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MEETING MINUTES FOR
THE BOARD OF COMMERCE AND INDUSTRY
OF THE
LOUISIANA ECONOMIC DEVELOPMENT CORPORATION
HELD AT
LASALLE BUILDING
617 NORTH 3RD STREET
LABELLE ROOM
BATON ROUGE, LOUISIANA
ON THE 28TH DAY OF AUGUST, 2019
COMMENCING AT 9:32 A.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR

THE BOARD OF COMMERCE & INDUSTRY

1 **Appearances of Board Members Present:**

2 Tanita Gilbert-Baker
3 Mayor Glenn Brasseaux
4 Thomas Carmody
5 Troy Carter
6 Yvette Cola
7 Major Coleman
8 Phillip Devillier
9 Rickey Fabra
10 Manuel "Manny" Fajardo
11 Jerald Jones
12 Heather Malone
13 Charles R. "Robby" Miller
14 Secretary Don Pierson
15 Darrel Saizan, Jr.
16 Daniel Shexnaydre, Junior
17 Ronnie Slone
18 Bobby Williams, Jr.
19 Dr. Woodrow Wilson, Jr.

20 **Staff members present:**

21 Samantha Booker
22 Tam Bourgeois
23 Kristin Cheng
24 Sonja Christophe
25 Brenda Guess
26 Mandi Mitchell
27 Joyce Metoyer
28 Robin Porter
29 Deborah Simmons
30 Hud Usie
31 Anne Villa



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MR. JONES:

Good morning. I hope everyone's doing well today. We are on the eve of football season, so everybody's got to be in better spirits.

So we want to call to order the August meeting of the Board of Commerce and Industry.

Ms. Simmons, if will call the roll and ensure a quorum.

MS. SIMMONS:

Good morning.

Don Briggs.

(No response.)

MS. SIMMONS:

Representative Phillip Devillier.

MR. DEVILLIER:

Here.

MS. SIMMONS:

Tanita Gilbert-Baker.

MS. GILBERT-BAKER:

Here.

MS. SIMMONS:

Mayor Glenn Brasseaux.

MAYOR BRASSEAU:

Here.

MS. SIMMONS:



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1 Thomas Carmody.
2 MR. CARMODY:
3 Here.
4 MS. SIMMONS:
5 Yvette Cola.
6 (No response.)
7 MS. SIMMONS:
8 Major Coleman.
9 MAJOR COLEMAN:
10 Here.
11 MS. SIMMONS:
12 Rickey Fabra.
13 MR. FABRA:
14 Here.
15 MS. SIMMONS:
16 Manuel Fajardo.
17 (No response.)
18 MS. SIMMONS:
19 Jerald Jones.
20 MR. JONES:
21 Here.
22 MS. SIMMONS:
23 Heather Malone.
24 (No response.)
25 MS. SIMMONS:



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1 Senator Danny Martiny.
2 (No response.)
3 MS. SIMMONS:
4 Charles Miller.
5 MR. MILLER:
6 Here.
7 MS. SIMMONS:
8 Jan Moller.
9 (No response.)
10 MS. SIMMONS:
11 Designee Senator Troy Carter.
12 (No response.)
13 MS. SIMMONS:
14 Secretary Don Pierson.
15 SECRETARY PIERSON:
16 Present.
17 MS. SIMMONS:
18 Scott Richard.
19 (No response.)
20 MS. SIMMONS:
21 Darrel Saizan.
22 (No response.)
23 MS. SIMMONS:
24 Daniel Shexnaydre.
25 MR. SHEXNAYDRE:



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Here.

MS. SIMMONS:

Ronnie Slone.

MR. SLONE:

Here.

MS. SIMMONS:

Bobby Williams.

MR. WILLIAMS:

Here.

MS. SIMMONS:

Steve Windham.

(No response.)

MS. SIMMONS:

Dr. Woodrow Wilson.

DR. WILSON:

Here.

MS. SIMMONS:

Dr. Shawn Wilson.

(No response.)

MR. JONES:

And let the record show that Ms. Malone
has arrived as well.

Sorry to embarrass you, but you walked
in right after they called your name.

All right. Everyone has received a copy



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1 of the minutes from the meeting of June 28th, 2019.
2 I'll entertain a motion to approve those minutes.

3 There is a motion from Dr. Wilson;
4 second from Major Coleman.

5 Any questions or comments from the
6 Board?

7 (No response.)

8 MR. JONES:

9 Any questions or comments from the
10 public?

11 (No response.)

12 MR. JONES:

13 There being none, all in favor say
14 "aye."

15 (Several members respond "aye.")

16 MR. JONES:

17 Any opposed?

18 (No response.)

19 MR. JONES:

20 No opposition. The minutes from the
21 June meeting are approved.

22 Ms. Booker, would you come and help walk
23 us through the Quality Jobs Program, please.

24 MS. BOOKER:

25 Good morning. I have eight new Quality



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1 Jobs applications: Application Number 20170421,
2 American Sugar Refining, Inc. in St. Bernard Parish;
3 20170427, CGI Technologies and Solutions in Lafayette
4 Parish; 20170282, Gramercy Holdings I, LLC, St. James
5 Parish; 20170140, Redhawk Industrial Services, LLC, East
6 Baton Rouge Parish; 20170076, Southern Scripts, LLC in
7 Natchitoches Parish; 20170143, TL Hawk Industrial, LLC,
8 East Baton Rouge Parish; 20170142 TL Hawk, LLC, East
9 Baton Rouge Parish; 20170260, Unum Group Corporation,
10 East Baton Rouge Parish.

11 And that concludes the new applications.

12 MR. JONES:

13 Great. Thank you very much.

14 Is there a motion on the Quality Job
15 applications?

16 Motion from Mr. Miller to approve;
17 second from Representative Carmody.

18 Any questions or comments from the
19 Board?

20 I have a question from Representative
21 Devillier.

22 MR. DEVILLIER:

23 Thank you. Ms. Booker, can you give us
24 an idea what the return is on this investment for the
25 state?



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1 MS. BOOKER:

2 The investment is \$104,524,868 total for
3 the Quality Jobs application.

4 MR. DEVILLIER:

5 But as far as the return on the
6 investment, as far as the -- do you have like a
7 percentage that the state is receiving as far as --
8 there's Mandi. I'm sure she can help me understand.

9 MS. MITCHELL:

10 Mandi Mitchell, Assistant Secretary,
11 LED. Good morning, Representative Devillier and Members
12 of the Board.

13 LED has recently done research on the
14 RIO for the Quality Jobs Program, and it is estimated to
15 be \$1.92 for every dollar of investment. Of course,
16 what we do is we look at all of the projects and all of
17 the direct and indirect economic impacts associated with
18 the projects that have completed in the past, and that's
19 where we derive that number.

20 I believe you may be aware in the future
21 the Department of Revenue has been authorized to develop
22 an ROI for all incentive programs, tax credits, rebates,
23 deductions, exclusions and whatnot, so they'll be doing
24 some extensive research in the coming months I believe.

25 MR. DEVILLIER:



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1 From the past, Ms. Mitchell, and today,
2 I guess, do you see that there's an uptick in the return
3 on investment or is it stable? I mean...

4 MS. MITCHELL:

5 So the last time we did that research, I
6 think we were at about 1.80, so we have seen an
7 improvement in the ROI, but, again, we're in the midst
8 of taking a look at how we evaluate that and ensuring
9 that it meets with national standards. There are
10 actually some states, I can't call which state it is, it
11 may be Wisconsin, that has an estimated ROI for their QJ
12 Program, their similar program, as high as \$4 for every
13 dollar of investment. So there are different
14 methodologies used, but the methodology that we have
15 used in the last couple years has resulted in roughly
16 \$1.92 for ever dollar invested in the Quality Jobs
17 Program.

18 MR. DEVILLIER:

19 Well, I thank you for all of the work
20 that you do for our state. I know you do a great job.
21 I appreciate it.

22 This is going to be a question that I'm
23 going to ask on a lot of these programs to see what type
24 of return we're receiving on the state's dollars. So
25 thank you.



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1 MS. MITCHELL:

2 Yes, sir.

3 And one either thing I would like to add
4 is that we recently enacted sunset dates on each the
5 programs. Not so that the programs can be terminated or
6 sunset, but just to force an evaluation by the
7 legislature in concert with the Department on every one
8 of our incentive programs, so that will be happening
9 soon.

10 MR. DEVILLIER:

11 Thank you.

12 Thank you, Mr. Chairman.

13 MR. JONES:

14 Thank you, Mr. Devillier.

15 Any other questions or comments from the
16 Board?

17 (No response.)

18 MR. JONES:

19 Any questions or comments from the
20 public?

21 (No response.)

22 MR. JONES:

23 There being none, all in favor, say
24 "aye."

25 (Several members respond "aye.")



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MR. JONES:

Is there any opposed?

(No response.)

MR. JONES:

There being no opposition, that motion carries.

MS. BOOKER:

I have 5 Quality Jobs renewals:
Application Number 20140927, Centene Management Company, LLC in St. Tammany Parish; 20140900, ControlWorx, LLC, Ascension Parish; 20141150, Millennium Galvanizing, LLC, St. James Parish; 20140937, Module X Solutions, LLC in Caddo Parish; 20141149, Precision Cutting Specialties, LLC in St. Landry Parish.

MR. JONES:

I'll entertain a motion to approve.
From Dr. Wilson; second from Mr. Slone.
Any questions or comments from the Board?

MR. DEVILLIER:

I have a couple questions.

MR. JONES:

Representative Devillier.

MR. DEVILLIER:

I'm sorry. I have just one question on



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1 Precisions Cutting Specialities. That's actually one
2 area in my area, my district.

3 Do you know the amount of jobs they're
4 providing? I don't see that.

5 MS. BOOKER:

6 I do not have that information with me,
7 but I can provide that after the meeting.

8 MR. DEVILLIER:

9 Thank you.

10 MR. JONES:

11 Any other questions from any other Board
12 members?

13 (No response.)

14 MR. JONES:

15 Any questions from the public?

16 (No response.)

17 MR. JONES:

18 There being none, all in favor, say
19 "aye."

20 (Several members respond "aye.")

21 MR. JONES:

22 Any opposed?

23 (No response.)

24 MR. JONES:

25 There is no opposition. The motion



1 carries.

2 MS. BOOKER:

3 These are Quality Jobs Specials. I have
4 one full transfer of ownership: Project ID 20141149,
5 Precisions Cutting Specialties, LLC. New company name
6 is Dis-Tran Steel, LLC in St. Landry Parish.

7 MR. JONES:

8 I'll entertain a motion to approve.

9 Ms. Malone; second from Mr. Fajardo.

10 Any questions or comments from the
11 Board?

12 (No response.)

13 MR. JONES:

14 Any questions or comments from the
15 public?

16 (No response.)

17 MR. JONES:

18 There being none, all in favor, say
19 "aye."

20 (Several members respond "aye.")

21 MR. JONES:

22 Any opposed?

23 (No response.)

24 MR. JONES:

25 There being none, that motion carries.



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1 MS. BOOKER:

2 Thank you

3 MR. JONES:

4 Thank you.

5 Ms. Metoyer, please walk us through the
6 Enterprise Zone Program.

7 MS. METOYER:

8 Good morning. I have 12 applications
9 today. 20161642, 214 South 14th Street, LLC, East Baton
10 Rouge Parish; 20160737, Associated Grain Terminals, LLC,
11 Jefferson Parish; 20160811, Columbia/HCA of New Orleans,
12 Incorporated, St. Tammany Parish; 20160648, Dupre
13 Logistics, LLC, Iberville Parish; 20150201, Equilon
14 Enterprises, LLC, St. James Parish; 20151024, Istrouma
15 Hospitality, LLC, East Baton Rouge Parish; 20160671, PL
16 Hotels, LLC, doing business as StayBridge Suites,
17 Calcasieu Parish; 20151301, Performance Contractors,
18 Inc., East Baton Rouge Parish; 20160947, RBNP
19 Acquisitions, LLC, Ascension Parish; 20150945, Shell
20 Chemical, LP, Ascension Parish; 20161750, Southland
21 Truck Group, LLC, Caddo Parish; 20151901,
22 Willis-Knighton Medical Center, Incorporated, Caddo
23 Parish.

24 That's all 12.

25 MR. JONES:



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1 Thank you, ma'am.
2 Entertain a motion.
3 By Dr. Wilson; second by Mr. Slone.
4 Any questions or comments from the
5 Board?

6 Representative Devillier.

7 MR. DEVILLIER:

8 I'm sorry, Ms. Metoyer. What is the
9 state's return on the investment for this program?

10 MS. MITCHELL:

11 Mandi Mitchell again.

12 So for Enterprise Zone, after several
13 years of reforms to this program to bring this program
14 back to its original purpose and to steer investment
15 into economically-distressed areas around our state,
16 there were several reforms done over a number of
17 legislative sessions to improve the ROI of the
18 Enterprise Zone Program. So right now that's estimated
19 to be \$1.18 for every dollar invested by companies
20 participating in the EZ program.

21 MR. DEVILLIER:

22 Is that program capped?

23 MS. MITCHELL:

24 No. No, this program is not capped, but
25 what has changed with the Enterprise Zone Program is at



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1 one point any company could locate anywhere in the state
2 and participate, whether they were in Enterprise Zone or
3 not, and that caused the cost of the program to grow
4 exponentially over a number of years, and so what we did
5 is we looked at the policy purpose of the program. And
6 we understand that workers today are mobile, so we
7 didn't want to recommend a restriction that companies
8 locate in physically in an Enterprise Zone; however, we
9 tweaked the incentive to require -- to allow for higher
10 incentives for companies that either locate in a zone or
11 hire economically-disadvantaged individuals. And so by
12 doing so and adding some over-tightening measures to the
13 program, we have actually seen just kind of organically
14 the cost, the overall cost of the program to decline
15 every single year. So I think it, maybe last time I
16 looked, it was maybe 25-million or so. I could pull
17 those numbers for you.

18 MR. DEVILLIER:

19 And whenever you look at, I guess, our
20 overall tax policy, because that's how, you know, I'm
21 having to look at these a lot through ways and means,
22 when you look at the overall tax policy, and I know that
23 Enterprise Zone is a little bit different because you're
24 trying to, I guess, bring more development to maybe a
25 depressed area. Would a better tax policy help in



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1 regard to not having such as an Enterprise Zone Program
2 or you think they need to work hand-in-hand?

3 MS. MITCHELL:

4 Actually, no. Many states have a
5 program similar to Enterprise Zone for that very reason,
6 to try to encourage companies to locate in these areas
7 to revitalize the area, to bring job opportunities to
8 the individuals that live in these areas, to combat
9 blight, you name it. There are a number of reasons that
10 the Enterprise Zone is used, and it's very popular
11 across the entire country, so I don't see a better
12 approach to utilizing this program.

13 As a matter of fact, every single one of
14 LED's incentive programs, when you look at the big
15 picture of our tax structure in the state, we're very
16 aware that there are over almost 300 exemptions that are
17 in the tax code. But LED's programs, which there are 13
18 of them, are taxed based, and as you know, with ITEP,
19 some are property tax driven, local tax driven, so some
20 state tax, some local tax. Every single one of our
21 programs has a specific policy purpose, a specific
22 economic development policy purpose. So LED's programs
23 are not designed just for the sake of lowering the
24 company's tax burden, if you will.

25 So the R&D tax credit is designed to



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1 spur research and development in our state and
2 partnerships with higher institutions. The Angel
3 Investor tax credit is designed to support startup
4 companies and entrepreneurs in our state. The Quality
5 Jobs has a set number, a pre-identified number of
6 industry sectors that we're intentionally targeting.
7 That's why we have the Quality Jobs Program. It's not
8 for every single company that wants to pay \$18 or more.
9 There are set industry sectors. Same thing with
10 Enterprise Zone.

11 MR. DEVILLIER:

12 So back on the Enterprise Zone, you had
13 mentioned the overall state's investment of around
14 25-million was reduced over the, I guess, most recent
15 years. What was it, let's say, four years ago?

16 MS. MITCHELL:

17 Oh, that number was maybe close to
18 100-million.

19 MR. DEVILLIER:

20 So it's gone from 100-million to
21 25-million?

22 MS. MITCHELL:

23 Yeah. If you give me a moment --

24 MR. DEVILLIER:

25 What causes that?



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1 MS. MITCHELL:

2 I would say the changes to policy,
3 changing the policy to bring it back to its original
4 purpose. The program had been amended some time ago.
5 What the amendment did was allow any company across the
6 state, regardless of where they're located, to
7 participate in the program, and so the cost of the
8 program grew over time exponentially. So before the
9 meeting is over, I can walk you through past years, past
10 fiscal years, the total impact of Enterprise Zone. So
11 that's what's causing the change.

12 And the other is we are seeing more
13 companies paying a higher wage and more companies opting
14 to participate in Quality Jobs. And we can't have the
15 companies stacking tax credits. You can't participate
16 in both programs for the same dollar of investment, and
17 so those companies that are in one of those targeting
18 industry sectors that pay at least 18 an hour, they can
19 go for the Quality Jobs Program, but I'll have those --

20 MR. DEVILLIER:

21 I know we're not on Quality Jobs now,
22 but, I mean, since you brought that up, has the Quality
23 Jobs Program, the overall state's investment there, has
24 that increased over the last four years?

25 MS. MITCHELL:



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1 It has. It actually -- we had a year in
2 which it spiked as we had some significant projects. We
3 are now dealing with projects in the order of the
4 billions, and so we did see a spike for a couple years,
5 in 2016, 2017, and that program has since levelled off.
6 And so we report these numbers to the revenue estimating
7 for the Revenue Estimating Conference, so we provide
8 these forecasts, but it's leveled off. I think it's
9 about 150-million for Quality Jobs.

10 MR. DEVILLIER:

11 Thank you.

12 Thank you, Mr. Chairman.

13 MR. JONES:

14 Mr. Pierson.

15 SECRETARY PIERSON:

16 One of the other significant reductions
17 that occurred in that Enterprise Zone Program was the
18 elimination of the opportunity for retail to participate
19 in and the healthcare industry to participate. If
20 you're in a rural parish, if you're in Delhi, a Dairy
21 Queen probably feels like economic development for you,
22 but we had too much retail. Legislature looked at the
23 program and eliminated that kind of participation, so
24 that was another contributing factor to the lowering of
25 the investment that the state is making in these



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1 programs that drive jobs. And we're really happy to see
2 a spike in Quality Jobs because it means we're being
3 very successful in recruiting high-paying jobs that are
4 providing healthcare benefit, and if the return on it's
5 \$1.92, then I want to do that as much as I can.

6 Thank you.

7 MS. MITCHELL:

8 Yes. And I do have a number. So, for
9 example, Enterprise Zone in FY 14 was 50-million, and
10 it's steadily declined from that point in time. So I
11 think in the last year it may have reached 25-million.

12 And one other thing about the point on
13 retail and healthcare. What the legislature decided,
14 Rep Devillier, was to eliminate industry sectors where
15 you see high substitution effects or industry sectors
16 that are driven purely by demand or by population
17 density. So a retail outlet is going to locate where
18 the population density makes sense for them regardless
19 of what the incentives are provided, so...

20 MR. DEVILLIER:

21 Do you mind if I just ask one other
22 question? I don't want to cut in front of you?

23 Do you have any programs that are
24 administered through LED that actually lose money on
25 investments?



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1 MS. MITCHELL:

2 We do, and those programs have a
3 different policy purpose. And, for example, the film
4 tax credit, which we report on that program every year,
5 it does not have a positive fiscal impact, but it does
6 have a positive/net positive economic impact. So for
7 every dollar invested in the film program, it's roughly
8 \$6 circulated in the community to local Louisiana-based
9 companies. And we can talk about film reforms all day,
10 but we do have --

11 MR. DEVILLIER:

12 What's the state's return on investment
13 in the film industry?

14 SECRETARY PIERSON:

15 Well, we're doing approximately
16 \$150-billion a year allocation in credits in that
17 program, but what Mandi points out here is that when you
18 look at the state's investment, that return is rather
19 low --

20 MR. DEVILLIER:

21 What is it?

22 SECRETARY PIERSON:

23 -- but when you look over at the parish,
24 the city, the outside-the-state coffers, there are still
25 tremendous turn in the economy of the local communities.



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1 And so parishes do well, towns and cities do well, but
2 to say because the state's seeded the investment, but
3 it's not specifically for the state to get that return.
4 It's to generate that \$6 in economic impact that we're
5 actually using that program for, and we're deploying the
6 tools that are available to us in that industry.

7 There's some things that are very hard
8 to apply an ROI too. A country road, the ROI is not
9 real good. Not a lot of cars use it, but it's still an
10 important connector for companies.

11 MR. DEVILLIER:

12 So do we have an ROI on the film
13 industry investment?

14 SECRETARY PIERSON:

15 Yes, we do. We have a current document
16 we can provide to you.

17 MR. DEVILLIER:

18 I mean, can you give me a number of what
19 the loss is?

20 SECRETARY PIERSON:

21 We don't have a loss. We have a \$6 of
22 economic impact for every dollar that we invest.

23 MR. JONES:

24 Folks, if we can get back to -- it's a
25 great discussion, and I don't want to inhibit it, but at



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1 the same time, we have certain programs that we're
2 trying to work through today, and let's try to keep ur
3 attention there, if we can.

4 Representative Carmody, I think you had
5 a question.

6 MR. CARMODY:

7 Yes, sir, and mine was actually just a
8 little bit of history, as I recall, having served on the
9 Shreveport City Council 20 years ago -- but, Mandi, I
10 just wanted to ask a quick question. It seemed to me
11 like, in the other century, that the whole idea behind
12 this particular program was to try and incentivize
13 businesses to locate in those determined economically
14 impoverished census tracts and that it was expanded at
15 some point because the businesses said "Well, if you
16 would give us the incentive to hire persons who live
17 within that determined census tract, that would assist
18 the state in trying to bring some economic development
19 into those areas."

20 And I know at that point it was almost
21 as if the whole state at that point became a part of
22 this program.

23 MS. MITCHELL:

24 Yes.

25 MR. CARMODY:



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1 But you had mentioned, and I think the
2 Secretary did a good job of saying that what we found
3 out was that for all the best intentions, it kind of
4 expanded into something we never envisioned doing. But
5 you had said y'all had to bring that back down, the
6 Department is trying to work to make sure that it comes
7 back to what its original intention was.

8 MS. MITCHELL:

9 Yes. We worked with the legislature on
10 a series of reforms over probably three different
11 legislative sessions with Enterprise Zone, and so
12 instead of reverting all of the way back to the original
13 design of the program to limit it to companies located
14 in those census tracts, because nowadays workers are
15 mobile, what we did in working with senators from
16 particularly from the New Orleans area on these
17 particular reforms is what we're doing is we're
18 incentivizing companies with higher incentive return
19 rates. So if you locate in a census tract that is in an
20 Enterprise Zone or if you hire a disadvantaged
21 individual, your job tax credit is \$3,500 per net new
22 job versus if you're not in an EZ, it's \$1,000 per net
23 new job.

24 So what we did is we're using incentive
25 policy to try to drive companies into those zones



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1 without limiting the program to those specific census
2 tracts. So, yes, that's what we ended up doing, and it
3 was in partnership with the legislature.

4 And for my good friend Rep Devillier,
5 over the years there's been significant debate on a
6 number of LED's programs, the handful that have a
7 negative fiscal ROI, and each time the legislature as a
8 whole decides that the public policy purpose of those
9 programs is worthy enough to renew those programs.

10 MR. CARMODY:

11 Mr. Chairman, thank you.

12 Thank you, Mandi.

13 MR. JONES:

14 Any other questions or comment from the
15 Board?

16 And, again, I don't mean to limit the
17 conversation, just let's keep us focused on where we are
18 today.

19 There being no other comments from the
20 Board, any comments from the public, questions?

21 (No response.)

22 MR. JONES:

23 All in favor, say "aye."

24 (Several members respond "aye.")

25 MR. JONES:



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1 Any opposed?

2 (No response.)

3 MR. JONES:

4 There is no opposition. The motion
5 carries.

6 MS. METOYER:

7 We'll go on with the contract
8 terminations. 20150961, B&G Food Enterprises, LLC,
9 doing business as Taco Bell, East Baton Rouge. The
10 existing contract is 5/18 of 2015 to 5/17 of 2020. The
11 requested term date is November 17 of 2017, and contract
12 requirements were met; 20160039, Benny's Car Wash, LLC,
13 East Baton Rouge Parish. The existing contract is
14 January 18 of 2016 to January 17 of 2021. The requested
15 term date is July 17 of 2018. Contract requirements
16 were met; 20151818, EATELCORP, LLC, Caddo Parish. The
17 existing contract is November 10 of 2015 through
18 November 9 of 2020. The requested term date is May 9 of
19 2018. The contract requirements were met; 20130227,
20 ExxonMobil Corporation Lubes Plant, West Baton Rouge
21 Parish. The existing contract is July 1 of 2013 to June
22 30 of 2018, and the request term date is December 31 of
23 2015. Contract requirements were met; 20151066,
24 International Paper Company, Natchitoches Parish.
25 Existing contract is July 1 of 2015 through June 30 of



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1 2020. The requesting term date is 12/31 of 2017. The
2 reason for the termination, the contract requirements
3 were met early; 20141154, Lake Area Hotel Investments,
4 LLC, Calcasieu Parish. The existing contract is April 1
5 of 2015 through March 31 of 2020. The request term date
6 is March 31st of 2018. The contract requirements were
7 met; 20121268, Natchitoches Grand Hotel, LLC in
8 Natchitoches Parish. The existing contract is December
9 1 of '15 through November 30 of 2020. The requested
10 term date is November 31 of 2018. The contract
11 requirements were met; 20141051, Ochsner Clinic
12 Foundation, Jefferson Parish. The existing contract is
13 July 15 of 2014 through July 14 of 2019. The requested
14 term date is January 14 of 2017. The contract
15 requirements were met; 20141080, Raising Cane's
16 Restaurant, LLC, Orleans Parish. Existing contract is
17 July 25th of '14 through July 24th of '19. The
18 requested term date is January 23rd of 2017. The
19 contract requirements were met.

20 MR. JONES:

21 Great. Thank you.

22 Any motion?

23 Dr. Wilson.

24 Got a second?

25 Ms. Malone.



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1 Questions or comments from the Board
2 concerning the contract terminations?

3 (No response.)

4 MR. JONES:

5 There being none, any comments or
6 questions from the public?

7 (No response.)

8 MR. JONES:

9 There being none, all in favor, say
10 "aye."

11 (Several members respond "aye.")

12 MR. JONES:

13 Any opposed?

14 (No response.)

15 MR. JONES:

16 There is no opposition. The motion
17 carries. Thank you.

18 MS. METOYER:

19 We have five change in affiliate/owners:
20 20140904, the old affiliate and owners were Vantage
21 Health Plan, Incorporated, Vantage Health Plan,
22 Incorporated, Monroe Development, LLC. Vantage Health
23 Plan, Incorporated is also known as Vantage Health Plan.
24 And the new affiliate, Vantage Health Plan,
25 Incorporated, Vantage Holdings, Vantage Health Plan,



1 Monroe Development, LLC in Ouachita Parish; 20141171,
2 Vantage Health Plan, Incorporated, Vantage Health Plan,
3 Incorporated, Vantage Health Plan Incorporated, Monroe
4 Development, LLC, and the new affiliate and owner is
5 Vantage Health Plan, Incorporated, Vantage Holding,
6 Vantage Health Plan, Incorporated, Vantage Health Plan,
7 Incorporated, Monroe Development, LLC in Ouachita
8 Parish; 20141446, Vantage Health Plan, Incorporated,
9 Vantage Health Plan, Incorporated, Vantage Health Plan,
10 Incorporated, Monroe Development LLC, and the new owners
11 and affiliates are Vantage Health Plan, Incorporated,
12 Vantage Holdings, Vantage Health Plan, Incorporated,
13 Vantage Health Plan, Incorporated, Monroe Development,
14 LLC, Ouachita Parish; 20141411, VSL Holdings, LLC,
15 Covington Senior Care Center, LLC doing business as
16 Inspired Living Kenner, Covington Senior Care Services,
17 LLC doing business as Inspired Living Kenner. The new
18 affiliate and owners are VSL Holdings, LLC, Covington
19 Senior Care Services, LLC doing business as Inspired
20 Living Kenner, Covington Senior Care Services, LLC doing
21 business as Inspired Living Kenner, VSL Property
22 Holdings, LLC, Jefferson; and the final change is
23 20141330, Vantage Health Pan, Incorporated, Affinity
24 Health Group, LLC, Monroe Development, LLC. The new
25 owner and affiliate is Vantage Health Plan,

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1 Incorporated, Vantage Holdings, Affinity Health Group,
2 LLC, Monroe Development, LLC in Ouachita Parish.

3 MR. JONES:

4 Thank you for walking us through Vantage
5 Health Care complete the organization. There's some
6 lawyers and accountants made a lot of money off of that,
7 I promise you.

8 I'll entertain a motion to approve this
9 change of affiliates and owners.

10 Mr. Miller; Mr. Williams.

11 Any questions or comments from the
12 Board?

13 Yes?

14 MR. DEVILLIER:

15 This question is, I guess, for Secretary
16 Don Pierson. Earlier you had mentioned when it comes to
17 Enterprise Zone, I thought I had understood you to say
18 that health care no longer falls underneath that
19 purview. Is that what you heard you say?

20 SECRETARY PIERSON:

21 Yes, that's correct.

22 MR. DEVILLIER:

23 It looks like these changes all fall
24 into the healthcare realm. Am I seeing that
25 incorrectly?



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MS. METOYER:

These are older contracts as well. All of EZ is back in.

MR. DEVILLIER:

I'm just trying to get clarification.

MS. METOYER:

I understand.

SECRETARY PIERSON:

That's correct, sir. We no longer issue these contracts, but these contracts were in place, and we continue to honor them.

MR. DEVILLIER:

Thank you.

MS. METOYER:

You're welcome.

MR. JONES:

Any other questions?

(No response.)

All right. Any questions from the public, comments?

(No response.)

MR. JONES:

There being none, all in favor, say "aye."

(Several members respond "aye.")



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1 MR. JONES:
2 Any opposed?
3 (No response.)
4 MR. JONES:
5 There being none, the motion passes.
6 MR. JONES:
7 Thank you, Ms. Metoyer.
8 ITEP applications. I think first we're
9 going to work through the pre-Executive Order; is that
10 right?
11 MR. USIE:
12 Correct.
13 We have five pre-Executive Order
14 Applications: 20141058, American Biocarbon CT, LLC in
15 Iberville Parish; 2016170780, Gravois Aluminum Boats,
16 LLC in Iberia; 20161494, Rain CII Carbon, LLC, St.
17 Bernard Parish; 20150910-A, Shintech Louisiana, LLC in
18 Iberville Parish; 20161478-A, Shintech Louisiana, LLC in
19 West Baton Rouge Parish.
20 MR. JONES:
21 All right. Thank you, Mr. Usie.
22 Any motion from the Board?
23 Motion to approve, Dr. Wilson; second
24 from Ms. Malone.
25 Any questions or comments from the



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1 Board?

2 (No response.)

3 MR. JONES:

4 There being none, any questions or
5 comments from the public?

6 (No response.)

7 MR. JONES:

8 There being none, all in favor, say
9 "aye."

10 (Several members respond "aye.")

11 MR. JONES:

12 Any opposed?

13 (No response.)

14 MR. JONES:

15 There is no opposition. This motion
16 carries.

17 MR. USIE:

18 Next we have two post-Executive Order
19 applications following the 2017 rules, which have the
20 accompanying Exhibit A and Exhibit Bs from the locals
21 approving the exemptions.

22 20161804, Bollinger Quick Repair, LLC in
23 Jefferson Parish; and 20180075, LAPCO Manufacturing,
24 Inc. in St. Mary Parish.

25 MR. JONES:



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1 Before we move forward, if you-all
2 recall, LAPCO Manufacturing was on the agenda last
3 meeting and we deferred giving the Chairman the
4 opportunity to meet with staff to try to better
5 understand the issues surrounding that.

6 We are still working through those
7 issues. Part of this is my fault because I was not as
8 available as I would have liked to have been to have a
9 meeting until more recently, and so we are still trying
10 to work through that. So I'm going to ask the Board to
11 defer the matter of 20180075, LAPCO Manufacturing, and
12 we will try to have a better answer for the Board next
13 meeting.

14 I have a motion from Representative
15 Carmody; second from Dr. Wilson.

16 Any questions or comments about that
17 deferral?

18 (No response.)

19 MR. JONES:

20 All in favor, say "aye."

21 (Several members respond "aye.")

22 MR. JONES:

23 Any opposed?

24 (No response.)

25 MR. JONES:



1 There is no opposition.
2 Now, we would recognize a motion on the
3 Bollinger Quick Repair.
4 Motion to approve, Mr. Slone; second
5 from Mr. Saizan.
6 Any questions or comments from the
7 Board?
8 (No response.)
9 MR. JONES:
10 Any questions or comments from the
11 audience?
12 (No response.)
13 MR. JONES:
14 There being none all in favor, say
15 "aye."
16 (Several members respond "aye.")
17 MR. JONES:
18 All opposed?
19 (No response.)
20 MR. JONES:
21 There is no opposition the motion
22 carries.
23 Thank you.
24 MR. USIE:
25 Next we have eight post-Executive Order



1 applications following the 2018 rules, four of which
2 have requested deferral. 20170636, ExxonMobil
3 Corporation Lubes in West Baton Rouge Parish; 20180365,
4 Marathon Petroleum Company, LP in St. John the Baptist
5 Parish; and 20190131 and 20190132, Turner Industries
6 Group, LLC, both in West Baton Rouge Parish, and those
7 four requested deferrals.

8 MR. JONES:

9 We have a motion to defer from
10 Mr. Carmody; seconded from Mr. Slone.

11 Any questions or comments on those
12 deferrals from the Board?

13 (No response.)

14 MR. JONES:

15 There being none, any questions or
16 comments from the audience?

17 (No response.)

18 MR. JONES:

19 There being none, all in favor, "aye."
20 (Several members respond "aye.")

21 MR. JONES:

22 Any opposed?

23 (No response.)

24 MR. JONES:

25 There is no opposition. Those four



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1 applications are deferred.

2 MR. USIE:

3 20170669, Bollinger Quick Repair, LLC in
4 Jefferson Parish; 20190168, Fabricated Steel Products in
5 East Baton Rouge Parish; 20190225, Formosa Plastics
6 Corporation, Louisiana, East Baton Rouge Parish; and
7 20190153, Reagent Chemical & Research, Inc. in Ascension
8 Parish.

9 MR. JONES:

10 I'll entertain a motion to approve.
11 Motion from Mr. Miller; second from Ms.
12 Malone.

13 I have a question, Mr. Usie. On the
14 Bollinger Quick Repair, we just did an older project.
15 They have two projects, I take it?

16 MR. USIE:

17 Two projects, correct.

18 MR. JONES:

19 Okay.

20 MR. USIE:

21 One fell on the 2017 rules; one fell on
22 the 2018 rules.

23 MR. JONES:

24 Okay. Got it. Thank you.

25 Any other questions or comments from the



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1 Board?

2 (No response.)

3 MR. JONES:

4 There being none, any questions or
5 comments from the audience?

6 (No response.)

7 MR. JONES:

8 There being none, all in favor say
9 "aye."

10 (Several members respond "aye.")

11 MR. JONES:

12 Any opposed?

13 (No response.)

14 MR. JONES:

15 There is no opposition. The motion
16 passes. Thank you.

17 MR. USIE:

18 Next we have 73 renewals, two of which
19 have requested deferral. 20131327, Folger Coffee
20 Company, Orleans Parish, and 20141383, Folger Coffee
21 Company, Orleans Parish.

22 MR. JONES:

23 Entertain a motion to defer.

24 Mr. -- help me.

25 MR. FAJARDO:



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Fajardo.

MR. JONES:
-- Fajardo. Thank you. I apologize Mr. Fajardo.

Second from Mr. Saizan.

MR. SAIZAN:
I have a question.

MR. JONES:
Are you seconding? Let's get --

MR. SAIZAN:
I second.

MR. JONES:
Okay. Second.
Now, you have a question. Go right ahead.

MR. SAIZAN:
Tell me about the deferral in terms of Folgers.

MR. USIE:
They couldn't be here. They couldn't have a representative present today, so they wanted to make sure someone be here, so they requested deferral prior.

MR. SAIZAN:
Okay. Thank you.



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MR. JONES:

Thank you.

Any other questions or comments?

(No response.)

MR. JONES:

Any questions or comments from the audience?

(No response.)

MR. JONES:

There being none, all in favor of these deferrals, say "aye."

(Several members respond "aye.")

MR. JONES:

Any opposed?

(No response.)

MR. JONES:

There being none, the motion for deferral passes.

So now I would also, for the rest of these, instead of making Mr. Usie, I know he'd do a great job reading out all 70-something these, I would entertain a motion that we handle these in globo.

Mr. Slone; seconded by Dr. Wilson.

Any questions or comments from the Board?



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(No response.)

MR. JONES:

All in favor, say "aye."

(Several members respond "aye.")

MR. JONES:

Any opposed?

(No response.)

MR. JONES:

There is no opposition.

I would now entertain a motion to approve all of these in globo.

If we have a motion to approve, we will allow for comments.

Motion to approve from Dr. Wilson; seconded from Ms. Malone.

Now, questions or comments from the Board as to approval of these, any of these on this list?

(No response.)

MR. JONES:

There being none, any questions or comments from the audience?

(No response.)

MR. JONES:

There being none, all in favor, say



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1 "aye."

2 (Several members respond "aye.")

3 MR. JONES:

4 Any opposed?

5 (No response.)

6 MR. JONES:

7 No opposition. Those are approved in
8 globo. Thank you. You're welcome.

9 MR. USIE:

10 We have three late renewals: 20130281,
11 Franklin Press, Inc. in East Baton Rouge Parish.
12 Initial contract expiration date was 12/31 of 2017,
13 renewal request date 12/31 of 2018.

14 MR. JONES:

15 Do we have someone here from Franklin
16 Press?

17 Please come forward.

18 Can you state your name and your
19 position with the company, please?

20 MS. CRIFASI:

21 Good morning. I'm Julie Crifasi, Chief
22 Financial Officer with Franklin Press.

23 MR. JONES:

24 Great. Whenever we have the late
25 renewal requests, the Board is always interested in



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1 knowing the cause for the late request, so if you can
2 kind of tell us what happened and how we got here.

3 MS. CRIFASI:

4 Yes. We apologize for the late filing.
5 We use a consultant who helps with -- has helped us with
6 our ITI -- ITE filings, and it was an oversight. I
7 guess in that 2017 year when the program was in flux, it
8 was an oversight on his part to file. So he moved out
9 of state, wasn't receiving the correspondence, and when
10 we have a filing that was due 12/31 of '18, we realized
11 the 12/31/17 filing had not been done.

12 MR. JONES:

13 Okay. The purpose of this question is
14 not what it sounds like. Is he still doing your work?

15 MS. CRIFASI:

16 He is, yes.

17 MR. JONES:

18 Okay. That consultant is now
19 understanding what the filing requirements are?

20 MS. CRIFASI:

21 He is, yes, sir.

22 MR. JONES:

23 Got it. Okay.

24 MS. CRIFASI:

25 And I do take responsibility. Like I



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1 said, I will be following it more closely in the future.

2 MR. JONES:

3 And that's one thing we do try to tell
4 companies, we don't have any problem with consultants
5 doing the work, but at the end of the day, it's the
6 companies that are responsible for getting this done.

7 MS. CRIFASI:

8 I definitely understand that. Thank
9 you.

10 MR. JONES:

11 Okay. Normally this would be a one
12 year?

13 MR. USIE:

14 Correct, one-year reduction.

15 MR. JONES:

16 One year late, so that would be a
17 one-year reduction in the benefits of the tax exemption.
18 So I would entertain a motion to reduce -- approve the
19 renewal, but with a one-year reduction.

20 Motion from Major Coleman; second from
21 Mr. Williams.

22 Any questions or comments from the Board?

23 (No response.)

24 MR. JONES:

25 Any questions or comments from the



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1 public?

2 (No response.)

3 MR. JONES:

4 There being none, all in favor, say
5 "aye."

6 (Several members respond "aye.")

7 MR. JONES:

8 Any opposed?

9 (No response.)

10 MR. JONES:

11 There is no opposition. Thank you very
12 much.

13 MS. CRIFASI:

14 Thank you.

15 MR. JONES:

16 Thank you for doing business in
17 Louisiana.

18 MR. USIE:

19 Two for Honeywell, 20110984, Honeywell
20 International, East Baton Rouge Parish. Initial
21 contract expiration 12/31 of 2018. Renewal requested
22 1/10 of 2019; 20110984-A, Honeywell International, East
23 Baton Rouge Parish. Initial contract expiration of
24 12/31/2018. Renewal request date 1/10 of 2019.

25 MR. JONES:



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1 Do we have a representative from
2 Honeywell?

3 Thank you. You can state your name and
4 your position with the company, please?

5 MR. SMITHHART:

6 My name is Casey Smithhart. I'm the
7 Plant Manager of the Honeywell ULP Baton Rouge Plant.

8 MR. JONES:

9 Thank you.

10 MS. SIMMS:

11 Phyllis Simms with the law firm of Kean
12 Miller representing Honeywell, which I've done for about
13 13 years with these contracts.

14 MR. JONES:

15 Okay. All right. Tell us what
16 happened.

17 MS. SIMMS:

18 So when I started on these renewals, you
19 will notice on this agenda there were several Honeywell
20 renewals that were timely. You will see a few more on
21 the October agenda. And these are the only two that you
22 will see that are late. So when I started on the
23 renewals in November of 2018 and I was in the FastLane
24 system, I noticed that there are a few of them missing,
25 which spooked me, so I reached out to Kristin at LED and



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1 I said "I'm missing a few. I don't understand, you
2 know, why these are missing." And so she checked, I
3 guess however they check in the back end in their
4 system. She said "No, they're not missing. You just
5 need access." I didn't understand why I needed to be
6 granted access again because these are renewals and I
7 had been working on these for years; but as instructed
8 by LED, I went back to the company and requested new
9 authorization forms. And they submitted to me in
10 mid-December new authorization forms, and because I had
11 been so spooked, not only did I get new authorization
12 forms for the handful I was missing, but for every one
13 for which I was requesting renewal, even if I had access
14 to it.

15 And so they sent them to me, I uploaded
16 the new authorizations on December 12th. I received
17 notification that I had been granted access on December
18 17th, and at that point I noticed that I still did not
19 have access to the two that you see on this list as late
20 renewals.

21 So I went back to the company, and I
22 said "I still need an authorization for these two." At
23 that time, the officer who had been signing the
24 authorizations for me was out on Christmas vacation. So
25 they did get these new authorizations for these two back



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1 to me actually on December 31st, but as I have discussed
2 with Ms. Cheng and Ms. Guess, there would have been no
3 one at LED to grant me access to the contract at that
4 date. So that's why you see it's early in January when
5 I uploaded and was granted access and then filed the
6 renewal and submitted the payment.

7 MR. JONES:

8 So help me understand. I don't -- you
9 said that you had been working on these contracts for a
10 number of years?

11 MS. SIMMS:

12 Correct. I had been doing the Honeywell
13 work for about 13 years.

14 MR. JONES:

15 So why would authorization be required
16 again, do we know?

17 MR. USIE:

18 In 2018 we launched FastLane
19 NextGeneration, our new system, and it does require
20 companies to request project access and add them to
21 their project list before they can file any forms.

22 MR. JONES:

23 But why would she have access to some,
24 but not all?

25 MS. CHENG:



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1 Kristin Cheng, ITEP admin.

2 MR. JONES:

3 Thank you, Kristin.

4 MS. CHENG:

5 I believe there might have been multiple
6 user -- the old system might have had other user
7 accounts, other company profiles, and it did not
8 transfer over just one of her one completely perfectly,
9 so some might have been missing, and it's not that we
10 wouldn't grant it. She just needed to go back in the
11 system so that it would be in her project list.

12 MR. JONES:

13 Sure. Okay. So is this -- I guess what
14 I'm concerned about Honeywell obviously, but I'm also
15 concerned about maker sure we don't have other
16 situations like this where -- do we need to go back and
17 look at FastLane to make sure we're picking all of these
18 up or is this an outlier event?

19 MS. CHENG:

20 Everything is in there. It's just that
21 not all project -- project access didn't transfer over
22 for all of these projects to the correct user because
23 they are user-specific, so she might have had two user
24 accounts potentially in the old system. I'm not sure
25 how to check that, but it might have -- everything that



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1 was associated with this one transferred over but a few
2 fell through the cracks.

3 MR. JONES:

4 I understand.

5 Mr. Miller.

6 MR. MILLER:

7 So you would say that Honeywell was in
8 process of trying to get these done, these two just fell
9 through the cracks because of changeover of the 2018
10 FastLane Plus or whatever y'all call it?

11 MR. USIE:

12 It is possible, like she said, that some
13 did not transfer over because it is user-specific,
14 specific to an e-mail address for the account, but the
15 companies do have six months to file their renewals. So
16 it could have been filed as early as July 1st of 2018,
17 but no later than 12/31/2018.

18 MR. JONES:

19 I'm glad the IRS doesn't hold me to the
20 same standards you hold me to. I like at April 15th
21 date.

22 All right. I would entertain a
23 motion -- and let's get a motion on the board and then
24 if we have any other questions or comments from the
25 Board members, we can handle that in a more formal



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1 manner.

2 We have a motion, Mr. Carter, to approve
3 the renewal; is that your motion?

4 MR. CARMODY:

5 Second.

6 MR. JONES:

7 Okay. Second from Mr. Carmody.

8 Now, if there are any other questions or
9 comments from the Board.

10 Major Coleman.

11 MAJOR COLEMAN:

12 Yes. I would like to know if in the
13 past whether these people were late, had anybody else
14 had the same situation? Seemed like it was, if we
15 have...

16 MR. USIE:

17 We haven't had anything with this same
18 issue to this date.

19 MAJOR COLEMAN:

20 Okay. This is the only one?

21 MR. USIE:

22 This is the only one that we've had
23 where they had project access -- she sought project
24 access on 12/31 of 2018, the date it was due.

25 MAJOR COLEMAN:



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1 Okay. I just want to make sure we do to
2 same thing, I mean, if I go back and fix something more
3 than once. Okay.

4 MR. JONES:

5 Any other questions or comments from the
6 Board?

7 Mr. Devillier.

8 MR. DEVILLIER:

9 I'm sorry. Representative Carmody was
10 probably disturbing me when I wanted to say this, but I
11 wanted to thank staff for adding that column that shows
12 the 20 percent that's going to be paid under the new
13 ITEP rules to the local governments. It just helps us
14 to have a clearer idea of, you know, what the locals are
15 going to be collecting.

16 And can y'all -- no. That's good. I'm
17 going to stop there. Just thank y'all for that.

18 MR. JONES:

19 That's great. I agree I know you had
20 requested that. It's good information for the Board.

21 Any other questions or comments from the
22 Board?

23 (No response.)

24 MR. JONES:

25 Any other questions or comments from the



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1 public?

2 (No response.)

3 MR. JONES:

4 There being none, all in favor of the
5 motion, say "aye."

6 (Several members respond "aye.")

7 MR. JONES:

8 Any opposed?

9 (No response.)

10 MR. JONES:

11 There is no opposition. Motion for
12 renewal of the Honeywell contracts passes. Thank you.

13 MS. SIMMS:

14 Thank you.

15 MS. CHENG:

16 And that's a full renewal?

17 MR. JONES:

18 Yes, yes.

19 MS. CHENG:

20 Thank you.

21 MR. USIE:

22 Next we have eight change in name
23 requests. Criterion Catalyst & Technologies, LP,
24 Contracts 20061760, 20061760-A, 20120290, 20130224,
25 20140231, 20150849, and 20160692. New name, Shell



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1 Catalysts & Technologies, LP, West Baton Rouge Parish;
2 and NRG Sterlington Power, LLC, Contract 20160896, new
3 name, Sterlington Power, LLC, Ouachita Parish.

4 MR. JONES:

5 I would entertain a motion to approve
6 these change in names.

7 Dr. Wilson; second from Mr. Coleman.

8 Any questions or comments from the
9 Board?

10 (No response.)

11 MR. JONES:

12 There being none, any questions or
13 comments from the public?

14 (No response.)

15 MR. JONES:

16 There being none, all in favor, say
17 "aye."

18 (Several members respond "aye.")

19 MR. JONES:

20 Any opposed?

21 (No response.)

22 MR. JONES:

23 There is none. Motion carries.

24 MR. USIE:

25 Next we have 11 full transfers of tax



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1 exemptions contracts: Boise Packaging & Newsprint, LLC,
2 Contracts 20120036, 20121073, 20130822, 20140766,
3 20150383, 20150384, 20150385, 20150386, 20150387,
4 20150388 and 20150389. New Owner, Packaging Corporation
5 of America. And these are in all Beauregard Parish.

6 MR. JONES:

7 Motion to approve this transfer of
8 contracts?

9 Mr. Miller; seconded from Mr. Carmody.

10 Any questions or comments from the
11 Board?

12 (No response.)

13 MR. JONES:

14 There being none, any questions or
15 comments from the public?

16 (No response.)

17 MR. JONES:

18 There is none. All in favor, say "aye."

19 (Several members respond "aye.")

20 MR. JONES:

21 Any opposed?

22 (No response.)

23 MR. JONES:

24 There is none. Motion carries.

25 MR. USIE:



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1 Next we have one partial transfer of tax
2 exemption contract, and we do have a correction to make
3 on the cover page of the agenda. It's stated that there
4 were two, but there's really only one on the agenda.

5 MR. JONES:

6 All right. I'm going to need to recuse
7 myself from this particular contract and let the Vice
8 Chairman, Mr. Miller, handle this vote.

9 MR. MILLER:

10 I'll entertain a motion for this change.
11 Representative Carmody; second by
12 Mr. Slone.

13 MR. USIE:

14 I didn't read it out yet.

15 MR. MILLER:

16 Okay. You hadn't finish it. I'm sorry.

17 MR. USIE:

18 I did state that they had a correction
19 from the cover page, though, from two to just one.

20 YCI Methanol One, LLC, Contract
21 20141117. YCI Methanol One, LLC retains 634-million,
22 and this is in St. James Parish. KMe St. James
23 Holdings, LLC received 166-million in St. James Parish.

24 MR. MILLER:

25 Does the motion and second still hold?



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1 We have a motion and a second.

2 Any questions from the Board?

3 (No response.)

4 MR. MILLER:

5 Public?

6 (No response.)

7 MR. MILLER:

8 All in favor.

9 (Several members respond "aye.")

10 MR. MILLER:

11 Any opposed?

12 (No response.)

13 MR. MILLER:

14 It passes.

15 MR. JONES:

16 Good job, Mr. Miller.

17 We have a cancelation of contract.

18 MR. USIE:

19 We have one cancelation. Frederick's
20 Machine Shop and tool Shop, Inc., Contract 20130487, and
21 this is in Iberia Parish.

22 MR. JONES:

23 Great. Do I have a motion to approve
24 this cancelation?

25 Motion to approve, Ms. Malone; second



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1 from Mr. Slone.

2 Any questions or comments from the
3 Board?

4 (No response.)

5 MR. JONES:

6 There is none. Comments or questions
7 from the public?

8 (No response.)

9 MR. JONES:

10 There being none, all in favor, say
11 "aye."

12 (Several members respond "aye.")

13 MR. JONES:

14 Any opposed?

15 (No response.)

16 MR. JONES:

17 That motion carryings.

18 MR. USIE:

19 Next we have three special requests, two
20 being from M.A. Patout & Sons, LTD, Contracts 20120601
21 and 20130541. These were late renewals at the April
22 24th Board meeting. The company did not receive
23 notification of the board date, time and locations, so
24 they were not at the meeting and they were denied.

25 MR. JONES:



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1 Is there someone here from M.A. Patout &
2 Son?

3 Yes, ma'am.

4 MS. CHENG:

5 I just wanted to point out we had
6 another similar to this last month because they weren't
7 able to make it to the June meeting, so it was deferred
8 at the last meeting, and we're just bringing it back
9 this meeting so that they're able to be here.

10 MR. JONES:

11 Okay. I'm with you.

12 First of all; okay, state your name and
13 your position with the company, please.

14 MS. GARY:

15 Good morning. My name is Ashlee Gary,
16 and I'm the Chief Financial Officer at M.A. Patout &
17 Son.

18 MR. JONES:

19 Great. Thank you. And I think you
20 heard me earlier in the meeting, we're just trying to
21 understand what the basis for the late renewal.

22 MS. GARY:

23 Yes, sir. We had a change in leadership
24 position, which spun a change in staff position
25 during -- we had the staff that handled these



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1 applications in the past. I did not realize it was a
2 slip in the -- fell through the cracks. We have
3 identified all of these processes and procedures. We
4 have fixed how we handled these applications in the
5 past, and we shall not have anymore delinquent filings
6 with LED.

7 MR. JONES:

8 Generally what happens when we have --
9 if we have an issue with LED, that's an issue we need to
10 deal with. When we have issues with an applicant, we
11 have customary policies that require a diminution in
12 benefits.

13 MS. GARY:

14 Yes, sir.

15 MR. JONES:

16 So help me work through this. The first
17 contract, 20120601, looks like it was two years late; is
18 that right?

19 MR. USIE:

20 That's correct.

21 MR. JONES:

22 An the second one, 20130541 is one year
23 late?

24 MR. USIE:

25 One year, correct.



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MR. JONES:

So for the first one, we would have a two-year deduction.

MR. USIE:

Correct

MR. JONES:

The second one, a one-year reduction.

MR. USIE:

One-year reduction.

MR. JONES:

Am I accurate there?

MR. USIE:

Correct.

MR. JONES:

Has that been explained to you?

MS. GARY:

Yes, sir.

MR. JONES:

All right. I would entertain a motion to that effect, a two-year -- a renewal approval, but with a two-year deduction for the first contract and a one-year deduction on the second contract.

Motion from Dr. Wilson; second from Ms. Malone.

Any questions or comments from the



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1 Board?

2 Mr. Devillier.

3 MR. DEVILLIER:

4 Just so I can understand, whenever
5 we're, I guess, doing these late renewals and what have
6 you, what does that affect as far as their -- what are
7 they going to be required to pay?

8 MR. JONES:

9 It's actually, what ends up happening is
10 that it's a five-year exemption, so the exemption is
11 reduced by two years.

12 MR. DEVILLIER:

13 Okay.

14 MR. JONES:

15 Or, in this case, the first one by two
16 years, the second one by one year.

17 MR. DEVILLIER:

18 So on the first one --

19 MR. JONES:

20 It's a reduction in the incentive.

21 MR. DEVILLIER:

22 So the first number that it's showing,
23 10,591, that's their combined five-year total?

24 MR. USIE:

25 No. That's the first year of renewal.



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1 MR. DEVILLIER:

2 Thank you. Just wanted some
3 clarification.

4 MR. JONES:

5 Good question.

6 Any other questions or comments from the
7 Board?

8 Mr. Carmody.

9 MR. CARMODY:

10 I feel like I'm here representing
11 Senator Adley, but I wanted to make sure at least this
12 was stated, that you know, the companies to come forward
13 to make these applications, for them to have a contact
14 person listed on that application and that person either
15 moved on, retired, it certainly seems to me like it
16 would be more beneficial for the application to be made
17 by the accounting department or somebody else that is
18 tracking these benefits to that company because we've
19 repeatedly heard over my time on this particular Board
20 where circumstances changed and we're here because the
21 person who was in charge of that is no longer with the
22 company. But it would just seem like it would be a much
23 more prudent thing for the applications to go directly
24 to accounting or the fiscal office so that they're
25 following this thing. Just a thought.



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MS. GARY:

Yes, sir.

MR. CARMODY:

Thank you, Mr. Chairman.

MR. JONES:

Thank you, Mr. Carmody.

Any other questions or comments from the Board?

(No response.)

MR. JONES:

Questions or comments from the public?

(No response.)

MR. JONES:

There being none, all in favor of renewal with stated deductions or reductions, say "aye."

(Several members respond "aye.")

MS. CHENG:

Excuse me. I think we have to reverse the denial first because they were denied for not being here in April.

MR. JONES:

Excellent. Thank you, Ms. Cheng, for keeping me between the ditches.

Motion for reconsideration of the June meeting denial.



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1 Motion from Mr. Carmody; second from Dr.
2 Wilson.

3 Any comments or questions from the
4 Board?

5 Are we all clear on what we're doing?
6 We're basically undoing -- the April meeting, actually.
7 We're undoing the denial that was approved at the April
8 meeting. So let's undo that first, and then we'll come
9 back and handle the renewal. I apologize.

10 So motion to reconsider the April
11 denial. Motion and second is on the floor.

12 Any questions or comments from the
13 Board?

14 (No response.)

15 MR. JONES:

16 None. Any questions or comments from
17 the public?

18 (No response.)

19 MR. JONES:

20 There being none, all in favor, say
21 "aye."

22 (Several members respond "aye.")

23 MR. JONES:

24 Any opposed?

25 (No response.)



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MR. JONES:

No opposition.

Now, let's go to our motion to approve.

That motion was made by Mr. Carmody and seconded by Dr. Wilson.

Okay. Any questions or comments? Now we are approving the renewal with these stated reductions. Fair enough?

All right. Now we're all clear.

Question or comments from the Board?

(No response.)

MR. JONES:

There is none. Any questions or comments from the public?

(No response.)

MR. JONES:

There is none. All in favor, say "aye."

(Several members respond "aye.")

MR. JONES:

Any opposition?

(No response.)

MR. JONES:

There is no none. Motion carries.

MS. CHENG:

Thank you.



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MR. JONES:

Thank you so much. Appreciate you being here today.

MS. GARY:

Thank you.

MR. USE:

Next we have one or special request, Alliance Compressors, LLC, Application 20161893 is requesting the re-approval of the application was approved at the June 28th Board meeting. They had to revise the payroll from \$1,320,673 to \$150,000 for the five new permanent jobs.

MR. JONES:

So essentially here we have what we approved in June --

MR. USIE:

Was revised.

MR. JONES:

-- there was a revision, they put the wrong number in the application.

MR. USIE:

Correct.

MR. JONES:

So what we approved was based on bad information.



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MR. USIE:

Correct. They're having to repeat the process.

MR. JONES:

So we're starting -- do we need to go back and reconsider the June? Do we need to --

MR. USIE:

I don't think so.

MR. JONES:

-- vote to reconsider or is this a -- what happens to the June application that we approved?

MS. BOURGEOIS:

Tam Bourgeois, LED.

MR. JONES:

Yes, Tam. Thank you.

MS. BOURGEOIS:

I do think it would be a better idea to reconsider --

MR. JONES:

To reconsider.

MS. BOURGEOIS:

-- and then reapprove.

MR. JONES:

Okay. So first we would entertain a motion to reconsider the vote on Alliance Compressors,



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1 LLC held at the June 28, 2019 Board meeting.

2 I have a motion from Mr. Miller; a
3 second from Mr. Coleman.

4 Any comments or questions from the
5 Board?

6 (No response.)

7 MR. JONES:

8 Any comments or questions from the
9 public?

10 (No response.)

11 MR. JONES:

12 There being none, all in favor of
13 reconsidering the June 28 decision, say "aye."

14 (Several members respond "aye.")

15 MR. JONES:

16 Any opposition?

17 (No response.)

18 MR. JONES:

19 There is none. Motion carries.

20 Now, so now we have the new application
21 with the correct salary payroll information; is that
22 correct?

23 MR. USIE:

24 That's correct.

25 MR. JONES:



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1 Good. Thank you.

2 Do we have a motion to approve the new
3 application by Alliance Compressors?

4 Motion from Ms. Malone; second from Dr.
5 Wilson.

6 Any questions or comments from the
7 Board?

8 (No response.)

9 MR. JONES:

10 There being none, any questions or
11 comments from the public?

12 (No response.)

13 MR. JONES:

14 There being none, all in favor, say
15 "aye."

16 (Several members respond "aye.")

17 MR. JONES:

18 Any opposed?

19 (No response.)

20 MR. JONES:

21 There is no opposition. That motion
22 carries.

23 Thank you.

24 We have one more?

25 MR. USIE:



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1 I just wanted to point out, for the last
2 one, Alliance Compressors, that it is the 2018 rules, so
3 it was -- the June one was currently with the locals for
4 approval right now. So it's going to go back to the
5 locals again for approval and start over.

6 MR. JONES:

7 So they will have to go back to the
8 locals to get approval based on the --

9 MR. USIE:

10 LED will notify the locals giving them
11 their timeframe to notify us on approval or denial.

12 MR. JONES:

13 And Alliance has been notified that they
14 have to go back through the process?

15 MR. USIE:

16 Correct.

17 MR. JONES:

18 Good. Thank you. Thank you for that
19 clarification.

20 Now we have an appeal.

21 MR. USIE:

22 We have one appeal for Custom Metal
23 Works, Inc., Contract 20130380. They were denied at the
24 June 28th meeting for not being present, but the
25 consultant for the company did sign in. We verified



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1 that he was on the sign-in sheet and was here. He said
2 he stepped away at the time of the approval and denial
3 took place.

4 MR. JONES:

5 Okay. So is someone here from Custom
6 Metal Works?

7 Yes, sir. Would you state your name and
8 your position within the company?

9 MR. JACKSON:

10 Daniel Jackson, CPA for Custom Metal
11 Works.

12 MR. JONES:

13 Okay. What happened?

14 MR. JACKSON:

15 Apparently I stepped out to take a phone
16 call or something when the agenda item was called, and I
17 didn't have an agenda, so I didn't know when.

18 MR. JONES:

19 Okay. So he was signed in at that --

20 MR. USIE:

21 We verified on the signature page that
22 he did sign in at that June 28th meeting date, and then
23 this renewal request was denied because he wasn't in
24 attendance.

25 MR. JONES:



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1 Okay.

2 MR. USIE:

3 And it was a late renewal.

4 MR. JONES:

5 Forgive me. What was your last name
6 again?

7 MR. JACKSON:

8 Daniel Jackson.

9 MR. JONES:

10 Mr. Jackson, thank you.

11 So let's move to the basis for the late
12 renewal. What happened there?

13 MR. JACKSON:

14 Between the website conversion, I just
15 lost track of it. It's definitely on me.

16 MR. JONES:

17 Okay. So how was the late renewal
18 discovered? How did you --

19 MR. JACKSON:

20 Well, the new website is much more
21 user-friendly, and I was looking it over and saw that I
22 had a contract that wasn't on there and I talked to Hud
23 and he explained to me that it had a five-year renewal
24 that was due and that I missed it.

25 MR. JONES:



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1 Okay. All right. So we have two things
2 to consider. First we would need a motion to reconsider
3 the June 28th denial based upon Mr. Jackson's being at
4 meeting, but apparently being out of the room at the
5 time that the matter came up on the agenda.

6 I would entertain a motion of the
7 Board's choosing. What is your motion? To approve
8 reconsideration?

9 MAJOR COLEMAN:

10 Yes, sir.

11 MR. JONES:

12 Okay. Motion for reconsideration from
13 Mr. Coleman; second from Mayor Brasseaux.

14 Any questions or comments from the Board
15 about reconsidering the June 28th denial?

16 (No response.)

17 MR. JONES:

18 There are no questions or comments from
19 the Board.

20 Any questions or comments from the
21 public?

22 (No response.)

23 MR. JONES:

24 There being none, all in favor, say
25 "aye."



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1 (Several members respond "aye.")

2 MR. JONES:

3 Any opposed?

4 (No response.)

5 MR. JONES:

6 There is no opposition.

7 Okay. Now we are reconsidering the
8 decision that was made at the June meeting. You've
9 heard Mr. Jackson's comments. Under normal
10 circumstances, this would be a two-year reduction in
11 benefits. I would entertain a motion to that effect.

12 HUD, did you have something you want to
13 say?

14 MR. USIE:

15 That is correct.

16 MR. JONES:

17 Okay. So I would entertain a motion for
18 approval of the renewal with a two-year reduction.

19 Motion from Mr. Carmody; second from Mr.
20 Coleman.

21 Any questions or comments from the
22 Board?

23 (No response.)

24 MR. JONES:

25 There being none, questions or comments



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1 from the public?

2 (No response.)

3 MR. JONES:

4 There being none, all in favor, say
5 "aye."

6 (Several members respond "aye.")

7 MR. JONES:

8 Motion carries. Thank you, Mr. Jackson.

9 MR. JACKSON:

10 Thank you.

11 MR. JONES:

12 Sorry this happened.

13 All right.

14 MR. USIE:

15 And that concludes the ITEP portion of
16 the agenda.

17 MR. JONES:

18 Now on the agenda we have a motion
19 concerning front-end projects for the ITEP program.

20 SECRETARY PIERSON:

21 May I take the floor?

22 MR. JONES:

23 Absolutely, Mr. Pierson.

24 SECRETARY PIERSON:

25 Thank you.



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1 One of the things that we're trying to
2 do with our ITEP program is consistently implement
3 improvements, and that's an ongoing activity at LED.
4 And we have an idea here today that we wanted to
5 introduce to the Board and the public, and the audience
6 goes far beyond this room because it's a televised
7 presentation.

8 Essentially the issue at hand is one
9 that involves the local approval of projects, which we
10 want to keep in place, absolutely, but one of the
11 elements of a lot of our projects is that they'll have
12 several phases. So if I would use an example, a company
13 that wanted to build a coffee roasting facility might
14 say I'm going to first build a steam generation plant,
15 put it into service and sell some steam. Then I'm going
16 to build my coffee roaster, roast coffee beans, and then
17 maybe I'm going to come and mill green coffee beans so
18 that I can put them back in the roaster. I'm going to
19 have Phase 1, Phase 2 and Phase 3 of this project. It's
20 probably going to take me 2020 to do the first one, 2021
21 to do the second one, 2022 to do the third one. And I
22 spell all of that out in the Exhibit A, in the
23 Cooperative Endeavor Agreement that goes before the
24 public bodies. The public body sees the projects, the
25 know that there's a sequencing, and they give approval.



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1 Now, when the program started happening,
2 that 10-year approval for the first part, maybe making
3 steam, has got a start date, and then a 10-year
4 exemption. Then when we come to build the roaster, it's
5 a year later, so it goes on and will have a different
6 term, which one year later, and a little longer on the
7 far end. And then finally the third phase comes, and
8 it's two years behind, so all of those are moving.
9 Their paperwork comes back in through applications and
10 confirmations that the investment has been made and the
11 jobs are there.

12 But the idea that we would like to see
13 to facilitate the program is just that once the local
14 governing bodies have had the chance to see Phase 1,
15 Phase 2, Phase 3 projected and they approve that, that
16 there's not a requirement for the company to come back
17 to do the next phase and the next phase. Those were
18 already noticed to the public bodies, elected officials,
19 so there's a clear understanding of the expectation and
20 the deliverables with this.

21 So what we're doing would be to clarify
22 that there's not a requirement to come back to the local
23 bodies on each of these phases with the understanding
24 that they're all clearly identified up front in the
25 Exhibit A, Cooperative Endeavor Agreement, there's a



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1 contract and that's it's in compliance with that, that's
2 what that lifts that requirement or potential
3 requirement to come back and gain that approval again.

4 Ms. Bourgeois, have I correctly kind of
5 drawn a picture of what we're trying to achieve with
6 this motion today?

7 MS. BOURGEOIS:

8 You have. And the only thing that I
9 would add is that under the 2017 rules, it effectively
10 worked the same way because it would go to the locals
11 for approval first, and so they would get that Exhibit A
12 approving the project and then they would come back to
13 you for the front end and then individually each phase
14 after that front end. So it's really just a
15 clarification of the processing of the front-end project
16 applications and the phases thereto.

17 SECRETARY PIERSON:

18 Any questions by the Board members for
19 myself or for Ms. Bourgeois?

20 MR. JONES:

21 Before we get to the questions, so let's
22 make -- you're putting this in the form of a motion?

23 SECRETARY PIERSON:

24 I will read the motion in a few minutes,
25 but I want to get conceptually what we're trying to



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1 achieve first to be communicated to the general audience
2 and to the Board members.

3 MR. JONES:

4 Okay. Ms. Malone.

5 MS. MALONE:

6 So if one of the phases is delayed or
7 they decide to hold off on a future phase, what happens
8 then?

9 MS. BOURGEOIS:

10 If any aspect of the project or the
11 phases changes and are not captured by the Exhibit A,
12 then you will come back to the Board, and I think at the
13 time the Board will determine the extent to which it
14 varied from the original concept of the project and
15 would need to go back to the locals.

16 I would also clarify that the
17 applications with individual phases will still come to
18 the Board for your administration, to confirm they're
19 not late, to confirm that everything's in order.

20 MR. JONES:

21 Mr. Devillier.

22 MR. DEVILLIER:

23 Secretary Pierson, when did the
24 Executive Order go into effect? What was the date?

25 SECRETARY PIERSON:



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1 June 26, 2016.

2 MR. DEVILLIER:

3 Okay. And it's my understanding that
4 without us doing this, it would make it more difficult
5 for businesses to actually be able to obtain the ITEP, I
6 guess, benefit. If we don't do anything, it makes it
7 more difficult. If we do this, it would help them.

8 SECRETARY PIERSON:

9 I would consider this to be a step
10 towards streamlining in that if you're doing what you've
11 articulated to the Board, there's not a requirement to
12 go back and ask the same question and get the same
13 answer.

14 MR. DEVILLIER:

15 I agree. Do you have an idea of what
16 the total number of applicants were in, let's just say
17 one year, like a snapshot of pre-Executive Order versus
18 post?

19 SECRETARY PIERSON:

20 I could get you those statistics. I
21 don't have them off the top of my head, but I would
22 indicate to you there's a drastic reduction in the
23 number of ITEP applications post-Executive Order, and
24 the reason for that is that there were a feature of the
25 program that was previously in place called



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1 "Miscellaneous Capital Additions," and they allowed for
2 sort of unspecified changes to be made to facilities
3 which may have been good or may have been routine
4 maintenance. It was no requirement to really define
5 that nor a way that the government could ascertain that.
6 So when that provision for Miscellaneous Capital
7 Additions was disqualified from the program, therefore
8 then there were a great drop-off in the number of
9 applications.

10 MR. DEVILLIER:

11 Okay. Thank you.

12 MR. JONES:

13 Any other questions about the general
14 concept of what the Secretary is presenting?

15 Can I try to squeeze it into a couple of
16 sentences?

17 SECRETARY PIERSON:

18 Well, I probably have to read the motion
19 for this --

20 MR. JONES:

21 I know you do. I want to be sure Jones
22 understands.

23 SECRETARY PIERSON:

24 Okay.

25 MR. JONES:



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1 As I see it, when the project going to
2 the local governments for their resolutions, they're
3 going to present a multi-phased building plan, and when
4 they present that multi-phase building plan and get the
5 approvals from the locals, what we're saying is once
6 they have that approval, they don't have to go back and
7 approve it as each phase comes online.

8 SECRETARY PIERSON:

9 Affirmative.

10 MR. JONES:

11 Perfect. Thank you.

12 Now, would you read your motion?

13 SECRETARY PIERSON:

14 I'd like to the make the following
15 motion to clarify the approval process for a project and
16 any phase of a project: In accordance with the current
17 ITEP rules, upon the filing of an Advance Notification
18 and application approval by the Board, all projects
19 require local approval in the manner provided by the
20 rules before the exemption can become effective through
21 a fully executed ITEP exemption contract.

22 Some projects are constructed in phases
23 spanning multiple years and some companies seek approval
24 of these projects prior to beginning of construction.
25 When we come and get permission to move forward with a



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1 project, we refer to that as a front-end project.

2 Historically, in order to ensure that no
3 assets receive more than the maximum allowable exemption
4 term, it has been and remains the practice of the Board
5 to require separate ITEP contracts for each phase of a
6 front-end project, which contracts are processed upon
7 application to LED and approval by the Board. The
8 contract for each phase of a front-end project falls
9 under the same Advance Notification number, and the
10 contract number for each phase is designated by the same
11 number assigned in a front-end project's phases
12 following with a letter. So if it's a three-phase
13 project, it would be the same contract number, and then
14 "A," and the second phase would be "B," and the third
15 phase would be "C," et cetera, et cetera.

16 The potential phase for any given
17 front-end project are articulated by year in the Exhibit
18 A considered by the Board and the local governmental
19 entities in approving the ITEP exemption for a project.
20 This has been and remains the practice of LED since the
21 inception of the Exhibit A requirement.

22 Because local government entities
23 approve front-end projects upon consideration of Exhibit
24 A, which include the potential phases for that project
25 by year and further provides that the Exhibit A is to be



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1 attached and in effect for each and every exemption
2 contract related to the front-end project, there is no
3 need for each phase of a project to also be approved at
4 the local level.

5 Phases of a front-end project will
6 continue to be approved by the Board in order to
7 facilitate the contracts necessary to best ensure that
8 assets receive the proper exemption term in accordance
9 with the rules.

10 All as specifically set forth herein, I
11 hereby enter this motion into the record and move that
12 this motion be adopted by the Board for all ITEP
13 projects subject to current rules.

14 MR. JONES:

15 Motion from Secretary; second by
16 Mr. Carter. I'm sorry.

17 Any questions or comments from the
18 Board?

19 (No response.)

20 MR. JONES:

21 Any questions or comments on the motion
22 from the public?

23 (No response.)

24 MR. JONES:

25 There being none, all in favor of the



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1 motion, say "aye."

2 (Several members respond "aye.")

3 MR. JONES:

4 Any opposed?

5 (No response.)

6 MR. JONES:

7 There is no opposition. The motion
8 carries.

9 SECRETARY PIERSON:

10 Thank you for your assistance.

11 MR. JONES:

12 Thank you.

13 Now, Mr. Secretary, your comments.

14 SECRETARY PIERSON:

15 I need to start with one correction to
16 the record where I misspoke about healthcare and its
17 relationship to the Enterprise Zone Program. Actually
18 healthcare is eligible under the Enterprise Zone
19 Program. What I was referring to is, it is not
20 available for the Quality Jobs Program. It was
21 eliminated from QJ, not EZ, and what was eliminated from
22 Enterprise Zone Program was, in fact, retail and hotels,
23 which had been utilizing the program. So sorry for
24 that.

25 Always proud of the great job our



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1 business incentive groups does with a large amount of
2 complex legal materials, contracts and the changing rule
3 sets that we have out there for our implementation, so a
4 quick acknowledgement of the great staff that we have at
5 LED.

6 To give you a quick run through of just
7 some of the recent highlights in economic development.
8 One of them just from this morning with Formosa Plastics
9 here in Baton Rouge announcing a \$332-million expansion
10 project with 15 new jobs that will help us retain 230
11 jobs over there.

12 Super pleased to acknowledge our
13 FastStart division that does our workforce training
14 programs for us for the 10th year being recognized as
15 the best program in the nation, and I always highlight
16 with that that they're aiming at a moving target. All
17 of these other states, all of the US states are trying
18 to do a better job with workforce training. We are
19 leading the nation in some of that. Right now we are
20 putting together training modules for ExxonMobil in
21 augmented reality and virtual reality. Just really some
22 amazing high-tech things being done here, but working
23 all across the state and being recognized nationally for
24 the great job we're doing with that.

25 Methanex has announced a third Louisiana



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1 methanol project, a \$1.3-billion dollar capital
2 investment in Geismar. One of our recent announcements
3 that got the most media coverage was Hubig Pies coming
4 back to New Orleans. A tremendously successful
5 opportunity there.

6 Up in Shreveport, we just dedicated the
7 ATV distribution center associated with Super ATVs.
8 Very pleased that in our rural parishes of Bienville and
9 Lincoln that House of Raeford has made two very
10 expansive increases in their productivity up there,
11 expansions of 105 jobs in Bienville Parish, and a new
12 feed mill that's going to have a ripple effect to power
13 a lot of new chicken poultry production in that region
14 with a \$40-million investment in Lincoln Parish.

15 We are pleased yesterday, I hope you see
16 an announcement relative to establishment of a Cyber
17 Coordination Center on the Water Campus that will
18 directly benefit the Louisiana National Guard and help
19 keep them moving forward in this important new element
20 of the way we defend our nation and our critical
21 industries.

22 Coupled with that was both two tenants
23 that will also occupy that sophisticated space, Radiance
24 Technologies and the Stephenson Technology Group that's
25 associated with LSU as a nonprofit bringing high-end



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1 programming in there for cyber security.

2 What it really allows us to do is you
3 can't make application for a lot of the grants coming
4 out of the Department of Defense worth millions of
5 dollars if you don't have a secure space to work in. So
6 I think one of real results that we'll see out of this
7 is the more applications for DOD grants and bring more
8 dollars to Louisiana as we develop this very necessary
9 and very important skill set.

10 We hosted our first Louisiana Small
11 Business Entrepreneurship Council yesterday. We've got
12 a great new working group of about 18, I believe.
13 Sixteen. Correct. That will be working to look at
14 policies and any way that we can lessen the burden on
15 our small businesses throughout Louisiana. LABE and
16 NFBI are both represented on that council, and I think
17 they'll make some great progress for us in the review of
18 our programs going forward.

19 We put a lot of emphasis on our small
20 businesses over the last three and a half years. It's
21 really been a focus for us to revitalize some programs
22 and to be very aggressive in moving these programs
23 forward, not just for a beginning business, but also a
24 lot of our intermediate businesses our specific programs
25 that are aimed at those that are very productive for us



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1 right now.

2 And I'm not at liberty to say the full
3 extent, but our Small Business Service Division about to
4 be awarded a national award for their excellence in
5 production and offering of the programs.

6 Hope that you were able to see our
7 Opportunity Zone offering. We moved around the state
8 two weeks ago. We were up in Ruston, we were in
9 Alexandria and then finally in Baton Rouge with a full
10 presentation available to everyone relative to the
11 Opportunity Zones. We specifically reached out to make
12 sure CBAs, bankers, all of our stakeholders and then
13 potential investors, and then all of the economic
14 development organizations and chambers along the way
15 were included in these invites to attend this seminar
16 and workshop put on by KPMG. Very successful engagement
17 across the state.

18 We hosted yesterday the Louisiana
19 Military Affairs Council meeting. We're networking
20 across the state to keep all of our DOD assets strong,
21 and that happens in Washington, DC a lot so our
22 consultant was there to brief us on a number of various
23 projects there.

24 You may have also noted our Louisiana
25 Veterans First Business Initiative the we launched to



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1 bring more recognition to our veteran-owned businesses
2 in the state. More information on that is
3 LAVeteransFirst.org. You spell out the word "First,"
4 F-i-r-s-t.

5 And we're pleased to see our
6 announcements happening all across the state. The rural
7 parishes I know are struggling in many areas of our
8 state, so it's a tremendous focus for us, and, again,
9 I'm not at liberty to say, but we'll have a nice
10 announcement in a rural parish in Northeast Louisiana
11 tomorrow.

12 So if there is questions, I'll be happy
13 to answer them, but, Chairman, this concludes my report.

14 MR. JONES:

15 Very good. I was reminded yesterday I
16 was in a meeting that Louisiana's LED is the only
17 fully-accredited economic development department in the
18 United States.

19 SECRETARY PIERSON:

20 Thank you.

21 MR. JONES:

22 That is. It's a great honor. A lot of
23 good work done by a lot of good people. Thank you-all.
24 Appreciate it.

25 Anything else for the good of the order?



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1 (No response.)

2 MR. JONES:

3 If not, I will entertain a motion to
4 adjourn.

5 We have a motion from Ms. Malone; second
6 by Dr. Wilson.

7 All in favor, say "aye."

8 (Several members respond "aye.")

9 MR. JONES:

10 We are adjourned. Thank you-all.

11 (Meeting concludes at 10:59 a.m.)

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1 **REPORTER'S CERTIFICATE:**

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

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

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

20 Dated this 19th day of September, 2019.
21

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