by Mr. Burgess.

3 All in favor, say "aye".
4 (Several members respond "aye".)

5 MR. MEHROTRA:

6 All opposed?

7 (No response.)

8 MR. MEHROTRA:

9 There is no opposition.

10 If you'd like to address the Board,
11 please fill out a blue card and hand it in at the table
12 so we can address any questions or concerns.

13 Okay. Quality Jobs Program,
14 Mr. Favaloro.

15 MR. FAVALORO:

16 Yes, sir. I have nine Quality Jobs
17 Applications: 20120517, Laitram Machinery, Inc. in
18 Jefferson; 20120760, Lipsey's, LLC in East Baton Rouge;
19 20111165, Quality Iron Fabricators, Inc. in Livingston;
20 20130442, Turnkey Cleaning Services GOM, LLC in
21 Lafourche; 20120809, Union Pacific Railroad Company in
22 Rapides; 20120810, Union Pacific Railroad Company in
23 Caddo; 20120805, Union Pacific Railroad Company in
24 Pointe Coupee; 20120807, Union Pacific Railroad Company
25 in Jefferson; and 20121045 Weyerhaeuser NR Company in



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1 Lincoln.
2 That concludes the applications.
3 MR. MEHROTRA:
4 Thank you.
5 Can I get a motion to approve?
6 MR. PUGH:
7 So moved.
8 MR. MEHROTRA:
9 Representative Pugh, second by
10 Mr. Elmore.
11 Any comments or discussion from the
12 floor?
13 (No response.)
14 MR. MEHROTRA:
15 Any comments or discussion from the
16 Board?
17 (No response.)
18 MR. MEHROTRA:
19 All in favor, say "aye".
20 (Several members respond "aye".)
21 MR. MEHROTRA:
22 All opposed?
23 (No response.)
24 MR. MEHROTRA:
25 There is no opposition.



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MR. FAVALORO:

I have 5 Quality Jobs Requests for Renewals: 20090998, CenturyLink, Inc. and Affiliates in Ouachita; 20090775, KPAQ Industries, LLC in West Feliciana; 20080929, Montco, Inc. in Lafourche; 2001221, Northwest Pipe Company in Bossier; and 20080918 Yara North America, Inc. in St. James.

That concludes the renewals.

MR. MEHROTRA:

Thank you.

Can I have a motion to approve? By Mayor Brasseaux, second by Mr. Windham.

MS. ATKINS:

Mr. Chairman.

MR. MEHROTRA:

Yes, Ms. Atkins.

MS. ATKINS:

I'd like to be recused from voting on CenturyLink.

MR. MEHROTRA:

Ms. Atkins will be abstaining from voting on CenturyLink, Inc. and Affiliates.

Comments or discussion from the floor?

(No response.)

MR. MEHROTRA:



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1 Comments or discussion from the Board?

2 (No response.)

3 MR. MEHROTRA:

4 All in favor, "aye".

5 (Several members respond "aye".)

6 MR. MEHROTRA:

7 All opposed?

8 (No response.)

9 MR. MEHROTRA:

10 There is no opposition.

11 MR. FAVALORO:

12 I have one request for change in name
13 only: Contract number 20111165, Quality Iron
14 Fabricators, Inc. to Quality Iron of Louisiana, LLC in
15 Livingston.

16 That concludes the change in name.

17 MR. MEHROTRA:

18 Thank you.

19 I need a motion to approve. By
20 Representative Pugh, second by Mr. Holden.

21 Comments or discussion from the floor?

22 (No response.)

23 MR. MEHROTRA:

24 Comments or discussion from the Board?

25 (No response.)



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MR. MEHROTRA:

All in favor, say "aye".

(Several members respond "aye".)

MR. MEHROTRA:

All opposed?

(No response.)

MR. MEHROTRA:

There is no opposition.

MR. FAVALORO:

Lastly, I have one request to change the operating site only: The Pangburn Group, Inc., contract number 20071077 from 103 Gisele Street in New Roads to 301 Major Parkway in New Roads, both from Pointe Coupee Parish.

MR. MEHROTRA:

Thank you.

Motion to approve by Mr. Windham, second by Ms. Atkins.

Comments or discussion from the floor?

(No response.)

MR. MEHROTRA:

Comments or discussion from the Board?

(No response.)

MR. MEHROTRA:

All in favor, say "aye".



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1 (Several members respond "aye".)

2 MR. MEHROTRA:

3 All opposed?

4 (No response.)

5 MR. MEHROTRA:

6 There is no opposition.

7 Thank you, Mr. Favaloro.

8 Ms. Lambert.

9 MS. LAMBERT:

10 Good afternoon. I'm proud to say that
11 this is the largest number of RT applications that have
12 been presented to the Board in my time in working with
13 this program and the majority are from Orleans Parish,
14 beginning with application number 20110848, 1100 North
15 Rampart; then 2012005517, 1501 Canal Apartments, LLC;
16 20110960, 511 Marigny, LLC; 20121021, 724-28 North
17 Rampart, LLC; 20121023, 732-34 North Rampart, LLC;
18 20110790, Home Federal Bank in Caddo; 20120834, Ploutous
19 Development, LLC -- those that I have not mentioned the
20 parish are Orleans, but I'll continue with stating the
21 parish from then on -- 20100995, Revival Property
22 NOLA102, LLC, Orleans; 20130991, Robert Rintz, Orleans;
23 20130833, S&A Holdings, LLC, Jefferson; 20120771,
24 Sovereign Innovation, LLC, Caddo; 20110216, The La
25 Pension Owners' Association, Inc., Orleans; 2011022, The



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1 La Pension Owners' Association, Inc., Orleans; and,
2 finally, 201201291, The PFD Group, LLC, Orleans, for a
3 total of 14 applications and an investment of
4 \$38-million.

5 This concludes the applications.

6 MR. MEHROTRA:

7 Thank you.

8 Just to confirm, this is the Restoration
9 Tax Abatement Program.

10 MS. LAMBERT:

11 Correct.

12 MR. MEHROTRA:

13 Motion to approve, Mr. Soprano, second
14 by Mr. Belcher.

15 Comments or discussion from the floor?

16 (No response.)

17 MR. MEHROTRA:

18 Comments or discussion from the Board?

19 (No response.)

20 MR. MEHROTRA:

21 All in favor, say "aye".

22 (Several members respond "aye".)

23 MR. MEHROTRA:

24 All opposed?

25 (No response.)



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MR. MEHROTRA:

There is no opposition.

MS. LAMBERT:

And we have one Request to Transfer
Ownership from former Owner of WNO Ownership, LLC to the
new owner, IA Lodging New Orleans, LLC in Orleans
Parish, and that's contract number 20010163.

That concludes the transfer request.

MR. MEHROTRA:

Thank you, Ms. Lambert.

Motion to approve?

MR. PUGH:

So moved.

MR. MEHROTRA:

By Representative Pugh, second by
Mr. King.

Comments or discussion from the floor?

(No response.)

MR. MEHROTRA:

Comments or discussion from the Board?

(No response.)

MR. MEHROTRA:

All in favor, say "aye".

(Several members respond "aye".)

MR. MEHROTRA:



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1 All opposed?

2 (No response.)

3 MR. MEHROTRA:

4 There is no opposition.

5 Thank you, Ms. Lambert.

6 Hello.

7 MS. METOYER:

8 Hello. I'm filling in for Roshonda.

9 She is out sick.

10 MR. MEHROTRA:

11 Say your name, please.

12 MS. METOYER:

13 I'm Joyce Metoyer. I'll be going over
14 the Enterprise Zone Applications.

15 MR. MEHROTRA:

16 That will be the Enterprise Zone.

17 MS. METOYER:

18 235 14th Street, LLC, doing business as
19 235 South 14th Street, East Baton Rouge Parish; Ashton
20 Plantation Senior Living, LLC, doing business as Ashton
21 Manor, St. Charles Parish; Barber Brothers Contracting
22 Company, LLC, doing business as Waterloo Operations, LLC
23 in Ascension Parish; Berry Contracting, LP in St. Mary
24 Parish; Central Louisiana Surgical Hospital, LLC in
25 Rapides; Correct Solutions, LLC in Lincoln; Dupre



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1 Logistic, LLC in Lafayette; Gateway Preschool and
2 Technology Center, LLC in Ascension; Hammonds
3 Transportation, LLC in Orleans; JP Thibodaux,
4 Incorporated, doing business as JP Thibodaux, LLC in
5 Iberia; Matherne Instrumentation Specialists,
6 Incorporated in Terrebonne; Mortgage Contracting
7 Services, LLC in Lincoln; Placid Refining Company, LLC,
8 West Baton Rouge; Premium Hotels, LLC, doing business as
9 Fairfield Inn & Suites, Natchitoches; Spire Hospitality,
10 LLC, doing business as The Hotel Modern in Orleans; SRG
11 Scott Property, LLC, doing business as SRG Scott
12 Property, Lafayette; St. Charles College in St. Landry
13 Parish; Sub Shop, LLC, doing business as Subway,
14 Jefferson Davis; Superior Steel, Incorporated in
15 Livingston; Ulta Salon, Cosmetics & Fragrances,
16 Incorporated, Store 698 in Jefferson; VCS, LLC in St.
17 Tammany; Vivid Inc, Incorporated in Orleans; and LDG
18 Multifamily, LLC in East Baton Rouge.

19 MR. MEHROTRA:

20 Thank you.

21 Can I get a motion to approve?

22 Motion to approve by Ms. Smith, second
23 by Ms. Atkins.

24 MR. HOLDEN:

25 Mr. Chairman, I need to recuse myself



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1 from Vivid Ink, please.

2 MR. MEHROTRA:

3 Okay. Mr. Holden will be abstaining
4 from the vote in Vivid Inc, Incorporated, 20121283.

5 Okay. Any comments or discussion from
6 the floor?

7 (No response.)

8 MR. MEHROTRA:

9 Comments or discussion from the Board?

10 (No response.)

11 MR. MEHROTRA:

12 All in favor, say "aye".

13 (Several members respond "aye".)

14 MR. MEHROTRA:

15 All opposed?

16 (No response.)

17 MR. MEHROTRA:

18 There is no opposition.

19 MS. METOYER:

20 Okay. These are the Applications for
21 Cancellation: 20120888, KBMC, Incorporated, doing
22 business as Spring Ridge Academy; 20100973, MMTV, LLC;
23 2010099, NGE Compressor Services, LLC.

24 MR. MEHROTRA:

25 Okay. Thank you.



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1 Motion to approve, please. By
2 Representative Pugh, second by Mr. Burgess.

3 Comments or discussion from the floor?
4 (No response.)

5 MR. MEHROTRA:

6 Comments or discussion from the Board?
7 (No response.)

8 MR. MEHROTRA:

9 All in favor, say "aye".
10 (Several members respond "aye".)

11 MR. MEHROTRA:

12 All opposed?
13 (No response.)

14 MR. MEHROTRA:

15 There is no opposition.
16 Okay. Contract Terminations, please.

17 MS. METOYER:

18 Okay. Contract Termination Requests for
19 EZ: 20071355, LDG Multifamily, LLC; 20071165, Havard
20 Property Trust, LLC; 70075, KMGP Services Company, Inc.;
21 051126, Frank Silva & Sons LLC; 061906, Dupre Logistics,
22 LLC; 061679, Alexandria Inn, LLC; 062088, Don Abney,
23 Incorporated; 20091222, Superior Seafood & Oyster Bar,
24 LLC; 20110149 St. Thomas Real Estate, LLC; 20100741,
25 Prisma OST, LLC; and the final is 20090979, Ashi Hotels,



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1 LLC.

2 MR. MEHROTRA:

3 Thank you.

4 MS. METOYER:

5 You're welcome.

6 MR. MEHROTRA:

7 Motion to approve.

8 MS. ATKINS:

9 I so move.

10 MR. MEHROTRA:

11 By Ms. Atkins, second by Ms. Smith.

12 Comments or discussion from the floor?

13 (No response.)

14 MR. MEHROTRA:

15 Comments or discussion from the Board?

16 (No response.)

17 MR. MEHROTRA:

18 All in favor, say "aye".

19 (Several members respond "aye".)

20 MR. MEHROTRA:

21 All opposed?

22 (No response.)

23 MR. MEHROTRA:

24 There is no opposition.

25 Okay. Ms. Weber, Industrial Tax



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1 Exemption Program.

2 MS. WEBER:

3 Yes, sir. Do you want me to go ahead
4 and read these into the record?

5 MR. MEHROTRA:

6 Thirty-seven new applications today.

7 MS. WEBER:

8 Yes, sir.

9 MR. KING:

10 Let's do them in globo.

11 MR. MEHROTRA:

12 Okay. Mr. King. We have a motion to
13 handle the 37 new applications for ITEP in globo by
14 Mr. King, second by Mr. Belcher.

15 All in favor, say "aye".

16 (Several members respond "aye".)

17 MR. MEHROTRA:

18 All opposed?

19 (No response.)

20 MR. MEHROTRA:

21 There is no opposition.

22 MS. WEBER:

23 All right. I have four Transfers of Tax
24 Exemption Contracts: Union Carbide Corporation --

25 MR. MEHROTRA:



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1 I'm sorry, Ms. Weber. Let us do the
2 vote on approving these. My bad. Thank you.

3 MS. WEBER:

4 I'm sorry.

5 MR. MEHROTRA:

6 So I need a motion to approve the 37 new
7 applications now.

8 By Mr. King, second by Ms. Smith.

9 Comments or discussion from the floor?

10 MR. HOLDEN:

11 Mr. Chairman, I need to abstain from
12 Vivid Ink.

13 MR. MEHROTRA:

14 Okay. So Mr. Holden is abstaining from
15 Vivid Ink.

16 Comments or discussion from the floor?

17 (No response.)

18 MR. MEHROTRA:

19 Comments or discussion from the Board?

20 (No response.)

21 MR. MEHROTRA:

22 All in favor, say "aye".

23 (Several members respond "aye".)

24 MR. MEHROTRA:

25 All opposed?



1 (No response.)

2 MR. MEHROTRA:

3 There is no opposition.

4 MS. WEBER:

5 Thank you.

6 MR. MEHROTRA:

7 All right. Now we can go to the
8 transfers, please.

9 MS. WEBER:

10 Yes, sir. Four Transfers of Contract:
11 Union Carbide Corporation, contract number 20080044 and
12 200110282 to W.R. Grace & Company in St. Charles;
13 Entergy Solutions District Energy LTD, LLC, this is
14 actually all active contracts for Entergy Solutions.
15 There's two separate addresses. Both of them are all
16 going to Brookfield District Energy USA; and then Ormet
17 Primary Aluminum Corporation, 20110680 and 20120391 to
18 Almatris Burnside Incorporated in Ascension.

19 MR. MEHROTRA:

20 Thank you, Ms. Weber.

21 Motion to approve by Mr. Windham, second
22 by Representative Pugh.

23 Comments or discussion from the floor?

24 (No response.)

25 MR. MEHROTRA:



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1 Comments or discussion from the Board?

2 (No response.)

3 MR. MEHROTRA:

4 All in favor, say "aye".

5 (Several members respond "aye".)

6 MR. MEHROTRA:

7 All opposed?

8 (No response.)

9 MR. MEHROTRA:

10 There is no opposition.

11 MS. WEBER:

12 All right. Two changes in location

13 only: Thoma-Sea Marine Constructors, LLC, previous

14 address 1874 Industrial Boulevard, the new address is

15 429 Main Port Court in Houma, Louisiana, Terrebonne

16 Parish; Ronpak, contract number 20110858, previous

17 address was 10911 Doug Attaway Boulevard, the new

18 address is 1 Nathan Sedley Road, Shreveport, Caddo

19 Parish.

20 MR. MEHROTRA:

21 Thank you.

22 Motion to approve by Mr. Soprano, second

23 by Mr. Holden.

24 MR. MEHROTRA:

25 Comments or discussion from the floor?



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(No response.)
MR. MEHROTRA:
Comments or discussion from the Board?
(No response.)
MR. MEHROTRA:
All in favor, say "aye".
(Several member respond "aye".)
MR. MEHROTRA:
All opposed?
(No response.)
MR. MEHROTRA:
There is no opposition.
MS. WEBER:
I have one change in name: Industrial
Metal Fabricators, contract number 20120748, the new
name is Ervin Leasing Company in Ouachita Parish.
MR. MEHROTRA:
Thank you.
Motion to approve.
MR. BURGESS:
So moved.
MR. MEHROTRA:
By Mr. Burgess, second by Mayor
Brasseaux.
Comments or discussion from the floor?



1 (No response.)

2 MR. MEHROTRA:

3 Comments or discussion from the Board?

4 (No response.)

5 MR. MEHROTRA:

6 All in favor, say "aye".

7 (Several members respond "aye".)

8 MR. MEHROTRA:

9 All opposed?

10 (No response.)

11 MR. MEHROTRA:

12 There is no opposition.

13 MS. WEBER:

14 All right. I have 13 partial transfers:
15 Union Carbide Corporation, contract 050319 in the amount
16 of 2,272,324, Union Carbide retains 2,137,843, W.R.
17 Grace receives 134,481 in St. Charles; Contract number
18 20039103, 2,544,735, Union Carbide retains 2,523,699,
19 W.R. Grace receives 21,036 in St. Charles; Union Carbide
20 060567, 2,573,123, Union Carbide retains 2,306,687, W.R.
21 Grace receives 266,436; Contract number 060569 in the
22 amount of 3,527,211, Union Carbide retains 3,474,420,
23 W.R. Grace retains 52,791; Contract number 060571 in the
24 amount 2,478,722, Union Carbide retains 2,379,827, W.R.
25 Grace receives 98,895; Contract 060573 in the amount of



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1 2,354,002, Union Carbide retains 2,268,647, W.R. Grace
2 receives 85,354; Contract 070318 in the amount of
3 1,304,142, Union Carbide retains 1,118,781, W.R. Grace
4 receives 183,331; Contract 070325 in the amount of
5 2,375,617, Union Carbide retains 2,131,549, W.R. Grace
6 receives 244,068; Contract number 20080214 in the amount
7 of 2,679,387, Union Carbide retains 1,492,902, W.R.
8 Grace receives 1,186,481; Contract number 20090271 in
9 the amount of 2,336,487, Union Carbide retains
10 2,056,927, W.R. Grace receives 279,560; Contract number
11 20100171 in the amount of 1,208,338, Union Carbide
12 retains 861,414, W.R. Grace receives 346,924; Contract
13 number 20120477 in the amount of 2,349,338, Union
14 Carbide retains 2,058,776, W.R. Grace receives 290,562;
15 Contract number 20130206 in the amount of 4,492,433,
16 Union Carbide retains 3,857,267, W.R. Grace receives
17 637,166, and all in St. Charles.

18 MR. MEHROTRA:

19 Thank you, Ms. Weber.

20 Motion to approve by Ms. Smith, second
21 by Ms. Atkins.

22 Comments or discussion from the floor?

23 (No response.)

24 MR. MEHROTRA:

25 Comments or discussion from the Board?



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1 (No response.)

2 MR. MEHROTRA:

3 All in favor, say "aye".

4 (Several members respond "aye".)

5 MR. MEHROTRA:

6 All opposed?

7 (No response.)

8 MR. MEHROTRA:

9 There is no opposition.

10 MS. WEBER:

11 I have two cancelations: The first is
12 Agrilectric Power Partners, Contract number 060557, all
13 of the assets have been removed. The company requests
14 cancelation of the contract. That's in Calcasieu
15 Parish. The second one is Omega Protein, and this is
16 all active contracts. The company shut down the Cameron
17 Parish facility effective December 2013. All assets are
18 being removed or disposed of. Consultant for the
19 company is requesting cancelation. That's in Cameron.

20 MR. MEHROTRA:

21 Thank you. Motion to approve by
22 Mr. Soprano, second by Mr. Windham.

23 Comments or discussion from the floor?

24 (No response.)

25 MR. MEHROTRA:



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1 Comments or discussion from the Board?

2 (No response.)

3 MR. MEHROTRA:

4 All in favor, say "aye".

5 (Several members respond "aye".)

6 Mr. MEHROTRA:

7 All opposed?

8 (No response.)

9 MR. MEHROTRA:

10 There is no opposition.

11 MS. WEBER:

12 I have 16 Renewal Contracts: 070119A,
13 Acadiana Plastics Manufacturing in Iberia; 201106945,
14 Acadiana Plastics Manufacturing in Iberia; 070118,
15 Acadiana Plastics Molding in Iberia; 20110694, Acadiana
16 Plastics Molding in Iberia; 20080284, Ampacet
17 Corporation and 20090316, Ampacet; 20090296, Custom
18 Retail Store Fixtures in Caddo; 060326, DuPont
19 Performance Elastomers in St. John, along with 070212;
20 20090717, General Electric, Caddo; 20080247, Gulf Coast
21 Manufacturing in Terrebonne; 20090665, Imperial-Savannah
22 in St. James; 070812, Kleinpeter Farms Dairy in East
23 Baton Rouge; 050812A, Millard Food in St. Tammany;
24 051279, Sawyer Industrial Plastics in Ouachita;
25 20090479, Ternium USA in Caddo.



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MR. MEHROTRA:

Thank you.

Motion to approve by Representative Pugh, second by Mr. Gonsoulin.

Comments or discussion from the floor?

(No response.)

MR. MEHROTRA:

Comments or discussion from the Board?

(No response.)

MR. MEHROTRA:

All in favor, say "aye".

(Several members respond "aye".)

MR. MEHROTRA:

All opposed?

(No response.)

MR. MEHROTRA:

There is no opposition.

Thank you, Ms. Weber.

Ms. Bigner, Tax Equalization Program.

MS. BIGNER:

Yes. I'm Susan Bigner. I don't come to the Board very often. I do handle the Tax Equalization Program, and for those of you who are not familiar with Tax Equalization Program, it's where company is looking at two different sites, one of them is in the State of



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1 Louisiana and another is in another state, the tax base
2 in the other state is less than what the tax base would
3 be if they came to Louisiana or stayed in Louisiana. It
4 is offered by the Governor and the Secretary of the
5 Department only, so it's not just something that they
6 can choose to take. We agree to do a rebate on the
7 taxes to lower the tax base in Louisiana to what it
8 would be in the other state.

9 I'm presenting Pool Corporation today.
10 The other state was Las Vegas, Nevada. This is a
11 subsequent renewal of an existing contract. Back in
12 2004, Governor Blanco did an offer letter -- it should
13 be in your package -- offering tax equalization to what
14 was then SCP Pool Corporation. They've changed the name
15 to PoolCorp and they've merged a couple of times and
16 have expanded. They're located in Covington. The
17 initial contract was for them to move the headquarters
18 here to Covington and to employ at least 160 full-time
19 headquartered employees. Since that time, they have
20 hired 264 full-time employees at the headquarters, and
21 on this contract, we are asking that they maintain those
22 existing jobs.

23 PoolCorp is a company that does pool
24 supplies, backyard barbecue pits, leisure items, and
25 they're just now going into the irrigation systems. In



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1 the past five years -- Pool employs 327 full-time, 27
2 part-time Louisiana employees in all of Louisiana as of
3 2012 with a payroll of approximately \$26-million and
4 have net sales of approximately 1.5-billion. The last
5 Tax Equalization credit they received for 2012 was
6 \$688,800. Over the last five years, it's basically
7 about two and a half million. That's what we're
8 expecting to have over the next five years.

9 To do a subsequent renewal, the company
10 has to do an economic impact, and they did -- they had
11 one done by Dr. Paul Nelson and Dr. Robert -- I cannot
12 even pronounce his last name. I'll butcher his name. I
13 know it. Both of them are with University of Louisiana
14 and Monroe. They showed that the impact of the
15 contract, the economic impact of Pool Corporation, would
16 be a total of indirect and direct over \$107.8-million
17 with a Tax Equalization credit of 688,000. This
18 economic impact has to be at least 20 times the last
19 year's tax credit, and this impact is 156.7.

20 As I stated, this will be a new contract
21 or a renewal contract and will begin after December
22 31st, 2013 and ending before January the 1st, 2018 for
23 income tax and beginning after December 31st 2014 and
24 ending before January 1 of 2019 for franchise tax. And
25 again, they must maintain the 264 full-time employees of



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1 the headquarters.

2 Any questions?

3 MR. MEHROTRA:

4 Any questions?

5 (No response.)

6 MR. MEHROTRA:

7 Okay. Thank you Ms. Bigner.

8 Motion to approve, please. By Ms.

9 Atkins, second by Mr. Holden.

10 Comments or discussion from the floor.

11 (No response.)

12 MR. MEHROTRA:

13 Comments or discussion from the Board?

14 (No response.)

15 MR. MEHROTRA:

16 All in favor, say "aye".

17 (Several members respond "aye.")

18 MR. MEHROTRA:

19 All opposed?

20 (No response.)

21 MR. MEHROTRA:

22 There is no opposition.

23 MS. BIGNER:

24 Thank you.

25 MR. MEHROTRA:



1 Thank you.

2 Mr. Grissom.

3 MR. GRISSOM:

4 Thank you, Mr. Chairman. Thank you
5 Board members. I wanted to provide a brief update.
6 First of all, thank you for your service and thanks for
7 your attendance today and thank you, Chair, for an
8 efficient and effective meeting.

9 Last week, we had a heightening
10 development in the industry technology sector. I wanted
11 to cover that, and then also cover a few
12 headquarters-related activities that I also believe are
13 exciting for the State.

14 Last week, CSC announced an 800-job
15 technology center in Northeast Louisiana. The company
16 selected the National Cyber Research Park in Bossier
17 City for an establishment of a 116,000 square foot, next
18 generation technology center. CSC will become an anchor
19 tenant of the 3,000 acre research park being developed
20 by the Cyber Innovation Center, not-for-profit research
21 corporation. The company selected Bossier City after
22 evaluating 134 locations across the country, so we're
23 very excited that Bossier City was able to compete
24 effectively and secure this investment and these new
25 jobs for the State.



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1 To support the project, a higher
2 education initiative that's funded by the State and will
3 be lead by the Louisiana Tech University and will
4 dramatically increase the number of graduates in
5 computer science-related fields that will support not
6 only the company, but also other companies across the
7 State focused in information technology programs.

8 So 800 jobs -- there's a number of
9 reasons this announcement is significant and, you know,
10 worth noting. One, just based on the jobs, 800 jobs is
11 a very large job creation project for the State. When
12 you look at indirect jobs, the total impact will be over
13 1,600 new jobs for the State, so significant from that
14 standpoint. Also, this is a decision that indicates
15 that Louisiana is becoming a national player in the
16 technology sectors, including software development,
17 cyber security and cloud computing. The company had
18 many, many other options when they were considering
19 where to locate and chose Louisiana because of the
20 number of the initiatives in place and the effort that
21 we're seeing at both the local and state level.

22 Also, CSC, the company CIC, which is the
23 not-for-profit research entity at Louisiana Tech, will
24 all be working together to develop an information
25 technology ecosystem in the region. CSC is looking to



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1 bring in other companies that they partner with, and
2 Louisiana Tech, through the education initiative, and
3 CIC and it's overall management of the cyber research
4 park are all working together to build that ecosystem.

5 Funded in 1959 as a computer science
6 corporation, CSC is a global provider in next-generation
7 IT services. A reported revenue of over \$13-billion and
8 approximately 80,000 employees across the globe. So a
9 global player in software development and information
10 technology. Very excited that they chose Louisiana,
11 chose Bossier City for this new expansion, and we're
12 real pleased to watch as this information technology
13 ecosystem evolves and develops over the years.

14 Also, wanted to speak on a few
15 headquarters-related announcements, and, you know,
16 headquarters projects are not -- when we are working on
17 active opportunities, they're not that common, so we're
18 always excited when we get an opportunity to not only
19 compete with these types of projects, but also to secure
20 the announcement and investment and the new jobs.

21 The first headquarters-related
22 announcement I want to mention is Rain CII. It occurred
23 in October of last year, and the company announced
24 they're relocating their corporate headquarters from
25 Houston, Texas to Covington, Louisiana. The executives



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1 with the company indicated they were moving to Louisiana
2 because of the State's successful business environment
3 and the quick recovery in the revitalization of the
4 Greater New Orleans area. Fifty-six new jobs will be
5 created at the Covington headquarters, and the remaining
6 15 jobs will be split between manufacturing operations
7 in Chalmette, Norco, Gramercy and Lake Charles.

8 Rain CII is engaged in the business to
9 sell calcine petroleum coke, CPC, and to capture thermal
10 energy to generate steam and electricity. Rain CII has
11 a heritage in Louisiana and had moved from Louisiana to
12 Texas. Great to have them moving back to the State.

13 Similarly, earlier this month,
14 International Shipholding Corporation announced that the
15 company would relocate it's corporate headquarters from
16 Mobile, Alabama to New Orleans, where the business was
17 founded in 1947, so this is another example of a company
18 moving it's corporate headquarters back to Louisiana.
19 The project will create 100 new jobs at the city's new
20 headquarters facility in New Orleans in the Warehouse
21 District.

22 ISH, International Shipholding
23 Corporation is listed on the New York Stock Exchange.
24 They reported an annual revenue of more than 300-million
25 for the last fiscal year and commented that they were



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1 excited to be returning at a time when the city has made
2 significant progress in recovery. The company also
3 noted the industrial expansions that are occurring and
4 projected to be occurring in the State and was excited
5 to be able to participate in some of the opportunities
6 created through that industrial expansion.

7 So, again, two headquartered projects.
8 Both companies were here initially in Louisiana, had
9 chosen to leave the State, now choosing to return, and I
10 think very positive with regards to the State's business
11 climate and the economic development and a trend that we
12 hope to continue.

13 Like I said, the business development
14 projects that LED comes across, not very many of those
15 relate to corporate headquarters. We're also excited to
16 have an opportunity to compete for those projects, and
17 we're very pleased to secure two over the last several
18 months and two that point to the company's taking
19 another look at Louisiana, reconsidering their decision
20 made in the past and choosing to move back to the State.

21 So with that, I'll turn it back over to
22 our Chair, but I'll be happy to answer any questions.
23 And, once again, I want to thank everybody for their
24 service to this Board and the State of Louisiana. Thank
25 you.



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MR. MEHROTRA:

Thank you, Mr. Grissom.

Any comments or thoughts?

(No response.)

MR. MEHROTRA:

Okay. Thank you. I'd now like the open the floor to nominations for Chairman and Vice Chairman for 2014. I'd like to start first with a motion to open the floor, so can I get a motion? Mr. Gonsoulin, second by Mr. Elmore.

All in favor, say "aye".

(Several members respond "aye".)

MR. MEHROTRA:

Now we'll open the floor to nominations for Chairman.

MR. ELMORE:

I'll nominate Andre Fruge for Chairman, even though he's not here today.

MR. MEHROTRA:

We do have a nomination of Mr. Andre Fruge.

Is there a second on that? By Mr. Gonsoulin.

I have spoken and communicated with Mr. Fruge and he does accept the nominations.



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1 Are there any other nominations for
2 Chairman?

3 (No response.)

4 MR. MEHROTRA:

5 Okay. So we'll take a vote now on
6 Mr. Andre Fruge for Chairman in 2014.

7 All in favor, say "aye".

8 (Several members respond "aye".)

9 MR. MEHROTRA:

10 All opposed?

11 (No response.)

12 MR. MEHROTRA:

13 Okay. Mr. Fruge will be the Chairman
14 for 2014.

15 Now I would like to open the floor for
16 nominations for Vice Chair.

17 MS. SMITH:

18 I'd like to nominate Millie Atkins to
19 the office of Vice Chair.

20 MR. MEHROTRA:

21 Ms. Millie Atkins.

22 MR. KING:

23 I second.

24 MR. MEHROTRA:

25 Mr. Atkins, do you accept the



1 nominations?

2 MS. ATKINS:

3 I do.

4 MR. MEHROTRA:

5 So we now have nominated Ms. Millie
6 Atkins.

7 All in favor, say "aye".

8 (Several members respond "aye".)

9 MR. MEHROTRA:

10 All opposed?

11 (No response.)

12 MR. MEHROTRA:

13 There is no opposition. So Ms. Millie
14 Atkins will serve as Vice Chair for 2014.

15 MS. ATKINS:

16 Thank you.

17 MR. MEHROTRA:

18 Okay. I'd just like to personally thank
19 the staff for all of their assistance in 2013. You made
20 it a very enjoyable year, so thank you for everybody's
21 efforts, and then I'd also like to thank everybody on
22 the Board for their support and look forward to
23 continuing to work with everybody.

24 Motion to adjourn.

25 MR. BURGESS:



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So moved.

MR. MEHROTRA:

By Mr. Belcher, second by Mr. Burgess.

Thank you.

(Meeting concludes at 2:13 p.m.)



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1 REPORTER'S CERTIFICATE:
2

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

12 That the transcript has been prepared in
13 compliance with transcript format required by statute or
14 by rules of the board, that I have acted in compliance
15 with the prohibition on contractual relationships, as
16 defined by Louisiana Code of Civil Procedure Article
17 1434 and in rules and advisory opinions of the board;

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

21
22 Dated this 20th day of March, 2014.

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



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	1,304,142 26:3	2,336,487 26:9	20100171 26:11
<hr/> \$ <hr/>	1,492,902 26:7	2,349,338 26:13	20100741 18:24
\$107.8-million 31:16	1,600 34:13	2,354,002 26:1	20100973 17:22
\$13-billion 35:7	1.5-billion 31:4	2,375,617 26:5	2010099 17:23
\$26-million 31:3	10 7:1	2,379,827 25:24	20100995 12:21
\$38-million 13:4	100 36:19	2,478,722 25:24	20110149 18:24
\$688,800 31:6	103 11:12	2,523,699 25:18	20110216 12:24
	10911 23:17	2,544,735 25:18	2011022 12:25
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050319 25:15	116,000 33:17	2,679,387 26:7	20110694 28:15
050812A 28:23	13 25:14	20 31:18	201106945 28:13
051126 18:21	134 33:22	20010163 14:7	20110790 12:18
051279 28:24	134,481 25:17	200110282 22:12	20110848 12:14
060326 28:18	14 13:3	2001221 9:5	20110858 23:16
060557 27:12	14th 15:18,19	20039103 25:18	20110960 12:16
060567 25:20	15 36:6	2004 30:12	20111165 7:19 10:13
060569 25:21	1501 12:15	20071077 11:12	2012 31:3,5
060571 25:23	156.7 31:19	20071165 18:19	2012005517 12:15
060573 25:25	16 28:12	20071355 18:19	201201291 13:2
061679 18:22	160 30:18	20080044 22:11	20120391 22:17
061906 18:21	183,331 26:4	20080214 26:6	20120477 26:13
062088 18:22	1874 23:14	20080247 28:20	20120517 7:17
070118 28:14	1947 36:17	20080284 28:16	20120748 24:15
070119A 28:12	1959 35:5	20080918 9:6	20120760 7:18
070212 28:19	1st 31:22	20080929 9:5	20120771 12:23
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