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| 6  | MEETING MINUTES FOR                        |
| 7  | THE BOARD OF COMMERCE AND INDUSTRY         |
| 8  | OF THE                                     |
| 9  | LOUISIANA ECONOMIC DEVELOPMENT CORPORATION |
| 10 | HELD AT                                    |
| 11 | LASALLE BUILDING                           |
| 12 | 617 NORTH 3RD STREET                       |
| 13 | LABELLE ROOM                               |
| 14 | BATON ROUGE, LOUISIANA                     |
| 15 | ON THE 23RD DAY OF OCTOBER, 2019           |
| 16 | COMMENCING AT 9:45 A.M.                    |
| 17 |  |
| 18 |  |
| 19 |  |
| 20 | REPORTED BY: ELICIA H. WOODWORTH, CCR      |
| 21 |  |
| 22 |  |
| 23 |  |
| 24 |  |
| 25 |  |
|    |  |

| 1         | Appearances of Board Members Present:     |
|-----------|---|
| 2         | Tanita Gilbert-Baker                      |
| 3         | Don Briggs<br>Thomas Carmody              |
| J         | Yvette Cola                               |
| 4         | Major Coleman                             |
| _         | Phillip Devillier                         |
| 5         | Manuel "Manny" Fajardo<br>Jerald Jones    |
| 6         | Heather Malone                            |
|           | Secretary Don Pierson                     |
| 7         | Darrel Saizan, Jr.                        |
| 0         | Dr. Shawn D. Wilson                       |
| 8         | Dr. Woodrow Wilson, Jr. Steven L. Windham |
| 9         | beeven H. Windham                         |
|           | Staff members present:                    |
| LO        |   |
| 11        | Samantha Booker<br>Tam Bourgeois          |
|           | Kristin Cheng                             |
| 12        | Frank Favaloro                            |
|           | Brenda Guess                              |
| 13        | Richard House                             |
| <b>14</b> | Brandy Ledet                              |
| LÆ        | Stephanie LeGrange<br>Becky Lambert       |
| 15        | Mandi Mitchell                            |
|           | Joyce Metoyer                             |
| 16        | Robin Porter                              |
| L7        | Deborah Simmons<br>Hud Usie               |
| L /       | Anne Villa                                |
| 18        |   |
| _         |   |
| 19        |   |
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| 1  | MR. JONES:  |
|----|---|
| 2  | Good morning, ladies and gentlemen.                     |
| 3  | I've been informed that we now qualify for a quorum.    |
| 4  | Let's get the meeting called to order.                  |
| 5  | This is the October meeting of the Board                |
| 6  | of Commerce and Industry.                               |
| 7  | Ms. Simmons, would you call roll,                       |
| 8  | please, ma'am?  |
| 9  | And one thing, let me ask for all of you                |
| 10 | on the Board, in order to record this meeting, we ask   |
| 11 | that you speak clearly into the microphone during the   |
| 12 | meeting. Some of you had some difficulty picking up     |
| 13 | voices. So if we could help in that way, I'd appreciate |
| 14 | it.   |
| 15 | Ms. Simmons.  |
| 16 | MS. SIMMONS:  |
| 17 | Good morning.   |
| 18 | Mr. Don Briggs.   |
| 19 | MR. BRIGGS:   |
| 20 | Present.  |
| 21 | MS. SIMMONS:  |
| 22 | Representative Phillip Devillier.                       |
| 23 | MR. DEVILLIER:  |
| 24 | Here.   |
| 25 | MS. SIMMONS:  |



```
Tanita Gilbert-Baker.
 1
 2
     MS. BAKER:
 3
         Here.
     MS. SIMMONS:
 4
 5
         Mayor Glenn Brasseaux.
 6
     (No response.)
 7
     MS. SIMMONS:
 8
         Representative Thomas Carmody.
 9
     MR. CARMODY:
10
         Here.
     MS. SIMMONS:
11
12
         Yvette Cola.
13
     (No response.)
14
     MS. SIMMONS:
15
         Major Coleman.
16
     MAJOR COLEMAN:
17
         Here.
18
     MS. SIMMONS:
19
         Rickey Fabra.
20
     (No response.)
21
     MS. SIMMONS:
22
         Manuel Fajardo.
     MR. FAJARDO:
23
24
         Here.
25
     MS. SIMMONS:
```



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1
         Jerald Jones.
 2
     MR. JONES:
 3
         Here.
     MS. SIMMONS:
 4
 5
         Heather Malone.
 6
     MS. MALONE:
 7
         Here.
     MS. SIMMONS:
 8
 9
          Senator Danny Martiny.
10
     (No response.)
     MS. SIMMONS:
11
         Charles Miller.
12
13
     (No response.)
14
     MS. SIMMONS:
15
         Jan Moller.
16
     (No response.)
17
     MS. SIMMONS:
18
          Senator Troy Carter.
19
     (No response.)
20
     MS. SIMMONS:
21
          Secretary Don Pierson.
22
     SECRETARY PIERSON:
23
         Present.
     MS. SIMMONS:
24
25
          Scott Richard.
```



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```
1
     (No response.)
 2
     MS. SIMMONS:
         Darrel Saizan.
 3
 4
     (No response.)
 5
     MS. SIMMONS:
 6
         Daniel Schexnaydre.
 7
     (No response.)
     MS. SIMMONS:
 8
 9
         Ronnie Slone.
10
     (No response.)
     MS. SIMMONS:
11
12
         Bobby Williams, Junior.
13
     (No response.)
14
     MS. SIMMONS:
15
          Steve Windham.
16
     MR. JONES:
17
         Here.
18
     MS. SIMMONS:
19
         Dr. Woodrow Wilson, Junior.
20
     MR. W. WILSON:
21
         Here.
22
     MS. SIMMONS:
23
         Dr. Shawn Wilson.
     DR. S. WILSON:
24
25
         Here.
```



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| Г  |                 |  |
|----|-----------------|--|
| 1  | MS.             | SIMMONS:                                 |
| 2  |                 | We have a quorum.                        |
| 3  | MR.             | JONES:                                   |
| 4  |                 | Thank you, Ms. Simmons.                  |
| 5  |                 | Ladies and gentlemen, you've been        |
| 6  | provided a copy | of the minutes from the meeting of       |
| 7  | August 28. I wo | ould entertain a motion to approve those |
| 8  | minutes.        |  |
| 9  |                 | We have a motion. Do we have a second?   |
| 10 |                 | We have a second from Drs. Wilson.       |
| 11 |                 | Any comments or questions from the       |
| 12 | Board?          |  |
| 13 | (No             | response.)                               |
| 14 | MR.             | JONES:                                   |
| 15 |                 | Any comments or questions from the       |
| 16 | public?         |  |
| 17 | (No             | response.)                               |
| 18 | MR.             | JONES:                                   |
| 19 |                 | There being none, all in favor, say      |
| 20 | "aye."          |  |
| 21 | (Sev            | reral members respond "aye.")            |
| 22 | MR.             | JONES:                                   |
| 23 |                 | Any opposed?                             |
| 24 | (No             | response.)                               |
| 25 | MR.             | JONES:                                   |
|    |                 |  |



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| 1          | There is no opposition. The minutes are                 |
|------------|---|
| 2          | approved.   |
| 3          | MR. JONES:  |
| 4          | Ms. Booker, will you help us with the                   |
| 5          | Quality Jobs Program, please, ma'am.                    |
| 6          | MS. BOOKER:   |
| 7          | I have three new Quality Jobs                           |
| 8          | applications starting with Application Number 20170481, |
| 9          | Manchac Technologies, Rapides Parish; 20170346, Sleep   |
| LO         | Number Corporation in Jefferson Parish; 20170465, Syrah |
| 11         | Technologies, LLC in Concordia Parish. And that         |
| 12         | concludes the new applications.                         |
| 13         | MR. JONES:  |
| L <b>4</b> | I would entertain a motion for these new                |
| 15         | applications.   |
| <b>L</b> 6 | So I have a motion to approve from Dr.                  |
| 17         | Wilson, second from Ms. Malone.                         |
| 18         | Any questions or comments from the                      |
| 19         | Board?  |
| 20         | (No response.)  |
| 21         | MR. JONES:  |
| 22         | Any questions or comments from the                      |
| 23         | public I'm sorry. Mr. Devillier.                        |
| 24         | MR. DEVILLIER:  |
| 25         | Thank you, Mr. Chairman.                                |



| 1  |   |
|----|---|
| 1  | Ms. Booker, is this program capped?                     |
| 2  | MS. BOOKER:   |
| 3  | No.   |
| 4  | MR. DEVILLIER:  |
| 5  | Okay. Thank you. That's the only                        |
| 6  | question I have.  |
| 7  | MR. JONES:  |
| 8  | Thank you, Mr. Devillier.                               |
| 9  | Any other questions or comments from the                |
| 10 | Board or from the 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 | There is no opposition. The motion                      |
| 21 | carries.  |
| 22 | MS. BOOKER:   |
| 23 | Next we have Quality Job renewals                       |
| 24 | starting with Application Number 20141254, Cameron RNG, |
| 25 | LLC in Cameron Parish; 20121272, German Pellets         |
|    |   |



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| 1  | Louisiana, LLC & Louisiana Pellets, Inc. in LaSalle    |
|----|--|
| 2  | Parish; 20140140, LaGrange Acquisition, LP in Lincoln  |
| 3  | Parish; 20141403, LaGrange Acquisition, LP in Lincoln  |
| 4  | Parish; 20141305, Perficient, Inc., Lafayette Parish;  |
| 5  | and 20130926, Sasol Corporation USA, Calcasieu Parish. |
| 6  | And that concludes the Quality Jobs renewals.          |
| 7  | MR. JONES:   |
| 8  | I'll entertain a motion to approve from                |
| 9  | Mr. Biggs; second from Mr. Fajardo.                    |
| 10 | Any questions or comments from the                     |
| 11 | Board?   |
| 12 | (No response.)   |
| 13 | MR. JONES:   |
| 14 | We do have three people who have                       |
| 15 | registered to speak on behalf of the Sasol Corporation |
| 16 | project. Would y'all come forward, please.             |
| 17 | All right. Would you please state your                 |
| 18 | name and your position with Sasol, please.             |
| 19 | MS. STOFBERG:  |
| 20 | Good morning, Secretary Pierson,                       |
| 21 | Secretary Wilson, Chairman Jones and Members of the    |
| 22 | Board. My name is Nina Stofberg. I'm the Sasol Chief   |
| 23 | Financial Officer for North America. Thank you for the |
| 24 | opportunity to speak to you today.                     |
| 25 | I'm here today to do two things: First                 |



to thank you and to also to request approval for Sasol's

Quality Jobs renewal; and, second, to answer this

Board's request to see a return on the state's tax

incentive investment.

About seven years ago Sasol and the State of Louisiana entered into a public-private partnership to invest in the state and Sasol's future. In short, Sasol agreed to make it's largest capital investment to date in the State of Louisiana, a more than \$12-billion petrochemical complex, and by doing so, create hundreds of jobs. The state in return agreed to tax relief mechanisms to help in the first few and very expensive years of startup, and, as with any good business agreement, the term should benefit both parties. What I can tell you today, the returns on this project for the State has already exceeded what we envisioned with the Sasol/State of Louisiana partnership agreement.

For the purposes of Sasol's Quality Jobs renewal program today, my colleagues and I will focus on the return on Sasol's direct and indirect jobs. In Louisiana, we have more than 1,200 direct employees working in our Southwest Louisiana facilities, about 400 at our existing facilities and about 800 at our new facilities. Ninety-two percent of our 800 new employees



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are from Louisiana, the majority from Calcasieu Parish, and at an average tally of more on \$80,000 per year plus benefits. These jobs are absolutely quality.

We've had over 6,500 contract workers and construction workers supporting our projects on average daily over five years, the majority in Louisiana proffered from our eight major Louisiana contractors.

And, as you will hear shortly from my colleague Kerri, we plan to retain more -- about 1,000 construction workers to support our operations in the long-term, the majority Louisiana residents.

Louisiana economist Dr. Jim Richardson has estimated that the State of Louisiana will receive a 2-to-1 return on its investment in our project. He projected that 1,200 direct jobs will become 5,000 total jobs throughout the region, and personal earnings to grow from \$96-million paid by Sasol to about \$352-million being earned throughout the community. As I said before, any good business agreement should benefit both parties. What I hope I have demonstrated to you today is that this one does. The State of Louisiana made a good investment in Sasol. The return's already there. Sasol has made a good investment in Louisiana, and on behalf of our more than 2,000 employees and contractors working in our Lake Charles



| 1  | facilities and our more than 50,000 employees globally,  |
|----|--|
| 2  | we thank you for it. Thank you.                          |
| 3  | MR. JONES:   |
| 4  | Thank you very much.                                     |
| 5  | Again, state your name and position with                 |
| 6  | the company, please.                                     |
| 7  | MS. COURVILLE:   |
| 8  | Good morning. My name is Kerri                           |
| 9  | Courville and I'm the Senior Human Resource Manager for  |
| 10 | Sasol North America and I'm based out of the Lake        |
| 11 | Charles facility.  |
| 12 | And we've delivered. We have delivered                   |
| 13 | our Louisiana promise of Louisiana first. We've hired    |
| 14 | hundreds of employees that are based out of Louisiana.   |
| 15 | Ninety-two percent, as you just heard, ninety-two        |
| 16 | percent are neighbors and our friends here in Louisiana. |
| 17 | It was a deliberate effort among our company's           |
| 18 | leadership that nearly a decade ago today we would       |
| 19 | accomplish this goal, and we have.                       |
| 20 | We believe another important part of                     |
| 21 | Southwest Louisiana's workforce is worth noting. You     |
| 22 | will not see their stats reflected in our Quality Jobs   |
| 23 | application, but they're every bit of quality and        |
| 24 | critical to operations, and that's our contract          |
| 25 | workforce. This is a workforce employed by Louisiana     |



companies and businesses. They're Turner Industries,
Performance, Cajun, Excel and other names that you would
know, and these employees work alongside our employees
every day to help enable our business.

Aside from the construction contractors, Sasol will employ an average of 1,000 additional contract workers when we're fully operational bringing our Lake Charles employee contract workforce to well over 2,000 at steady state. But it doesn't stop there. A big part of ensuring sustainability of our company and our industry's operation over the long-term is maintaining a healthy workforce development pipeline in our community. Salol's workforce profile in Louisiana and our Southwest Louisiana profile and our pipeline is due because of you. We have a strong pipeline because of our Louisiana partners, state and local level.

I'd like to take a minute to recognize a few of those partners. First, the Louisiana State Community College and Workforce System's well-established, statewide network of workforce development experts, centers, candidate pools and technologies support were invaluable to us. Louisiana Economic FastStart Program, their comprehensive workforce solution plan for Sasol and ensured qualified applicants that were screened. The State invested



| 1  | \$20-million into a regional training facility at SOWELA |
|----|--|
| 2  | Technical Community College. We still use the center     |
| 3  | today to support our development and training for our    |
| 4  | employees. The Louisiana Community and Technical         |
| 5  | College System and SOWELA Technical Community College    |
| 6  | have been key partners in developing new programs        |
| 7  | locally for high-demand curriculum. Sasol also           |
| 8  | partnered with McNeese State University's Engineering    |
| 9  | Department for employee training and development         |
| 10 | courses. The support of Louisiana Workforce Commission   |
| 11 | has been so tremendous. It's workforce investment        |
| 12 | council has created specialized industry workforce       |
| 13 | online application. The Louisiana Department of          |
| 14 | Education as well as Calcasieu Parish School Board       |
| 15 | supports a career track diploma option for high school   |
| 16 | students. This is vital to our workforce pipeline. So    |
| 17 | whether a component of our CEO, like a training center,  |
| 18 | or voluntary community contributions, like our           |
| 19 | scholarship program, has awarded close to 200 local      |
| 20 | scholarships to date. Sasol's proud to be delivering.    |
| 21 | We're delivering new jobs, we're delivering              |
| 22 | opportunities in Southwest Louisiana. We are delivering  |
| 23 | not only directly, but indirectly. So thank you.         |
| 24 | So in closing, on behalf of Sasol to our                 |
| 25 | community partners here today, thank you for your        |



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partnership, thank you for supporting us and thank you for helping us build a better Southwest Louisiana. MR. JONES: Thank you very much. Ms. Kim. MS. CUSIMANO: Kim Cusimano, Manager of Government and Public Affairs for Sasol's North America Operations. I just have a few letters of support from some of our partners in Southwest Louisiana that I'd like to just acknowledge and read into the record. I'll submit them formally in just a second. But Sara Judson, the President and CEO of the Community Foundation of Southwest Louisiana; President and Dr. Daryl Burckel, President of McNeese State University; Dr. Neil Aspinwall, SOWELA Technical Community College Chancellor; Stephanie Seemion, the

Workforce Development Director for the Louisiana

Workforce Commission; and George Swift with the

in support of our application for renewal today.

Southwest Louisiana Chamber Alliance. So they also are

thank you. And we're happy to take any questions from

23 the Board.

MR. JONES:

Absolutely. You want to submit those



| 1  | into the record?  |
|----|---|
| 2  | MS. CUSIMANO:   |
| 3  | Yes.  |
| 4  | MR. JONES:  |
| 5  | If you will give those to Ms. Booker,                   |
| 6  | please, I'd appreciate that.                            |
| 7  | Any questions for this group from the                   |
| 8  | Board?  |
| 9  | Mr. Devillier.  |
| 10 | MR. DEVILLIER:  |
| 11 | Thank you, Mr. Chairman.                                |
| 12 | I've had the privilege to actually visit                |
| 13 | your expansion site, and it's pretty incredible. I just |
| 14 | have a couple of questions, and it's just, I guess, for |
| 15 | those outside who haven't been able to understand what  |
| 16 | Sasol is, can you kind of just summarize what is Sasol? |
| 17 | MS. CUSIMANO:   |
| 18 | So we are a global international                        |
| 19 | chemical and energies company based in Johannesburg,    |
| 20 | South Africa. We designated our North American growth   |
| 21 | hub to be in Southwest Louisiana at our Lake Charles    |
| 22 | site. It's a multi-asset site. It's the second largest  |
| 23 | to our South Africa site, and it's certainly an area of |
| 24 | strategic growth for us for the long term.              |
| 25 | MR. DEVILLIER:  |



| Okay. I heard you mention it was                         |
|--|
| several years ago, almost a decade, when y'all entered   |
| this agreement with the state, so it wasn't most recent, |
| but are y'all actually online yet?                       |
| MS. CUSIMANO:  |
| Good question. So we're getting there.                   |
| We have three of our seven units online today. The       |
| fourth will come online before the end of this year, and |
| then the remaining three in calendar year 2020. Once we  |
| have the fourth online, we'll reach about 85 percent of  |
| production capacity for the whole project.               |
| MR. DEVILLIER:   |
| Do y'all see any future investments as                   |
| far as additional growth?                                |
| MS. CUSIMANO:  |
| Certainly. We hope. And certainly the                    |
| three of us hope that that future investment is here in  |
| Louisiana.   |
| MR. DEVILLIER:   |
| And what is the biggest challenge you                    |
| face as far as being in Louisiana?                       |
| MS. CUSIMANO:  |
| We've had a tremendous amount of success                 |
| operating and working in Louisiana. We've been a         |
| corporate citizen of Southwest Louisiana for almost 20   |



| 1  | years now, and we have grown our site from just a        |
|----|--|
| 2  | seven-unit legacy facility to our head research and      |
| 3  | development facility for North America and now with this |
| 4  | more than \$12-billion expansion. So we've had a greet   |
| 5  | great deal of successes in large part to the             |
| 6  | partnerships we've mentioned here today.                 |
| 7  | Challenges, certainly workforce was                      |
| 8  | something that we were concerned about early on, but we  |
| 9  | really have had a success due in large part to these     |
| 10 | partnerships.  |
| 11 | MR. DEVILLIER:   |
| 12 | Great. Thank y'all. Thank y'all for                      |
| 13 | what y'all do for the state.                             |
| 14 | MS. CUSIMANO:  |
| 15 | Thank you.   |
| 16 | MR. JONES:   |
| 17 | Any other questions or comments from the                 |
| 18 | Board?   |
| 19 | (No response.)   |
| 20 | MR. JONES:   |
| 21 | Thank y'all for your comments this                       |
| 22 | morning. It's a fantastic success sorry, and we like to  |
| 23 | think we're pretty good at what we're doing, but we're   |
| 24 | only as good as those who choose to invest here in       |
| 25 | Louisiana, and we thank you for doing so. Thank you      |



| 1  | very much.  |
|----|---|
| 2  | All right. We have a motion on the                      |
| 3  | floor, and it has been properly seconded, for approval  |
| 4  | of these Quality Jobs renewals.                         |
| 5  | All in favor, 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 carries.                 |
| 12 | MS. BOOKER:   |
| 13 | Next we have two Quality Jobs special                   |
| 14 | requests, one change in project physical location,      |
| 15 | Project ID 20131061, Fabricari, LLC, previous address 6 |
| 16 | East 3rd Street in Kenner, Louisiana 70062, previous    |
| 17 | parish Jefferson, new address 18 West 3rd Street,       |
| 18 | Kenner, Louisiana 70062 in Jefferson Parish.            |
| 19 | MR. JONES:  |
| 20 | I'll entertain a motion to approve.                     |
| 21 | From Dr. Wilson; second from the other                  |
| 22 | Dr. Wilson.   |
| 23 | Any questions or comments from the                      |
| 24 | Board?  |
| 25 | (No response.)  |



| 1  |   |
|----|---|
| 1  | MR. JONES:  |
| 2  | Any questions or comments from the                    |
| 3  | public?   |
| 4  | (No response.)  |
| 5  | MR. JONES:  |
| 6  | There being none, all in favor, say                   |
| 7  | "aye."  |
| 8  | (Several members respond "aye.")                      |
| 9  | MR. JONES:  |
| 10 | Any opposed?  |
| 11 | (No response.)  |
| 12 | MR. JONES:  |
| 13 | There being none, that motion carries.                |
| 14 | MS. BOOKER:   |
| 15 | Next we have a change of affiliate and                |
| 16 | ownership, Project ID 20141061, Fabricari, LLC in     |
| 17 | Jefferson Parish, old affiliates and LLC members      |
| 18 | Jonathan Kernion, Daryl Schloz, Donald McDaniel, J.   |
| 19 | Michael Hebert and Francis Guidry, new affiliates and |
| 20 | LLC members, Jonathan Kernion, Donald McDaniel, J.    |
| 21 | Michael Hebert, Francis Guidry.                       |
| 22 | MR. JONES:  |
| 23 | Do I have a motion to approve this                    |
| 24 | change in affiliate and owner?                        |
| 25 | Motion from Mr. Windham; second from Ms.              |



| 1  | Malone.  |
|----|--|
| 2  | Any questions or comments from the             |
| 3  | Board?   |
| 4  | (No response.)                                 |
| 5  | MR. JONES:                                     |
| 6  | There being none, any questions or             |
| 7  | comments 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 | There is none. That motion carries.            |
| 18 | MS. BOOKER:                                    |
| 19 | That concludes Quality Jobs. Thank you.        |
| 20 | MR. JONES:                                     |
| 21 | Thank you for your help today.                 |
| 22 | All right. Ms. Lambert, help us to walk        |
| 23 | through the Restoration Tax Abatement Program. |
| 24 | MS. LAMBERT:                                   |
| 25 | Good morning. We have five new                 |



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| 1  | application for the Restoration Tax Abatement Program.   |
|----|--|
| 2  | First one is Application Number 20170232, 546 Carondelet |
| 3  | Partners, LLC as lessee & Hebbler Properties, LLC, et al |
| 4  | in New Orleans; 20161557, 640 Magazine Street, LLC,      |
| 5  | Orleans; 20190020, Hotel Lincoln, LLC, East Baton Rouge; |
| 6  | 20190230, Monroe Development, LLC in Ouachita; 20161883, |
| 7  | Urban Magazine Street Hotel, LLC in Orleans.             |
| 8  | This concludes the new applications for                  |
| 9  | 43,835,000 in investment.                                |
| 10 | MR. JONES:   |
| 11 | Thank you, Ms. Lambert.                                  |
| 12 | I'll entertain a motion to approve.                      |
| 13 | Motion from Mr. Coleman; second from Dr.                 |
| 14 | Woody Wilson.  |
| 15 | Any questions or comments from the                       |
| 16 | Board?   |
| 17 | Mr. Devillier.   |
| 18 | MR. DEVILLIER:   |
| 19 | Ms. Lambert, what is the Restoration Tax                 |
| 20 | Abatement Program? Can you explain to us a little bit    |
| 21 | how that works?  |
| 22 | MS. LAMBERT:   |
| 23 | Yes. This program allows for companies                   |
| 24 | and individual homeowners to receive property tax        |
| 25 | abatement on improvements they make to existing          |



| 1  | structures.   |
|----|---|
| 2  | MR. DEVILLIER:  |
| 3  | And this may be a question for LED or                   |
| 4  | you, does the state have a return on that investment?   |
| 5  | MS. LAMBERT:  |
| 6  | We don't record it as such. I'm certain                 |
| 7  | there is as far as but it's not the state. It's the     |
| 8  | local property taxes and the local parishes that give   |
| 9  | the abatement, so I know that they know what their      |
| 10 | return is.  |
| 11 | MR. DEVILLIER:  |
| 12 | So it's a local property tax?                           |
| 13 | MS. LAMBERT:  |
| 14 | Correct.  |
| 15 | MR. DEVILLIER:  |
| 16 | Okay. Thank you.  |
| 17 | It's my understanding that there's                      |
| 18 | federal dollars also that follow this; is that correct? |
| 19 | MS. LAMBERT:  |
| 20 | There are other programs that provide                   |
| 21 | benefits, such as Historic Preservation, and there are  |
| 22 | others I can't think of the other one, but there are    |
| 23 | two historic federal programs. One is managed by the    |
| 24 | state Office of Culture, Recreation and Tourism. We     |
| 25 | manage this one that allows for local property tax      |



| ſ  |  |
|----|--|
| 1  | relief.                                  |
| 2  | MR. DEVILLIER:                           |
| 3  | Is it capped?                            |
| 4  | MS. LAMBERT:                             |
| 5  | No.                                      |
| 6  | MR. DEVILLIER:                           |
| 7  | Thank you.                               |
| 8  | MR. JONES:                               |
| 9  | Thank you.                               |
| 10 | Any other 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 | Seeing 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 no opposition. The motion       |
| 25 | carries.                                 |
|    |  |



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| 1  |                  | Thank you very much, Ms. Lambert. I      |
|----|------------------|--|
| 2  | appreciate your  | help.                                    |
| 3  | MS.              | LAMBERT:                                 |
| 4  |                  | We have two renewal applications. One    |
| 5  | is for 20101115, | , 139 Huey P. Long Avenue, LLC in        |
| 6  | Jefferson, and t | the other one is for 20121256, Oakwood   |
| 7  | Shopping Center, | , LLC in Jefferson for a total of two    |
| 8  | renewal applicat | cions, \$16-million investment.          |
| 9  |                  | This concludes the renewal applications. |
| 10 | MR.              | JONES:                                   |
| 11 |                  | Thank you.                               |
| 12 |                  | Motion to approve these two renewals of  |
| 13 | the Restoration  | Tax Abatement.                           |
| 14 |                  | Ms. Gilbert-Baker motions; second by     |
| 15 | Mr. Carmody.     |  |
| 16 |                  | Any questions or comments from the       |
| 17 | Board?           |  |
| 18 | (No              | response.)                               |
| 19 | MR.              | JONES:                                   |
| 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."           |  |
|    |                  |  |



| 1         | (Several members respond "aye.")                         |
|-----------|--|
| 2         | MR. JONES:   |
| 3         | Any opposed?   |
| 4         | (No response.)   |
| 5         | MR. JONES:   |
| 6         | There is none. That motion carries.                      |
| 7         | Thank you, Ms. Lambert. I appreciate                     |
| 8         | your help this morning.                                  |
| 9         | Ms. Metoyer, how are you this morning?                   |
| 10        | MS. METOYER:   |
| 11        | I'm good. How are you?                                   |
| <b>12</b> | MR. JONES:   |
| 13        | Good. Thank you.   |
| <b>L4</b> | MS. METOYER:   |
| 15        | I have seven new applications.                           |
| 16        | MR. JONES:   |
| <b>L7</b> | Give me just a second here. My pages                     |
| 18        | are a little out of order.                               |
| 19        | Okay. I'm with you now.                                  |
| 20        | MS. METOYER:   |
| 21        | 21160890, Exxon Mobile Corporation, East                 |
| 22        | Baton Rouge Parish; 20151343, Louisiana Fish Fry         |
| 23        | Products, LTD, East Baton Rouge Parish; 20160870, Om     |
| 24        | Shanti Om Six, LLC, Lafayette Parish; 20141082,          |
| 25        | Opelousas Hotel Group, LLC, St. Landry Parish; 20161875, |



| Γ  |  |
|----|--|
| 1  | Our Lady of the Lake Regional Medical Center, East Baton |
| 2  | Rouge Parish; 20160765, Placid Refining Company, LLC,    |
| 3  | West Baton Rouge Parish; and 20141574, Vidalia Hotel     |
| 4  | Group, LLC, Concordia Parish.                            |
| 5  | MR. JONES:   |
| 6  | I have a motion to approve by                            |
| 7  | Mr. Carmody; second from Dr. Woody Wilson.               |
| 8  | Any questions or comments from the                       |
| 9  | Board?   |
| 10 | MS. MALONE:  |
| 11 | I would like to recuse myself from                       |
| 12 | Application Number 20141574.                             |
| 13 | MR. JONES:   |
| 14 | Okay. Would that recusal of Ms. Heather                  |
| 15 | Malone be noted for the record.                          |
| 16 | Any other questions or comments from the                 |
| 17 | Board?   |
| 18 | (No response.)   |
| 19 | MR. JONES:   |
| 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."   |
|    |  |



(Several members respond "aye.") 1 2 MR. JONES: Any opposition? 3 4 (No response.) 5 MR. JONES: 6 There being none, that motion carries. MS. METOYER: 7 8 We have seven terminations. 20111258, 9 Domain Cos. Management, LLC, Orleans Parish. The existing contract is May 1, '15 to April 30, 2020. 10 The 11 request term date is 10/31/2015. The contract 12 requirements were met; 20131048, Heritage Manor West, 13 LLC, Caddo Parish. Existing contract, July 14 of 2014 14 to July 13 of 2019. The requested term date is 15 7/31/2017. Contract requirements met; 20081110, Our 16 Lady Of Lourdes Regional Medical Center, Incorporated, 17 Lafayette Parish. Existing contract 1/1/09 to 12/31 of 18 The requested term date is 12/13 of 2011. 19 Contract requirements were met; 20161395, Southern 20 Designs & Gifts, LLC, Concordia Parish. Existing contract is April 22 of 2016 to April 21 of 2020. 21 The 22 requested term date is April 21 of 2019. The contract 23 requirements were met; 20151293, Sunrise Hospitality, 24 VI, LLC, Lincoln Parish. The existing contract is July 25 16 of 2015 to July 15 of 2020. The requested term date



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| 1  | is August 1, 2018. Contract requirements met; 20130905,  |
|----|--|
| 2  | Willis Knighton Medical Center, Incorporated, Bossier    |
| 3  | Parish. The existing contract is June 7, 2013 to June 6  |
| 4  | of 2018. The requested term date is January 1, 2016.     |
| 5  | Contract requirements were met; and 20130904, Willis     |
| 6  | Knighton Medical Center, Incorporated, Caddo Parish.     |
| 7  | The existing contract is June 7, 2013 to June 6 of 2018. |
| 8  | The requested term date is January 1, 2016. The          |
| 9  | contract requirements were met.                          |
| 10 | MR. JONES:   |
| 11 | Ms. Metoyer, the third I think it was                    |
| 12 | the third one that's not that you mentioned is not on    |
| 13 | the list that we have at the podium. What was the third  |
| 14 | one that you mentioned? I think it was Lafayette.        |
| 15 | MS. METOYER:   |
| 16 | Our Lady of Lourdes Regional Medical                     |
| 17 | Center?  |
| 18 | MR. JONES:   |
| 19 | Correct.   |
| 20 | MS. METOYER:   |
| 21 | Oh, that was an older one.                               |
| 22 | MR. JONES:   |
| 23 | Okay.  |
| 24 | MS. METOYER:   |
| 25 | That was an older one. In the rules,                     |
|    |  |



| 1  | it's not specific in the rules when you have to term.    |
|----|--|
| 2  | MR. JONES:   |
| 3  | Okay. Well, my more immediate question                   |
| 4  | is   |
| 5  | MS. METOYER:   |
| 6  | It's not on the list.                                    |
| 7  | MR. JONES:   |
| 8  | Okay. Was it on the original agenda                      |
| 9  | that was published for this meeting? That would be my    |
| 10 | question.  |
| 11 | MS. METOYER:   |
| 12 | I think it was. That's why                               |
| 13 | MR. JONES:   |
| 14 | Let's do this, just to keep to record                    |
| 15 | straight, I would entertain a motion to amend the agenda |
| 16 | to add this. I'm going to ask you to read the            |
| 17 | information once again. Let's get the information, and   |
| 18 | then we'll have the motion.                              |
| 19 | And so, Board, so you'll understand                      |
| 20 | where I'm going with this, we can amend the agenda with  |
| 21 | a unanimous vote of the Board. If you do not want to.    |
| 22 | I'm not putting any pressure on you. I'm just trying to  |
| 23 | keep the record clear.                                   |
| 24 | Let's read the information to us.                        |
| 25 | MS. METOYER:   |



| 1  | Okay. And this one was on there, and we                 |
|----|---|
| 2  | took it off so there wouldn't be questions, but some of |
| 3  | them will wait a while before they ask for it, a term.  |
| 4  | MR. JONES:  |
| 5  | Okay. All right. Let's go ahead and                     |
| 6  | read the information on that one again, please.         |
| 7  | MS. METOYER:  |
| 8  | 20081110, Our Lady of the Lourdes                       |
| 9  | Regional Medical Center, Lafayette Parish. The existing |
| 10 | contract is January 1, 2009 to 12/31/2013. The          |
| 11 | requested term date is December 31 of 2011. The         |
| 12 | contract requirements were met.                         |
| 13 | MR. JONES:  |
| 14 | Okay. So I have a motion to add that to                 |
| 15 | the agenda from Mr. Carmody; second for Dr. Woody       |
| 16 | Wilson.   |
| 17 | All in favor of the motion to amend the                 |
| 18 | agenda to add this entry.                               |
| 19 | (Several members respond "aye.")                        |
| 20 | MR. JONES:  |
| 21 | Any opposed?  |
| 22 | (No response.)  |
| 23 | MR. JONES:  |
| 24 | All right. So we have unanimously voted                 |
| 25 | to amend the agenda to add                              |



| 1  | MS. METOYER:  |
|----|---|
| 2  | Thank you.  |
| 3  | MR. JONES:  |
| 4  | this. No worries. No worries. When                  |
| 5  | you read it, I was going "Wait. Either I've got the |
| 6  | wrong sheet in front of me or I" I want to be sure  |
| 7  | we're clear.  |
| 8  | Okay. Now we have a complete list of                |
| 9  | those contract termination requests?                |
| 10 | MS. METOYER:  |
| 11 | Yes, sir.   |
| 12 | MR. JONES:  |
| 13 | Then I will entertain a motion to                   |
| 14 | approve the terminations.                           |
| 15 | Motion from Mr. Coleman; second from Mr.            |
| 16 | Windham.  |
| 17 | Any comments or questions from the                  |
| 18 | Board?  |
| 19 | (No response.)                                      |
| 20 | MR. JONES:  |
| 21 | Any comments or questions from the                  |
| 22 | public?   |
| 23 | Ms. Guess?  |
| 24 | Okay. All right. Any comments or                    |
| 25 | questions from the public? I apologize for the      |



| 1 (No response.)  (No response.)  (No response.)  (Several members respond "aye.")  (Several members respond "aye.")  (Several members respond "aye.")  (Several members respond "aye.")  (No response.)  (No | 1  | confusion this morning, but I think we've waded through |
|---|----|---|
| All right. All in favor, say "aye."  (Several members respond "aye.")  MR. JONES:  Any opposed?  (No response.)  MR. JONES:  There being none, motion carries.  Thank you, Ms. Metoyer.  All right. We have a change in name.  MR. METOYER:  Yes, sir. 20160703, the existing name is SB Nola Subtenant, LLC, and the new name is Supreme Bright NOLA II Subtenant, LLC and this is in Orleans  Parish.  MR. JONES:  All right. I'll entertain a motion to approve.  From Ms. Cola; second from Mr. Saizan.  Any questions or comments from the   | 2  | it.   |
| All right. All in favor, say "aye."  (Several members respond "aye.")  MR. JONES:  Any opposed?  (No response.)  MR. JONES:  There being none, motion carries.  Thank you, Ms. Metoyer.  All right. We have a change in name.  MR. METOYER:  Yes, sir. 20160703, the existing name is SB Nola Subtenant, LLC, and the new name is Supreme Bright NOLA II Subtenant, LLC and this is in Orleans  Parish.  MR. JONES:  All right. I'll entertain a motion to approve.  From Ms. Cola; second from Mr. Saizan.  Any questions or comments from the   | 3  | (No response.)  |
| 6 (Several members respond "aye.") 7 MR. JONES: 8 Any opposed? 9 (No response.) 10 MR. JONES: 11 There being none, motion carries. 12 Thank you, Ms. Metoyer. 13 All right. We have a change in name. 14 MR. METOYER: 15 Yes, sir. 20160703, the existing name 16 is SB Nola Subtenant, LLC, and the new name is Supreme 17 Bright NOLA II Subtenant, LLC and this is in Orleans 18 Parish. 19 MR. JONES: 20 All right. I'll entertain a motion to 21 approve. 22 From Ms. Cola; second from Mr. Saizan. 23 Any questions or comments from the  | 4  | MR. JONES:  |
| 7 MR. JONES: 8 Any opposed? 9 (No response.) 10 MR. JONES: 11 There being none, motion carries. 12 Thank you, Ms. Metoyer. 13 All right. We have a change in name. 14 MR. METOYER: 15 Yes, sir. 20160703, the existing name 16 is SB Nola Subtenant, LLC, and the new name is Supreme 17 Bright NOLA II Subtenant, LLC and this is in Orleans 18 Parish. 19 MR. JONES: 20 All right. I'll entertain a motion to 21 approve. 22 From Ms. Cola; second from Mr. Saizan. 23 Any questions or comments from the   | 5  | All right. All in favor, say "aye."                     |
| Any opposed?  (No response.)  MR. JONES:  There being none, motion carries.  Thank you, Ms. Metoyer.  All right. We have a change in name.  MR. METOYER:  Yes, sir. 20160703, the existing name  is SB Nola Subtenant, LLC, and the new name is Supreme  Bright NOLA II Subtenant, LLC and this is in Orleans  Parish.  MR. JONES:  All right. I'll entertain a motion to  approve.  From Ms. Cola; second from Mr. Saizan.  Any questions or comments from the   | 6  | (Several members respond "aye.")                        |
| 9 (No response.)  10 MR. JONES:  11 There being none, motion carries.  12 Thank you, Ms. Metoyer.  13 All right. We have a change in name.  14 MR. METOYER:  15 Yes, sir. 20160703, the existing name  16 is SB Nola Subtenant, LLC, and the new name is Supreme  17 Bright NOLA II Subtenant, LLC and this is in Orleans  18 Parish.  19 MR. JONES:  20 All right. I'll entertain a motion to  21 approve.  22 From Ms. Cola; second from Mr. Saizan.  23 Any questions or comments from the   | 7  | MR. JONES:  |
| There being none, motion carries.  Thank you, Ms. Metoyer.  All right. We have a change in name.  MR. METOYER:  Yes, sir. 20160703, the existing name is SB Nola Subtenant, LLC, and the new name is Supreme Bright NOLA II Subtenant, LLC and this is in Orleans Parish.  MR. JONES:  All right. I'll entertain a motion to approve.  From Ms. Cola; second from Mr. Saizan. Any questions or comments from the  | 8  | Any opposed?  |
| There being none, motion carries.  Thank you, Ms. Metoyer.  All right. We have a change in name.  MR. METOYER:  Yes, sir. 20160703, the existing name is SB Nola Subtenant, LLC, and the new name is Supreme Bright NOLA II Subtenant, LLC and this is in Orleans Parish.  MR. JONES:  All right. I'll entertain a motion to approve.  From Ms. Cola; second from Mr. Saizan. Any questions or comments from the  | 9  | (No response.)  |
| Thank you, Ms. Metoyer.  All right. We have a change in name.  MR. METOYER:  Yes, sir. 20160703, the existing name is SB Nola Subtenant, LLC, and the new name is Supreme Bright NOLA II Subtenant, LLC and this is in Orleans Parish.  MR. JONES:  All right. I'll entertain a motion to approve.  From Ms. Cola; second from Mr. Saizan. Any questions or comments from the   | 10 | MR. JONES:  |
| All right. We have a change in name.  MR. METOYER: Yes, sir. 20160703, the existing name is SB Nola Subtenant, LLC, and the new name is Supreme Bright NOLA II Subtenant, LLC and this is in Orleans Parish.  MR. JONES: All right. I'll entertain a motion to approve.  From Ms. Cola; second from Mr. Saizan. Any questions or comments from the  | 11 | There being none, motion carries.                       |
| MR. METOYER:  Yes, sir. 20160703, the existing name is SB Nola Subtenant, LLC, and the new name is Supreme Bright NOLA II Subtenant, LLC and this is in Orleans Parish.  MR. JONES: All right. I'll entertain a motion to approve.  From Ms. Cola; second from Mr. Saizan. Any questions or comments from the   | 12 | Thank you, Ms. Metoyer.                                 |
| Yes, sir. 20160703, the existing name is SB Nola Subtenant, LLC, and the new name is Supreme Bright NOLA II Subtenant, LLC and this is in Orleans Parish.  MR. JONES: All right. I'll entertain a motion to approve.  From Ms. Cola; second from Mr. Saizan. Any questions or comments from the   | 13 | All right. We have a change in name.                    |
| is SB Nola Subtenant, LLC, and the new name is Supreme Bright NOLA II Subtenant, LLC and this is in Orleans Parish.  MR. JONES: All right. I'll entertain a motion to approve.  From Ms. Cola; second from Mr. Saizan. Any questions or comments from the   | 14 | MR. METOYER:  |
| Bright NOLA II Subtenant, LLC and this is in Orleans Parish.  MR. JONES: All right. I'll entertain a motion to approve.  From Ms. Cola; second from Mr. Saizan. Any questions or comments from the  | 15 | Yes, sir. 20160703, the existing name                   |
| Parish.  MR. JONES:  All right. I'll entertain a motion to approve.  From Ms. Cola; second from Mr. Saizan.  Any questions or comments from the   | 16 | is SB Nola Subtenant, LLC, and the new name is Supreme  |
| MR. JONES:  All right. I'll entertain a motion to  approve.  From Ms. Cola; second from Mr. Saizan.  Any questions or comments from the   | 17 | Bright NOLA II Subtenant, LLC and this is in Orleans    |
| 20 All right. I'll entertain a motion to 21 approve. 22 From Ms. Cola; second from Mr. Saizan. 23 Any questions or comments from the  | 18 | Parish.   |
| 21 approve.  22 From Ms. Cola; second from Mr. Saizan.  23 Any questions or comments from the   | 19 | MR. JONES:  |
| From Ms. Cola; second from Mr. Saizan.  Any questions or comments from the  | 20 | All right. I'll entertain a motion to                   |
| 23 Any questions or comments from the   | 21 | approve.  |
|   | 22 | From Ms. Cola; second from Mr. Saizan.                  |
| 24 Board?   | 23 | Any questions or comments from the                      |
|   | 24 | Board?  |
| 25 (No response.)   | 25 | (No response.)  |



|    |                  | <u> </u>                                |
|----|------------------|---|
| 1  | MR.              | JONES:                                  |
| 2  |                  | Any questions or comments from the      |
| 3  | public?          |   |
| 4  | (No              | response.)                              |
| 5  | MR.              | JONES:                                  |
| 6  |                  | I see none. All in favor, say "aye."    |
| 7  | (Ser             | veral members respond "aye.")           |
| 8  | MR.              | JONES:                                  |
| 9  |                  | Any opposed?                            |
| 10 | (No              | response.)                              |
| 11 | MR.              | JONES:                                  |
| 12 |                  | There being none, that motion carries.  |
| 13 | MS.              | METOYER:                                |
| 14 |                  | That concludes Enterprise Zone.         |
| 15 | MR.              | JONES:                                  |
| 16 |                  | Thank you so much.                      |
| 17 |                  | Good morning.                           |
| 18 | MR.              | USIE:                                   |
| 19 |                  | Good morning.                           |
| 20 | MR.              | JONES:                                  |
| 21 |                  | Ms. Cheng, Mr. Usie, let's walk through |
| 22 | the Enterprise 2 | Zone Program.                           |
| 23 | MR.              | USIE:                                   |
| 24 |                  | ITEP.                                   |
| 25 | MR.              | JONES:                                  |
|    |                  |   |



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| 1  | Excuse me. Thank you. Takes a village                    |
|----|--|
| 2  | to raise me as well. So let's walk through the ITEP      |
| 3  | program.   |
| 4  | MR. USIE:  |
| 5  | We have seven pre-Executive Order                        |
| 6  | applications: 20160001, C&C Marine and Repair, LLC,      |
| 7  | Plaquemines Parish; 20121343, Entergy Louisiana, LLC -   |
| 8  | Waterford 3, St. Charles Parish; 20161519, Entergy New   |
| 9  | Orleans, LLC - Michaud, Orleans Parish; 20161546,        |
| 10 | International Paper Company, De Soto Parish; 20161550,   |
| 11 | Methanex Louisiana, LLC, Ascension Parish; 20161549,     |
| 12 | Methanex USA, LLC, Ascension Parish; 20160666-A,         |
| 13 | Westlake Vinyls Company, LP, Ascension Parish.           |
| 14 | MR. JONES:   |
| 15 | All right. We have a motion to approve                   |
| 16 | these pre-Executive Order applications for the ITEP from |
| 17 | Dr. Woody Wilson; second from Mr. Carmody.               |
| 18 | Any questions or comments from the                       |
| 19 | Board?   |
| 20 | (No response.)   |
| 21 | MR. JONES:   |
| 22 | Any questions or comments from the                       |
| 23 | public?  |
| 24 | (No response.)   |
| 25 | MR. JONES:   |
|    |  |



| 1  | There being none, all in favor, say                      |
|----|--|
| 2  | "aye."   |
| 3  | (Several members respond "aye.")                         |
| 4  | MR. JONES:   |
| 5  | Any opposed?   |
| 6  | (No response.)   |
| 7  | MR. JONES:   |
| 8  | There is no opposition. That motion                      |
| 9  | carries.   |
| 10 | MR. USIE:  |
| 11 | Next we have four post-Executive Order                   |
| 12 | applications following the 2017 rules: 201703233, AIT    |
| 13 | MACHINE, LLC, Terrebonne Parish; 20170390, Champion Home |
| 14 | Builders, Inc., Vernon Parish; 20180075, LAPCO           |
| 15 | Manufacturing, Inc., St. Mary Parish; 20170239, LaSalle  |
| 16 | BioEnergy, LLC, La Salle Parish.                         |
| 17 | MR. JONES:   |
| 18 | Do we have a motion to approve?                          |
| 19 | By Mr. Fajardo.  |
| 20 | Can we have a second?                                    |
| 21 | From Ms. Malone.   |
| 22 | Any questions or comments for the Board?                 |
| 23 | We have on the for the information of                    |
| 24 | the Board and the public, on Number 20180075, LAPCO      |
| 25 | Manufacturing, this has been hold over for a couple of   |
|    |  |



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| 1  | meetings. Mr. Windham and I met with the LED leadership  |
|----|--|
| 2  | and staff on this matter. There was some question as to  |
| 3  | application of the rules and concerning the interplay of |
| 4  | the advanced notification and the ITEP application. I    |
| 5  | think it's been determined that the recommendation, at   |
| 6  | least from the Chair to the Board, is that we not        |
| 7  | penalize LAPCO with what the normal penalty would be     |
| 8  | under the situation because of the interplay of those    |
| 9  | rules. But we would ask that LAPCO provide to LED staff  |
| 10 | within 30 days proof of completion of construction or    |
| 11 | commencement of operations. If you could do that within  |
| 12 | 30 days, then we would approve to continue upon that     |
| 13 | provision.   |
| 14 | I know that Mr. Triche and Mr. Fink have                 |
| 15 | signed to speak on this matter. Is that the acceptable?  |
| 16 | MR. FINK:  |
| 17 | Yeah, absolutely.  |
| 18 | MR. JONES:   |
| 19 | Thank you very much, Mr. Fink. Thank                     |
| 20 | you so much. And you understand what we need within 30   |
| 21 | days? Just written proof that commencement of operation  |
| 22 | or completion of construction.                           |
| 23 | MR. FINK:  |
| 24 | Right.   |



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MR. JONES:

| 1  |                  | All right. So with that, I would ask    |  |  |
|----|------------------|---|--|--|
|    |                  |   |  |  |
| 2  | that the motion  | that we made be amended to incorporate  |  |  |
| 3  | the contingency  | on LAPCO.                               |  |  |
| 4  |                  | And we have a motion from Mr. Carmody;  |  |  |
| 5  | second from Mr.  | Windham to allow for that modification  |  |  |
| 6  | to the LAPCO.    |   |  |  |
| 7  |                  | Any questions? I understand if you have |  |  |
| 8  | any questions or | n that, feel free to ask.               |  |  |
| 9  |                  | Anything from the Board?                |  |  |
| 10 | (No              | response.)                              |  |  |
| 11 | MR.              | JONES:                                  |  |  |
| 12 |                  | Anything from the public?               |  |  |
| 13 | (No              | response.)                              |  |  |
| 14 | MR.              | JONES:                                  |  |  |
| 15 |                  | There being none, all in favor of the   |  |  |
| 16 | amended motion,  | say "aye."                              |  |  |
| 17 | (Se              | veral members respond "aye.")           |  |  |
| 18 | MR.              | JONES:                                  |  |  |
| 19 |                  | Any opposed?                            |  |  |
| 20 | (No              | response.)                              |  |  |
| 21 | MR.              | JONES:                                  |  |  |
| 22 |                  | There being none, those pre-EO          |  |  |
| 23 | applications are | e approved.                             |  |  |
| 24 | MR.              | USIE:                                   |  |  |
| 25 |                  | Post-EO applications.                   |  |  |
|    |                  |   |  |  |



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| 1  | MR. JONES:   |
|----|--|
| 2  | Post. Thank you. I'm looking right at                    |
| 3  | it too.  |
| 4  | Post-EO applications are approved with                   |
| 5  | the special contingency on the LAPCO application. Thank  |
| 6  | you very much.   |
| 7  | MR. USIE:  |
| 8  | Next we have 15 post-Executive Order                     |
| 9  | applications following the 2016 rules: 20190376, Air     |
| 10 | Products and Chemicals, Inc., Iberville Parish;          |
| 11 | 20170416, Cornerstone Chemical Company, Jefferson        |
| 12 | Parish; 20180171, Cornerstone Chemical Company,          |
| 13 | Jefferson Parish; 20180045, Hunt Forest Products, LLC;   |
| 14 | Grant Parish; 20190324, Huntsman International, LLC,     |
| 15 | Ascension Parish; 20180087-A, LaSalle Lumber Company,    |
| 16 | LLC, La Salle Parish; 20170492, Louisiana Sugar Cane     |
| 17 | Cooperative, Inc., St. Martin Parish; 20180365, Marathon |
| 18 | Petroleum Company, LP, St. John the Baptist Parish;      |
| 19 | 20161839, Nalco Company, LLC, St. John the Baptist       |
| 20 | Parish; 20170302, Oil & Grit, LLC, East Feliciana        |
| 21 | Parish; 20190250, PCS Nitrogen Fertilizer, LP, Ascension |
| 22 | Parish; 20190251, PCS Nitrogen Fertilizer, LP, Iberville |
| 23 | Parish; 20170377-A, Pala Interstate, LLC, Livingston     |
| 24 | Parish; 20190325, Rubicon, LLC, Ascension Parish; and    |
| 25 | 20170205, Westlake Vinvls Company, LP, Ascension Parish. |



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| _  |  |
|----|--|
| 1  | MR. JONES:   |
| 2  | Motion to approve.                                     |
| 3  | I have one from Mr. Briggs; second from                |
| 4  | Mr. Devillier.   |
| 5  | Any questions or comments from the                     |
| 6  | Board?   |
| 7  | MR. DEVILLIER:   |
| 8  | I do have a comment.                                   |
| 9  | MR. JONES:   |
| 10 | Comment from Mr. Devillier.                            |
| 11 | MR. DEVILLIER:   |
| 12 | I just wanted to recognize that staff                  |
| 13 | did add the column again that showed what was the      |
| 14 | estimate on the taxes that will be paid now, and it's  |
| 15 | almost \$4-million. So I do appreciate y'all showing   |
| 16 | that estimate, and I'm sure the locals will appreciate |
| 17 | that as well.  |
| 18 | MR. JONES:   |
| 19 | Good information. Thank you.                           |
| 20 | Anyone else, questions or comments from                |
| 21 | the Board?   |
| 22 | (No response.)   |
| 23 | MR. JONES:   |
| 24 | Any from the public?                                   |
| 25 | (No response.)   |
|    |  |



| 1          | MR. JONES:   |
|------------|--|
| 2          | There being none, all in favor, say                    |
| 3          | "aye."   |
| 4          | (Several members respond "aye.")                       |
| 5          | MR. JONES:   |
| 6          | Any opposed?   |
| 7          | (No response.)   |
| 8          | MR. JONES:   |
| 9          | No opposition. That motion carries.                    |
| 10         | MR. USIE:  |
| 11         | Next we have 151 renewal applications.                 |
| 12         | Two have requested deferral. They are 20131327, Folger |
| 13         | Coffee Company, Orleans Parish, and 20141383, Folger   |
| <b>L4</b>  | Coffee Company in Orleans Parish.                      |
| 15         | MR. JONES:   |
| <b>L</b> 6 | All right. First I would entertain a                   |
| <b>L7</b>  | motion to defer those two applications.                |
| 18         | Motion from Dr. Shawn Wilson; second                   |
| 19         | from Dr. Woody Wilson.                                 |
| 20         | Any questions or comments from the Board               |
| 21         | on that?   |
| 22         | (No response.)   |
| 23         | MR. JONES:   |
| 24         | There being none, any questions or                     |
| 25         | comments from the public?                              |
|            |  |



| 1  | MR. JONES:  |
|----|---|
| 2  | Those two application are deferred.                     |
| 3  | I would now entertain a motion to                       |
| 4  | consider the remaining applications excuse me the       |
| 5  | remaining renewals in globo if that does not preclude   |
| 6  | any discussion on any specific application.             |
| 7  | MR. USIE:   |
| 8  | I'm sorry. I forgot one more                            |
| 9  | withdrawal. It's actually not a deferral. It's a        |
| 10 | withdrawal. The location was closed, but they had       |
| 11 | already filed their renewal, so we were notified after. |
| 12 | MR. JONES:  |
| 13 | Okay. Which one is that?                                |
| 14 | MR. USIE:   |
| 15 | It's 20150851, International Paper                      |
| 16 | Company in Webster Parish, and we were notified after   |
| 17 | the renewal was filed that the location was closed, so  |
| 18 | they're withdrawing the application.                    |
| 19 | MR. JONES:  |
| 20 | They're withdrawing the application                     |
| 21 | altogether?   |
| 22 | MR. USIE:   |
| 23 | Altogether.   |
| 24 | MR. JONES:  |
| 25 | Do we need to act on that withdrawal or                 |



| 1          | is it deemed as it's never been there?         |
|------------|--|
| 2          | MR. USIE:                                      |
| 3          | It's just approved as it; right? It's          |
| 4          | withdrawing it from consideration altogether.  |
| 5          | MR. JONES:                                     |
| 6          | Let's just make sure that let's make           |
| 7          | sure the record's clear.                       |
| 8          | I will entertain a motion to recognize         |
| 9          | the withdrawal of that particular application. |
| 10         | Motion from Mr. Carmody; second from Dr.       |
| 11         | Woody Wilson.                                  |
| 12         | Any questions or comments from the             |
| 13         | Board?   |
| <b>L4</b>  | (No response.)                                 |
| 15         | MR. JONES:                                     |
| <b>L</b> 6 | There are none. Questions or comments          |
| <b>L7</b>  | from the audience?                             |
| 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         | Okay. So we have two deferrals, we have        |
| 25         | one withdrawal. We have all of the remaining   |



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```
applications, do we have a motion to consider them in
 1
 2
     globo? We're not acting on them yet. We're simply
     moving to consider them in globo.
 3
 4
                     Motion from Mr. Carmody; second from Dr.
     Woody Wilson.
 5
 6
                     Any questions or comments from the
     Board?
 7
 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
                     All right. Now I will entertain a
18
     motion on approval of them in globo.
                     Motion from Mr. Coleman; second from Ms.
19
20
     Cola.
21
                     Any questions or comments from the
22
             Again, this does not preclude consideration of
     Board?
23
     any specific application if you wish to.
24
                  (No response.)
25
                 MR. JONES:
```



```
No comments or questions from the Board.
 1
 2
     Any from the public?
 3
                 (No response.)
 4
                 MR. JONES:
                            All in favor, say "aye."
 5
                     Okay.
 6
                 (Several members respond "aye.")
                 MR. JONES:
                     Any opposed?
                 (No response.)
10
                 MR. JONES:
11
                     There being none, that motion carries.
12
                 MR. USIE:
13
                     Next we have 16 late renewals, and we
14
     have 11 that requested deferral to the December agenda.
15
     Those are for International Paper. 20120045,
16
     International Paper, De Soto Parish; 20140338,
17
     International Paper, De Soto Parish; 20140339,
18
     International Paper, De Soto Parish; 20140340.
19
     International Paper, De Soto Parish; 20140341,
20
     International Paper, De Soto Parish; 20140342,
21
     International Paper Company, De Soto Parish; 20140343,
22
     International Paper, De Soto Parish; 20140344,
23
     International Paper Company, De Soto Parish; 20130345,
     International Paper Company, De Soto Parish; 20140346,
24
25
     International Paper Company, De Soto Parish; and
```



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| 1  | 20140754, International Paper Company, Lafayette Parish. |
|----|--|
| 2  | MR. JONES:   |
| 3  | All right. I'll entertain a motion to                    |
| 4  | defer those International Paper late renewals.           |
| 5  | Motion from Mr. Carmody; second from Dr.                 |
| 6  | Woody Wilson.  |
| 7  | Questions or comments from the Board?                    |
| 8  | (No response.)   |
| 9  | MR. JONES:   |
| 10 | Question or comments from the 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 motion carries.                       |
| 21 | Those are deferred.                                      |
| 22 | MR. USIE:  |
| 23 | 20110294, Begneaud Manufacturing, Inc.,                  |
| 24 | Lafayette Parish; 20120199, Begneaud Manufacturing,      |
| 25 | Inc., Lafayette Parish; 20130164, Begneaud               |
|    |  |



| 1  | Manufacturing, Inc., Lafayette Parish; and 20140249, |
|----|--|
| 2  | Begneaud Manufacturing, Lafayette Parish.            |
| 3  | MR. JONES:   |
| 4  | Do we have a representative from                     |
| 5  | Begneaud Manufacturing with us today?                |
| 6  | MS. BROUSSARD:                                       |
| 7  | Yes, sir.  |
| 8  | MR. JONES:   |
| 9  | Would you please come forward, please.               |
| 10 | MS. BROUSSARD:                                       |
| 11 | Sure.  |
| 12 | MR. JONES:   |
| 13 | Have a seat right there by the mic. If               |
| 14 | you'd state your name and your position with the     |
| 15 | company, please.                                     |
| 16 | MS. BROUSSARD:                                       |
| 17 | Denise Broussard.                                    |
| 18 | MR. JONES:   |
| 19 | Let's get the mic a little bit closer.               |
| 20 | Just pull it up to you. There we go. Thank you.      |
| 21 | MS. BROUSSARD:                                       |
| 22 | Denise Broussard. I'm the accountant                 |
| 23 | over there.  |
| 24 | MR. JONES:   |
| 25 | Great. Thank you, ma'am.                             |



MS. BROUSSARD:

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Thank you.

MR. JONES:

Just looking at the information we have in front of us, it appears we have initial contract expiring dates going back to 2015, and it looks like someone determined that the renewals had not been filed and they were all filed on September 11th, 2019. Can you tell us how we got to where we are?

#### MS. BROUSSARD:

Initially whenever we started the program way back when, there was mechanisms that you did this, this happened, you did this, this happened, and then they had a change that I was not aware of that the company was responsible to initiate the renewals. And when our assessor's office starting assessing those applications, they kind of said "Did y'all renew?" I go "I'm sure we did. You know, it's five years." And so looking into it, that's when I contacted these guys over here and they walked me through what I needed to do to get everything cleaned up and within accordance with the rules and everything. So it is my responsibility, and I did not keep up with it like I should have, you know.

MR. JONES:

I understand. Well, and we're just



| 1          | trying to understand.                                    |
|------------|--|
| 2          | MS. BROUSSARD:   |
| 3          | When those changes happened, I was not                   |
| 4          | aware of it, and, you know, I do take responsibility for |
| 5          | that, you know, so it just happened.                     |
| 6          | MR. JONES:   |
| 7          | And under the rules, we have an                          |
| 8          | obligation to when there are late penalties, we have     |
| 9          | an obligation to penalize unless there's a reason not to |
| LO         | or we can change those penalties, but that's the reason  |
| 11         | we want to hear from the applicant as to what happened   |
| 12         | so we can determine what penalty, if any, to render      |
| 13         | here.  |
| <b>L4</b>  | Mr. Usie, you may want to help me walk                   |
| 15         | through this since we have four different contracts. As  |
| <b>L</b> 6 | I appreciate it, for the first one, 20110294, that would |
| <b>L7</b>  | be a four-year penalty on that one.                      |
| 18         | MR. USIE:  |
| 19         | Correct.   |
| 20         | MR. JONES:   |
| 21         | The next one, 20120199, a three-year                     |
| 22         | penalty.   |
| 23         | MR. USIE:  |
| 24         | Correct.   |
| 25         | MR. JONES:   |



| 1  | 20130164 would be a two-year penalt                 | у.       |
|----|---|----------|
| 2  | MR. USIE:   |          |
| 3  | Correct.  |          |
| 4  | MR. JONES:  |          |
| 5  | And 20140249 a one-year penalty; is                 | ; that   |
| 6  | correct?  |          |
| 7  | MR. USIE:   |          |
| 8  | Correct, yes.                                       |          |
| 9  | MR. JONES:  |          |
| 10 | I would entertain a motion to appro                 | ve       |
| 11 | the renewal for Begneaud for these four application | າຣ       |
| 12 | with the noted penalties on each one.               |          |
| 13 | Mr. Fajardo. Thank you. A second                    | from     |
| 14 | Mr. Coleman.  |          |
| 15 | Any 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                 | <i>r</i> |
| 24 | "aye."  |          |
| 25 | (Several members respond "aye.")                    |          |
|    |   |          |



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| 1  | MR.              | JONES:                                  |
|----|------------------|---|
| 2  |                  | Any opposed?                            |
| 3  | (No              | response.)                              |
| 4  | MR.              | JONES:                                  |
| 5  |                  | There is no opposition. The motion      |
| 6  | carries.         |   |
| 7  |                  | Thank you, Ms. Broussard.               |
| 8  | MS.              | BROUSSARD:                              |
| 9  |                  | Thank you. Appreciate it.               |
| 10 | MR.              | JONES:                                  |
| 11 |                  | Always, if you have any questions, the  |
| 12 | staff is always  | there.                                  |
| 13 | MS.              | BROUSSARD:                              |
| 14 |                  | Oh, absolutely. They were amazing.      |
| 15 | MR.              | JONES:                                  |
| 16 |                  | Thank you very much.                    |
| 17 | MR.              | USIE:                                   |
| 18 |                  | Next we have 20140285, Kim Kool, Inc.,  |
| 19 | Calcasieu Parish | n. Initial contract expiration 12/31 of |
| 20 | 2018, and renewa | al request date 9/26 of 2019.           |
| 21 | MR.              | JONES:                                  |
| 22 |                  | Do we have anyone here from Kim Kool,   |
| 23 | Inc?             |   |
| 24 | (No              | response.)                              |
| 25 | MR.              | JONES:                                  |
|    |                  |   |



| 1  | Any representative from Kim Kool, Inc.?                |
|----|--|
| 2  | (No response.)   |
| 3  | MR. JONES:   |
| 4  | No? I would entertain a motion to deny                 |
| 5  | the late renewal motion.                               |
| 6  | From Dr. Wilson; second from Mr I'm                    |
| 7  | going completely blank Saizan. Thank you very much.    |
| 8  | I apologize, Mr. Saizan.                               |
| 9  | I want to be sure we don't have a                      |
| 10 | representative from Kim Kool.                          |
| 11 | (No response.)   |
| 12 | MR. JONES:   |
| 13 | Okay. All right. Any questions or                      |
| 14 | comments from the Board?                               |
| 15 | (No response.)   |
| 16 | MR. JONES:   |
| 17 | Any questions or comments from the                     |
| 18 | public?  |
| 19 | (No response.)   |
| 20 | MR. JONES:   |
| 21 | There being none, the motion to deny the               |
| 22 | renewal request from Kim Kook, Inc., all in favor, say |
| 23 | "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. That motion                      |
| 5         | carries.   |
| 6         | MR. USIE:  |
| 7         | Next we have two change in location                      |
| 8         | requests. The first one is Baker Hughes Oilfield         |
| 9         | Operations dba Drilling Services, Contract 20150686,     |
| LO        | previous location 1231 Old Spanish Trail, Broussard,     |
| 11        | Louisiana 70518 in St. Martin Parish, new location 1058  |
| <b>12</b> | Baker Hughes Road, Broussard, Louisiana 70518, St.       |
| 13        | Martin Parish.   |
| <b>L4</b> | The other one is LAD Salvage, LLC,                       |
| 15        | Contract Number 20150636, 155 Gordy Street, Baldwin,     |
| 16        | Louisiana 70514, St. Mary Parish, new location 1046      |
| <b>L7</b> | River Road, Berwick, Louisiana 70342 in St. Mary Parish. |
| 18        | MR. JONES:   |
| 19        | I'll entertain a motion to approve the                   |
| 20        | change in locations.                                     |
| 21        | Mr. Briggs; second from Mr. Carmody.                     |
| 22        | Any questions or comments from the                       |
| 23        | Board?   |
| 24        | (No response.)   |
| 25        | MR. JONES:   |



| 1  | There being none, any questions or                      |
|----|---|
| 2  | comments from the public?                               |
| 3  | (No response.)  |
| 4  | MR. JONES:  |
| 5  | There being none, all in favor, say                     |
| 6  | "aye."  |
| 7  | (Several members respond "aye.")                        |
| 8  | MR. JONES:  |
| 9  | Any opposed?  |
| 10 | (No response.)  |
| 11 | MR. JONES:  |
| 12 | There is no opposition. Motion carries.                 |
| 13 | MR. USIE:   |
| 14 | We have one cancelation, Frederick's                    |
| 15 | Machine & Tool Shop, Inc., Contract 20110126, and it in |
| 16 | Iberia parish.  |
| 17 | MR. JONES:  |
| 18 | I'll entertain a motion to approve this                 |
| 19 | cancelation.  |
| 20 | Mr. Coleman; second from Dr. Shawn Wilson.              |
| 21 | Any questions or comments from the                      |
| 22 | Board?  |
| 23 | (No response.)  |
| 24 | MR. JONES:  |
| 25 | There being none, any questions or                      |
|    |   |



| 1         | comments from the public?                               |
|-----------|---|
| 2         | (No response.)  |
| 3         | MR. JONES:  |
| 4         | There is none. All in favor, say "aye."                 |
| 5         | (Several members respond "aye.")                        |
| 6         | MR. JONES:  |
| 7         | Any opposed?  |
| 8         | (No response.)  |
| 9         | MR. JONES:  |
| LO        | There is none. The motion carries.                      |
| 11        | MR. USIE:   |
| <b>12</b> | Next we have four special requests. The                 |
| 13        | first one is Fabricated Steel Products, LLC. They're    |
| <b>14</b> | requesting the re-approval of their Application Number  |
| 15        | 20190168 and corresponding Exhibit A that were          |
| 16        | previously approved at the August 28th, 2019 Board      |
| <b>L7</b> | meeting. The two new jobs and 40,000 in total payroll   |
| 18        | initially reported has been revised to 10 new jobs with |
| 19        | 300,000 in total payroll, and the corrected summary is  |
| 20        | displayed below.  |
| 21        | MR. JONES:  |
| 22        | Any recommendation from the staff on                    |
| 23        | this one?   |
| 24        | (No response.)  |
| 25        | MR. JONES:  |



| 1  | So I would entertain a motion to approve                 |
|----|--|
| 2  | this special request from Fabricated Steel Products.     |
| 3  | From Ms. Malone, motion; second from Mr.                 |
| 4  | Windham.   |
| 5  | Any questions or comments from the                       |
| 6  | Board?   |
| 7  | MR. WINDHAM:   |
| 8  | I have a question. Do we have a                          |
| 9  | representative from the company here?                    |
| 10 | MR. JONES:   |
| 11 | Do we have a representative from the                     |
| 12 | company?   |
| 13 | MR. WINDHAM:   |
| 14 | I just want to know what happened in the                 |
| 15 | process.   |
| 16 | MR. WEGE:  |
| 17 | So my name is Robert Wege. I'm a                         |
| 18 | partner with Sumit Credits, the consulting firm that     |
| 19 | helped Fabricated Steel file the application, and at the |
| 20 | time of the application, when we filed it, we were not   |
| 21 | aware that East Baton Rouge had set forth guidelines     |
| 22 | that as to how many jobs needed to be created in order   |
| 23 | for them to approve the application through their        |
| 24 | process, so that's why we increased the jobs.            |
| 25 | And I would ask, if there's any way                      |



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| 1  | possible that we could, once an application goes through |
|----|--|
| 2  | this Board and is approved, if we raise the limits,      |
| 3  | whether it's investment or jobs, having to come back     |
| 4  | through this body for a second approval sometimes can be |
| 5  | a little bit burdensome, especially if you've got a      |
| 6  | company that's anxious to get started on their project.  |
| 7  | MR. WINDHAM:   |
| 8  | All right. So there's a followup to                      |
| 9  | that. You know there's consequence if you don't meet     |
| 10 | the job requirements; correct?                           |
| 11 | MR. WEGE:  |
| 12 | Yes, sir, absolutely.                                    |
| 13 | MR. JONES:   |
| 14 | So somehow to weave that into the                        |
| 15 | process may not be such a bad idea, because on the       |
| 16 | downside, there is a consequence, but on the upside, if  |
| 17 | they meet the minimum threshold to support the           |
| 18 | application, I think that should be taken into           |
| 19 | consideration and possibly save our time, staff time,    |
| 20 | local's time, everyone's time in the process itself.     |
| 21 | MR. JONES:   |
| 22 | Secretary Pierson.                                       |
| 23 | SECRETARY PIERSON:                                       |
| 24 | Well, there's a very valid point before                  |
| 25 | the Board, and it's not completely illuminated here by   |



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the discussion. He's coming back to actually raise the number of jobs in this, we applaud that, but what he's pointing out is that our political subdivisions have enacted rules, process that are more stringent than what the Board has the ability to authorize. That's something we would like to address. We're having those conversations right now and anticipate that by our next board meeting, we'll come back with some stronger language directing political subdivisions to alleviate this kind of concern.

MR. WEGE:

Thank you.

#### MR. WINDHAM:

If I might add to that too, just for consideration, you know, some of our industries work in very fluid operations. So where they may think they're going to have 10 jobs one year, that first year they may have that, but because of contracts, you know, changes in the oil industry, all of the sudden they increase their jobs to 40, but then the next year or the next subsequent years, maybe they drop down to eight. Is it fair to not give them credit for those 40 jobs that were created for a three-year period due to the economics of the world?

#### SECRETARY PIERSON:



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Well, without taking up too much time, I would say that certainly there's two elements involved One is the absolute requirement there is a return back to the state. So if we're going to grant these exemptions or other kinds of enumeration to the companies, then we want to confirm that we had performance. Now, we understand that the performance may rise and fall, business conditions are difficult, so typically when we get into the realm of what we might refer to in industry as "clawbacks," we will recognize the performance that the company did achieve and not claw everything back, but proportionate to their performance is the penalty for failing to meet the obligation that they entered their contractural obligation to the state with.

MR. WINDHAM:

All right. Thank you.

MR. JONES:

You have some comments?

MS. BOURGEOIS:

Just to follow up a little bit on that, Mr. Windham. It will be up to the Board if and when a company does not meet their required jobs that they had committed to in Exhibit A as to what the penalty will So that will come back to you for consideration, be.



| 1  | and ultimately you decide what the penalty is.          |
|----|---|
| 2  | MR. WINDHAM:  |
| 3  | Good. Thank you, Ms. Tam, from LED.                     |
| 4  | MR. JONES:  |
| 5  | All right. Any other questions or                       |
| 6  | comment from the 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 | There is none. That motion carries.                     |
| 21 | Thank you, sir.   |
| 22 | MR. USIE:   |
| 23 | Next special is for Bollinger Shipyards,                |
| 24 | LLC. They are requesting the consideration of the below |
| 25 | partial transfer of Contract Number 20151877 to         |
|    |   |



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| 1  | Bollinger Algiers, LLC. The transfer request was filed   |
|----|--|
| 2  | 7/31/2019 with a reported effective date of transfer of  |
| 3  | 5/1/201, which is beyond the three-month time period     |
| 4  | allowed for ITEP rule.                                   |
| 5  | MR. JONES:   |
| 6  | To the Board and to the public, on this                  |
| 7  | particular matter, some information came to me           |
| 8  | yesterday, and I'm going to ask that we defer this until |
| 9  | the next meeting. We simply didn't get an opportunity    |
| 10 | yesterday to get all of the questions that I had         |
| 11 | answered.  |
| 12 | So I will entertain a motion to defer                    |
| 13 | the Bollinger Shipyard special request from Contract     |
| 14 | Number 20151877.   |
| 15 | Motion from Mr. Windham; second from Mr.                 |
| 16 | Coleman.   |
| 17 | Any question or comments on that issue                   |
| 18 | from the Board?  |
| 19 | (No response.)   |
| 20 | MR. JONES:   |
| 21 | Any comments or questions from the                       |
| 22 | public?  |
| 23 | (No response.)   |
| 24 | MR. JONES:   |
| 25 | There being none, all in favor of                        |



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| 1  | deferring the Bollinger Shipyard request, say "aye."     |
|----|--|
| 2  | (Several members respond "aye.")                         |
| 3  | MR. JONES:   |
| 4  | Any opposed?   |
| 5  | (No response.)   |
| 6  | MR. JONES:   |
| 7  | No opposition. The motion carries.                       |
| 8  | We'll take that up at the next meeting.                  |
| 9  | MR. USIE:  |
| 10 | Next we have Precision Cutting                           |
| 11 | Specialties, LLC requesting consideration of the below   |
| 12 | partial transfer of Contract 20141149-A to Dis-Tran      |
| 13 | Steel, LLC, an affiliated entity. The transfer request   |
| 14 | was filed on 8/21 of 2019 with a reported effective date |
| 15 | of transfer of $5/1$ of 2019, which is beyond the        |
| 16 | three-month time period allowed per ITEP rule.           |
| 17 | MR. JONES:   |
| 18 | Motion to approve, Mr. Devillier; second                 |
| 19 | from Mr. Windham.  |
| 20 | Do we have anyone here from Precision                    |
| 21 | Cutting Specialties?                                     |
| 22 | MR. WEGE:  |
| 23 | Robert Wege with Sumit Credits again.                    |
| 24 | We represent Precision Cutting, and they are actually a  |
| 25 | wholly-owned subsidiary of Crest Industries. And what    |



| 1         | happened here is they, both of these entities, are       |
|-----------|--|
| 2         | wholly-owned subsidiaries, and so it was an intercompany |
| 3         | transaction that happened when these assets were         |
| 4         | transferred over, and it was not realized by us or       |
| 5         | anyone in the company that we needed to file for this    |
| 6         | transfer of ownership because it was an intercompany     |
| 7         | transaction.   |
| 8         | MR. JONES:   |
| 9         | Okay. All right. Do we have a                            |
| LO        | recommendation from staff on this at all?                |
| 11        | (No response.)   |
| 12        | MR. JONES:   |
| 13        | No recommendation from staff?                            |
| 14        | MR. WINDHAM:   |
| 15        | If I may, there were no taxes paid on                    |
| 16        | it?  |
| <b>L7</b> | MR. WEGE:  |
| 18        | No, sir.   |
| 19        | MR. JONES:   |
| 20        | I would entertain a motion to approve                    |
| 21        | the request.   |
| 22        | Mr. Devillier or Mr. Windham moves;                      |
| 23        | Mr. Carmody seconds.                                     |
| 24        | Any questions or comments from the                       |
| 25        | Board?   |
|           | 1  |



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| 1  | (No response.)   |
|----|--|
| 2  | MR. JONES:   |
| 3  | All right. Any questions or comments                     |
| 4  | from the public?   |
| 5  | (No response.)   |
| 6  | MR. JONES:   |
| 7  | There being none, all in favor, say                      |
| 8  | "aye."   |
| 9  | (Several members respond "aye.")                         |
| 10 | MR. JONES:   |
| 11 | Any opposed?   |
| 12 | (No response.)   |
| 13 | MR. JONES:   |
| 14 | No opposition. Thank you.                                |
| 15 | MR. USIE:  |
| 16 | Next we have Louisiana Spirits, LLC,                     |
| 17 | Application Number 20170480. It was approved at the      |
| 18 | June 26, 2019 Board meeting. Louisiana Economic          |
| 19 | Development posted the approval to their website within  |
| 20 | the three-day period required per ITEP rule. The         |
| 21 | application was deemed approved, however, the Jefferson  |
| 22 | Davis Parish School Board denied the application at it's |
| 23 | August 29, 2019 special meeting, which date falls within |
| 24 | the 60-day period to take action, but not for providing  |
| 25 | notice during the initial 30-day window.                 |



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LED is referring this matter to the Board of Commerce and Industry for their consideration, and there's a chart below outlining the timeframe.

MR. JONES:

Before we even consider the motion on this, let me see if I can help the Board on the facts of this case.

We have a situation where the -basically the local government is given 30 day's notice
or given 30 days to act upon applications. This
particular -- there was no action within the 30-day time
period. After the 30-day time period, the school board
disapproved or disallowed this particular application,
but it was outside the 30 days. It was within the 60
days that is required to act.

I understand we have some representatives here from the Jefferson Davis Parish School Board, but I understand that there were extenuating circumstances that led to this. As it stands right now, the ITEP application from Louisiana Spirits is approved because the school board disavowal was untimely, but what we're doing today is a special request to consider the school board's position.

So if we have representatives, I think Kirk Credeur and Bill Hebert from the school board, if



| 1  | y'all can come forward and let us know what happened.    |
|----|--|
| 2  | First of all, if you'll state your name                  |
| 3  | and your position, please.                               |
| 4  | MR. CREDEUR:   |
| 5  | Yes, sir. Thank you for the opportunity                  |
| 6  | to represent the will of my board. My name is Kirk       |
| 7  | Credeur. I'm the Superintendent of Jefferson Davis       |
| 8  | Parish School Board. Also have with me Mr. Bill Hebert.  |
| 9  | He is my Chief Financial Officer.                        |
| 10 | MR. JONES:   |
| 11 | Fantastic. Thank you very much. And I                    |
| 12 | believe I've hopefully simplified the facts here for the |
| 13 | Board in an accurate manner.                             |
| 14 | MR. CREDEUR:   |
| 15 | Very well. Yes, sir, you did.                            |
| 16 | MR. JONES:   |
| 17 | Let me know what happened. I know there                  |
| 18 | were some things happening there at the time.            |
| 19 | MR. CREDEUR:   |
| 20 | There were. There were several things                    |
| 21 | that were happening. Number one, since we're a small     |
| 22 | rural district, this process of the ITEP, as we very     |
| 23 | rarely go through this process, and so there's still     |
| 24 | some growing pains from this process from the way it     |
| 25 | starts to the way it finishes.                           |



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We've been willing to go and wanting to work with any kind of organization to make sure that we are open to any business that wants to come in and receptive to them. This particular process was interesting because when we did not get the original information sent to us or anybody contacted us when they started the process and started meeting with some of the entities in the school district, so we were alerted a little bit late.

We did, however, answer them within 30 calendar days -- I mean, excuse me, 30 workdays, but not 30 calendar days. So there may have been some misunderstanding with that. But the main that happened was is during the process that we're doing, for those that maybe keep up with the education business and what's going on with the state, we were hit with a lot of cyber attacks through the State of Louisiana that were attacking specifically school systems. During that process, we were mandated by the Governor of Louisiana to shut down all of our processes, which includes our e-mails, our phones, which are voiceover IPs that go through the computer system, all of our computer systems, our e-mails, all of our contacts, telephones and everything was shut down, and we were given a timeframe in which we had to get back on there with



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approvals from the state. So it was all hands on deck at that particular time trying to make sure we did not lose any valuable information, payroll information, employment information and things like that. And it was a very trying period for us at that particular time.

As soon as we were able to, we immediately contacted and they told us we were out of the 30-day window. We understood that, but we also talked with the council that Ms. Kristin Cheng, I believe, and then a Tam for the council, and she said go ahead and put it up before the Board anyway.

made the decision unanimously not to approve this particular thing, but we do understand it was outside the context of that. But in a small rural district, when you're having challenges establishing a procedural steps through all of the taxing entities, you know, there were several things that are challenging for all involved, the other taxing agencies as well as businesses, which we would like to eliminate, because we need it to be as efficient as possible for them. But we also felt we were not identified and provided this information in a timely fashion. We also felt that we had at no point at all been contacted Bayou Spirits to represent or present anything to us. I have still not



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| 1  | had a single call from them or any information from     |
|----|---|
| 2  | them.   |
| 3  | Also in the process, we understand that                 |
| 4  | they're supposed to give us an opportunity to have a    |
| 5  | phone call so that we can coordinate any kind of        |
| 6  | misunderstandings. Since we hadn't been we weren't      |
| 7  | contacted initially, there was no follow-up phone call  |
| 8  | for that particular thing either.                       |
| 9  | Now, I'm not blaming them. I just think                 |
| 10 | it's the uniqueness of the process and the newness of   |
| 11 | the process in a very small, rural, agrarian district   |
| 12 | that is not used to these processes, that getting       |
| 13 | everybody to come together, there were just             |
| 14 | communication errors all around, which I think were not |
| 15 | necessarily fair to Bayou Spirits nor to us.            |
| 16 | So that's kind of the process in a                      |
| 17 | nutshell out of how it fell.                            |
| 18 | MR. JONES:  |
| 19 | If I may, do you know the dates that                    |
| 20 | your that the e-mail or cyber                           |
| 21 | MR. CREDEUR:  |
| 22 | We were if I remember correctly,                        |
| 23 | approximately July the 5th.                             |
| 24 | MR. HEBERT:   |
| 25 | We were notified by the Governor's                      |



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office on July 29th, Monday, to shut down our e-mail or internet connections and to begin immediately a series of six protocol maneuvers that our IT department and everybody else involved had to go in order to make sure that we were safe from cyber attacks in the future. MR. JONES: Okay. So you were shut down on July the 29th until when? MR. HEBERT: Yes, sir. And we were not able to get our systems back up to a barely minimal functional level until Monday, August the 5th, which is the day that I then contacted Ms. Cheng. MR. JONES: Now, according to information we have in front of it us, it appears that LED notified you of the this Board's approval of the Louisiana Spirits application on July the 2nd. Did you receive that e-mail? MR. HEBERT: No, sir, we did not receive an e-mail. We received a packet of information in the mail via certified mail. I want to say that we got that around



July 10th.

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MR. JONES:

| 1          | It says here on July the 8th.                            |
|------------|--|
| 2          | MR. HEBERT:  |
| 3          | Okay. That   |
| 4          | MR. JONES:   |
| 5          | Well, actually that's it was sent. You                   |
| 6          | may have received it on the 10th.                        |
| 7          | MR. HEBERT:  |
| 8          | Yes, sir.  |
| 9          | MR. JONES:   |
| LO         | Well, actually it says you received it                   |
| 11         | on the 15th.   |
| 12         | MR. HEBERT:  |
| 13         | I'll go with the 15th.                                   |
| <b>14</b>  | MR. JONES:   |
| 15         | I understand.  |
| <b>L</b> 6 | So as of July 15th you had actual notice                 |
| <b>L7</b>  | of the Louisiana Spirits application?                    |
| 18         | MR. HEBERT:  |
| 19         | Yes, sir. That's our first                               |
| 20         | notification.  |
| 21         | MR. JONES:   |
| 22         | All right. I know this is an unusual                     |
| 23         | situation, guys, and that's the reason I wanted to spend |
| 24         | a little bit of time digging into the details.           |
| 25         | Do we have any other questions or                        |
|            |  |



| 1         | comments from the Board before we even get to what the   |
|-----------|--|
| 2         | appropriate motion is?                                   |
| 3         | Ms. Cola.  |
| 4         | MS. COLA:  |
| 5         | I just want a little clarity in terms of                 |
| 6         | I think I understood you to say that Bayou Spirits had   |
| 7         | not contacted you prior to the application process; is   |
| 8         | that correct?  |
| 9         | MR. CREDEUR:   |
| 10        | I have not been personally contacted by                  |
| 11        | anyone from Bayou Spirits.                               |
| 12        | MS. COLA:  |
| 13        | Not only you, but no one with, I guess,                  |
| <b>14</b> | your organization was contacted?                         |
| 15        | MR. CREDEUR:   |
| 16        | To my knowledge, no, ma'am, but I can't                  |
| <b>L7</b> | speak for everyone for the organization. I know I am     |
| 18        | the Secretary for the school board as far as getting     |
| 19        | things on the agenda. I'm also the Superintendant, and   |
| 20        | I have not been contacted by anyone by phone or anything |
| 21        | at this point.   |
| 22        | MS. COLA:  |
| 23        | And to date? Okay. Thank you.                            |
| 24        | MR. CREDEUR:   |
| 25        | Yes, ma'am.  |



| 1         | MR. JONES:   |
|-----------|--|
| 2         | Mr. Carmody.   |
| 3         | MR. CARMODY:   |
| 4         | Being that you did not hear from the                   |
| 5         | applicant at all, I guess my question for LED is when  |
| 6         | applications are made, there has to be now a checklist |
| 7         | as in these are the local taxing authorities that you  |
| 8         | need to follow up with and get their approval in order |
| 9         | to get the application processed; correct?             |
| LO        | MR. USIE:  |
| 11        | Under the 2018 rules, the applicant is                 |
| 12        | not required to contact the locals. They can, but that |
| 13        | 2017 rules they're required to contact the locals and  |
| 14        | get an Exhibit B. Under 2018, the process is reversed  |
| 15        | and we notify them. We post the approvals within three |
| <b>16</b> | business days to our website, and we notify via e-mail |
| <b>L7</b> | and certified mail.                                    |
| 18        | MR. CARMODY:   |
| 19        | Okay. Thank you for your clarification.                |
| 20        | MR. JONES:   |
| 21        | Any other questions or comments from the               |
| 22        | Board?   |
| 23        | Dr. Wilson.  |
| 24        | DR. S. WILSON:   |
| 25        | Just for clarification, the school board               |



| 1          | indicated that they received it and your comments        |
|------------|--|
| 2          | indicate that it was received on the 15th, but it shows  |
| 3          | that an e-mail was sent on the 2nd. Do we get a          |
| 4          | received or read report or anything like that from those |
| 5          | that are sent?   |
| 6          | MS. CHENG:   |
| 7          | I sent it with a read receipt. I can                     |
| 8          | check my inbox for one, but                              |
| 9          | DR. S. WILSON:   |
| LO         | And whose attention was it, an elected                   |
| 11         | official or a secretary                                  |
| 12         | MS. CHENG:   |
| 13         | It was to Mr. Hebert.                                    |
| L <b>4</b> | DR. S. WILSON:   |
| 15         | Mr. Hebert. Okay.  |
| L6         | MS. COLA:  |
| L7         | I'm sorry. Just to dovetail on that                      |
| 18         | question, so there was no bounceback in your e-mail      |
| 19         | saying   |
| 20         | MS. CHENG:   |
| 21         | No, ma'am, I did not receive a                           |
| 22         | bounceback.  |
| 23         | MR. JONES:   |
| 24         | Mr. Windham.   |
| 25         | MR. WINDHAM:   |



| 1         | I guess a couple quandaries that I have                  |  |  |  |
|-----------|--|--|--|--|
| 2         | within this. You received it on the 15th, you had 14     |  |  |  |
| 3         | days before you got notice that you were under attack?   |  |  |  |
| 4         | MR. CREDEUR:   |  |  |  |
| 5         | Yes, sir.  |  |  |  |
| 6         | MR. WINDHAM:   |  |  |  |
| 7         | Right? So did you know that you were                     |  |  |  |
| 8         | going to be under attack on that 15th day? So for 14     |  |  |  |
| 9         | days there was no action taken?                          |  |  |  |
| LO        | MR. CREDEUR:   |  |  |  |
| 11        | That's correct.  |  |  |  |
| 12        | MR. JONES:   |  |  |  |
| 13        | Obviously. So did you know you were                      |  |  |  |
| 14        | going to take action on that 30th day?                   |  |  |  |
| 15        | MR. CREDEUR:   |  |  |  |
| 16        | Did we know we were going to take action                 |  |  |  |
| <b>L7</b> | on that 30th day?  |  |  |  |
| 18        | MR. WINDHAM:   |  |  |  |
| 19        | Yeah. Did you know that "I'm going to                    |  |  |  |
| 20        | send an e-mail to tomorrow because we want this to go to |  |  |  |
| 21        | the council"?  |  |  |  |
| 22        | MR. HEBERT:  |  |  |  |
| 23        | I can answer that question.                              |  |  |  |
| 24        | The packet was directed to me. I was                     |  |  |  |
| 25        | busy putting together the budget for the school board.   |  |  |  |



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It was on my desk of things to do. I had a timeline on it. I knew I had to act by the 31st. Furthermore, with e-mail communications, it's instantaneous.

Now, in hindsight, maybe I should have acted immediately as soon as I got that letter on the 15th, but it didn't happen that way. And, furthermore, because of what happened with the Governor's Executive Order, I wasn't allowed all of the time I was afforded to under the rules to be able to respond.

### MR. WINDHAM:

I know, you know, this Board and the public and all of our stakeholders and the economic developers in the world, across Louisiana's world anyway, you know, we've gone through a lot of effort to provide certainty so the company's can make the investments. They know if they go through the process, that there's a timeline. There's a timeframe after "X" point that we don't have to be concerned that we're going to get restricted on what we've done. So my indiction with this is we put the timelines in place for a reason.

I make the motion that we deny the appeal by the local school board to reconsider this because the timeline was not met.

#### MR. JONES:



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| 1  | We have a motion from Mr. Windham to                     |  |  |  |  |
|----|--|--|--|--|--|
| 2  | deny the request from the school board. Do we have a     |  |  |  |  |
| 3  | second?  |  |  |  |  |
| 4  | (No response.)   |  |  |  |  |
| 5  | MR. JONES:   |  |  |  |  |
| 6  | Motion dies for lack of a second.                        |  |  |  |  |
| 7  | Okay. Do we have any other motion to                     |  |  |  |  |
| 8  | consider?  |  |  |  |  |
| 9  | MS. MALONE:  |  |  |  |  |
| 10 | I have a question. So the other local                    |  |  |  |  |
| 11 | governing bodies, did they respond back? Did they take   |  |  |  |  |
| 12 | anything before their respective boards or did they just |  |  |  |  |
| 13 | not respond at all?                                      |  |  |  |  |
| 14 | MR. CREDEUR:   |  |  |  |  |
| 15 | Yeah. It was my knowledge that there                     |  |  |  |  |
| 16 | was some hesitation at first by the police jury, and     |  |  |  |  |
| 17 | then they did finally go ahead and approve them the      |  |  |  |  |
| 18 | exemption.   |  |  |  |  |
| 19 | MS. MALONE:  |  |  |  |  |
| 20 | And what about the sheriff?                              |  |  |  |  |
| 21 | MR. USIE:  |  |  |  |  |
| 22 | The sheriff did not respond, so it was                   |  |  |  |  |
| 23 | automatically approved. But the police jury did, and     |  |  |  |  |
| 24 | they notified us of approval.                            |  |  |  |  |
| 25 | MR. JONES:   |  |  |  |  |



| 1  | Do we have anyone here from Louisiana                    |  |  |  |
|----|--|--|--|--|
| 2  | Spirits?   |  |  |  |
| 3  | I wanted to be sure that first of                        |  |  |  |
| 4  | all, state your name and your position                   |  |  |  |
| 5  | MR. BRODERICK:   |  |  |  |
| 6  | Jesse Broderick with Sumit Credits. We                   |  |  |  |
| 7  | represent Louisiana Spirits and Bayou Rum. I appreciate  |  |  |  |
| 8  | the opportunity to share our side of the story.          |  |  |  |
| 9  | MR. JONES:   |  |  |  |
| 10 | Let's get in front of the mic a little                   |  |  |  |
| 11 | bit better. Pull it to you. Thank you.                   |  |  |  |
| 12 | MR. BRODERICK:   |  |  |  |
| 13 | In working through the process, the new                  |  |  |  |
| 14 | process, we generally work with the local economic       |  |  |  |
| 15 | development individual, and Marion Fox in this instance. |  |  |  |
| 16 | And we were in contact with her and we rely on those     |  |  |  |
| 17 | local economic officials to know their jurisdictions and |  |  |  |
| 18 | we relied on her to be the individual to help facilitate |  |  |  |
| 19 | meetings with the appropriate locals that we needed to   |  |  |  |
| 20 | meet with.   |  |  |  |
| 21 | We did have numerous meetings with the                   |  |  |  |
| 22 | police jury. We were there many, many times, over five   |  |  |  |
| 23 | times, in the parish to talk about this project, and our |  |  |  |
| 24 | understanding was the school board, you know, we would   |  |  |  |
| 25 | have been notified Marion if we should have contacted    |  |  |  |



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the school board. Hindsight's 20/20. Maybe we should have reached out on our own and done that, but we did not.

So from our standpoint, you know, our understanding is that the police jury was the only individuals that we needed to work with them, we were there for many meetings and we got the approval. were not aware of anything with the school board. were not even aware of the special meeting that they ended up holding. We were not notified of that. LED was notified at 3 p.m. the day before. The meeting was held at 5 p.m. the next day, so just over 24 hours. We didn't know about it. We weren't notified. meeting, we did get the meeting -- the notes from the meeting, and it was not a unanimous decision. 6-to-4 vote according to minutes that were posted online. So had we had the opportunity to know about it and be there, we certainly would have been there, we certainly would have brought the company and helped make a presentation and reached out to the school board. if we need to do that, we're happy to at this point. Whatever we need to do.

DR. S. WILSON:

I have a question for the staff. What is the value of the exemption?



| 1          | MR. USIE:  |  |  |  |  |  |
|------------|--|--|--|--|--|--|
| 2          | We don't have it on this agenda. It was                |  |  |  |  |  |
| 3          | from the previous June agenda.                         |  |  |  |  |  |
| 4          | MR. BRODERICK:   |  |  |  |  |  |
| 5          | I probably have that number myself.                    |  |  |  |  |  |
| 6          | Hold on.   |  |  |  |  |  |
| 7          | Roughly it's about a \$7-million                       |  |  |  |  |  |
| 8          | investment that we're talk about. So if you take about |  |  |  |  |  |
| 9          | 1 percent of that, that would be about 70, \$80,000 a  |  |  |  |  |  |
| 10         | year. We've got the application pulled up. One second. |  |  |  |  |  |
| 11         | Thank goodness for technology.                         |  |  |  |  |  |
| 12         | MR. WINDHAM:   |  |  |  |  |  |
| 13         | Mr. Jones, if I could just interrupt for               |  |  |  |  |  |
| <b>14</b>  | one second.  |  |  |  |  |  |
| 15         | So this is just a point for                            |  |  |  |  |  |
| <b>L</b> 6 | clarification  |  |  |  |  |  |
| <b>L7</b>  | MR. BRODERICK:   |  |  |  |  |  |
| 18         | 53,000 per year.                                       |  |  |  |  |  |
| 19         | MR. CARMODY:   |  |  |  |  |  |
| 20         | Total?   |  |  |  |  |  |
| 21         | MR. BRODERICK:   |  |  |  |  |  |
| 22         | Per year. The total over a 10-year                     |  |  |  |  |  |
| 23         | period is estimated to be 535,000.                     |  |  |  |  |  |
| 24         | MS. MALONE:  |  |  |  |  |  |
| 25         | But that's for all the whole parish,                   |  |  |  |  |  |



| 1  | I mean, the whole  |  |  |  |
|----|--|--|--|--|
| 2  | MR. BRODERICK:   |  |  |  |
| 3  | That's the entire millage, correct, not                  |  |  |  |
| 4  | just the school board.                                   |  |  |  |
| 5  | MR. CARMODY:   |  |  |  |
| 6  | Thank you.   |  |  |  |
| 7  | MR. WINDHAM:   |  |  |  |
| 8  | Real quick question. So if no action is                  |  |  |  |
| 9  | taken by the Board, then the exemption is enforced?      |  |  |  |
| 10 | MR. JONES:   |  |  |  |
| 11 | Exactly.   |  |  |  |
| 12 | MR. WINDHAM:   |  |  |  |
| 13 | Okay. I'd like to reconsider my motion.                  |  |  |  |
| 14 | And I'm not sure exactly how to phrase this, but I go    |  |  |  |
| 15 | back to the rules. The rules were 30 days, and I make    |  |  |  |
| 16 | the motion that we stick to the rules that we put in     |  |  |  |
| 17 | place, which say that any local objection has to be done |  |  |  |
| 18 | within 30 days or the exemption moves forward.           |  |  |  |
| 19 | So my motion is to move the exemption                    |  |  |  |
| 20 | forward as approved by this Board.                       |  |  |  |
| 21 | MR. JONES:   |  |  |  |
| 22 | Do we have a second to that motion?                      |  |  |  |
| 23 | Second from Mr. Devillier.                               |  |  |  |
| 24 | Any other questions or comments from the                 |  |  |  |
| 25 | Board?   |  |  |  |



| 1  | (No response.)  |  |  |  |  |
|----|---|--|--|--|--|
| 2  | MR. JONES:  |  |  |  |  |
| 3  | Any questions or comments from the                      |  |  |  |  |
| 4  | public including the parties?                           |  |  |  |  |
| 5  | (No response.)  |  |  |  |  |
| 6  | MR. JONES:  |  |  |  |  |
| 7  | There being none, all in favor of said                  |  |  |  |  |
| 8  | motion, say "aye."                                      |  |  |  |  |
| 9  | (Several members respond "aye.")                        |  |  |  |  |
| 10 | MR. JONES:  |  |  |  |  |
| 11 | Any opposed?  |  |  |  |  |
| 12 | (No response.)  |  |  |  |  |
| 13 | MR. JONES:  |  |  |  |  |
| 14 | No opposition. Louisiana Spirits'                       |  |  |  |  |
| 15 | application and approval moves on. Thank you very much. |  |  |  |  |
| 16 | MR. USIE:   |  |  |  |  |
| 17 | That concludes the ITEP portion of the                  |  |  |  |  |
| 18 | agenda.   |  |  |  |  |
| 19 | MR. JONES:  |  |  |  |  |
| 20 | All right. Now, do we have any other                    |  |  |  |  |
| 21 | business to come before the Board before I know that    |  |  |  |  |
| 22 | the Secretary has a few comments, and frankly some very |  |  |  |  |
| 23 | important comments that I want the public to hear as    |  |  |  |  |
| 24 | well concerning some issues we have. So if there are no |  |  |  |  |
| 25 | other business before the Board, I'll turn the podium   |  |  |  |  |



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over to Secretary Pierson.

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#### SECRETARY PIERSON:

Thank you, Mr. Chairman, and thank you to this Board. Tough decisions come before you, and we have your responsibilities to execute those and appreciate that.

There have been some turbulence around the ITEP the last three and a half years that you've managed on our behalf. Evidence of that today as we entertained basically three sets of rules on the ITEP program, the pre-EO and then the '17 and the '18 set.

Looking forward, we would be hopeful that we will transition from pre-EO projects, those that filed an advance notification prior that point in June of '18. Today you still had some that were coming before you. When an advance notification is filed, it is to be a genuine commitment of intent to make an investment, a genuine commitment to create or retain new jobs. So those advance notifications may be extended, amended, by moving forward the estimated project completion date. So a process is in place that accommodates the flexibility needed by business and industry as they experience design issues or flooding may occur, all kind of things that may or may not be in their control, there's this mechanism to extend the



timeframe.

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But now that we are more than three years past the Governor's changes to ITEP, LED believes it's a good time to gain an understanding of how many projects with advance notifications dating prior to the changes are still in progress, still being considered. We certainly understand the projects can take multiple years before being completed or commencing operation, and we are just gathering information regarding these projects and they're following the old rules and they remain in progress. We're hopeful of that. We'd like to see the investment. We'd like to see the jobs, but we are going to be asking both in the record today and in some written documentation for companies who intend to act on the advance notifications that they have on file with us or additional applications under a pre-Executive Order advance notification, notify our ITEP administrators by the end of the year so they can compile a listing and report back to you how many active projects are out there and what their status is.

So particularly to a lot of our professionals that manage these programs on behalf of their clients, we certainly would like to see this inventory of what you consider to be active pre-EO advances that are out there so that we can bring this



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information, a compiled report for the Board of Commerce and Industry and advise you of the status of the projects that have expressed this genuine commitment to make an investment, it will be going on four years ago by the time you see this, and also advise you of their status as it pertains to the ITEP Executive Order.

of this request, but I wanted to mention it publicly now so that those present, both from the Board's perspective and professionals that were in this field, will begin to review their files for active pre-EO advances and allow us are to consolidate and give you a status report on that.

I have some other comments just in general, but this was one that was technically appropriate for the Board to have information regarding. If there's any questions related to this, I'll be happy to answer them.

#### MR. JONES:

Mr. Secretary, on that information, can that be just a simple e-mail to the appropriate staff in the ITEP program? How do you want the information transmitted?

#### SECRETARY PIERSON:

Well, we will look to the department,



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but quite likely we have a universe small enough to do the electronic notification to those that have an advance and also do the certified mail to them based on it being a universe small enough that we can manage that. That's the intent going forward.

I'd like to say it's a small number, but until we've done this inventory and have the input from the professionals, that will really solidify things. As you know, at out last meeting we talked about that you pre-EO application can be phased, so this would also apply so if you have additional phases that have not yet executed, then we'd want to have notice of that.

All right. Well, Mr. Chairman, I'm just very pleased to report that the Louisiana economy remains strong. We're at a 4.3 unemployment rate, the lowest in 11 years, with more than 2-million people working in Louisiana today. New Orleans and Baton Rouge reported that they have achieved record levels of employment. So glad to see New Orleans back on their feet. This is their strongest number since Katrina, and that coincides with my service at the department, so it's particularly satisfying to see that much progress made there.

GDP is at an all-time high for us, strong workforce development initiatives. As you know,



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we continue to have the Number 1 training program in the nation through our Louisiana FastStart with winning that award 10 years in a row. We're certainly continuing strong partnerships with our educational institutions across the state. There will be some good news up at Louisiana Tech a little later today, but it's these strong partnerships that are really driving a lot of our success in economic development.

Certainly very pleased with our accredited department, the only one in the nation, that also received last week the Gold Medal in the highest percentile of population over 500,000, so the biggest category, and the Gold Medal came to us for our Small Business Suite of Services, something we put a lot of muscle against over the last four years and some fantastic support representing capacities through these programs for the small business fabric that backs up all of our big projects that keeps our existing industry, the products, services and the things they need the support from for small business strong. So it's a whole ecosystem there for us, and to get that recognition for a part of our department that labors with Small Business Service Development and Execution, very proud of their efforts and what we've been able to achieve there.

That completes my report.



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| 1          | MR. JONES:   |
|------------|--|
| 2          | Thank you, Mr. Pierson. Great                            |
| 3          | information.   |
| 4          | And for all of the times we don't say                    |
| 5          | it, to all of the members of LED department, we than you |
| 6          | for what you do. We know that when you get here on       |
| 7          | these meetings and you present the information that      |
| 8          | represents a lot of work on a lot of people's behalf,    |
| 9          | and meads extend our gratitude to all of the members of  |
| 10         | your team. We appreciate it very, very much. And         |
| 11         | congratulations to the work and recognition that LED has |
| 12         | received.  |
| 13         | Any other comments or questions?                         |
| <b>14</b>  | (No response.)   |
| 15         | MR. JONES:   |
| <b>L</b> 6 | I will then entertain a motion to                        |
| L7         | adjourn.   |
| 18         | Motions and seconds.                                     |
| 19         | All in favor, say "aye."                                 |
| 20         | (Several members respond "aye.")                         |
| 21         | MR. JONES:   |
| 22         | We are adjourned. Thank you.                             |
| 23         | (Meeting concludes at 11:12 a.m.)                        |
| 24         |  |
| 25         |  |



#### REPORTER'S CERTIFICATE:

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

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

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

Dated this 13th day of November, 2019.

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ELICIA H. WOODWORTH, CCR
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|                                | <b>15th</b> 72:11,13,16 75:2 | <b>20140285</b> 52:18         | <b>20161550</b> 36:10            |
|--------------------------------|------------------------------|-------------------------------|----------------------------------|
|                                | 76:2,8 77:6                  | <b>20140338</b> 46:16         | <b>20161557</b> 23:4             |
| <b>\$12-billion</b> 11:10 19:4 | <b>16</b> 29:25 46:13        | <b>20140339</b> 46:17         | <b>20161839</b> 40:19            |
| <b>\$16-million</b> 26:8       | <b>18</b> 20:17              | <b>20140340</b> 46:18         | <b>20161875</b> 27:25            |
| <b>\$20-million</b> 15:1       | 2                            | <b>20140341</b> 46:19         | <b>20161883</b> 23:6             |
| <b>\$352-million</b> 12:18     |                              | <b>20140342</b> 46:20         | <b>2017</b> 37:12 74:13          |
| <b>\$4-million</b> 41:15       | <b>2,000</b> 12:24 14:9      | <b>20140343</b> 46:21         | <b>20170205</b> 40:25            |
| <b>\$7-million</b> 81:7        | <b>2-to-1</b> 12:14          | <b>20140344</b> 46:22         | <b>20170232</b> 23:2             |
| <b>\$80,000</b> 12:2 81:9      | <b>20</b> 18:25              | <b>20140346</b> 46:24         | <b>20170239</b> 37:15            |
| <b>\$96-million</b> 12:17      | <b>20/20</b> 80:1            | <b>20140754</b> 47:1          | <b>20170302</b> 40:20            |
|                                | <b>200</b> 15:19             | <b>20141061</b> 21:16         | <b>201703233</b> 37:12           |
| 1                              | <b>20081110</b> 29:15 32:8   | <b>20141082</b> 27:24         | <b>20170346</b> 8:9              |
| <b>1</b> 29:10 30:1,4,8 32:10  | <b>2009</b> 32:10            | <b>20141149-A</b> 63:12       | <b>20170377-A</b> 40:23          |
| 81:9                           | <b>20101115</b> 26:5         | <b>20141254</b> 9:24          | <b>20170390</b> 37:13            |
| <b>1,000</b> 12:9 14:6         | <b>2011</b> 29:18 32:11      | <b>20141305</b> 10:4          | <b>20170416</b> 40:11            |
| <b>1,200</b> 11:22 12:15       | <b>20110126</b> 55:15        | <b>20141383</b> 42:13         | <b>20170465</b> 8:10             |
| <b>1/1/09</b> 29:17            | <b>20110294</b> 47:23 50:16  | <b>20141403</b> 10:3          | <b>20170480</b> 65:17            |
| <b>10</b> 56:18 59:17          | <b>20111258</b> 29:8         | <b>20141574</b> 28:3,12       | <b>20170481</b> 8:8              |
| <b>10-year</b> 81:22           | <b>20120045</b> 46:15        | <b>2015</b> 29:25 49:6        | <b>20170492</b> 40:16            |
| <b>10/31/2015</b> 29:11        | <b>20120199</b> 47:24 50:21  | <b>20150636</b> 54:15         | <b>2018</b> 30:1,4,7 52:20       |
| <b>1046</b> 54:16              | <b>20121256</b> 26:6         | <b>20150686</b> 54:9          | 74:11,14                         |
| <b>1058</b> 54:11              | <b>20121272</b> 9:25         | <b>20150851</b> 43:15         | <b>20180045</b> 40:13            |
| <b>10th</b> 71:24 72:6         | <b>20121343</b> 36:7         | <b>20151293</b> 29:23         | <b>20180075</b> 37:14,24         |
| <b>11</b> 46:14                | <b>2013</b> 30:3,7           | <b>20151343</b> 27:22         | <b>20180087-A</b> 40:15          |
| <b>11th</b> 49:8               | <b>20130164</b> 47:25 51:1   | <b>20151877</b> 61:25 62:14   | <b>20180171</b> 40:12            |
| <b>12/13</b> 29:18             | <b>20130345</b> 46:23        | <b>2016</b> 29:21 30:4,8 40:9 | <b>20180365</b> 40:17            |
| <b>12/31</b> 29:17 52:19       | <b>20130904</b> 30:5         | <b>20160001</b> 36:6          | <b>2019</b> 29:14,22 49:8        |
| <b>12/31/2013</b> 32:10        | <b>20130905</b> 30:1         | <b>20160666-A</b> 36:12       | 52:20 56:16 63:14,15<br>65:18,23 |
| <b>1231</b> 54:10              | <b>20130926</b> 10:5         | <b>20160703</b> 34:15         | <b>20190020</b> 23:5             |
| <b>13</b> 29:14,18             | <b>20131048</b> 29:12        | <b>20160765</b> 28:2          | <b>20190168</b> 56:15            |
| <b>139</b> 26:5                | <b>20131061</b> 20:15        | <b>20160870</b> 27:23         | <b>20190230</b> 23:6             |
| <b>14</b> 29:13 76:2,8         | <b>20131327</b> 42:12        | <b>20161395</b> 29:19         | <b>20190250</b> 40:21            |
| <b>15</b> 29:10,25 40:8        | <b>2014</b> 29:13            | <b>20161519</b> 36:8          | <b>20190251</b> 40:22            |
| <b>151</b> 42:11               | <b>20140140</b> 10:2         | <b>20161546</b> 36:9          | <b>20190324</b> 40:14            |
| <b>155</b> 54:15               | <b>20140249</b> 48:1 51:5    | <b>20161549</b> 36:11         | <b>20190325</b> 40:24            |
|                                |                              | 20101070 00.11                | <b></b> TO.2T                    |
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