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STATE OF LOUISIANA  
LOUISIANA ECONOMIC DEVELOPMENT  
BOARD OF COMMERCE AND INDUSTRY  
BEING HELD ON WEDNESDAY, FEBRUARY 26, 2025  
LOUISIANA STATE CAPITOL BUILDING  
900 NORTH THIRD STREET, 1ST FLOOR 1,  
BATON ROUGE, LOUISIANA

REPORTED BY: BETTY D. GLISSMAN, CCR

<p>1 APPEARANCES:</p> <p>2</p> <p>3 BOARD MEMBERS:</p> <p>4 CHAIRMAN JERALD N. JONES</p> <p>5 SECRETARY SUSAN BOURGEOIS</p> <p>6 MR. DAVID M. AMOSS</p> <p>7 MR. HAROLD J. "HAL" CALLAIS II (Arrived</p> <p>8 Late)</p> <p>9 REPRESENTATIVE DARYL DESHOTEL</p> <p>10 MR. DAVID B. DOSS</p> <p>11 MR. BARRY M. MELE</p> <p>12 MR. CHARLES "ROBBY" MILLER</p> <p>13 SENATOR BETH MIZELL</p> <p>14 MR. STUART MOSS</p> <p>15 MR. KYLE P. POLOZOLA</p> <p>16 MR. RONALD W. REMEDIES</p> <p>17 MR. MICHAEL TANNER</p> <p>18 MR. DAVID TOUPS</p> <p>19 SENATOR FRANKLIN FOIL (Arrived Late)</p> <p>20 MS. ANDRE MILLER FOR THE GOVERNOR'S OFFICE</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p> <p>25</p> <p style="text-align: right;">Page 2</p>	<p>1 CHAIRMAN JONES:</p> <p>2 Good morning. It's good to see everyone.</p> <p>3 We have Chamber of Commerce weather today. So I</p> <p>4 hope everyone is having a good start to 2025,</p> <p>5 but the year came in kind of hot and I hope it</p> <p>6 calms down at some point. But today I hope we</p> <p>7 will be able to have some sanity in this</p> <p>8 meeting.</p> <p>9 So with that, I call the meeting to order.</p> <p>10 And, Ms. Simmons, would you call the roll and</p> <p>11 make sure we have a quorum?</p> <p>12 MS. SIMMONS:</p> <p>13 Good morning, everyone. Stuart Moss?</p> <p>14 MR. MOSS:</p> <p>15 Present.</p> <p>16 MS. SIMMONS:</p> <p>17 David Toups?</p> <p>18 MR. TOUPS:</p> <p>19 Here.</p> <p>20 MS. SIMMONS:</p> <p>21 David Amoss?</p> <p>22 MR. AMOSS:</p> <p>23 Present.</p> <p>24 MS. SIMMONS:</p> <p>25 John Austin? (No response.)</p> <p style="text-align: right;">Page 4</p>
<p>1 STAFF MEMBERS PRESENT:</p> <p>2</p> <p>3 LIZ MCCAIN</p> <p>4 JOYCE METOYER</p> <p>5 KRISTIN JOHNSON</p> <p>6 ANNE VILLA</p> <p>7 MICHAELA ADEGBE</p> <p>8 TRAVIS ROSENBERG</p> <p>9 HUD USIE</p> <p>10 ROBIN PORTER</p> <p>11 STEPHANIE LEGRANGE</p> <p>12 RODNEY BARNES</p> <p>13 DEBORAH SIMMONS</p> <p>14</p> <p>15 SPEAKERS FROM THE AUDIENCE:</p> <p>16 RHONDA BOATNER</p> <p>17 ROBERT WEGE</p> <p>18 MALLERY MELE</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p> <p>25</p> <p style="text-align: right;">Page 3</p>	<p>1 David Doss?</p> <p>2 MR. DOSS:</p> <p>3 Here.</p> <p>4 MS. SIMMONS:</p> <p>5 Barry Mele?</p> <p>6 MR. MELE:</p> <p>7 Here.</p> <p>8 MS. SIMMONS:</p> <p>9 Scott Niemeyer?</p> <p>10 MR. NIEMEYER:</p> <p>11 Here.</p> <p>12 MS. SIMMONS:</p> <p>13 Representative Daryl Deshotel?</p> <p>14 REPRESENTATIVE DESHOTEL:</p> <p>15 Here.</p> <p>16 MS. SIMMONS:</p> <p>17 Senator Franklin Foil? (No response.)</p> <p>18 Kyle Polozola?</p> <p>19 MR. POLOZOLA:</p> <p>20 Here.</p> <p>21 MS. SIMMONS:</p> <p>22 Jerald Jones?</p> <p>23 CHAIRMAN JONES:</p> <p>24 Present.</p> <p>25 MS. SIMMONS:</p> <p style="text-align: right;">Page 5</p>

<p>1 Ronald Remedies?  2 MR. REMEDIES:  3 Here.  4 MS. SIMMONS:  5 Senator Beth Mizell?  6 SENATOR MIZELL:  7 Here.  8 MS. SIMMONS:  9 Representative Julie Emerson? (No  10 response.)  11 Michael Tanner?  12 MR. TANNER:  13 Here.  14 MS. SIMMONS:  15 Secretary Susan Bourgeois?  16 SECRETARY BOURGEOIS:  17 Here.  18 MS. SIMMONS:  19 George Nassar? (No response.)  20 Erwin Thompson? (No response.)  21 Harold Callais? (No response.)  22 Ridge Miguez? (No response.)  23 Wesley Willis? (No response.)  24 Letitia Ardoin? (No response.)  25 Charles "Robby" Miller?</p> <p style="text-align: right;">Page 6</p>	<p>1 responded "Aye.") Any opposition? There is  2 none. The motion carries. The minutes are  3 approved.  4 Ms. Adegbe, good morning. How you are?  5 MS. ADEGBE:  6 Good morning. Well, and yourself?  7 CHAIRMAN JONES:  8 Doing very well. Thank you. Please walk  9 us through the Quality Jobs Program, please.  10 MS. ADEGBE:  11 There are three new applications.  12 2020460, Acahi/America, Inc., St. James Parish.  13 20230397, Copado, Inc., Orleans Parish.  14 20230047, Leading Edge Manufacturing, Lafayette  15 Parish.  16 CHAIRMAN JONES:  17 I will entertain a motion to approve these  18 QJ applications. Motion from Mayor Toups.  19 Second by Mr. Miller. Any questions or comments  20 from the Board? Hearing none. Any comments  21 from the public? Hearing none. All those in  22 favor say "Aye." (All responded "Aye.") There  23 any opposition? There is none. Motion carries.  24 MS. ADEGBE:  25 Three are three renewal applications.</p> <p style="text-align: right;">Page 8</p>
<p>1 MR. MILLER:  2 Here.  3 MS. SIMMONS:  4 Andrée Miller for the governor?  5 MS. MILLER:  6 Here.  7 MS. SIMMONS:  8 We have a quorum, sir.  9 CHAIRMAN JONES:  10 Thank you.  11 Board, I think that you have had an  12 opportunity to review the minutes from our  13 December 13, 2024, meeting. I will entertain a  14 motion.  15 MR. TOUPS:  16 I approve.  17 CHAIRMAN JONES:  18 Motion from Mayor Toups.  19 MR. MOSS:  20 Second.  21 CHAIRMAN JONES:  22 Second from Mr. Moss. Any questions or  23 comments from the Board about the minutes?  24 Hearing none. Any comments from the public?  25 Hearing none. All in favor say "Aye." (All</p> <p style="text-align: right;">Page 7</p>	<p>1 20190225, Formosa Plastics Corporation,  2 Louisiana, East Baton Rouge Parish. 20190510,  3 Valero Services, Inc., St. Charles Parish.  4 20200042, Weyerhaeuser NR Company, Natchitoches  5 Parish.  6 CHAIRMAN JONES:  7 Can I have a motion to approve these QJ  8 renewals. Motion from Mr. Moss. Second from  9 Mr. Remedies. Any questions or comments from  10 the Board? Hearing none. Any comments from the  11 public? There being none. All in favor say  12 "Aye." (All responded "Aye.") Any opposition?  13 There is none. Motion carries.  14 MS. ADEGBE:  15 One full transfer of ownership to new  16 company. 2016943, current company, General  17 Informatics, LLC. New company, General  18 Informatics Labor, LLC, East Baton Rouge Parish.  19 CHAIRMAN JONES:  20 Motion to approve the special request from  21 Mr. Miller. Second from Secretary Bourgeois.  22 Any questions or comments from the Board?  23 Hearing none. Any comments from the public?  24 There is none. All in favor say "Aye." (All  25 responded "Aye.") Is there any opposition?</p> <p style="text-align: right;">Page 9</p>

<p>1 There is none. The motion carries.  2 MS. ADEGBE:  3 This concludes for Quality Jobs. Thank  4 you.  5 CHAIRMAN JONES:  6 Thank you, Ms. Adegbe.  7 Good morning, Mr. Rosenberg.  8 MR. ROSENBERG:  9 Good morning.  10 CHAIRMAN JONES:  11 Let's see. Walk us through Restoration  12 Tax Abatements, please.  13 MR. ROSENBERG:  14 Yes, sir. There are two renewal  15 applications. 20150237-PT, 624 Downtown Lofts,  16 LLC, Caddo Parish. And 20150237-PT2 for Las  17 Palmas Group Lofts, LLC, in Caddo Parish.  18 CHAIRMAN JONES:  19 Can I have a motion to approve? Motion  20 from Mr. Remedies. Second from Mr. Mele. Any  21 questions or comments from the Board? Hearing  22 none. Any questions or comments from the  23 public? Hearing none. All those in favor say  24 "Aye." (All responded "Aye.") Is there any  25 opposition? There is none. The motion carries.</p> <p style="text-align: right;">Page 10</p>	<p>1 Advance Cutting Solutions, LLC, Orleans Parish.  2 20210363, Coca-Cola Bottling Company United Gulf  3 Coasts, Lafayette Parish. 20200465, Conrad  4 Shipyard Amelia, LLC, St. Mary Parish.  5 20220488, Mele Instant Printing Company,  6 Incorporated, St. Tammany Parish. 20200294,  7 Ochsner LSU Health System, Caddo Parish. And  8 20210104, Southside Machine Works, Incorporated,  9 Calcasieu Parish.  10 CHAIRMAN JONES:  11 Okay. Mr. Mele, will you be recusing  12 using yourself from Mele Instant Printing  13 Company, Inc.?  14 MR. MELE:  15 Yes.  16 CHAIRMAN JONES:  17 Okay. Can we have a motion to approve?  18 We have a motion from Mayor Toups. Second from  19 Mr. Remedies. Any questions or comments from  20 the Board? Hearing none. Any comments from the  21 public? There being none. All in favor say  22 "Aye." (All responded "Aye.") Any opposition?  23 There is none. The motion carries.  24 MS. METOYER:  25 We have six contract terminations. In</p> <p style="text-align: right;">Page 12</p>
<p>1 MR. ROSENBERG:  2 That concludes the RTA Tax Abatement  3 Renewals.  4 CHAIRMAN JONES:  5 Thank you, sir.  6 Good morning, Ms. Metoyer.  7 MS. METOYER:  8 Good morning.  9 CHAIRMAN JONES:  10 All right. Enterprise Zone Applications.  11 MS. METOYER:  12 We have one deferral. 20200245,  13 International Paper Company, Natchitoches  14 Parish. Wishes to defer.  15 CHAIRMAN JONES:  16 We will entertain a motion to defer  17 International Paper by Mr. Miller. Second from  18 Mr. Moss. Any questions or comments from the  19 Board? Hearing none. Any comments from the  20 public? There being none. All in favor say  21 "Aye." (All responded "Aye.") Any opposition?  22 There is none. The motion carries. That matter  23 is deferred to the next meeting.  24 MS. METOYER:  25 We have six new applications. 20210234,</p> <p style="text-align: right;">Page 11</p>	<p>1 accordance with Section 717.D of the Enterprise  2 Zone Program rules, a business may submit a  3 request to terminate their Enterprise Zone  4 contract if, 1, the contract has been in effect  5 for at least 30 months; 2, the business has met  6 all of the requirements of the program which  7 includes timely filing of all program forms,  8 documents, and appropriate fees.  9 The following contracts were previously  10 approved by the Board of Commerce and Industry,  11 and the contract holders listed below have  12 submitted a request to terminate their  13 Enterprise Zone Contract. The contractee  14 understands the Board's decision is final and  15 contracts cannot be reinstated or reactivated.  16 20190412, Howell Foundry, LLC, West  17 Feliciana Parish. The existing contract is  18 12/13/20 to 12/12/2025. The requested term date  19 is 6/13/23.  20 20190330, NMC Operating Company, LLC, East  21 Baton Rouge Parish, the existing contract is  22 10/13/20 to 10/12/2025. The requested term date  23 is April 13, 2023.  24 202101100, Noble Plastics, LLC, St. Landry  25 Parish. Existing contract 3/1/21 to 2/28/26.</p> <p style="text-align: right;">Page 13</p>

<p>1 The requested term date is 9/1/2023.  2 20200165, Southwest Louisiana Hospital  3 doing business as Lake Charles Memorial  4 Hospital, Calcasieu Parish. Existing contract  5 is May 1, 2020, to April 30, 2025. The  6 requested termination date is April 30, 2023.  7 20200167, Southwest Louisiana Hospital  8 Association doing business as Lake Charles  9 Memorial Hospital, Calcasieu Parish. Existing  10 contract is 5/13/2021 to 5/12/2026. The  11 requested term date is 5/12/2024.  12 20200448, Willis-Knighton Medical Center,  13 Incorporated, Caddo Parish. The existing  14 contract is 10/30/2020 to 10/29/2025. The  15 requested term date is 10/29/2023.  16 CHAIRMAN JONES:  17 All right. Do we have a motion to approve  18 these contract terminations? Motion from  19 Mr. Polozola. Second from Mayor Toups. Any  20 questions or comments from the Board? Any  21 comments from the public? There being none.  22 All in favor say "Aye." (All responded "Aye.")  23 Any opposition? There is none. The motion  24 carries.  25 MS. METOYER:</p> <p style="text-align: right;">Page 14</p>	<p>1 CHAIRMAN JONES:  2 Do we have a motion? I have a comment I  3 want to make about these before we vote, but do  4 we have a motion to approve?  5 MR. POLOZOLA:  6 Mr. Chairman, I have to recuse myself on a  7 couple of matters.  8 CHAIRMAN JONES:  9 Okay. Go right ahead.  10 MR. POLOZOLA:  11 The one involving Air Products and the  12 one -- the two involving Arrow Aviation, please.  13 CHAIRMAN JONES:  14 Okay. Please note that Mr. Polozola's  15 recusal on those three matters. We have a  16 motion from Mayor Toups. A second from Mr.  17 Miller.  18 We had a matter that came up at the last  19 meeting that was deferred to this meeting  20 concerning Bollinger Houma Shipyards and  21 Bollinger Quick Repair. And there was an  22 issue -- if you notice on the agenda, there is a  23 double asterisk about an issue about whether  24 those applications had been filed late or not.  25 Since the last meeting -- just to kind of</p> <p style="text-align: right;">Page 16</p>
<p>1 That concludes the Enterprise Zone  2 Program.  3 (Senator Foil arrived.)  4 CHAIRMAN JONES:  5 Thank you, ma'am.  6 Good morning, Ms. Johnson and Mr. Usie.  7 Who is up?  8 MR. USIE:  9 We have 11 new applications following the  10 2018 ITEP rules. 20220395, Air Products and  11 Chemicals, Inc., St. James Parish. 20220430,  12 Arrow Aviation Company, LLC, St. Martin Parish.  13 20230489, Arrow Aviation Company, LLC, St.  14 Martin Parish. 20220259, Bancroft Bag, Inc., in  15 Ouachita Parish. 20220534, Bollinger Houma  16 Shipyards, LLC, in Terrebonne Parish. 20220535,  17 Bollinger Quick Repair, LLC, in Jefferson  18 Parish. 20220483, Gulf Island, LLC, Terrebonne  19 Parish. 20230024, International Paper Company,  20 Washington Parish. 20230025, International  21 Paper Company, DeSoto Parish. 20220118,  22 Lubrication Technologies, Inc., Caddo Parish.  23 And 20230011, St. Mary Sugar Cooperative, Inc.,  24 in St. Mary Parish.  25 (Mr. Callais arrived.)</p> <p style="text-align: right;">Page 15</p>	<p>1 frame what the issue was? The application was  2 due -- it was either due on Good Friday or the  3 Saturday of Easter. It was either due on the  4 Saturday of Easter weekend. They filed it on  5 Monday.  6 Under the -- under Revised Statutes 1:55 --  7 and I don't know the exact paragraph -- in  8 Louisiana, Saturdays and Sundays are legal  9 holidays in the state of Louisiana. And under  10 our -- under the ITEP rules, any application is  11 due on a legal holiday can be filed the  12 immediate following day.  13 So after looking at that matter since the  14 last meeting, the Bollinger applications were,  15 in fact, timely filed because they were filed on  16 the Monday following the legal holiday. So that  17 was some discussion last week -- or last  18 meeting. I just wanted be sure the record was  19 on that.  20 I will be happy to answer any questions or  21 we can have Ms. Porter answer any questions  22 about that from the Board.  23 Okay. All right. We have a motion and a  24 second to approve these applications. Any other  25 comments or questions from the Board? If not,</p> <p style="text-align: right;">Page 17</p>

<p>1 any comments from the public? Hearing none.  2 All in favor say "Aye." (All responded "Aye.")  3 Is there any opposition? There is none. The  4 motion carries.  5 MR. USIE:  6 Next, we have 11 new applications  7 following the Post-EO Emergency Rules. And we  8 do have one deferral request. 20240291, Buxton  9 Creek Solar, LLC, in Calcasieu Parish.  10 CHAIRMAN JONES:  11 We will entertain a motion to defer the  12 Buxton Creeks Solar matter. Motion from  13 Secretary Bourgeois. Second from Mr. Moss. Any  14 questions or comments about that deferral?  15 Hearing none. Any comments from the public?  16 There being none. All in favor say "Aye." (All  17 responded "Aye.") Any opposition? Hearing  18 none. The motion carried. That matter is  19 deferred to the next meeting.  20 MR. USIE:  21 20240301, ADDP Property, LLC, Lafayette  22 Parish. 20240099, Best Stop Cajun Food, LLC,  23 Lafayette Parish. 20240155, Coca-Cola Bottling  24 Company United Gulf Coast, LLC, in Lafayette  25 Parish. 20240545, Element 25 Louisiana, LLC,</p> <p style="text-align: right;">Page 18</p>	<p>1 second to approve. Other questions or comments  2 from the Board? Hearing none. Any comments  3 from the public? There being none. All in  4 favor say "Aye." (All responded "Aye.") Any  5 opposition? There is none. The motion carries.  6 One matter that I wanted to bring up  7 before we move past these post-2024 EO Rules.  8 It pleases me to say that the new ITEP rules, we  9 had a public hearing on that, on those rules,  10 and it went very, very well. There were no  11 negative comments whatsoever. The matter has  12 gone to the legislative oversight committee.  13 And assuming there is no further action from the  14 legislative oversight committees, we anticipate  15 those rules going into effect March 20. That is  16 going to be a significant change to how we are  17 doing things. And one reminder to everyone who  18 is listening and everyone who is representing  19 stakeholders in the audience or who may be  20 watching this online, one important provision of  21 those rules -- assuming nothing changes at the  22 legislative oversight committees -- is that  23 anyone who has had an ITEP approval since 2016  24 and is under either the 2017 rules or the 2018  25 rules, you will have the opportunity to opt-out</p> <p style="text-align: right;">Page 20</p>
<p>1 East Baton Rouge Parish. 20240264, Fabricated  2 Steel Products, Inc., in East Baton Rouge  3 Parish. 20240154, Hood Industries, Inc., in  4 Washington Parish. 20240078, Louisiana Sugar  5 Cane Cooperative, Inc., in St. Martin Parish.  6 20240305, Plastic Refining Company, LLC, West  7 Baton Rouge Parish. 20240245, Southland  8 Industrial Coatings, LLC, St. Landry Parish.  9 And 20240374, Southland Steel Fabricators, Inc.,  10 in St. Helena Parish.  11 CHAIRMAN JONES:  12 All right. Do we have a motion to  13 approve? Motion from Mayor Toups. Second from  14 Mr. Miller. Any questions or comments from the  15 Board?  16 There was one comment that I received  17 concerning the Best Stop Cajun Food. There was  18 a request that we add an addendum that they not  19 change the recipes to their food anytime soon.  20 We like it just the way they are. There were no  21 samples offered as part of exchange for votes or  22 anything, so. But I do have that request and  23 can't make that part of the motion but it's a  24 request.  25 All right. So we have a motion and a</p> <p style="text-align: right;">Page 19</p>	<p>1 of the jobs and payroll provisions for the  2 balance of the contract. That's a significant  3 benefit. We urge you to take advantage of it if  4 that is your wish. But that is -- our goal,  5 frankly, we wanted to make all of the rules just  6 look alike, but administratively shoving that  7 square peg into that round hole can become  8 almost impossible. So this was the second-best  9 step and we could feel like it's still a good  10 one. So I wanted to make everybody aware of  11 that new March 20 date.  12 All right. Moving on.  13 MR. USIE:  14 Next, we got 10 Pre-EO renewals.  15 CHAIRMAN JONES:  16 These are pre-2016 EO renewals, correct?  17 MR. USIE:  18 And they are timely filed.  19 CHAIRMAN JONES:  20 Okay.  21 MR. USIE:  22 20130429-C-PT, Cameron LNG, LLC, in  23 Calcasieu Parish. 20130429-D, Cameron LNG, LLC,  24 Cameron Parish. 20160883 Entergy Louisiana,  25 LLC, Little Gypsy, St. Charles Parish.</p> <p style="text-align: right;">Page 21</p>

<p>1 20121343, Entergy Louisiana, LLC, Waterford 3,  2 St. Charles Parish. 20151086 LACC, LLC, US,  3 Calcasieu Parish. 20151087, LLC, Lotte Chemical  4 Louisiana, LLC, Calcasieu Parish. 20151824,  5 Shell Chemical Company, LP, Ascension Parish.  6 20150910-B, Shintech Louisiana, LLC, Iberville  7 Parish. 20161478-B, Shintech, Louisiana, LLC,  8 West Baton Rouge Parish. And 20150966-B, W.R.  9 Grace &amp; Co., Calcasieu Parish.  10 CHAIRMAN JONES:  11 Very good. Can we have a move to approve?  12 Motion from Mr. Moss. Second from Mr. Callais.  13 Any questions or comments from the Board?  14 Hearing none. Any comments from the public?  15 There being none. All in favor say "Aye." (All  16 responded "Aye.") Any opposition? There is  17 none. The motion carries.  18 MR. USIE:  19 Next, we have three timely renewals  20 following the Post-EO 2017 rules. 20180164, Air  21 Liquide Advanced Technologies U.S., LLC, in  22 Allen Parish. 20170088, Foster Poultry Farms in  23 Union Parish. And 20170399 Plastipak Packaging,  24 Inc., in Rapides Parish.  25 CHAIRMAN JONES:</p> <p style="text-align: right;">Page 22</p>	<p>1 CHAIRMAN JONES:  2 And so this situation here is a late  3 filing; is that correct, Mr. Usie?  4 MR. USIE:  5 Yes.  6 CHAIRMAN JONES:  7 Again, this was a matter that was deferred  8 from the last meeting and we asked that it be  9 deferred because of the tight time frame in  10 which the filing was made after -- it was only a  11 couple of weeks later. And staff, Ms. Porter,  12 whoever can stop me when I start lying bout  13 this, but I think we have taken a close look at  14 this. And under our rules, we don't see any  15 provision by which we can do anything but apply  16 the penalty that's required under the rules.  17 And, Mr. Mele, I presume you will be  18 recusing yourself from this vote on this as  19 well.  20 MR. MELE:  21 Right.  22 CHAIRMAN JONES:  23 But we do have any -- do we have a motion  24 on this late renewal application?  25 MR. MILLER:</p> <p style="text-align: right;">Page 24</p>
<p>1 Do I have a motion to approve? Motion  2 from Mr. Moss. Do we have a second? I have a  3 second from Mr. Mele. Any questions or comments  4 from the Board?  5 One comment I want to make just to be sure  6 that those who are looking at the agenda  7 understand. When you look under the Annual  8 Compliance Section, you will see that there are  9 some non-compliances. But each of those  10 non-compliance issues were resolved in the year  11 that they happened. So they do not affect the  12 ability to renew or not renew. But sometimes  13 that question has been asked in the past. I  14 just wanted to sure that was clear.  15 So no questions or comments from the  16 Board. Any comments from the public? Hearing  17 none. All in favor say "Aye." (All responded  18 "Aye.") Any opposition? There is none. The  19 motion carries.  20 MR. USIE:  21 Next, we have one late renewal application  22 following the Post-EO 2017 Rules. 20180081,  23 Mele Printing, Inc., in St. Tammany Parish.  24 Initial contract expiration 12/31/2023. Late  25 renewal request date January 18 of 2024.</p> <p style="text-align: right;">Page 23</p>	<p>1 I would make a motion we renew with the  2 one-year penalty as the rules require.  3 CHAIRMAN JONES:  4 We have a motion from Mr. Miller and a  5 second from Mr. Moss. Any questions or comments  6 from the Board? Hearing none. Any comments  7 from the public? I'm sorry. Go ahead.  8 MR. WEGE:  9 My name is Robert Wege with Summit  10 Credits. We represent Mele Printing. And I  11 just want to explain the issue that happened  12 here so that the Board is aware.  13 Essentially what happened is Mele  14 participates in several incentives which are  15 very important to them. They are a growing  16 company. They are creating jobs and expanding  17 their business here in the state. They had a  18 prior consultant that retired. And that  19 retirement created a gap in their -- basically  20 their coverage or their service. And they hired  21 Summit Credits early 2024 and we recognized that  22 this was something that the prior consultant did  23 not take care and manage. I understand the  24 Board has rules and regulations that you guys  25 need to stick to.</p> <p style="text-align: right;">Page 25</p>

<p>1 My question, I guess, or the thing that I 2 would pose for you to consider is the rules 3 say that for a portion of a month that an 4 application is late that that deems a one-year 5 penalty. And I know we just talked about 6 holidays and individuals filing the day after 7 the holiday. And my question to you is do you 8 feel like this application being filed roughly 9 two weeks late deserves that strict of a 10 penalty? And so, you know, that's my question 11 and we appreciate these incentives. We 12 appreciate everything that you do. And again, I 13 understand that you have to have some type of 14 cutoff and deadline. And Mele is doing their 15 best to abide by all of the compliance 16 requirements and everything that they can to 17 stay within the rules and regulations. This was 18 kind of like a one-time misstep. 19 So Mr. Mele is here if anybody has any 20 questions for him or his company and what they 21 are doing. 22 CHAIRMAN JONES: 23 Do you have any other comments that you 24 would like to make? 25 MR. MALLERY MELE:</p> <p style="text-align: right;">Page 26</p>	<p>1 program. Sorry that my consultant retired. 2 Can't prevent that, but we definitely are 3 committed to this program. 4 CHAIRMAN JONES: 5 Secretary Bourgeois. 6 SECRETARY BOURGEOIS: 7 So regardless of where the Board lands on 8 this motion, I do want to -- I have lived the 9 expansion of Mele Printing because I live 10 literally about half of a mile from there. And 11 just from a growth perspective regardless of 12 where this vote lands today, I do want to thank 13 you for saying that. And also thank you for 14 your continued to investing in Louisiana and 15 employing people in Louisiana and doing what you 16 do from a growth perspective. I have watched it 17 for many, many years. And it is a great 18 Louisiana story and I do want to share that. 19 I do understand the Chairman's perspective 20 and our legal counsel's perspective about being 21 bound by rules. But I do want to say publicly 22 how much we appreciate what you do here in 23 Louisiana and we want you invested. 24 MR. POLOZOLA: 25 Mr. Chairman, I have a question.</p> <p style="text-align: right;">Page 28</p>
<p>1 I think what's real important to 2 understand is the impact that this is having. I 3 have been in this program since 2018. It's 4 amazing what it's done for my business. It 5 continues to do so. Since that time, I just 6 pulled some numbers. We have grown our sales 7 from 16 million to 25 million. We had 51 8 percent increase in sales jobs. We have 9 increased our jobs by 47 percent and added 34 10 more jobs during the same period. And we have 11 invested \$20 million worth of technology and 12 facilities during this same time. And, 13 currently, we are underneath another expansion. 14 In St. Tammany, we are adding about 15 70,000-square-foot manufacturing space to our 16 current facility. So we are making a big 17 commitment here in Louisiana and St. Tammany to 18 continue to grow our business. We are the 19 largest provider in the whole state and in the 20 Gulf Coast region. We bring it all home to 21 Louisiana and so we are very much a believer in 22 this program. 23 So I understand what you are doing. I 24 just want you to understand, y'all, this has 25 been a great impact for us. We do use the</p> <p style="text-align: right;">Page 27</p>	<p>1 CHAIRMAN JONES: 2 Yes. 3 MR. POLOZOLA: 4 I understand your point as well, but I 5 have a couple questions. 6 CHAIRMAN JONES: 7 I don't know I have a point. 8 MR. POLOZOLA: 9 Well, the suggestion that we are 10 constrained to -- you know, not to oppose a 11 one-year penalty. The question that I have is 12 is there is any precedent for doing something 13 other than that that has happened with prior 14 boards in the situation similar to this? 15 CHAIRMAN JONES: 16 Not that I am aware of. That doesn't 17 mean -- I have missed a couple of meetings, but 18 not many. But I'm not aware of -- frankly, 19 guys, let's talk about the elephant in the room. 20 One of the things that happened during the 21 last administration is ITEP was turned on its 22 head. And a lot of things that happened to ITEP 23 that some of us on the Board at the time 24 believed should not have happened but yet that 25 point of view was not carried by the majority of</p> <p style="text-align: right;">Page 29</p>



<p>1 that Board. And so the 2017 rules, and 2018  2 rules that were implemented that now has -- and  3 I will just read from the rule. "The term of  4 the renewal contract shall," not may, "but shall  5 be reduced by one year for each calendar month  6 or a portion thereof that the renewal  7 application is filed late."  8 That was filed under the last  9 administration. We are trying to fix that. We  10 are trying to fix some of that under the new  11 rules and we are trying to make the programs --  12 what I will say is more pro business that  13 understands that there are situations like this  14 that happen. But, unfortunately, this  15 application is under an old rule.  16 I am not going to say the Board can't  17 ignore its own rules. I just don't know that it  18 has ever happened.  19 MR. POLOZOLA:  20 So in that last sentence of the rule it  21 say, "The Board may impose any other penalty for  22 late renewal submission that it deems  23 appropriate." What kind of alternatives would  24 that be?  25 CHAIRMAN JONES:</p> <p style="text-align: right;">Page 30</p>	<p>1 So I respectfully warn the Board that  2 while you may be free to ignore that shall, that  3 doesn't mean it is a consequence-free diagnosis.  4 Mr. Callais.  5 MR. CALLAIS:  6 Never mind.  7 MR. MALLERY MELE:  8 I just want to say one thing.  9 CHAIRMAN JONES:  10 Yes, sir.  11 MR. MALLERY MELE:  12 When they change the rules -- that day  13 when they changed the rules, I got a visit from  14 the State when the administration changed and  15 they pushed all of us to the parish, that  16 changed everything. I can't tell you how many  17 meetings and boards and school board meetings I  18 went to it. It quadrupled the work that took  19 you guys to impact the business and push it down  20 to the parish was amazing. I like -- I never  21 spent so many hours at a school board meeting  22 talking to people about what we are doing. They  23 had no idea what was happening in their own  24 parish. The investments we were making and so  25 forth.</p> <p style="text-align: right;">Page 32</p>
<p>1 Frankly, the way during the debate in  2 which that rule was discussed, the idea was  3 there can be more than a one-year penalty if  4 somebody is being really egregious, you can do  5 more than a year. It was intended to do -- or  6 the way that the discussion was at the time of  7 the vote came about was one year is a minimum,  8 it's not a maximum.  9 But to your -- to your original question  10 how it has been interpreted from the time that  11 we have been dealing under these rules the  12 "shall" and the "shall." That doesn't -- the  13 Board can do whatever it wants to, I suppose.  14 But I believe having said that, I am not the  15 lawyer for the Board, but let me put my lawyer  16 hat on just for a second. Any time there have  17 been a number of applications that come before  18 some of the 2017 rules where the one-year  19 penalty has been applied based on the "shall"  20 language. It's used to do otherwise without an  21 explanation for why this situation is different  22 from any other one that's come before us. The  23 words "arbitrary and capricious" come to mind.  24 And those are difficult words to defend in a  25 lawsuit.</p> <p style="text-align: right;">Page 31</p>	<p>1 So I tell you. I love what this  2 represents. That is a lot of work on the other  3 end. So now they have a new one that they are  4 working on that's amazing that does a really  5 good job. I am just saying, we are impacting  6 the economy in a great way. And as I understand  7 that you have some obligations to live up to,  8 but at the same time we are impacting the  9 economy.  10 CHAIRMAN JONES:  11 Mr. Mele, and we appreciate that. I hope  12 you can take away, at least the Chairman's  13 perspective, that your investment has not gone  14 unnoticed.  15 MR. MALLERY MELE:  16 Oh, I know. I know.  17 CHAIRMAN JONES:  18 And I will say also that under the new  19 rules, the amount of time that you had to spend,  20 that will not happen for -- under the new rules.  21 It will be a much limited engagement with the  22 locals. The locals will --  23 MR. MALLERY MELE:  24 It is now. It is now.  25 CHAIRMAN JONES:</p> <p style="text-align: right;">Page 33</p>

<p>1 But let me say -- I need to say this  2 because I feel it strongly. While I did not  3 like what happened under the last administration  4 with the ITEP rules, one -- one of the silver  5 linings that came out of that was the increased  6 amount of engagement between industry and local  7 government. And if industry -- if we learn  8 anything from this experience, engagement with  9 local government is a good thing. If you do it  10 voluntarily and you don't have to, it's even  11 more valuable. So I strongly urge industry to  12 learn the lesson of what is coming about the  13 last eight years.  14 Local government needs to be seen as --  15 instead as a problem but as a partner. And if  16 it's treated as a partner, they will more than  17 likely act as a partner.  18 MR. MALLERY MELE:  19 We were successful.  20 CHAIRMAN JONES:  21 That's right.  22 MR. MALLERY MELE:  23 It was -- in the learning experience, we  24 are the first person in St. Tammany to be  25 approved. So we went through the process. But</p> <p style="text-align: right;">Page 34</p>	<p>1 I understand I am not asking you to vote a  2 certain way. I just wanted you to know the  3 impact it's been on me.  4 MR. MILLER:  5 And I do want to state that -- I am your  6 neighbor. I sit on this Board representing  7 local government.  8 MR. MALLERY MELE:  9 Right.  10 MR. MILLER:  11 So we thank you for the work that you do  12 in our neighborhood and it definitely spills  13 over to us. I am sure that you have Tangipahoa  14 Parish people that work with you.  15 MR. MALLERY MELE:  16 A lot.  17 MR. MILLER:  18 And we thank you very much for that.  19 Unfortunately, we are just kind of stuck. Every  20 now and then we have to be.  21 MR. MALLERY MELE:  22 I understand.  23 MR. MILLER:  24 But anytime you want to expand -- this is  25 probably not the right place to do this, but you</p> <p style="text-align: right;">Page 36</p>
<p>1 I appreciate everybody's work on this matter.  2 Thank you very much.  3 CHAIRMAN JONES:  4 Mr. Mele.  5 MR. MELE:  6 I cannot vote on this.  7 CHAIRMAN JONES:  8 You cannot speak. I'm sorry.  9 Anything else? Mr. Miller.  10 MR. MILLER:  11 I think, Mr. Wege, one of your comments  12 was about not liking it. We don't like this.  13 We don't necessarily agree with this.  14 MR. WEGE:  15 Right.  16 MR. MILLER:  17 But is says "shall" right here. And I  18 don't think from the Chairman's input to us that  19 we open up our Board and the State to an  20 exorbitant amount of legal challenges, I  21 believe, if we do this. And that the day was  22 about a state law. If we were covered by a  23 state law -- if he had any way to cover this, we  24 will be more willing to do it.  25 MR. MALLERY MELE:</p> <p style="text-align: right;">Page 35</p>	<p>1 are more than welcome to come to Tangipahoa. I  2 promise you we will make a difference.  3 MAYOR TOUPS:  4 Or you can come to West Baton Rouge  5 Parish.  6 MR. MALLERY MELE:  7 I am in Baton Rouge, too, by the way. We  8 have a facility here.  9 CHAIRMAN JONES:  10 Thank you, Mr. Mele.  11 Ms. Porter, did you have -- you were  12 waving at me. Do you have something?  13 MS. PORTER:  14 Hi. Robin Porter, executive counsel for  15 LED. I'd just like to make a statement that in  16 the rules there is a provision that softens --  17 this is hindsight, but it softens the "shall."  18 523 provides for an extension of time if you  19 request and know things happen. You know, but  20 you just have to plan ahead. So if you know  21 that possibly your application or whatever is  22 going to be late, you can get in a request for  23 an extension of time. You have an additional  24 six months. So, in essence, to try to soften  25 that "shall," there is a provision here in the</p> <p style="text-align: right;">Page 37</p>

<p>1 rules here. But I just wanted to make the 2 statement. 3 CHAIRMAN JONES: 4 Mr. Callais. 5 MR. CALLAIS: 6 I was just wondering in that vein. So I 7 am trying to think how I want how to say it. So 8 I'm going to say -- never mind. It will come 9 back to me later. 10 CHAIRMAN JONES: 11 I think the point Ms. Porter is making -- 12 and correct me if I am wrong -- one avenue that 13 perhaps could have been taken when they got 14 close to the December 31 they could have 15 asked -- they can't ask for an extension after 16 December 31. 17 MS. PORTER: 18 Correct. 19 CHAIRMAN JONES: 20 But it could have been asked for before 21 the December 31 date. But I think under the 22 circumstances, as they are described, this is 23 something that the consultant was retired and 24 there was nobody -- there was nobody paying 25 attention to the calendar. So the rules did try</p> <p style="text-align: right;">Page 38</p>	<p>1 We have not. 2 CHAIRMAN JONES: 3 Fair question. All right. Mr. Remedies. 4 MR. REMEDIES: 5 You had mentioned earlier about a -- 6 looking for a different program that when the 7 new rules take effect that applicants were able 8 to go back and revise their original 9 application. Is that something that maybe we 10 can look at? Or is there a scenario where we 11 can address later where maybe someone like this 12 company could come back and make a revision of 13 their application? Or when we make the decision 14 today, is this in stone forever? 15 CHAIRMAN JONES: 16 Well, for Mele Printing, it will be in 17 stone forever. If you are looking for is there 18 a way to a ameliorate this problem for 2017 or 19 2018 rules, that's something we can think about. 20 I don't know the answer, Mr. Remedies, off the 21 top of my head right now, but I think it's an 22 interesting question that I think we can -- is 23 there a way to soften this blow going forward. 24 MR. REMEDIES: 25 Yes. If we are able to allow other</p> <p style="text-align: right;">Page 40</p>
<p>1 to provide a safe landing spot, but still and 2 all, the shall is a shall. 3 Mr. Callais. 4 MR. CALLAIS: 5 So I was curious about, is there any 6 downside that a participant in the program has 7 to have filing one of these extensions? Is 8 there like a fee that they have to pay or 9 anything like that? 10 MS. PORTER: 11 No. There is no downside. 12 MR. CALLAIS: 13 I am just thinking, like, every year I 14 always file an extension on my taxes, right. 15 MS. PORTER: 16 Yes. 17 MR. CALLAIS: 18 And so I am just, like, is this one of 19 those things where maybe people can be advised 20 to always file the extension if they need it or 21 not? 22 CHAIRMAN JONES: 23 I don't think that we run into that 24 problem. 25 MS. PORTER:</p> <p style="text-align: right;">Page 39</p>	<p>1 applicants to revise their original applications 2 for other reasons. If we have someone that's or 3 a corporation that has tens of millions of 4 dollars of investment, I think that would be 5 prudent. 6 MS. JOHNSON: 7 Mele is absolutely allowed to take 8 advantage of the opt-out provision and remove 9 the jobs and payroll requirements that they have 10 under this contract. But for this renewal term, 11 there is -- that's not going to affect that the 12 renewal was filed late. 13 CHAIRMAN JONES: 14 I think what Mr. Remedies is doing is can 15 we figure out some way to go back and get rid of 16 the "shall" in 2017 and 2018 rules. 17 MR. REMEDIES: 18 Or if it gives the Board the leeway to 19 make a decision based upon the case. 20 CHAIRMAN JONES: 21 I think the question is can we amend out 22 the "shall" at some point. And I think I have 23 some thoughts on that, but I don't know the 24 answer. But I think it is something we ought to 25 think about.</p> <p style="text-align: right;">Page 41</p>

<p>1 MR. REMEDIES: 2 Okay. 3 CHAIRMAN JONES: 4 Thank you, Mr. Remedies. 5 Mr. Callais. 6 MR. CALLAIS: 7 Maybe also on the amendment allow for 8 fraction of a year as a penalty. 9 CHAIRMAN JONES: 10 If we explore that possibility and there 11 is a lot of ways to do it. So we can talk about 12 internally, but I think it's an idea to explore. 13 MS. JOHNSON: 14 I would just like to say partial years, I 15 don't think really will work for this due to it 16 being a tax exemption program and it going by 17 property tax taxing years. 18 CHAIRMAN JONES: 19 Yes. I have learned more about property 20 tax than I ever decided I ever wanted. There is 21 a reason I didn't become an accountant. But I 22 have forced through this process to understand 23 more about this than I want to. 24 All right. Now, I think we have a motion 25 and second; is that right, Ms. Simmons? We have</p> <p style="text-align: right;">Page 42</p>	<p>1 Do we have a motion to approve these 2 renewals? Motion from Mr. Moss. Second from 3 Mr. Remedies. Any questions or comments from 4 the Board? Hearing none. Any comments from the 5 public? There being none. All in favor say 6 "Aye." (All responded "Aye.") Any opposition? 7 There being none. The motion carries. 8 MR. USIE: 9 Next, we have one change in name amendment 10 request. Driftwood LNG, LLC, 20161566, new 11 name, Louisiana LNG Infrastructure, LLC, in 12 Calcasieu Parish. 13 CHAIRMAN JONES: 14 We had a motion to approve this change the 15 name. Motion from Mr. Moss. Second from Mayor 16 Touns. Any questions or comments from the 17 Board? There being none. Any comments from the 18 public? Hearing none. All in favor say "Aye." 19 (All responded "Aye.") Is there any opposition? 20 There is none. The motion carries. 21 MR. USIE: 22 Next, we have six cancellation requests. 23 Freepoint Eco-Systems Baton Rouge Recycling, 24 LLC, 20230005 in Ascension Parish. Company 25 requests cancellation.</p> <p style="text-align: right;">Page 44</p>
<p>1 not had a vote. Do we have any other questions 2 or comments? I don't mean to cut off 3 discussion. No other questions or comments from 4 the Board. Any comments -- any other comments 5 from the public? Hearing none. All in favor of 6 the motion that would grant the renewal but with 7 the one-year penalty, all in favor say "Aye." 8 (All responded "Aye.") Is there any opposition? 9 There is none. The motion carries. 10 Thank you, Mr. Mele. 11 MR. USIE: 12 Next, we have eight timely renewals 13 following the Post-EO 2018 rules. 20190030, 14 Community Coffee Company, LLC, in Jefferson 15 Parish. 20170416, Cornerstone Chemical Company, 16 Jefferson Parish. 20190026, International Mezzo 17 Technologies, East Baton Rouge Parish. 18 20190361, Kennedy Rice Mill, LLC, in Morehouse 19 Parish. 20180087-B, LaSalle Lumber Company, 20 LLC, LaSalle Parish. 20170480, Louisiana 21 Spirits, LLC, Jefferson Davis Parish. 20180460, 22 Ternium, USA, Inc., Caddo Parish. And 20170649, 23 Veolia North American Regeneration Services, 24 LLC, in Ascension Parish. 25 CHAIRMAN JONES:</p> <p style="text-align: right;">Page 43</p>	<p>1 Mitsubishi Chemical America, Inc., 2 20200516 in Ascension Parish. Company requests 3 cancellation. 4 And Mosaic Fertilizer, LLC, 2016095, 5 20160957, 20160959, and 20160961, all in 6 St. James Parish. And company is requesting 7 cancellation. 8 CHAIRMAN JONES: 9 We have a request to speak from Ms. Rhonda 10 Boatner on Mitsubishi's cancellation. 11 MS. BOATNER: 12 Rhonda Boatner, DDA Consultants. The 13 company is requesting cancellation of their ITEP 14 contract because the project has been canceled 15 and they have a letter that they would like for 16 me to read. 17 "Dated February 18, 2025. Dear Mr. Jones, 18 I am writing on behalf of Mitsubishi Chemical 19 America to express the company's thanks for the 20 support provided to it by the Louisiana Board of 21 Commerce and Industry, Louisiana Economic 22 Development, by way of the Quality Jobs and Tax 23 Exemption Programs during the period it was 24 developing its investment case for its proposed 25 methylacrylate, MMA, plant in Geismar. As you</p> <p style="text-align: right;">Page 45</p>

<p>1 will know, the Mitsubishi Chemical board 2 concluded in January of 2025 that unfortunately 3 it would not proceed with this investment. 4 Please be assured that this decision was driven 5 primarily by MMA market needs assessment 6 overlaid by the cost of the investment which had 7 significantly escalated from the initial 8 investment appraisal primarily due to 9 construction, equipment, and material costs 10 inflation and not by any other factors. The 11 company and the project team would like to 12 acknowledge the excellence support it received 13 from yourselves, the Ascension Parish, other 14 local authorities, local industry, and the local 15 community. 16 "Yours Sincerely, Jay Smith, America 17 Senior Business Director Methacrylates." 18 CHAIRMAN JONES: 19 Thank you. Please extend to those at 20 Mitsubishi, we are disappointed with their 21 decision, but markets are markets and we 22 understand. 23 MS. BOATNER: 24 Thank you. 25 CHAIRMAN JONES:</p> <p style="text-align: right;">Page 46</p>	<p>1 Allow them to file an additional Phase 2 Application. 3 CHAIRMAN JONES: 4 Okay. Do he have a motion to approve this 5 amendment to their contract? Motion from 6 Mr. Remedies. Second from Secretary Bourgeois. 7 Any questions or comments from the public -- 8 excuse me, from the Board? Hearing none. Any 9 comments from the public? Hearing none. All in 10 favor say "Aye." (All responded "Aye.") Any 11 opposition? There is none. The motion carries. 12 Great. 13 MR. USIE: 14 That concludes our portion. 15 CHAIRMAN JONES: 16 I appreciate y'all's help today. 17 I have a resolution that needs to be 18 considered. I think you get to read it, 19 Mr. Miller, if you are going to make a motion. 20 MR. MILLER: 21 We have a resolution to present to the 22 Board for consideration. 23 "Resolution of the Louisiana Board of 24 Commerce and Industry. 25 Whereas, the Louisiana Constitution</p> <p style="text-align: right;">Page 48</p>
<p>1 All right. With that, do we have a motion 2 to approve these cancellations? I have a motion 3 from Mayor Toups. A second from Mr. Miller. 4 Any questions or comments from the Board? 5 Hearing none. Any comments from the public? 6 There being none. All in favor say "Aye." (All 7 responded "Aye.") Any opposition? There is 8 none. The motion carries. 9 MR. USIE: 10 And last we have one special request from 11 the Bienville Lumber Company, LLC, for contract 12 20220302. Bienville Lumber Company, Inc., is 13 requesting to amend their existing Exhibit A 14 agreement for contract 20220302-ITE to add an 15 additional year to the chart in Section 4.02-B. 16 When the application was filed in December of 17 2023, a Phase Application for 2024 property was 18 not accounted for, but due to unforeseen delays, 19 a Phase Application now needs to be added as 20 part of the overall project. 21 CHAIRMAN JONES: 22 Okay. So this is simply an amendment to 23 the Exhibit A to add this additional 24 installation; is that correct? 25 MR. USIE:</p> <p style="text-align: right;">Page 47</p>	<p>1 provides in Article 7, Section 21 (F) that the 2 State Board of Commerce and Industry, with the 3 approval of the governor, may enter into 4 contracts for the exemption from ad valorem 5 taxes of a new manufacturing establishment or an 6 addition to an existing manufacturing 7 establishment, on such terms and condition as 8 the Board, with the approval of the governor, 9 deems in the best interest of the state; and 10 "Whereas, by virtue of this provision, 11 this Board is solely authorized to administer 12 the granting, subject to the approval of the 13 governor, of the Industrial Tax Exemption and, 14 pursuant to that end, this Board, with the 15 assistance of the Louisiana Economic Development 16 has established the Industrial Tax Exemption 17 Program ("ITEP") and formulates and promulgates 18 Rules for ITEP that promote the best interests 19 of the State; and 20 "Whereas, during the 2024 regular session 21 the legislature passed and governor signed ACT 22 590 which added LA R.S 36:104(B)(10) to the 23 powers and duties of the Secretary of Louisiana 24 Economic Development. Section 104(B)(10) 25 provides that "Notwithstanding any provision of</p> <p style="text-align: right;">Page 49</p>

<p>1 law to the contrary, exercise discretion in</p> <p>2 reconsidering the disallowance of any amounts of</p> <p>3 an incentive administered by Louisiana Economic</p> <p>4 Development ("LED") when the basis of the</p> <p>5 disallowance relates to the expiration of filing</p> <p>6 deadlines or the failure to perform a</p> <p>7 requirement of the program due to the occurrence</p> <p>8 of an event beyond the control of the incentive</p> <p>9 recipient"; and</p> <p>10 "Whereas, the Board is committed to the</p> <p>11 continuance of promoting increased efficiency in</p> <p>12 the management of Industrial Tax Exemption</p> <p>13 Program; and</p> <p>14 "Whereas, the Board recognizes that the</p> <p>15 authority granted to the Secretary of LED in LA</p> <p>16 R.S. 30:104(B)(10) will promote increased</p> <p>17 efficiency in the management of ITEP by allowing</p> <p>18 the Secretary of Louisiana Economic Development</p> <p>19 to exercise discretion in reconsidering the</p> <p>20 disallowance of an ITEP incentive amount on the</p> <p>21 grounds provided in LA R.S. 30:104(B)(10).</p> <p>22 "Therefore, be it resolved by the</p> <p>23 Louisiana Board of Commerce and Industry that</p> <p>24 the authority granted to the Secretary of LED by</p> <p>25 LA R.S. 36:104(B)(10) shall apply to the</p> <p style="text-align: right;">Page 50</p>	<p>1 that instance before the Board.</p> <p>2 Basically what I am indicating is this.</p> <p>3 What I would like to indicate is that this</p> <p>4 particular resolution -- I'm sorry, guys, I</p> <p>5 don't know what's wrong today. I had COVID. I</p> <p>6 am so sorry.</p> <p>7 SECRETARY BOURGEOIS:</p> <p>8 I got it, Robin.</p> <p>9 MS. PORTER:</p> <p>10 I am so sorry. I really apologize for</p> <p>11 that.</p> <p>12 SECRETARY BOURGEOIS:</p> <p>13 So I will pick up in very layman's terms</p> <p>14 anyway because while Robin is doing a fabulous</p> <p>15 job of explaining in legal terms, I will tell</p> <p>16 you the practical application of this. It was</p> <p>17 actually Senator Mizell's bill this past session</p> <p>18 that restructured our department. Part of that</p> <p>19 gave the Secretary authority to enter into</p> <p>20 negotiated settlements when it involved</p> <p>21 discrepancies and filing deadlines and all of</p> <p>22 our incentive programs.</p> <p>23 The practical application of that is that</p> <p>24 when I walked in January of last year, I walked</p> <p>25 into about 25 unresolved potential lawsuits or</p> <p style="text-align: right;">Page 52</p>
<p>1 Industrial Tax Exemption Program."</p> <p>2 Do y'all like to know -- how to repeat</p> <p>3 that revised statute? I think y'all should know</p> <p>4 the numbers by now.</p> <p>5 CHAIRMAN JONES:</p> <p>6 Thank you, Mr. Miller. Is that in a form</p> <p>7 of a motion?</p> <p>8 MR. MILLER:</p> <p>9 That's the motion.</p> <p>10 CHAIRMAN JONES:</p> <p>11 All right. Do we have a second? A motion</p> <p>12 from Mr. Moss.</p> <p>13 Ms. Porter, can I get you to come to the</p> <p>14 table, please?</p> <p>15 While Mr. Miller has done an amazing job</p> <p>16 of reading the resolution to us, could you</p> <p>17 explain its practical impact for us?</p> <p>18 MS. PORTER:</p> <p>19 Yes. Unlike other incentive programs that</p> <p>20 you guys oversee, it is the opinion of LED that</p> <p>21 the Board issue this resolution granting and</p> <p>22 acknowledging the authority that's given under</p> <p>23 the Act 510 -- 590 so that we can proceed in</p> <p>24 evaluating, resolving, or reviewing certain</p> <p>25 issues that may arise and not have to come in</p> <p style="text-align: right;">Page 51</p>	<p>1 active lawsuits just involving settlements, not</p> <p>2 the least of which were involved around some of</p> <p>3 the COVID issues and timing that people could</p> <p>4 not have anticipated based on how the world</p> <p>5 changed.</p> <p>6 So the bill and then the act gave the</p> <p>7 Secretary the ability to enter into negotiated</p> <p>8 settlements around those disagreements. That</p> <p>9 then involved the way the act was worded, it</p> <p>10 involved an approval of the Secretary of Revenue</p> <p>11 for those incentives that involved him and the</p> <p>12 governor.</p> <p>13 It was Robin and legal counsels' assertion</p> <p>14 that that same authority had to be ratified, if</p> <p>15 you will, by this Board to give me that ability</p> <p>16 to enter into the settlement.</p> <p>17 MS. PORTER:</p> <p>18 And, hopefully, let me regain sense of not</p> <p>19 being so embarrassed.</p> <p>20 That the reason it is brought before the</p> <p>21 Board is because the ITEP program is a</p> <p>22 constitutional program. And the Constitution --</p> <p>23 basically what's provided is is the authority of</p> <p>24 the Board along with approval of the governor to</p> <p>25 approve ITEP agreements that's in the best</p> <p style="text-align: right;">Page 53</p>

<p>1 interest of the State of Louisiana and the 2 citizens of the state. Therefore, unlike other 3 incentives that's brought before you, we felt 4 and I felt it was necessary to take this 5 additional step to ask that you-guys provide 6 under resolution the understanding and the 7 acknowledgment that this particular act we would 8 perform the same services and acts for ITEP as 9 we do for EZ, QJ, and the other incentives. 10 CHAIRMAN JONES: 11 All right. Mr. Remedies, you have a 12 question. 13 MR. REMEDIES: 14 I have a question. So let's look beyond 15 Secretary Bourgeois' term and assume that maybe 16 someone may not be as business friendly is 17 appointed to the cabinet position. Can an 18 application request a hearing or decision by the 19 Board given this resolution? Or does the 20 Secretary make the final decision that they have 21 no recourse other than lawsuit? 22 MS. PORTER: 23 Absolutely. Any time there are rules and 24 statutes that indicates that whomever would want 25 to come before the Board, you can make an appeal</p> <p style="text-align: right;">Page 54</p>	<p>1 That's the question I am going to in my 2 mind as we sit here today. What about 3 Mr. Mele's situation? Does this resolution -- I 4 guess the bigger question is does the statute 5 which this resolution is essentially mirroring 6 give the Secretary the ability to make a 7 decision that is in conflict with the existing 8 rules? If the rules says "shall," does the 9 Secretary has the ability to ignore the shall? 10 MS. PORTER: 11 The Secretary does not have the ability to 12 ignore the shall. 13 CHAIRMAN JONES: 14 And then what she is -- in what situation 15 would she be exercising this kind of discretion? 16 I am trying to -- I mean, these are the 17 questions going on in all of the board members' 18 minds this morning given the discussion we just 19 had with the Mele situation. If, in fact, the 20 Secretary does not have the authority to do 21 anything that the Board could not do, which I 22 think is the answer, I think it just gives the 23 ability -- and I think maybe some other 24 background is required. 25 As Ms. Porter mentioned, the Board of</p> <p style="text-align: right;">Page 56</p>
<p>1 before the Board. There are processes. In no 2 way does this resolution take away from any 3 company or whomever will want to come before the 4 Board. 5 MR. REMEDIES: 6 Okay. Very good. 7 MS. PORTER: 8 That doesn't change. 9 MR. REMEDIES: 10 Worse-case scenario later down. 11 MS. PORTER: 12 Right. That does not change. 13 MR. AMOSS: 14 So, practically, Secretary Bourgeois, this 15 applies to late filings. What else would be 16 under that discretion? 17 MS. PORTER: 18 Late filings. Say, like, QJ, is certain 19 positions declared as eligible, possibly maybe 20 eligible, not eligible. Those types of 21 situations. 22 MR. AMOSS: 23 And would this be applied posthumously to 24 decisions that the Board has made previously? 25 CHAIRMAN JONES:</p> <p style="text-align: right;">Page 55</p>	<p>1 Commerce and Industry -- scratch that. 2 ITEP is created by the Constitution. 3 Unlike Quality Jobs, Enterprise Zone, 4 Restoration Tax Abatement -- Restoration Tax 5 Abatement and ITEP are both in Article 7 of the 6 Constitution. Now, arguably, that's all about 7 to change, but nevertheless today and 8 historically that has been created by the 9 Constitution. And under the Constitution, there 10 is only two people -- only two groups that -- 11 well, one group and one person that has say-so 12 over the ITEP program. That is this board and 13 the governor and that's it. 14 MS. PORTER: 15 Correct. 16 CHAIRMAN JONES: 17 So it's my impression then that the 18 Board's rules are still the Board's rules. And 19 while the statute and this resolution may give 20 the Secretary discretion, it is only discretion 21 that she would -- that this Board would have. 22 MS. PORTER: 23 Correct. 24 CHAIRMAN JONES: 25 She doesn't have some sort of super appeal</p> <p style="text-align: right;">Page 57</p>

<p>1 power that is over and beyond what this Board 2 can do. 3 MS. PORTER: 4 The Constitution provides, that's correct. 5 CHAIRMAN JONES: 6 Mr. Mele. 7 MR. MELE: 8 If I can make a comment since we are not 9 talking about Mele. 10 CHAIRMAN JONES: 11 We are not talking about Mele anymore. We 12 can talk about anything else. 13 MR. MELE: 14 What struck me, one comment that the 15 Chairman made about in looking for ways to 16 enable the applicant who was late by two weeks, 17 the ability to continue and not be penalized. 18 You used the word -- I am going to paraphrase 19 here, as y'all reviewed the possibility of 20 litigation moving forward. And any future 21 amendments that are made look at degrees. 22 Meaning, that applicant was two weeks late and 23 to the degree of how they performed over the 24 history of their ITEP is exemplary. As opposed 25 to somebody wanted to file a suit, on what basis</p> <p style="text-align: right;">Page 58</p>	<p>1 I know, but does the Secretary have this 2 discretion under RTA? 3 MS. PORTER: 4 We would have to -- since it's under the 5 Constitution, she has the authority because 6 that's not one that's named specifically under 7 the -- you know, with the Board. 8 CHAIRMAN JONES: 9 The Board does not have to. 10 SECRETARY BOURGEOIS: 11 Right. 12 CHAIRMAN JONES: 13 Actually, RTA -- 14 MS. PORTER: 15 The local interest is first. 16 CHAIRMAN JONES: 17 This is a history lesson that nobody 18 really cares about but me, but I am going to -- 19 it is a fun fact to know and tell. When the 20 Article 7, Section 14 -- not Section 14 -- when 21 Article 7 was debated back in 1972, there were 22 two provisions that allowed for local 23 engagement. One was the ITEP Program and the 24 Restoration Tax Abatement Program. As the 25 original Constitution was introduced at the</p> <p style="text-align: right;">Page 60</p>
<p>1 are they filing it? Are they two weeks or two 2 years late? Were they in good-standing with all 3 of other boxes that need to be checked in order 4 to maintain the programs such as jobs promise 5 and whatnot? Something to explore to create 6 that latitude by the Secretary or this Board to 7 be comfortable in making exceptions based off of 8 degrees of tardiness. 9 CHAIRMAN JONES: 10 I think that's something we can look at. 11 MS. PORTER: 12 Yes. We can look at that. 13 CHAIRMAN JONES: 14 Mr. Callais, do you have a comment? 15 MR. CALLAIS: 16 I was going to ask if there are any other 17 constitutional incentive programs that were -- 18 and you kind of answered that, there are two. 19 Are there any other ones? And, if so, are they 20 governed in a similar way? 21 CHAIRMAN JONES: 22 Yes. RTA. 23 MS. PORTER: 24 RTA and ITEP. 25 CHAIRMAN JONES:</p> <p style="text-align: right;">Page 59</p>	<p>1 Constitutional Convention, it required local 2 engagement in both. By amendment, the local 3 engagement was removed from the ITEP provision, 4 but not removed from the Restoration Tax 5 Abatement. That's the reason, I believe, 6 frankly, that the last administration got it 7 wrong when they introduced local engagement in 8 the ITEP program. I think it was arguably 9 unconstitutional but nobody decided to bring 10 that action. 11 But RTA interestingly now when 12 something -- when the Restoration Tax Abatement 13 has come before you-all now, it's already been 14 to the locals before it gets to us. And the 15 locals have already said grace over those 16 programs before it gets to us because that's 17 what it requires in the Constitution. 18 MS. PORTER: 19 Correct. And just as Robby indicated, 20 repeating that the section of the revised 21 statute, it does indicate the Secretary will 22 exercise discretion in reconsidering the 23 disallowance. So whomever the Secretary may be, 24 she will understand that there is a shall but 25 there is also whatever type of discretion that</p> <p style="text-align: right;">Page 61</p>



<p>1 may be able to exercise around that.</p> <p>2 CHAIRMAN JONES:</p> <p>3 To the degree that the rules -- the rules</p> <p>4 allow discretion when given that discretion to</p> <p>5 the Secretary.</p> <p>6 SECRETARY BOURGEOIS:</p> <p>7 Yes.</p> <p>8 CHAIRMAN JONES:</p> <p>9 And to Mr. Mele's point, if that</p> <p>10 discretion is unpleasant, they have an appeal</p> <p>11 right at the Board of Commerce and Industry.</p> <p>12 MS. PORTER:</p> <p>13 Absolutely.</p> <p>14 MR. AMOSS:</p> <p>15 And the subject if that there is an event</p> <p>16 beyond the control of the incentive?</p> <p>17 CHAIRMAN JONES:</p> <p>18 Yes. I think that's right.</p> <p>19 Mr. Callais.</p> <p>20 MR. CALLAIS:</p> <p>21 If the Board makes this resolution, can we</p> <p>22 undo it at some date in the future?</p> <p>23 CHAIRMAN JONES:</p> <p>24 Yes.</p> <p>25 MS. PORTER:</p> <p style="text-align: right;">Page 62</p>	<p>1 doesn't, at least in my mind, the Board does not</p> <p>2 have any discretion because the word "shall"</p> <p>3 says "shall." If you are late, it is a one-year</p> <p>4 penalty. She does not have the ability under</p> <p>5 the rules to do anything other than that. There</p> <p>6 are other situations, for example, under the</p> <p>7 pre-2016 EO, the shall does not exist.</p> <p>8 MR. REMEDIES:</p> <p>9 So it's only the applications during a</p> <p>10 certain specific period of time?</p> <p>11 CHAIRMAN JONES:</p> <p>12 Anything -- anything prior to the 2017</p> <p>13 rules. The 2017 rules, the 2018 rules have the</p> <p>14 "shall" word in there.</p> <p>15 MR. REMEDIES:</p> <p>16 Okay.</p> <p>17 CHAIRMAN JONES:</p> <p>18 Pre-2016, there is no shall. It is purely</p> <p>19 at the discretion of the Board. And so for</p> <p>20 any -- for example, any pre-2016 EO rules, the</p> <p>21 Secretary would have the same discretion as the</p> <p>22 Board has and that is give whatever penalty we</p> <p>23 deem appropriate. And this Board has for pre-EO</p> <p>24 rules -- excuse me, pre-EO situations, we have</p> <p>25 exercised that discretion. And most of the time</p> <p style="text-align: right;">Page 64</p>
<p>1 Yes.</p> <p>2 CHAIRMAN JONES:</p> <p>3 Absolutely. All resolutions are</p> <p>4 reversible.</p> <p>5 MR. CALLAIS:</p> <p>6 Okay.</p> <p>7 CHAIRMAN JONES:</p> <p>8 If somebody -- if Ms. Bourgeois would not,</p> <p>9 but if somebody -- one of her successors tries</p> <p>10 to misbehave, this Board would have the ability</p> <p>11 to take that power away.</p> <p>12 Mr. Remedies.</p> <p>13 MR. REMEDIES:</p> <p>14 Just question for clarity. Forgive me if</p> <p>15 I am the only one. But if -- on the previous</p> <p>16 application we looked at, they indicated that</p> <p>17 there were only two options. So we're -- this</p> <p>18 resolution grants other options to the</p> <p>19 Secretary, which I think is wonderful for</p> <p>20 efficiency, but how is this different?</p> <p>21 CHAIRMAN JONES:</p> <p>22 Fair question. I think it is a fair</p> <p>23 clarification. Under the -- I hate to do this,</p> <p>24 but under Mele situation, she would not have any</p> <p>25 discretion to do anything. Because the Board</p> <p style="text-align: right;">Page 63</p>	<p>1 it's been a year penalty, but not every time.</p> <p>2 MS. PORTER:</p> <p>3 Correct. And, also, in that provision,</p> <p>4 there is the catch-all. "The Board may impose</p> <p>5 any other penalty for late filing that it deems</p> <p>6 appropriate."</p> <p>7 CHAIRMAN JONES:</p> <p>8 Yes. But that's began in -- the 2017 and</p> <p>9 2018 rules what this was debated, what it meant</p> <p>10 was it's a floor, not a ceiling amount, so.</p> <p>11 Does that answer your questions, Mr.</p> <p>12 Remedies? It does not answer it?</p> <p>13 MR. REMEDIES:</p> <p>14 But it's only for a specific period of</p> <p>15 time that the applications were filed for, like,</p> <p>16 two years. Anything filed after that --</p> <p>17 CHAIRMAN JONES:</p> <p>18 No, no, no. Anything before 2016. If</p> <p>19 there are any programs out there under -- that</p> <p>20 were filed prior to 2016 when the 2016 EO went</p> <p>21 into effect, there is absolute discretion you</p> <p>22 can put any penalty you want to on there. There</p> <p>23 is no "shall" in there. It's a "may."</p> <p>24 Importantly, it's a may. And then when -- under</p> <p>25 the Edwards administration when the new EO was</p> <p style="text-align: right;">Page 65</p>

<p>1 passed and we implemented the 2017 and 2018 2 rules, that "may" was replaced with a "shall," 3 because that board wanted to be more punitive 4 against industry than previous law had ever 5 required. 6 MS. PORTER: 7 Right. 8 CHAIRMAN JONES: 9 And so what I believe has happened with 10 this administration, and hopefully with the 2024 11 rules that will go into effect March 20, we will 12 go back to some semblance of reasonability. 13 MR. REMEDIES: 14 Okay. That makes sense. 15 SECRETARY BOURGEOIS: 16 Mr. Chairman. 17 CHAIRMAN JONES: 18 Secretary Bourgeois. 19 SECRETARY BOURGEOIS: 20 Again, I want to sort of speak to what I 21 believe the practical application is and sort of 22 the reason behind Robin's interest in offering 23 you considering this resolution. 24 When we passed the bill, there was -- 25 there wasn't the ability for discretion in these</p> <p style="text-align: right;">Page 66</p>	<p>1 that. This Board needs to codify my ability to 2 do that. 3 MS. PORTER: 4 Right. 5 SECRETARY BOURGEOIS: 6 When in reality, this Board has the 7 ability to do exactly that. 8 CHAIRMAN JONES: 9 I will be frank. I think the opportunity 10 to act under this resolution will be limited. 11 Because the truth of the matter is and the 12 practical matter, when we get to the specific 13 issue of late filings and that sort of thing, 14 the only discretion is pre-2016 EO and there is 15 precious few of those left. There just aren't 16 that many left. So there may be other 17 situations that I am not thinking of and I think 18 Ms. Porter's desire here is let's catch all of 19 that. There may be something else come up that 20 I am not thinking of off the top of my head this 21 morning, but as a practical matter I think the 22 effect of this resolution will be very limited 23 because of the shall language as far as -- at 24 least as it refers to filing deadlines. That's 25 what I am thinking.</p> <p style="text-align: right;">Page 68</p>
<p>1 kind of hearings and in every other incentive 2 that we have. ITEP was not specifically or the 3 incentives that -- well, it's ITEP for this 4 conversation. ITEP was not specifically 5 considered in the bill that way because in 6 particular application, we all as a board have 7 the very discretion that that bill was seeking. 8 The Secretary had other incentives. 9 So remaining silent on this, I believe 10 still you-all, we all, have the ability to enter 11 into those inside the rules-negotiated 12 solutions, right. Does that -- I guess Robin 13 and Mr. Chairman, I would say that. It was -- 14 it was legal counsel's interest to make sure we 15 codified the intention of the bill, but that's 16 why this one is different, right. This exact 17 discretion, the conversation, the hearing that 18 we had about the Mele example doesn't happen in 19 our other incentive programs. 20 So in our other incentive programs, this 21 Act gave me the ability to enter into wisely and 22 advised negotiated settlements that then the 23 Secretary of Revenue and the governor still have 24 to approve. A little bit different here. Then 25 so it's Robin's assertion that we need to codify</p> <p style="text-align: right;">Page 67</p>	<p>1 Ms. Villa, are you trying to get my 2 attention? You are leaning. I don't want you 3 to get a crook in your neck. 4 MS. VILLA: 5 Anne Villa, Deputy Secretary CFO for LED. 6 And there are some things that just aren't in 7 rules and there are some things that we feel 8 this resolution will allow the Secretary to 9 allow us as a department to proceed with the 10 possible advance or application that we couldn't 11 proceed to the Board with. But at the end of 12 the day, whatever discretion, a resolution that 13 comes from the Secretary for this resolution, 14 whatever applicant that is, it is still going to 15 come at the Board for your approval. And so you 16 will have to hear what happened which then 17 allowed that project to come to the Board for 18 approval. Because without this resolution, 19 there are some projects that we can't do 20 anything about because it never advanced to an 21 application stage because of SOPs or whatever we 22 have internally. 23 CHAIRMAN JONES: 24 Got it. 25 MS. VILLA:</p> <p style="text-align: right;">Page 69</p>

<p>1 So I just wanted to kind of explain that a 2 little bit. 3 CHAIRMAN JONES: 4 It is certainly an ability to break a log 5 jam internally when one exists; is that fair? 6 MS. VILLA: 7 Say that again. 8 CHAIRMAN JONES: 9 It gives her the ability to break a log 10 jam. 11 MS. VILLA: 12 Exactly. 13 MS. PORTER: 14 Yes. 15 CHAIRMAN JONES: 16 An internal log jam so that -- 17 MS. VILLA: 18 Exactly. But it's still going to come to 19 the Board which the applicant will still have to 20 come, explain what happened, but we don't have 21 the ability right now to even bring that to the 22 Board because it's -- the situation isn't 23 necessarily in rule. Everything is not going to 24 be in rule. 25 CHAIRMAN JONES:</p> <p style="text-align: right;">Page 70</p>	<p>1 Can I just ask one more and I apologize 2 for belaboring the point. When it comes to an 3 event beyond the control of the incentive 4 recipient, when Act 590 was legislated, was 5 there any debate during that process about the 6 intent of the application of that particular 7 phrase? And practically what I am asking is is 8 this discretion meant to apply specifically to 9 COVID, COVID-related type? 10 SECRETARY BOURGEOIS: 11 No. I believe the intention was COVID is 12 the example of the unanticipated. I am sorry, 13 Senator. 14 CHAIRMAN JONES: 15 We may let the author speak to that. 16 SENATOR MIZELL: 17 No, that was not. Representative Deshotel 18 carried it on the House side and he was shaking 19 his head no, that never came up. The clear 20 intent of Act 590 was to put every tool at this 21 lady's disposal. To allow those log jams to be 22 broken. Anything that was a deterrent to bring 23 businesses to Louisiana would be part of what 24 that would take care of. So that was the 25 intent.</p> <p style="text-align: right;">Page 72</p>
<p>1 We are not that good. 2 MS. VILLA: 3 So I just wanted to explain a little. 4 CHAIRMAN JONES: 5 Got it. 6 SECRETARY BOURGEOIS: 7 So at the end of the day any -- this is 8 for clarity, not a statement. This is a 9 question. So to Anne's point. Anything that we 10 perhaps internally would use discretion on 11 creating, right, that ultimate decision comes 12 here? That's a question. 13 MS. PORTER: 14 Yes. 15 SECRETARY BOURGEOIS: 16 If that answers your point. 17 CHAIRMAN JONES: 18 Mr. Callais. 19 MR. CALLAIS: 20 Do you need a motion? 21 CHAIRMAN JONES: 22 We already have a motion and a second. We 23 have just been discussing. If you are calling 24 for a question, we can do that. 25 MR. AMOSS:</p> <p style="text-align: right;">Page 71</p>	<p>1 MR. AMOSS: 2 Thank you. 3 CHAIRMAN JONES: 4 Pretty good. Good discussion. I think a 5 lot of good clarity here and perhaps some better 6 understanding on how things work. 7 So I will ask one more time any questions 8 or comments from the Board? Hearing none. Any 9 comments from the public? We have a motion and 10 a second. All in favor say "Aye." (All 11 responded "Aye.") Any opposition? There is 12 none. The motion carries. 13 Madam Secretary, enlighten us, please. 14 SECRETARY BOURGEOIS: 15 Before I enlighten you, I think we have an 16 important function today. 17 CHAIRMAN JONES: 18 Oh, that's right. 19 SECRETARY BOURGEOIS: 20 We are required to elect our officers. 21 This Board needs to put officers in place to do 22 the best job we can imagine to not only run 23 these meetings but walk us through these 24 processes. Purely from the remarkable 25 experience I have had with the chairman and the</p> <p style="text-align: right;">Page 73</p>

<p>1 vice chair and my now one-year-and-one-month  2 experience, it is my pleasure and hope to both  3 nominate and hope that they will serve. Jerry  4 Jones as chairman again and Robby Miller as vice  5 chair continuing.  6 And that is in the form of a motion,  7 Mr. Chairman.  8 CHAIRMAN JONES:  9 We have a motion. Do we have a second?  10 Mr. Callais.  11 Great. Any other -- listen, the pay is  12 good, y'all. We earn twice our annual wage,  13 right, heading these meetings.  14 Mr. Miller, will you accept that  15 nomination?  16 MR. MILLER:  17 Yes.  18 CHAIRMAN JONES:  19 I will accept the motion. We have a  20 motion and second. All in favor say "Aye." (All  21 responded "Aye.") Is there any opposition?  22 There is none. The motion carries.  23 Thank you very much. And I will say that,  24 Mr. Miller, there's a few of us on this board  25 have been here for more than a year and a month.</p> <p style="text-align: right;">Page 74</p>	<p>1 because he surprised me with it, number one.  2 And, number two, it was my birthday. So that's  3 why I know what day it was.  4 But on March 20, to the Chairman's point,  5 we will finalize the new rules for what is  6 really functionally a very new program. Right.  7 And the amount of work that has gone into that  8 is something that's notable. But what I hope is  9 more notable is the amount of outreach, the  10 amount of stakeholder engagement we have had,  11 the amount input we have had that this was --  12 while it was a staff function and a board  13 function in a lot of the work, the product is  14 really an all of Louisiana product and I hope  15 you-all have had that same experience. I'm  16 incredibly proud of it. And what I will also  17 offer is that internally our team is doing the  18 exact same work to make sure we are positioned  19 for March 20 to begin to hear and efficiently  20 and effectively process what we would believe  21 will be a lot of opt-outs, as staff spoke of.  22 We want that process to be institutionalized and  23 seamless and efficient on March 20, not after we  24 beta test it. So we are getting ahead of all of  25 that. And I am really grateful to the staff for</p> <p style="text-align: right;">Page 76</p>
<p>1 And the work that we have seen with this Board  2 already and with the work that we have done on  3 the ITEP rules already, this is -- y'all don't  4 know it, but it's historic. This will be a  5 historic -- you will be part of something that  6 will be good for the state of Louisiana going on  7 for a long, long time. And so thank you for the  8 opportunity to serve and I mean that in all  9 sincerity. Thank you very much.  10 Now, tell us what is going on in the  11 state.  12 SECRETARY BOURGEOIS:  13 Well, Mr. Chairman, it's a good segue  14 because ITEP was the first thing on my list, but  15 I do want to continue what you just said. I do  16 think it's critically important that folks in  17 this room and the public understand the amount  18 of time and the amount of hours that not just  19 the folks on this board but particularly the  20 leadership have put into this and to the team,  21 our staff would have done this. I want to just  22 remind everyone of some really important  23 thresholds here.  24 The governor signed the new ITEP executive  25 order on February 21 of last year. I know it</p> <p style="text-align: right;">Page 75</p>	<p>1 all of their work on that.  2 The second piece that we are really very  3 much in the throes of right now, I think many of  4 us, you know, we are very deep in our work on  5 our first strategic plan as a department in 16  6 years. That plan will be finalized mid-March.  7 We are very close to the final product. There  8 is some really important takeaways that are very  9 much already in the public realm. And so I want  10 to remind everybody or share with everybody what  11 those are.  12 A team at McKinsey is leading the plan.  13 We have a local team, Emergent, from Louisiana  14 who is their partners on it. And here some of  15 the big takeaways that you will all hear a lot  16 more about. Number one that is effective  17 economic development in Louisiana moving forward  18 is going to be built around a  19 whole-of-government approach. That that is an  20 economic development will no longer fit squarely  21 in the Louisiana Development Department role.  22 It will have to become a focus or a priority of  23 any function of a whole-of-government approach.  24 The legislators on this panel, they have  25 lived it very much and I am incredibly grateful</p> <p style="text-align: right;">Page 77</p>

<p>1 for that. But formalizing and institutionally 2 that is going to be part of this plan. 3 The second part of this plan is that 4 Louisiana and really LED has to focus on the 5 talent, attraction, and retention campaign. The 6 out-migration pattern, we have all heard it. We 7 all know it. The challenge is asked because 8 it's outweighed dramatically to our 9 well-educated population and it's a very 10 dangerous place for a state to be. So a talent 11 retention and attraction campaign has to be a 12 focus of work. 13 Ease of use. I mean, every conversation 14 we have around this table, this speaks to it. 15 The brilliant people at McKinsey are telling us, 16 right, companies want to go where there's an 17 ease of use. I have used this quote in almost 18 every speech that I have given. "The Wall 19 Street Journal" quote, it says, "Capital goes 20 where it's treated the best." 21 Every policy that we develop has to be 22 developed around the philosophy that capital 23 goes somewhere it's treated the best. So ease 24 of use for our department, ease of use for our 25 incentives, and ease of use for Louisiana has to</p> <p style="text-align: right;">Page 78</p>	<p>1 is going to tell us we need to do. And so we 2 will in the next three to four weeks become more 3 public in what those bills are going to be. The 4 most important of one is going to be an 5 incentive replacement bill for the incentives 6 that with our very effective and very important 7 tax reform session that we had in November. As 8 I told the Legislature many times, you know, 9 trust me. I am telling you, you can take these 10 tools away because I am going to come back with 11 really smart tools. Those tools are being 12 informed by what this plan says. But at the end 13 of the day, a high-impact jobs program that 14 leads to that wage growth in Louisiana is going 15 to be the core of that. 16 And then lastly, I think that I did this 17 at the last meeting so I want to continue to do 18 it. Our A, B pipeline, the inside baseball 19 economic development stuff, the A, B pipeline. 20 Our A- and B-rated projects that require our 21 weekly attention and work, that pipeline has 22 increased to 275 percent since last time this 23 year. And our numbers are, we have 176 active 24 A, B pipeline projects which presents a 25 potential of 32,000 new jobs, 20,000 retained</p> <p style="text-align: right;">Page 80</p>
<p>1 be a priority. 2 And then lastly, how are we going to 3 really measure that, wage growth. Because hard 4 job count these days is not the world we live in 5 anymore. We are looking at meaningful wage 6 growth has to be a fundamental measure of what 7 we are doing. 8 So those are some of the high-level 9 takeaways that will come out of the plan. There 10 is a lot of detail, as you can well imagine. 11 The good folks at McKinsey defend their wages 12 very well. But we will have -- I'm really very 13 excited about it and I'm as excited about the 14 outreach that has taken place and the fact that 15 this plan has come from our region and this plan 16 has come from our stakeholders. This plan did 17 not come from the eleventh floor of this 18 building. It came from Louisiana. 19 Lastly-ish, two -- actually two more 20 things. Session, we do have some bills coming 21 this session but what you can fully expect is 22 that all of those bills are going to reference 23 the plan I just spoke of. That we need the 24 tools. We did the flexibility. We need the 25 ability to continue to accomplish what this plan</p> <p style="text-align: right;">Page 79</p>	<p>1 jobs, and 104 billion in CAPEX. 2 That's our status, Mr. Chairman. 3 CHAIRMAN JONES: 4 \$134 billion in CAPEX. 5 SECRETARY BOURGEOIS: 6 104. 7 CHAIRMAN JONES: 8 Oh, 104. I will tell you that I work on 9 projects around the country and I talk to people 10 around the country about -- and when I talk 11 about numbers like that, they look at me like 12 how do y'all do that? And I just look at them, 13 we are good, you know. We are just good at what 14 we do. But thank you, Secretary Bourgeois, and 15 thank you for what LED is doing. 16 And more importantly, and as much to the 17 people in this room, the companies who are 18 choosing to invest here, all of this is for 19 naught if you guys don't make the decisions you 20 make to invest in Louisiana, and for that, we 21 are grateful. 22 Mr. Miller. 23 MR. MILLER: 24 I have a quick comment. It actually 25 dovetails right into this, especially the whole</p> <p style="text-align: right;">Page 81</p>

<p>1 of government. And three weeks ago, four weeks  2 ago, whatever it was, we had the Super Bowl here  3 in Louisiana. We don't want to forget what a  4 super success that was and it really does  5 represent the whole of government being involved  6 because of everyone from the City of New Orleans  7 State Police, LED, tourism, everybody was  8 involved. And if you listened to multiple  9 broadcasts of the shows leading into the Super  10 Bowl, after the Super Bowl, just about every NFL  11 expert, every commentator talked about the Super  12 Bowl should be in Louisiana every year. And, of  13 course, it can't do that. But that just  14 exemplifies how this new approach to pulling  15 everyone together to put on the Super Bowl. So  16 if we can do it there, we've proven that we can  17 do it at all of these others.</p> <p>18 And I might add, if you are a Philadelphia  19 fan, one of our citizens from Tangipahoa Parish,  20 DeVonte Smith, caught the nail in the coffin to  21 end that game. Thank you.</p> <p>22 CHAIRMAN JONES:  23 We are incredibly grateful to parish  24 government for making that happen.</p> <p>25 All right. Anything else for the good of</p> <p style="text-align: right;">Page 82</p>	<p style="text-align: center;">1 C E R T I F I C A T E</p> <p>2</p> <p>3 I, BETTY D. GLISSMAN, a Certified Court  4 Reporter, Certificate #86105, in good standing  5 with the State of Louisiana, as the officer  6 before whom this hearing was taken;  7 That this hearing was reported by me in  8 stenographic machine shorthand by Computer-Aided  9 Transcription, transcribed by me or under my  10 personal direction and supervision, and is a  11 true and correct transcript to the best of my  12 ability and understanding;  13 That the transcript has been prepared in  14 compliance with transcript format guidelines  15 required by statute or by rules of the Board,  16 that I have acted in compliance with the  17 prohibition on contractual relationships, as  18 defined by Louisiana Code of Civil Procedure  19 Article 1434 and in rules and advisory opinions  20 of the Board; that I am not of counsel nor  21 related to any person participating  22 in this cause and am in no way interested in the  23 outcome of this event.</p> <p>24</p> <p>25</p> <p style="text-align: right;">Page 84</p>
<p>1 the order today? Thank y'all. It's been a good  2 discussion. We appreciate it very much. I will  3 entertain a motion to adjourn. We have that  4 motion, Mayor Toups. Second, Mr. Polozola. All  5 in favor say "Aye." (All responded "Aye.")</p> <p>6 We are adjourned. Thank you.</p> <p>7</p> <p>8 (Meeting adjourned at 10:54 AM.)</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p> <p>25</p> <p style="text-align: right;">Page 83</p>	<p>1 This certification is valid only for a  2 transcript accompanied by my handwritten or  3 digital signature and the image of my  4 State-authorized seal on this page.</p> <p>5</p> <p>6 March 20, 2025, Baton Rouge, Louisiana</p> <p>7</p> <p>8</p> <p>9</p> <p>10</p> <p>11 <u>BETTY D. GLISSMAN, CCR</u>  12 CERTIFIED COURT REPORTER</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p> <p>25</p> <p style="text-align: right;">Page 85</p>

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[everybody's - focus]

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[foil - guidelines]

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[robin - shipyards]

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