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MEETING MINUTES FOR
STATE OF LOUISIANA
BOARD OF COMMERCE AND INDUSTRY
HELD AT
LASALLE BUILDING
617 NORTH 3RD STREET
LABELLE ROOM
BATON ROUGE, LOUISIANA
ON THE 13TH DAY OF DECEMBER, 2019
COMMENCING AT 10:04 A.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR

MEETING MINUTES- BOARD OF COMMERCE AND INDUSTRY

1 **Appearances of Board Members Present:**

2 Neil Abramson
3 Tanita Gilbert-Baker
4 Thomas Carmody
5 Rickey Fabra
6 Josh Hollins
7 Jerald Jones
8 Heather Malone
9 Robby Miller
10 Jan Moller
11 Secretary Don Pierson
12 Darrel J. Saizan, Jr.
13 Judy Sampson
14 Daniel Schexnaydre
15 Ronnie Slone

16

17 **Staff members present:**

18 Steve Baham
19 Samantha Booker
20 Torie Butcher
21 Tam Bourgeois
22 Kristin Cheng
23 Frank Favaloro
24 Brenda Guess
25 Richard House
26 Mandi Mitchell
27 Joyce Metoyer
28 Robin Porter
29 Deborah Simmons
30 Hud Usie
31 Anne Villa

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1 MR. JONES: All right, ladies and gentlemen.
2 I'm pleased to announce, but we will confirm in just a
3 moment, but we appear to have a quorum. So on behalf of
4 the Board of Commerce & Industry, we will call the
5 December 2019 meeting to order.
6 Welcome, everyone, and if I don't remember to say it at
7 the end of the meeting, I hope everyone has a happy
8 holiday season and Merry Christmas.
9 Let's call the roll, please.

10 MS. SIMMONS: Good morning.
11 Designee Julie Sampson for Lieutenant
12 Governor.

13 MS. SAMPSON: Here.

14 MS. SIMMONS: Representative Neil Abramson.

15 MR. ABRAMSON: Here.

16 MS. SIMMONS: Tanita Baker.

17 MS. BAKER: Here.

18 MS. SIMMONS: Representative Thomas Carmody.

19 MR. CARMODY: Here.

20 MS. SIMMONS: Yvette Cola.

21 (No response.)

22 MS. SIMMONS: Major Coleman.

23 (No response.)

24 MS. SIMMONS: Rickey Fabra.

25 MR. FABRA: Here.



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1 MS. SIMMONS: Manuel Fajardo.
2 (No response.)
3 MS. SIMMONS: Jerald Jones.
4 MR. JONES: Here.
5 MS. SIMMONS: Heather Malone.
6 MS. MALONE: Here.
7 MS. SIMMONS: Charles Miller.
8 MR. MILLER: Here.
9 MS. SIMMONS: Jan Moller.
10 MR. MOLLER: Here.
11 MS. SIMMONS: Troy Carter.
12 (No response.)
13 MS. SIMMONS: Secretary Don Pierson.
14 SECRETARY PIERSON: Present.
15 MS. SIMMONS: Scott Richard.
16 (No response.)
17 MS. SIMMONS: Darrell Saizan.
18 (No response.)
19 MS. SIMMONS: Daniel Schexnaydre.
20 MR. SCHEXNAYDRE: Here.
21 MS. SIMMONS: Ronnie Slone.
22 MR. SLONE: Here.
23 MS. SIMMONS: Bobby Williams.
24 (No response.)
25 MS. SIMMONS: Steven Windham.



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1 (No response.)

2 MS. SIMMONS: Dr. Woodrow Wilson.

3 (No response.)

4 MS. SIMMONS: Designee Josh Hollins for Dr.
5 Shawn Wilson.

6 MR. HOLLINS: Here.

7 MS. SIMMONS: We have a quorum.

8 MR. JONES: Great. Thank you so much.

9 Ladies and gentlemen, you have before you or
10 you have received the minutes from the meeting of
11 October 23. I would entertain a motion to approve those
12 minutes.

13 We have a motion from Mr. Moller; second
14 from Mr. Slone.

15 Any questions or comments from the Board?

16 (No response.)

17 MR. JONES: Any questions or comments from
18 the public?

19 (No response.)

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

22 (Several members respond "aye.")

23 MR. JONES: Any opposed?

24 (No response.)

25 MR. JONES: There is none. The minutes are



1 approve.

2 Ms. Booker, lead us through the Quality Jobs
3 Program, please.

4 MS. BOOKER: Good morning. I have five new
5 Quality Jobs applications. Before I start, one is
6 requesting deferral: Cabot Corporation, Application
7 Number 20161534.

8 MR. JONES: I'll entertain a motion to defer
9 the application of Cabot Corporation.

10 Motion from Mr. Miller; second from Mr.
11 Carmody.

12 Any questions or comments from the Board?
13 (No response.)

14 MR. JONES: Any questions or comments from
15 the public?

16 (No response.)

17 MR. JONES: Seeing none, all in favor say
18 "aye."

19 (Several members respond "aye.")

20 MR. JONES: All opposed, say "aye."

21 (No response.)

22 MR. JONES: There being no opposition, that
23 matter is deferred.

24 Thank you, ma'am.

25 MS. BOOKER: No problem.



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1 I have four new Quality Jobs applications:
2 20170637, Ampirical Solutions, LLC, St. Tammany Parish;
3 20170638, Amperical Solutions, LLC, St. Tammany Parish;
4 20190005, Arcosa Marine Products, Inc., St. Tammany
5 Parish, 20190057, Stupp Bros., Inc., doing business as
6 Stupp Corporation in East Baton Rouge Parish.

7 That concludes the Quality Jobs
8 applications.

9 MR. JONES: Motion to approve these
10 applications.

11 Mr. Schexnaydre; second by Mr. Fabra.
12 Any questions or comments from the Board?
13 (No response.)

14 MR. JONES: Any questions or comments from
15 the public?

16 (No response.)

17 MR. JONES: There being none, all in favor,
18 say "aye."

19 (Several members respond "aye.")

20 MR. JONES: Any opposed?

21 (No response.)

22 MR. JONES: There being none, that motion
23 carries.

24 Thank you very much.

25 MS. BOOKER: I have one renewal application:



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1 Application Number 20141061, Fabricari, LLC in Jefferson
2 Parish.

3 MR. JONES: Motion to approve?

4 Motion from Ms. Malone; second from
5 Mr. Slone.

6 Any questions or comments from the Board?
7 (No response.)

8 MR. JONES: Seeing none, any questions or
9 comments from the public?

10 (No response.)

11 MR. JONES: Seeing none, all in favor, say
12 "aye."

13 (Several members respond "aye.")

14 MR. JONES: Any opposed?

15 (No response.)

16 MR. JONES: There being none, motion
17 carries.

18 MS. BOOKER: I have four Quality Jobs late
19 renewals. I'll request to read them altogether because
20 I believe they have the same representative for all
21 four.

22 MR. JONES: Okay. That's fine.

23 MS. BOOKER: Application Number 20121213,
24 Honeywell Internation, East Baton Rouge Parish, contract
25 effective date 1/1 of '13, initial contract expiration



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1 3/2 of 2018, late renewal request was 9/20 of 2019;
2 20121215, Honeywell International in Ascension Parish,
3 contract effective date was 1/1 of '13, initial contract
4 3/2 of 2018, late renewal request 9/20 of 2019;
5 20121211, UOP, LLC, East Baton Rouge Parish, contract
6 effective date 1/1 of '13, initial contract 3/2 of 2018,
7 late renewal request was 9/20 of '19; and the last one
8 is 20121212, UOP, LLC, Caddo Parish, contract effective
9 date of 1/1/13, initial contract of 3/2 of 2018, late
10 renewal request was 9/20 of 2019.

11 MR. JONES: Do we have representatives from
12 Honeywell first?

13 MR. SNELL: My name is Ron Snell with
14 Honeywell.

15 MR. JONES: And your position with the
16 company.

17 MR. SNELL: Director of Manufacturing.

18 MR. JONES: Ms. Boatner, are you going to be
19 speaking?

20 MS. BOATNER: I may be if he needs me.
21 Rhonda Boatner with Didier Consultants.

22 MR. JONES: Great. Thank you.

23 Tell us the cause for the late renewal.

24 MR. SNELL: Yeah. So Honeywell originally
25 had a consulting firm that helped us with the timely



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1 submittal of our reports. We decided to take this work
2 inhouse. During that handover process, there were some
3 gaps that we understood, and since then, with the
4 late -- excuse me -- the late submittal, we conducted a
5 root cause analysis to understand what those gaps were.
6 We understand within Honeywell we did not have a clear,
7 defined standard of work and a clear ownership and
8 accountability for those actions.

9 So since then, we've put many corrective
10 actions in place, some of which include executive
11 sponsorship to ensure we're completing each of the
12 actions and ensuring that we are submitting our reports
13 in a timely fashion.

14 We've also partnered with Didier Consultants
15 to help us get back on track and also help us to meet
16 these commitments. So we're requesting for late renewal
17 approval.

18 MR. JONES: I understand.

19 So everyone will know, under the Quality
20 Jobs late renewal, I know that we are very accustomed to
21 dealing with late renewals for ITEP, and in the ITEP
22 rules, the penalties for a late renewal are set out by
23 rule. They are dictated by rules. In the Quality Jobs
24 renewal, there is no such rule that dictates the
25 penalty.



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1 Having said that, I understand from the LED
2 team that in times past, even for Quality Jobs late
3 renewals, although there is no dictated penalty, in
4 times past, we have followed the same basic outline as
5 for ITEP rules, and that is for if it's late one year,
6 then there's a one-year penalty. But that is purely at
7 the option of the Board. Your action or any penalty
8 imposed is not dictated by rule.

9 LED team, am I on board there?

10 Okay. Thank you.

11 Ms. Boatner, do you have something?

12 MS. BOATNER: Please. There was one as
13 recent as August of 2018 that was approved that was late
14 as well.

15 MR. JONES: Approved, but with the penalty?

16 MS. BOATNER: Correct.

17 MR. JONES: One-year penalty.

18 MS. BOATNER: Correct.

19 MR. JONES: If we apply the ITEP standard to
20 the two Honeywell contracts, because they're less than
21 one year, there would be a one-year penalty if that's
22 the avenue that the Board chooses to pursue. So I would
23 entertain a motion from the Board, since the rules do
24 not dictate what that motion should be, you can either
25 approve with the penalty, you can approve without a



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1 penalty, you can deny the renewal altogether. I would
2 entertain a motion --

3 MR. SLONE: I'll make a motion to approve
4 with a penalty.

5 MR. JONES: One year?

6 MR. SLONE: One year.

7 MR. JONES: Okay. We have a motion with a
8 one-year penalty.

9 Do we have a second?

10 Second from Mr. Moller.

11 Any questions or comments from the Board?

12 (No response.)

13 MR. JONES: Any questions or comments from
14 the public?

15 (No response.)

16 MR. JONES: Any questions from the
17 applicant?

18 (No response.)

19 MR. JONES: Yes, Mr. Carmody.

20 MR. CARMODY: I just want to make sure to
21 clarify that the motion is for both the Honeywells?

22 MR. SLONE: Yes.

23 MR. JONES: So both of the two Honeywell
24 matters on the agenda? Okay.

25 MR. SNELL: Yes. So it would be for all



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1 four. UOP is a Honeywell company.

2 MR. JONES: Okay. So you're -- well, okay.
3 That's -- thank you for the education. I should know
4 that. I apologize that I don't.

5 So basically for the narrative that we have
6 for the Honeywell is true for all four of the late
7 applications; is that accurate?

8 MR. SNELL: Yes, sir.

9 MR. JONES: If I may suggest, Mr. Slone,
10 could we amend your motion to include all four of the
11 matters on the QJ late renewal agenda?

12 MR. SLONE: Yes, you can.

13 MR. JONES: Okay. We have, Mr. Slone is
14 prepared to amend his motion.

15 Who was my second? I'm sorry. Who was my
16 second?

17 Mr. Moller, would you agree with that
18 amendment?

19 MR. MOLLER: Yes.

20 MR. JONES: Okay. So we now have an amended
21 motion, all four matters are before the Board on this
22 motion.

23 Any questions or comments from the Board?

24 (No response.)

25 MR. JONES: Questions or comments from the



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1 public?

2 (No response.)

3 MR. JONES: There being none, all in favor,
4 say "aye."

5 (Several members respond "aye.")

6 MR. JONES: Any opposed?

7 (No response.)

8 MR. JONES: There being none, that motion
9 carries.

10 Thank you very much.

11 MS. BOOKER: That concludes Quality Jobs.

12 MR. JONES: Good. Thank you. Appreciate
13 your help.

14 All right. Mr. Favaloro, are you going to
15 guide us through the Restoration Tax Abatement Program?

16 MR. FAVALORO: Yes, sir.

17 There are five Restoration Tax Abatement
18 applications, new applications: 20161481, 846 Baronne
19 St. Development, LLC in Orleans; 20180390, Eliza and
20 Michael Worley in Orleans Parish; 20180141, Louisiana
21 Fish Fry Products, Limited in East Baton Rouge Parish;
22 20190362, McGuire Real Estate Group, LLC in St. Tammany;
23 and 20152005, Stephens Garage Building, LLC in Orleans.

24 That concludes Restoration Tax Abatement new
25 applications.



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1 MR. JONES: Okay. I'll entertain a motion
2 approve these applications.

3 Motion, Ms. Malone; second from Mr. Saizan.
4 Any questions or comments from the Board?
5 (No response.)

6 MR. JONES: Any questions or comments from
7 the public?

8 (No response.)

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

11 (Several members respond "aye.")

12 MR. JONES: Any opposed?

13 (No response.)

14 MR. JONES: No opposition. The motion
15 carries.

16 MR. FAVALORO: There are three Restoration
17 Tax Abatement renewal requests: 20140904, Affinity
18 Health Group, LLC in Ouachita Parish; 20120986, Desiard
19 Court, LLC in Ouachita Parish; and 20141428, Monroe
20 Development, LLC in Ouachita.

21 That conclude the renewals.

22 MR. JONES: Mr. Favaloro, because I know
23 sometimes I don't pronounce the word correctly, being a
24 North Louisiana boy, it's Desiard.

25 MR. FAVALORO: Desiard. Got it. That's the



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1 second time you've corrected me.

2 MR. JONES: I'm sure it will probably be the
3 last. Okay.

4 All right. I will entertain a motion to
5 move these renewals.

6 From Mr. Carmody; second from Mr. Slone.

7 Any questions or comments from the Board?

8 (No response.)

9 MR. JONES: Any questions or comments from
10 the public?

11 (No response.)

12 MR. JONES: All in favor, say "aye."

13 (No response.)

14 MR. JONES: All in favor, say "aye."

15 (Several members respond "aye.")

16 MR. JONES: Okay. Any opposed?

17 (No response.)

18 MR. JONES: There is no opposition. That
19 motion carries.

20 Thank you very much. Thank you,
21 Mr. Favaloro.

22 Now we have Enterprise Zone. Ms. Metoyer,
23 how are you today?

24 MS. METOYER: I'm fine. How are you?

25 MR. JONES: Good. Doing great. And before



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1 you get started, there are a number of matters on the
2 agenda starting with the Enterprise Zone Application,
3 but carrying into the ITEP applications as well, which
4 ExxonMobil is listed on the agenda, our law firm is
5 doing work for ExxonMobil Corporation. I am not
6 personally doing that, but our law firm is. For that
7 reason, I'm going to be recusing myself from those
8 actions. I will be still running the meetings on those
9 matters, but I will not be commenting or taking a vote
10 on any ExxonMobil Corporation. Instead of doing each
11 one, I'm just doing these in globo so the record's clear
12 on that.

13 All right. Thank you very much, Ms.
14 Metoyer.

15 MS. METOYER: Okay. And my correct
16 pronunciation is Metoyer.

17 MR. JONES: Thank you. Mr. Favaloro, did
18 you make her do that?

19 MS. METOYER: It's okay. My name has been
20 hacked up forever.

21 MR. JONES: With a name likes Jones, it
22 would be so much simpler.

23 MS. METOYER: I know. It just doesn't sound
24 as well.

25 MR. JONES: Your name is much prettier than



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1 mine. Go right ahead.

2 MS. METOYER: Okay. The first application
3 is 20151254, CB&I, LLC, Calcasieu Parish; 20181888,
4 ExxonMobil Corporation, West Baton Rouge Parish;
5 20160875, Lafayette General Health System, Incorporated,
6 Acadia Parish; 20180611, Lake Pines Hospital, LLC,
7 Jefferson Parish; 20190316, Leading Health Care
8 Louisiana, Incorporated, Tangipahoa Parish; 20190317,
9 Leading Health Care Louisiana, Incorporated, East Baton
10 Rouge Parish; 20190314, Leading Health Care Louisiana,
11 Incorporated, Lafourche Parish; 20160693, NMC Operating
12 Company, LLC, East Baton Rouge Parish; and 20161591,
13 Riverlands Home Group, LLC, St. James Parish.

14 MR. JONES: Great. Motion to approve those
15 Enterprise Zone applications?

16 Motion by Mr. Slone; second from Mr. Miller.

17 Any questions or comments from the Board?

18 (No response.)

19 MR. JONES: Any questions or comments from
20 the public?

21 (No response.)

22 MR. JONES: There being none, all in favor,
23 say "aye."

24 (Several members respond "aye.")

25 MR. JONES: Any opposed?



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1 (No response.)

2 MR. JONES: There is no opposition. The
3 motion carries. Thank you.

4 MS. METOYER: I have one termination:
5 20120783, Our Lady of lake College, Incorporated, East
6 Baton Rouge Parish. The existing contract is 12/1/2012
7 to 11/30/2017. The requested termination date is 5/31
8 of 2015, and the contract requirements were met.

9 MR. JONES: Motion to approve this
10 termination.

11 Mr. Hollins; second from Mr. Fabra.

12 MR. JONES: Any questions or comments from
13 the Board?

14 (No response.)

15 MR. JONES: Any questions or comments from
16 the public?

17 (No response.)

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

20 (Several members respond "aye.")

21 MR. JONES: Any opposed.

22 (No response.)

23 MR. JONES: There being none, that motion
24 carries. Thank you.

25 MS. METOYER: I have one contract



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1 cancelation: 20160266, Beaed of Louisiana, St. Charles
2 Parish. The company did not meet the EZ Program
3 requirements.

4 MR. JONES: Motion to approve -- one
5 question real quick. The company's been made aware of
6 our intent to cancel?

7 MS. METOYER: Yes.

8 MR. JONES: Okay. They've got an
9 opportunity to come and speak to the cancelation and
10 they chose not to?

11 MS. METOYER: Yes.

12 MR. JONES: Okay. Great.

13 Motion to approve this cancelation.

14 Motion to approve, Mr. Carmody; second
15 Mr. Schexnaydre.

16 Any questions or comments from the Board?

17 (No response.)

18 MR. JONES: Any questions or comments from
19 the public?

20 (No response).

21 MR. JONES: There being none, all in favor,
22 say "aye."

23 (Several members respond "aye.")

24 MR. JONES: Any opposed?

25 (No response.)



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1 MR. JONES: There being none, that motion
2 carries. Thank you.

3 MS. METOYER: I have two requests for name
4 changes of existing contracts. The first one is
5 20150892, the existing name is Baton Rouge Hotel
6 Manager, LLC. The new name is Baton Rouge Hotel
7 Investors, LLC, East Baton Rouge Parish; and 20170475,
8 the existing name is Palmisano Contractors, LLC, and the
9 new name is Palmisano, LLC. That's in Orleans Parish.

10 MR. JONES: Motion to accept these name
11 changes?

12 Mr. Slone, and Ms. Malone is the second.
13 Any questions or comments from the Board?
14 (No response.)

15 MR. JONES: Any questions or comments from
16 the public?

17 (No response.)

18 MR. JONES: Seeing none, all in favor, say
19 "aye."

20 (Several members respond "aye.")

21 MR. JONES: Any opposed?

22 (No response.)

23 MR. JONES: There being none, that motion
24 carries.

25 MS. METOYER: That concludes EZ.



1 MR. JONES: Thank you so much.

2 Now, as we enter into the Tax Exemption
3 program, Usie, are you going to...

4 MR. USIE: First we have two pre-Executive
5 Order applications: 20152046, BASF Corporation in
6 Ascension Parish; 20150966-A, W.R. Grace & Co.-Conn,
7 Calcasieu Parish.

8 That concludes the pre-Executive Order
9 applications.

10 MR. JONES: Okay. I see on the W.R. Grace,
11 that this was late; is that correct?

12 MR. USIE: Correct.

13 MR. JONES: Explain the situation if you
14 can, or do we have someone here from the company?

15 MR. USIE: Someone should be here.

16 MR. BRODERICK: Yes. My name is Jesse
17 Broderick with Sumit Credits. We represent W.R. Grace.

18 They apologize for not being here in person.
19 If they need to be here, they're certainly happy to come
20 back if they need to, but this was merely just an
21 oversight as far as the timing goes. They have an
22 upfront contract for this project, and when you have an
23 upfront contract, it covers multiple years, and they
24 just so happened to have some assets that got placed
25 into service during the first year of their major



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1 project. And based on the requirements of the program,
2 we're required to file a separate application for any
3 assets placed in service during the calendar year, and
4 that application is due 30 days after the end of
5 calendar year and we just we filed this late to capture
6 these additional assets -- made aware to us late that
7 these assets were placed into service during this
8 period. So it's merely just a being late filing the
9 application within this upfront contract.

10 MR. JONES: Okay. Does the client
11 understand that there is a rule penalty based on the
12 late applications?

13 MR. BRODERICK: Yes, sir, they're aware of
14 that.

15 MR. JONES: All right. So let's take these
16 separately, since one will take a little bit more
17 finesse.

18 I'd entertain a motion for BASF Corporation
19 to approve the application motion.

20 From Ms. Malone; second from Mr. Slone.
21 Any questions or comments from the Board?
22 (No response.)

23 MR. JONES: Any questions or comments from
24 the public?

25 (No response.)



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1 MR. JONES: There being none, all in favor,
2 say "aye."

3 (Several members respond "aye.")

4 MR. JONES: Any opposed?

5 (No response.)

6 MR. JONES: There is no opposition. That
7 motion carries.

8 Now I would entertain a motion for the W.R.
9 Grace & Company application with a penalty of one year.

10 Mr. Moller is the motion.

11 Do we have a second?

12 From Ms. Malone.

13 Any questions or comments from the Board?

14 (No response.)

15 MR. JONES: Any questions or comments from
16 the public?

17 (No response.)

18 MR. JONES: All in favor, say "aye."

19 (Several members respond "aye.")

20 MR. JONES: Any opposed?

21 (No response.)

22 MR. JONES: There is no opposition. Thank
23 you very much.

24 MR. USIE: Next we have one post-Executive
25 Order following the 2017 rules: 20170668, Bollinger



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1 Amelia Operations, LLC in St. Mary Parish.

2 MR. JONES: Okay. I had some cards to
3 speak, but it was apparently not on this agenda item.

4 I would entertain a motion to approve this
5 post-EO application.

6 Ms. Malone motions; second from Mr. Carmody.

7 Any questions or comments from the Board?

8 (No response.)

9 MR. JONES: Any questions or comments from
10 the public?

11 (No response.)

12 MR. JONES: There being none, all in favor,
13 say "aye."

14 (Several members respond "aye.")

15 MR. JONES: Any opposition?

16 (No response.)

17 MR. JONES: There being none, that motion
18 carries.

19 MR. USIE: Next we have 21 post-Executive
20 Order applications following the 2018 rules. We have
21 vie that have requested deferrals.

22 MR. JONES: Can you list those for us,
23 please?

24 MR. USIE: 20170636, ExxonMobil Corporation
25 Lubes, West Baton Rouge Parish; 20190391, The Folger



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1 Coffee Company, Orleans Parish; 20190392, The Folger
2 Coffee Company, Orleans Parish; 20190131, Turner
3 Industries Group, LLC, West Baton Rouge Parish; and
4 20190132, Turner Industries Group, LLC, West Baton Rouge
5 Parish.

6 MR. JONES: I'll entertain a motion to
7 approve these five deferrals.

8 Motion from Ms. Malone; second from
9 Mr. Moller.

10 MR. JONES: Any questions or comments from
11 the Board?

12 (No response.)

13 MR. JONES: Any questions or comments from
14 the public?

15 (No response.)

16 MR. JONES: There being none, all in favor
17 of the deferral of these five, say "aye."

18 (Several members respond "aye.")

19 MR. JONES: Any opposed?

20 (No response.)

21 MR. JONES: There is no opposition. That
22 deferral is approved.

23 MR. USIE: 20190378: Allpax Products, LLC,
24 St. Tammany Parish; 20190262, BASF Corporation,
25 Ascension Parish; 20180323-A, Bagwell Energy Services,



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1 Inc., Iberia Parish; 20180001, C&C Marine and Repair,
2 LLC, Plaquemines Parish; 20180237, Chalmette Refining,
3 LLC, St. Bernard Parish; 20190085, Etheredge Electric
4 Co, LLC, East Baton Rouge Parish; 20180379, Gnarly
5 Barley Brewing Company, Tangipahoa Parish; 20190164,
6 Gulf Island Shipyards, LLC, Terrebonne Parish; 20190193,
7 IRIAPAK RE USA, LLC, Orleans Parish; 20190282, IRIAPAK
8 USA, LLC, Orleans Parish; 20190076, Praxair, Inc., St.
9 James Parish; 20190275, Rain CII Carbon, LLC, St.
10 Barnard Parish; 20161895, Stolthaven New Orleans,
11 Plaquemines Parish; 20170587, Stuller, Inc., Lafayette
12 Parish; 20190204, ToMakk Glass Partners, LLC, Caddo
13 Parish; and 20170205-A, Westlake Vinyls Company, LP,
14 Ascension Parish.

15 MR. JONES: Entertain a motion to approve
16 these 2018 rule applications.

17 Motion from Mr. Carmody; second from
18 Mr. Slone.

19 Any questions or comments from the Board?

20 (No response.)

21 MR. JONES: Any questions or comments from
22 the public?

23 (No response.)

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



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1 (Several members respond "aye.")

2 MR. JONES: Any opposition?

3 (No response.)

4 MR. JONES: There is no opposition. That
5 motion carries.

6 MR. USIE: Next we have 105 renewals. One
7 has requested to withdraw their application. That one
8 is 20150851, International Paper Company in Webster
9 Parish.

10 MR. JONES: Mr. Usie, do we need to approve
11 a withdrawal or is it as if it was never before us?

12 MR. USIE: I believe it's as if it was never
13 was before.

14 MR. JONES: All right. So we don't need a
15 motion to approve? I think that's right.

16 Mr. House, am I okay? Tam? Okay. Thank
17 you.

18 All right. All right. Rather than read --

19 MR. USIE: We have two deferrals.

20 MR. JONES: Okay. Sorry.

21 MR. USIE: The two deferrals we have is for
22 20131327, Folger Coffee Company, Orleans Parish, and
23 20141383, Folger Coffee Company, Orleans Parish.

24 MR. JONES: Okay. We do need a motion to
25 defer these two Folger Coffee Company applications.



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1 Motion from Mr. Fabra; second from
2 Mr. Saizan.

3 MR. JONES: Any questions or comments from
4 the Board?

5 (No response.)

6 MR. JONES: Any questions or comments from
7 the public?

8 (No response.)

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

11 (Several members respond "aye.")

12 MR. JONES: Any opposed?

13 (No response.)

14 MR. JONES: There is no opposition. Those
15 two applications are deferred to the next meeting.

16 Now, rather than read all of these, I would
17 entertain, first, a motion to consider these in globo
18 without their being read.

19 Motion from Mr. Schexnaydre; second from
20 Mr. Miller.

21 Any comments from the Board?

22 (No response.)

23 MR. JONES: Questions or comments from the
24 public?

25 And so the public knows. All we're doing is



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1 not reading each one into the public record. They're
2 part of the record as part of the agenda.

3 All in favor, say "aye."

4 (Several members respond "aye.")

5 MR. JONES: Any opposed?

6 (No response.)

7 MR. JONES: There is no opposition. We will
8 consider these in globo.

9 Now I would entertain a motion to approve
10 these applications. How many?

11 MS. CHENG: It's 102 after the deferral.

12 MR. JONES: 102 applications.

13 MS. CHENG: After the deferral, it's 102.

14 MR. JONES: Okay. So 102 renewals.

15 Motion to approve, Mr. Slone; second from
16 Mr. Moller.

17 Any questions or comments from the Board?

18 (No response.)

19 MR. JONES: Questions or comments from the
20 public?

21 (No response.)

22 MR. JONES: All in favor, say "aye."

23 (Several members respond "aye.")

24 MR. JONES: Any opposed?

25 (No response.)



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1 MR. JONES: There is no opposition. Those
2 renewals are approved.

3 MR. USIE: Next we have 20 late renewal
4 applications. One is requesting deferral. 20110920,
5 Valero Refining New Orleans, LLC in St. Charles Parish.

6 MR. JONES: We have a motion to defer from
7 Mr. Carmody; second from Mr. Miller.

8 Questions or comments from the Board?

9 (No response.)

10 MR. JONES: Questions or comments from the
11 public?

12 (No response.)

13 MR. JONES: There being none, all in favor
14 of that deferral, say "aye."

15 (Several members respond "aye.")

16 MR. JONES: Any opposed?

17 (No response.)

18 MR. JONES: There is no opposition. The
19 Valero late renewal consideration is deferred.

20 MR. USIE: 20140527, Birla Carbon U.S.A,
21 Inc., St. Mary Parish. Initial contract expiration date
22 12/31 of 2018, late renewal request date 8/26 of 2019.

23 MR. JONES: I'm sorry. Motion to approve.

24 I'm sorry. Brenda was in one ear and I was
25 trying to read in the other, and obviously I'm not good



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1 at multitasking, so please repeat that for me.

2 MR. USIE: Okay. 20140527, Birla Carbon
3 U.S.A. Inc., St. Mary Parish, initial contract
4 expiration 12/31 of 2018, late renewal request date is
5 8/26 of 2019.

6 MR. JONES: Perfect. Do we have a
7 representative from Birla Carbon?

8 Would you please come forward?

9 Would you please state your name and your
10 position with the company?

11 MS. LORENZ: Yes, sir. My name is Laila
12 Lorenz. I'm with Ryan, LLC. We are the new appointed
13 consultants for Birla Carbon. And the reason for their
14 lateness was that they didn't have a full understanding,
15 I guess, of the timeline and their requirements of the
16 ITEP program. They -- when we newly acquired them as
17 their consultant to handle all of their Louisiana taxes,
18 they didn't know, we actually informed them that this
19 one was late. They didn't know that when they filed it,
20 it was going to be a late renewal. They wanted to
21 express their apology and, me, ourselves, and Birla can
22 guaranty it won't happen again.

23 MR. JONES: Do they understand there will be
24 a one-year penalty attached to -- even if it is renewed,
25 it will be with a one-year penalty?



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1 MS. LORENZ: Yes, sir. We explained that to
2 them.

3 MR. JONES: We have a motion from Mr. Miller
4 to approve this late renewal, but with a one-year
5 penalty. Motion from Mr. Miller; second from Ms.
6 Malone.

7 Questions or comments from the Board?
8 (No response.)

9 MR. JONES: Any questions or comments from
10 the public?

11 (No response.)

12 MR. JONES: There being none, all in favor,
13 say "aye."

14 (Several members respond "aye.")

15 MR. JONES: Any opposed?

16 (No response.)

17 MR. JONES: There is no opposition. It is
18 approved. Thank you very much.

19 MS. LORENZ: Thank you.

20 MR. USIE: The next 18 all have the same
21 representative, International Paper and Temple Inland,
22 so I was going to read them altogether at once.

23 MR. JONES: So it would will be
24 International Paper and Temple?

25 MR. USIE: Will have the same representative



1 come forward.

2 20120045, International Paper Company, De
3 Soto Parish; 20140338, International Paper Company, De
4 Soto Parish; 20140339, International Paper Company, De
5 Soto Parish; 20140340, International Paper Company, De
6 Soto Parish; 20140341, International Paper Company, De
7 Soto Parish; 20140342, International Paper Company, De
8 Soto Parish; 20140343, International Paper Company, De
9 Soto Parish; 20140344, International Paper Company, De
10 Soto Parish; 20140345, International Paper Company, De
11 Soto Parish; 20140346, International Paper Company, De
12 Soto Parish, and all of these are the same initial
13 contract expiration dates of 12/31/2018, and the same
14 renewal request date of 9/26 of 2019.

15 MR. JONES: Looks like I have an October
16 date as well.

17 MR. USIE: I was going to read them
18 separately. I was trying to split them up by parish.

19 MR. JONES: Thank you.

20 MR. USIE: The next one we have is 20140754,
21 International Paper Company, Lafayette Parish. This one
22 has 12/31/2018 expiration date, and 9/26/2019 renewal
23 request date; 20140757, 20140758 and 20140760,
24 International Paper Company, Natchitoches Parish,
25 20140757 has 12/31/2018 contract expiration date and



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1 9/26/2019 renewal request date. 20140758 and 20140760
2 both have 12/31/2018 contract expiration date and 10/14
3 of 2019 renewal request date; and then 20140761,
4 International Paper Company, Natchitoches Parish,
5 12/31/2018 initial contract expiration and 10/14/2019
6 expiration date -- I mean -- I'm sorry -- renewal
7 request date.

8 Next we have 20110757-A, Temple Inland,
9 Inc., Washington Parish; 20150852 Temple Inland, Inc.,
10 Washington Parish; 20140337, Temple Inland, Inc.,
11 Washington Parish, these all have 12/31/2018 contract
12 expiration dates, 10/14/2019 renewal request dates.

13 That concludes the late renewals.

14 MR. JONES: All right. Do we have a
15 representative from International Paper and Temple
16 Inland?

17 Please state your name and position with the
18 company.

19 MR. FREY: Jonathan Frey with International
20 Paper Company. I'm the property tax manager. And
21 Temple Inland is also part of International Paper. They
22 were acquired by International Paper in 2013.

23 MR. JONES: All right. Thank you for that
24 clarification.

25 For the record, tell us what happened.



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1 MR. FREY: We had a lot of staff changes in
2 our group and one of our key personnel that was
3 responsible for filing these had left the company and we
4 did not realize till after they left that these were not
5 filed in a timely manner. And we've now hired Sumit to
6 help us with the renewals and all of our current
7 Louisiana contracts.

8 MR. JONES: Okay. And you understand that
9 the issue from our perspective as to late renewals?

10 MR. FREY: Yes, sir.

11 MR. JONES: So the problem has been fixed
12 from your perspective?

13 MR. FREY: Yes, sir.

14 MR. JONES: Any comments from --

15 MR. BRODERICK: No, not unless you have any
16 questions.

17 MR. JONES: All right. So the cause of the
18 timing, that would dictate a one-year penalty for these,
19 so I will entertain a motion for all the International
20 Paper and Temple Inland matters on the agenda, I would
21 entertain a motion to approve the late renewal with a
22 one-year penalty.

23 Motion from Mr. Moller; second from
24 Mr. Slone.

25 Any questions or comments from the Board?



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1 (No response.)

2 MR. JONES: Any questions or comments from
3 the public?

4 (No response.)

5 MR. JONES: There being none, all in favor,
6 say "aye."

7 (Several members respond "aye.")

8 MR. JONES: Any opposition?

9 (No response.)

10 MR. JONES: There being none, the motion
11 carries. Thank you very much.

12 MR. FREY: Thank you.

13 MR. USIE: We have three change in name
14 requests: Evonik Cyro, LLC, Contracts 20150276,
15 20150277, 20150278, new name Roehm America, LLC,
16 Jefferson Parish.

17 MR. JONES: Entertain a motion to approve
18 this change in name only.

19 From Mr. Slone; second from Ms. Malone.

20 Any questions or comments from the Board?

21 (No response.)

22 MR. JONES: Any questions or comments from
23 the public?

24 (No response.)

25 MR. JONES: There being none, all in favor,



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1 say "aye."

2 (Several members respond "aye.")

3 MR. JONES: Any opposed?

4 (No response.)

5 MR. JONES: There is no opposition. The
6 motion carries.

7 MR. USIE: Next we have eight cancelation
8 requests: Almatis Burnside, LLC, 20110680, 20120391,
9 20141325, 20141325-A, 20141325-B, and 20150657, all in
10 Ascension Parish; Chalmette Refining, LLC, Contract
11 20170154. St. Bernard Parish; and PBF Logistics,
12 20170155 in St. Bernard Parish.

13 MR. JONES: Entertain a motion to approve
14 these cancelations.

15 Motion from Mr. Moller; second from
16 Mr. Slone.

17 Any comments or questions from the Board?
18 (No response.)

19 MR. JONES: Any comments or questions from
20 the public?

21 (No response.)

22 MR. JONES: There being none, all in favor,
23 say "aye."

24 (Several members respond "aye.")

25 MR. JONES: Any opposition?



1 (No response.)

2 MR. JONES: There is no opposition. Those
3 motions -- that motion carries.

4 MR. USIE: We have one special request:
5 Bollinger Shipyards, LLC requests a consideration of the
6 below partial transfer of Contract Number 20151877 to
7 Bollinger Shipyards, LLC. The transfer request was
8 filed 7/31 of 2019 with a reported effective date of
9 transfer of 5/15 of 2017, which is beyond the
10 three-month time period allowed per ITEP rule.

11 Bollinger Shipyard would retain \$2,252.
12 Bollinger Algiers, LLC would receive \$7,980,000. And
13 this is in St. Mary, transferred to Orleans.

14 MR. JONES: We have someone from the
15 company, I think. Mr. Roussel has signed up to speak.

16 Mr. Russel, would you explain -- first of
17 all, state your name and your position with the company.

18 MR. ROUSSEL: My name is Craig Roussel. I'm
19 the Chief Administrator for Bollinger Shipyard.

20 MR. JONES: Explain to us what happened,
21 please.

22 MR. ROUSSEL: In late 2016, our company
23 closed its shipyard in Port of Texas City. Instead of
24 selling or disposing of those assets, we relocated all
25 of those Texas assets to our Louisiana shipyard. All of



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1 these assets were Texas based and had never been part of
2 Louisiana's tax rolls or have been taxed in Louisiana.
3 One of the assets, a dry dock, was originally relocated
4 to St. Mary Parish and was filed for an ITE on the
5 project 20151877-ITE under the old rule said of the
6 program.

7 In May of 2017, we transferred that dock to
8 our Algiers facility in Orleans Parish. It has now come
9 to our attention the correct transfer paperwork was not
10 completed by our company. The error was discovered this
11 year during the facility's tax assessment reviewed by
12 the assessor. Bollinger acknowledges it's error, and
13 did not complete the required paperwork, but wants to
14 note for the record that this is a five-year extension
15 and it's only two years into it. It's not expired.
16 It's not a late renewal, it's just the location of where
17 the asset is located.

18 I'll be happy to answer any questions or
19 provide any additional information.

20 MR. JONES: As a matter of process, I think
21 for us to appropriately consider this, we need to have a
22 motion on the floor, and then we can have the
23 discussion. I know we have some other people who have
24 signed up to speak on this issue as well.

25 So, first of all, I would entertain a motion



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1 on this matter.

2 Motion to approve from Mr. Slone; second
3 from Mr. Hollins.

4 Now, we have motion and a second. Any
5 questions or comments from the Board?

6 Mr. Miller.

7 MR. MILLER: Mr. Roussel, you indicated
8 these assets were moved from Texas back to Louisiana.
9 Did it also increase the job count at Bollinger in
10 Louisiana?

11 MR. ROUSSEL: Yes.

12 MR. MILLER: Would you happen to have that
13 number?

14 MR. ROUSSEL: No, I don't have it with me.
15 We have 31 people currently working, but what it
16 basically did is it doubled our capacity at our Algiers
17 facility, so it allowed us to hire additional people.

18 MR. MILLER: Thank you.

19 MR. JONES: Any other questions or comments
20 at this time?

21 Mr. Abramson.

22 MR. ABRAMSON: Perhaps the staff can explain
23 what's the functional impact of the transfer from one
24 parish to another? What happens with -- where does the
25 tax exemption and how does that work?



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1 MS. CHENG: So the exemption contract is
2 initially -- well, it was granted in St. Mary Parish,
3 and basically their request is to transfer part -- this
4 is a partial thereafter, so part of the exemption to
5 Orleans Parish, and so they would only be transferring
6 the remainder of that exemption to Orleans Parish. It's
7 not a new exception, it's just --

8 MR. ABRAMSON: I understand. So how does
9 the tax exemption work now?

10 MS. CHENG: If can you clarify. I'm sorry.

11 MR. JONES: Let me take a stab. Maybe if we
12 can -- I think what happens, when it was originally
13 approved in St. Mary Parish, they paid no property taxes
14 for St. Mary Parish. Having moved it to Orleans
15 Parish -- and I understand there is paperwork in the --
16 from LED?

17 MR. USIE: Correct. We did contact the
18 assessor's office in Orleans Parish and verified that
19 they never paid taxes on the assets at all associated
20 with the entire contract in either parish.

21 MR. JONES: In Orleans Parish.

22 So essentially what would now happen is the
23 tax exemption would carry over to Orleans Parish for the
24 remaining life of the exemption.

25 MR. ABRAMSON: And this under the old rules



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1 or new rules?

2 MR. USIE: Pre-Executive Order, correct.

3 MR. JONES: Pre-EO.

4 MR. ABRAMSON: So it doesn't require local
5 approval?

6 MR. USIE: It does not.

7 MR. JONES: Correct.

8 Any other questions or comments from the
9 Board?

10 I'm sorry. Mr. Moller.

11 MR. MOLLER: So what you're saying is
12 there's a \$7-million piece of equipment that's been in
13 Orleans, but you haven't paid taxes since 2017 and
14 you've never paid taxes and you want to basically be
15 forgiven for the last three years? I mean, it would
16 have been taxed otherwise; right?

17 MR. JONES: It has not been on the tax rolls
18 at all.

19 MR. MOLLER: Okay.

20 MR. JONES: It was never on the tax -- in
21 fact, part of the rules on this is that if -- the only
22 way we can consider this at this time would be if it had
23 never been on the tax rolls or the tax assessor agreed
24 to take it off the tax rolls, because we have
25 verification from the tax assessor that it's never been



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1 on the tax rolls and no property taxes have been paid,
2 there wouldn't be forgiveness of taxes. It would
3 simply, the exemption would go back to when it was
4 moved. Does that make sense?

5 MR. MOLLER: So if we reject this, what
6 happens?

7 MR. JONES: Then it would go onto the tax
8 rolls, and then there would be an issue of back taxes, I
9 presume.

10 MR. ROUSSEL: It would be something to work
11 out with the assessor, and the taxes would only be due
12 if the dock was still there on December 31st.

13 MR. JONES: Exactly. It's the same
14 five-year exemption with two years in St. Mary --
15 roughly two years in St. Mary, and the remaining three
16 years in Orleans Parish.

17 Mr. Abramson.

18 MR. ABRAMSON: And two of the three years in
19 Orleans Parish has already passed us through. So when
20 does the tax exemption period end if the transfer is
21 approved?

22 MS. CHENG: I believe it was a 2016 asset,
23 so the initial five years would end in 2021.

24 Correct?

25 MR. ROUSSEL: Right.



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1 MR. JONES: It's a five-year term.

2 MS. CHENG: So they would be eligible for
3 renewal at the end of 2021.

4 MR. ABRAMSON: Okay. So we're basically
5 talking about 2020 and 2021 going forward to continue to
6 be tax exempt, and they can come back and apply for
7 renewal going forward?

8 MS. CHENG: Yes, sir.

9 MR. JONES: Any questions or comments from
10 the Board?

11 (No response.)

12 MR. JONES: I have signed up to speak
13 Mr. Edgar Cage. Mr. Cage, please come forward.

14 State your name and position, please.

15 MR. CAGE: Yes, sir. Thank you,
16 Mr. Chairman. My name is Edgar Cage, and I'm with
17 Together Louisiana. I'm a leader in Together Louisiana.
18 And I think you have a handout we'd like to pass out to
19 the Board members if you don't mind, and these are
20 comments of Together Louisiana individually and on
21 behalf of our Orleans Parish members.

22 On March 20th, 2017, Bollinger Shipyard, LLC
23 submitted an application on the LED portal for an
24 Industrial Tax Exemption relating to a project in St.
25 Mary Parish called "Phase 1 Enhancement/Expansion of



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1 Manufacturing Process." Bollinger described the
2 investment as sort to exempt as additional fabrication
3 and support equipment to increase capacity and
4 efficiency, including a phone system upgrade at
5 manufacturing establishment to avoid economic
6 obsolescence and a dry dock integral to the
7 manufacturing process by being used to let vessels in
8 and out of the water.

9 While the connection of the equipment
10 manufacturing was not facially apparent, the application
11 listed the Amelia Shipyard as having an NAICS code of
12 33661, or ship building, clearly implying that
13 Bollinger's St. Mary's dock was a manufacturing
14 facility.

15 Bollinger Shipyard, LLC listed a project
16 start date as January 1st, 2016 and an end date of
17 December 30th 2016, meaning it purchase in 2018 before
18 if filed the preexisting ITEP application. In 2017,
19 Bollinger stated the cumulative value of both phone
20 equipment and the dry dock was \$7,982,252, which would
21 result in a first year tax abatement of \$115,423.

22 Then Bollinger admitted the project would
23 create zero permanent jobs and zero construction jobs.
24 The Board of Commerce & Industry granted the application
25 on December 12th, 2017, with an effective date of



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1 December 31st, 2016.

2 Bollinger now requests the transfer
3 \$7,980,000 of the ITEP contract to Bollinger Algiers,
4 LLC with an effective date of May 15th, 2017.

5 Apparently Bollinger moved the dry dock to
6 Orleans five months before its ITEP application came
7 before the Board of Commerce & Industry review, but the
8 application was never corrected, nor did Bollinger's
9 representatives tell the Board of Commerce & Industry
10 that the equipment related to a different business when
11 the Board of Commerce & Industry voted to approve the
12 ITEP in December 2017. Bollinger said nothing until
13 now.

14 Years after the fact, Bollinger's request
15 raises serious concerns. The fact that the facility was
16 moved indicates it was not an integral part of St.
17 Mary's manufacturing facility. In fact, this dry dock
18 is a large marine vessel named Miss Darby or the Mrs.
19 Jody. And while the St. Mary's yard may be a
20 manufacturing operation, its Algiers yard on the
21 Mississippi River clearly is not.

22 Bollinger's website describes Algiers yard
23 as "With 465 feet of wet dock, Bollinger's Algiers can
24 accommodate vessels for topside repair and project
25 load-outs. Two floating docks further enhance the



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1 facility's ability to provide efficient and
2 cost-effective repair services to its customers."

3 Bollinger listed the St. Mary's facility as
4 NAICS number of 33661, but as NAICS explains in its
5 discussion of 33661, ship repairs performed on floating
6 docks are classified in industry 488390, other support
7 activities for water transportation. The NAICS 4,000
8 series are not manufacturing industries as Bollinger
9 Algiers says. It is a complete marine repair providing
10 Bollinger Algiers is a service company, not a
11 manufacturing, as required by the constitution.

12 Now, each member of this Board of Commerce &
13 Industry legally is a public servant in your capacity.
14 Each Board member owes a trust obligation to the
15 Louisiana public, particularly as it relates to
16 exemptions from taxation and from funds that otherwise
17 go to educating our children and police protection. To
18 discharge this trust, the Board of Commerce & Industry
19 must, must take in evidence to establish that each
20 proposal meets the definition of manufacturing and the
21 other legal requirements and indeed make a record of
22 decision in each case. And more importantly, the Board
23 must issue reasons in support of its decisions, reasons
24 that will enable the public and other branches of
25 government to understand why you do what you do.



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1 We object to any decision that fails these
2 standards. More particularly, where the applicant code
3 raises questions to its veracity, the Board, in the
4 discharge of trust obligations and conduct, can conduct
5 an independent investigation of the underlying facts.
6 Bollinger must be required to submit documentation and
7 in support of its request, including documentation
8 regarding the 2016 purchase invoice of sale and evidence
9 that ownership of that floating dock actually passed
10 Bollinger Algiers. The Board must require evidence that
11 the Algiers dock shown is a manufacturer and that the
12 floating dock shown is an addition to a manufacturing
13 establishment before any decision is made.

14 Even if Bollinger Shipyard withdraws its
15 application, waiting over two years to notify the Board
16 of Commerce & Industry is itself a breach of the ITEP
17 contract, and omitting to tell the Board of Commerce &
18 Industry of the material change and circumstance at the
19 time of the Board of Commerce & Industry voted on the
20 application is a high form of material misrepresentation
21 that should render the original contract a nullity.

22 We ask that the Board deny the transfer and
23 that it rescind the original ITEP contract in this case.
24 We further ask that the Board notify the Orleans Parish
25 assessor of this decision so that he may collect the



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1 back taxes on this non-acceptable property.

2 MR. JONES: Any question or comments from
3 the Board to Mr. Cage?

4 (No response.)

5 MR. JONES: Mr. Roussel, you've heard the
6 comments from Mr. Cage. Would you care to respond?

7 MR. ROUSSEL: I just want to clarify a few
8 points. At the time our application was filed, there
9 was no requirement to list how many jobs were created or
10 not created, so that's a misnomer there.

11 As far as the challenge, we do repair work
12 there and we also have a machine shop there that
13 manufacturers shafts and mill shafts to fit on boats.
14 We have the fabrication shop in that location where we
15 make pieces and parts where we do work, so I would argue
16 that we are a manufacturer. That's what our NAICS code
17 states, and we stand by it.

18 MR. JONES: Mr. Usie, question for you, from
19 that standpoint when the applications are filed and the
20 representations are made by the company, are they made
21 under oath?

22 MR. USIE: Yes. They certify on the
23 application that everything being entered and submitted
24 to us is correct.

25 MR. JONES: Okay. So from a public records



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1 standpoint, everything that Mr. Russel has said is true
2 as far as certification is concerned?

3 MR. USIE: Correct.

4 MR. ROUSSEL: And I just want to say there's
5 no ill intent for us. We certainly weren't trying to do
6 something. We missed some paperwork, and we
7 acknowledged that we did it, but we moved one asset from
8 one Louisiana shipyard to another Louisiana shipyard.
9 It's common in our business. There was no collusion,
10 there was nothing that we were trying to do to get out
11 of not paying taxes. The dry dock was exempt in St.
12 Mary Parish, it was proved by the Board of Commerce &
13 Industry. We're asking that you approve this transfer.

14 MR. JONES: Have you had any communication
15 from Orleans tax assessor as to this transfer?

16 MR. ROUSSEL: Yes, we did speak to the
17 assessor. He's agreed that if the Board approves the
18 transfer, he would support it.

19 MR. JONES: Do you have any correspondence
20 from --

21 MR. ROUSSEL: I have a letter that I can
22 refer on to you from the assessor saying he has worked
23 with us, he understands that it was a paperwork error
24 and that he would be willing to support it.

25 MR. JONES: Any other questions or comments



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1 from the Board?

2 Yes, Mr. Saizan.

3 MR. SAIZAN: You met with the assessor?

4 MR. ROUSSEL: Yes, sir.

5 MR. SAIZAN: Okay. I think the letter
6 should be part of the record.

7 MR. ROUSSEL: Okay. I could forward that to
8 you.

9 MR. JONES: Can you forward it to make it
10 part of the record today? You just have an electronic
11 version or do you have --

12 MR. ROUSSEL: I can read it.

13 MR. JONES: Please read it into the record,
14 and then we'll forward the electronic version so we can
15 make it part of the record today.

16 MR. ROUSSEL: It's addressed to Craig
17 Roussel, P.O. Box 250, Lockport, Louisiana 70374.
18 "Transfer of Industrial Tax Exemption." "Dear Mr.
19 Roussel, the Orleans Parish Assessor is aware that
20 Bollinger Algiers, Inc. has submitted an application to
21 transfer the remaining years of its five-years
22 Industrial Tax Exemption from St. Mary Parish to Orleans
23 Parish.

24 Based on the nature of the shipyard's
25 business, the Orleans Parish Assessor is in support of



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1 the transfer because it will bring employment
2 opportunity and commerce to our city. While Bollinger
3 Algiers may be exempt from the ad valorem taxes for the
4 period, sales and use taxes over the next two years will
5 provide an offset of ad valorem taxes not collected.

6 Moreover, Assessor Erroll G. Williams is
7 hopeful that upon the expiration of the ITEP contract,
8 Bollinger Algiers, Inc. will continue to remain its
9 shipping and repair services" based -- I'm sorry -- "its
10 shipping and repair services here in Orleans Parish."

11 And it's signed, "Sincerely, Lonese Varnado,
12 CDLA, Orleans Parish Assessor's Office, Business
13 Personal Property."

14 MR. JONES: Thank you for that.

15 MR. ROUSSEL: It's on the letterhead of the
16 assessor.

17 MR. JONES: Okay. Any other questions or
18 comments from the Board?

19 Mr. Abramson.

20 MR. ABRAMSON: My question is for the staff.
21 From -- I'm assuming, but I'll ask, since this item is
22 on the agenda, from a technical, legal standpoint,
23 assuming the Board -- it's subject to a Board vote, it's
24 eligible for transfer under the rules and requirements
25 of the program? We wouldn't be considering something if



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1 it wasn't eligible; correct?

2 MR. USIE: Yes, it's eligible. The issue
3 was it's being presented as a special request due to
4 them exceeding their three-month time period to the file
5 the transfer.

6 MR. ABRAMSON: But it's eligible for -- so
7 it meets the requirements subject to Board approval?

8 MS. CHENG: Correct.

9 MR. ABRAMSON: We're not being asked to
10 consider something that's not eligible?

11 MS. CHENG: No, sir. So I think you'll just
12 need to approve considering the partial transfer and
13 actually considering the partial transfer.

14 MR. ABRAMSON: Do we have any other people
15 that wanted to speak or...

16 MR. JONES: These are the only people that
17 signed up to speak. We can see if there's any other.

18 Any other public comment on this matter?

19 (No response.)

20 MR. ABRAMSON: My other questions were has
21 the Board received feedback or comment from either the
22 Mayor of New Orleans or the city council as to whether
23 they're opposed to this? This is local property tax;
24 correct, which is local government revenue; correct?
25 And we have not received an opposition from the Mayor



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1 the city council on this?

2 MS. CHENG: I haven't received anything.

3 MR. ABRAMSON: And no one is here from the
4 city council to oppose this?

5 If or when this comes up for renewal, if
6 there's a renewal application in two years, it would
7 then have to -- would the new rules apply where the
8 Orleans Parish would have to approve it or would it
9 still be under the old rules?

10 MS. CHENG: No, sir, it will still be under
11 the old rules.

12 MR. ABRAMSON: But it would have to come
13 back before this Board?

14 MS. CHENG: Correct.

15 MR. JONES: Mr. Moller.

16 MR. MOLLER: There seems to be a legitimate
17 question about whether this is a repair facility or a
18 manufacturing facility. My question is, when Bollinger
19 declares that it is a manufacturing facility under a
20 certain code, and I'm certainly not an expert on these
21 codes, who verifies that or do we just take your word
22 for it?

23 MR. ROUSSEL: It's the code we've always had
24 and we've always used. I'm not aware of how it's
25 assigned or...



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1 MR. MOLLER: But is there anybody there
2 who -- is there anybody whose job it is to verify if it
3 is, in fact, a manufacturing facility?

4 MS. CHENG: That code is issued by the
5 Louisiana Workforce Commission, and they enter it into
6 their application. And like Mr. Chairman Jones said,
7 they enter it on their application and certify and sign
8 that that is their code.

9 MR. MOLLER: Okay. But nobody from the
10 workforce commission -- I mean, is it anybody whose job
11 it is to say or to verify that this is, in fact,
12 manufacturing, not repair?

13 MS. CHENG: LWCC issues them that number.

14 MR. MOLLER: So we essentially just take
15 their word for it?

16 MR. CAGE: Well, may I make a comment? The
17 codes that were cited in our comments are from the North
18 American Industrial Classification System, and this
19 system is the standard used by federal statistical
20 agencies in classifying business establishment for the
21 purpose of collecting, analyzing, publishing statistical
22 data related to U.S. business economy.

23 I mean, you can have an incidental part of a
24 facility, maybe a small percentage may do some
25 fabrication, but if that's not the major objective or



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1 what the major job the business is doing, I don't see
2 how that could qualify as a manufacturer that maybe
3 one-tenth of the operation or so or one-fifth may not be
4 related to manufacturing.

5 MR. JONES: Mr. Pierson.

6 SECRETARY PIERSON: Just to provide some
7 clarity here, there is a wide array of these code
8 numbers that are classified as manufacturing. An
9 example might be a maintenance and repair operation for
10 aircraft, MRO operations. Significant maintenance
11 activities are considered remanufacturing and classified
12 as a manufacturing activity with the associated job
13 multipliers.

14 Again, we don't make these industry code
15 assignments. Those are done by the Louisiana Workforce
16 Commission, and they're certified in the documentation
17 we receive, as you have heard. Another element with
18 this is those industry classification codes have
19 far-reaching impacts for the companies, the companies,
20 as they seek workman's compensation insurance rates, as
21 they have property insurance rates, a number of
22 different outcomes occur because of the type of work
23 that's being performed at a specific facility.

24 So what you have before you is numbers that
25 are assigned by the workforce commission, verified



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1 through the documentation, and under what we apply as an
2 understanding of eligibility industry codes, this meets
3 that eligibility. Don't think of repair as trying to
4 splice a garden hose at home. These are far more
5 sophisticated operations, as Mr. Roussel has pointed
6 out, as is the case when they're taking aircraft engines
7 apart, replacing bearings and putting things back
8 together.

9 So the idea of maintenance is as a
10 remanufacturing concept is what I wanted to share with
11 the Board.

12 MR. JONES: Any other questions or comments?
13 Mr. Moller.

14 MR. MOLLER: So I'm assuming every floating
15 dry dock in Louisiana and elsewhere, I mean, there has
16 to be a lot of these, have the same industry code?

17 MR. JONES: If the workforce commission has
18 assigned them that.

19 Any other questions or comments from the
20 Board?

21 (No response.)

22 MR. JONES: Any other questions or comments
23 from the public?

24 Mr. Leonard.

25 State your name and your position, please.



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1 MR. LEONARD: My name's Jimmy Leonard. I'm
2 with Advantous Consulting. I am not up here
3 representing either side of the equation.

4 I would like to put in the record that the
5 qualification criteria, the NAICS code has been a
6 standard and a rule of thumb, but the actual Louisiana
7 Constitution has a definition, which is what is utilized
8 for determining eligibility for the Louisiana Industrial
9 Property Tax Exemption applicant, and I would like to
10 read that definition into the record if I may.

11 MR. JONES: Please do.

12 MR. LEONARD: All right. "The term
13 'manufacturing establishment' and 'addition' as used
14 herein mean a new plant or establishment or an addition
15 or additions to any existing plant or establishment
16 which engages in the business of working raw materials
17 into wares suitable for use or which gives new shapes,
18 qualities or combinations to matter which has already
19 gone through some artificial process."

20 So whereas the NAICS code has been a great
21 rule of thumb and a starting point for determining
22 manufacturing qualification, the definition in the
23 Constitution is bit broader than the codes themselves.

24 MR. JONES: Okay. Thank you, Mr. Leonard.

25 Any questions or comments for Mr. Leonard?



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1 (No response.)

2 MR. JONES: No, there aren't. You may
3 return to your seat.

4 Any other questions or comments from the
5 Board or from the public?

6 (No response.)

7 MR. JONES: We have before us a motion to
8 approve the partial transfer of tax exemption contract.

9 Kristen has indicated we needed to --

10 MS. CHENG: Yeah. I think we need to
11 approve even considering this special request or
12 approving considering the partial transfer because of
13 the fact that it was outside the three-month timeframe.
14 So we need to approve the special request.

15 MR. JONES: Then I would entertain a
16 substitute motion to approve consideration of this
17 partial request.

18 Mr. Slone; Mr. Schexnaydre seconds.

19 Any questions or comments from the Board?

20 (No response.)

21 MR. JONES: Questions or comments from the
22 public?

23 (No response.)

24 MR. JONES: All in favor, say "aye."

25 (Several members respond "aye.")



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1 MR. JONES: Any opposed?

2 (No response.)

3 MR. JONES: All right. We have now entered
4 into an agreement to consider the transfer request. Now
5 I would entertain a -- either the previous motion or a
6 new motion concerning approval of the transfer, partial
7 transfer.

8 Motion from Mr. Slone to approve the partial
9 transfer; second from Mr. Miller.

10 Any questions or comments from the Board?

11 (No response.)

12 MR. JONES: Any questions or comments from
13 the public?

14 (No response.)

15 MR. JONES: There being none, all in favor,
16 say "aye."

17 MR. JONES: Any opposed.

18 One from Mr. Moller.

19 Any other opposition?

20 (No response.)

21 MR. JONES: That motion carries.

22 MR. USIE: Next we have one appeal, Kim
23 Kool, Inc., Contract 20140285. LED received a request
24 from Kim Kool, Inc. appealing the decision to deny their
25 request for late renewal of tax exemption contract by



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1 the Board of Commerce & Industry at the October 23rd,
2 2019 meeting.

3 MR. JONES: Do we have a representative here
4 from Kim Kool?

5 Would you state your name and your position
6 with the company, please?

7 MR. MARBURGER: Travis Marburger, President.

8 MR. JONES: Okay. Please tell us the basis
9 of your appeal, please.

10 MR. MARBURGER: October 17th I purchased the
11 company from the previous owner.

12 MR. JONES: October 17th what year?

13 MR. MARBURGER: I'm sorry. October 17th,
14 2019.

15 MR. JONES: 2019. Okay.

16 MR. MARBURGER: Yes, sir.

17 All previous e-mails had been going to the
18 previous owner's personal e-mail. He wasn't really
19 involved with the company too much this past year -- or
20 previous year. We were made aware that we were eligible
21 for renewal sometime in September, I think it was, so we
22 reapplied then. The story I was given, he thought we
23 weren't eligible for renewal, so we just didn't worry
24 about it earlier in this year and the last year.

25 When the e-mail came through for the renewal



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1 meeting, which we missed, I was made aware that, right
2 about the time we were closing the sale, those e-mails
3 were still going to personal e-mail. That's all been
4 remedied now. Right at that same time is whenever I had
5 knee surgery, so I wasn't able to make it to the
6 meeting, and I apologize for that.

7 MR. JONES: So you have a situation where
8 there was a pending purchase of the company, the
9 communications from LED was going to the previous
10 owner --

11 MR. MARBURGER: Correct.

12 MR. JONES: -- not to you personally?

13 MR. MARBURGER: Correct.

14 It was our accountant who is the one who
15 helped file the renewal.

16 MR. JONES: I understand.

17 And so this came up in the October meeting
18 and no one was here, which is our custom, when no one is
19 here, we deny the renewal, and the reason for your not
20 being here at that time was what now?

21 MR. MARBURGER: I want to say the e-mail
22 came through two days prior to the close of the sale to
23 the previous -- or that's whenever I was made aware by
24 the previous owner.

25 MR. JONES: And when was that? When was the



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1 close?

2 MR. MARBURGER: The close was October 17th,
3 2019.

4 MR. JONES: Thank you.

5 MR. MARBURGER: About a week or two prior to
6 that, I tore my ACL, so I was in a brace out of office
7 quite a bit. Then I want to say the meeting was the
8 following week after the sale. I wasn't in for that,
9 and I received the e-mail denial I think the following
10 week, which was a few days prior to my surgery, so...

11 MR. JONES: Okay. We have a motion -- are
12 you're making that motion?

13 Mr. Carmody is making the motion to
14 reconsider the denial of the late renewal request. We
15 have a second from Mr. Fabra.

16 Any questions or comments from the Board?
17 This is just on the motion to reconsider.

18 (No response.)

19 MR. JONES: Any questions or comments from
20 the public?

21 (No response.)

22 MR. JONES: There being none, all in favor,
23 say "aye."

24 (Several members respond "aye.")

25 MR. JONES: Any opposition?



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1 (No response.)

2 MR. JONES: There is no opposition.

3 Now is there a motion as to the late renewal
4 request?

5 Mr. Carmody.

6 MR. CARMODY: Yes, Mr. Chairman. I think
7 that the appropriate motion would be to follow what
8 we've done in the past, and that would be to penalize
9 one year for the late renewal. I know the gentleman was
10 purchasing the property, but that would be consistent
11 with our practice.

12 MR. JONES: Okay. So are you making that in
13 the form of a motion --

14 MR. CARMODY: Yes, sir.

15 MR. JONES: -- to approve the late renewal
16 request with a one-year penalty.

17 MR. CARMODY: That is my motion.

18 MR. JONES: Okay. We have a motion to that
19 effect. We have a second by Mr. Fabra.

20 Any questions or comments from the Board?

21 (No response.)

22 MR. JONES: Any questions or comments from
23 the public?

24 (No response.)

25 MR. JONES: There being none, all in favor,



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1 say "aye."

2 (Several members respond "aye.")

3 MR. JONES: Any opposed?

4 (No response.)

5 MR. JONES: There is no opposition.

6 Thank you, sir.

7 MR. MARBURGER: Thank you.

8 MR. USIE: And that concludes the ITEP
9 portion of the agenda.

10 MR. JONES: Thank you so much.

11 I think we need to consider an amendment of
12 the agenda. ExxonMobil has requested an opportunity to
13 make a presentation. Ms. Guess was trying to tell me
14 earlier that I should have taken that up earlier during
15 the ITEP applications. That was my mistake, but I would
16 entertain a motion to amend the agenda to allow this
17 short presentation from ExxonMobil. That motion and the
18 approval would have to be anonymous in order to amend
19 the agenda.

20 I have a motion from Mr. Slone; second from
21 Mr. Fabra.

22 All in favor, say "aye."

23 (Several members respond "aye.")

24 MR. JONES: Any opposition?

25 (No response.)



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1 MR. JONES: There is no opposition. The
2 agenda is amended to allow Exxon to make its
3 presentation.

4 I think Ms. Cargille and Mr. Travis Fuller
5 please come forward:

6 MS. CARGILLE: Thank you. Good morning.
7 I'm Stephanie Cargille. I'm the Public Affairs Manager
8 with ExxonMobil, and just a little over a year ago we
9 were here in front of you guys asking for support for an
10 ITEP abatement for our polypropylene project. This was
11 a more than a \$500-million project we were able to bring
12 here to Louisiana.

13 LED and the Governor all worked together to
14 help get this project here in our state. And today with
15 us is Travis Fuller. He is our Project Venture
16 Executive, and he is going to provide you guys with a
17 stewardship update on the project. I wanted to let you
18 know that this week we also went to our Metro Council
19 here in Baton Rouge and to our school board, and we plan
20 to talk to the sheriff as well and provide them with the
21 same updates.

22 So, Travis, go ahead and get started.

23 MR. FULLER: Thank you for having us here
24 today.

25 MS. CARGILLE: You guys have a handout to



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1 follow. We were going to try to present it up there.

2 MR. FULLER: This investment is a
3 significant investment for ExxonMobil, as you might
4 imagine, and really it's the largest investment that
5 we've had here in Baton Rouge for quite some time. And
6 I don't know if you know how much work goes into one of
7 these ventures before you actually hear about it, but we
8 first started working with the state back in 2012, and
9 so there's a lot of work that goes in around making sure
10 that the environmental is acceptable, that we don't
11 increase our emissions, that we can actually build where
12 we want to build. And then it takes a lot of support
13 from the state and local government to give us the
14 incentives that we need to be competitive. We have to
15 insure that we build facilities today that can compete
16 in a global market.

17 So an example of that is is that the project
18 that we're going to make on this facility will be
19 shipped all across the global. The polymers that we
20 make will be -- they're the building blocks for
21 lightweight car parts. So we're taking steel out the
22 automobile and putting plastic into the automobile to
23 lower the weight of the automobile to improve your fuel
24 economy.

25 They also go into your everyday appliances,



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1 the plastic you see in your refrigerator, your washing
2 machine, your dishwasher. We lightweight those
3 appliances, but it also gives them a lot more
4 durability.

5 We put this polymer into food containers.
6 These food containers can be reused. There's some
7 programs in China right now where they take the
8 polypropylene food containers and they get their
9 McDonalds and they take it home with them, and the next
10 time they come back to McDonalds, they bring back a
11 clean food container to take out their food again. But
12 the best part about these polymers is you can recycle
13 100 percent of these polymers.

14 Another good thing about an investment of
15 this magnitude is the job creation. This facility will
16 have 65 full-time jobs that will stay on after the
17 project leaves, and the majority of that hiring has
18 already taken place. We will finalize in the first
19 quarter of next year. That's going to represent about
20 \$6-million a year in increased payroll here in the Baton
21 Rouge area. And construction will create another 700
22 jobs.

23 As a matter of fact, right now, this
24 morning, 600 people went to work in Baton Rouge working
25 on this project, either engineering or working out at



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1 the site. But the construction alone represents
2 \$160-million in payroll for people to have jobs here in
3 Baton Rouge.

4 The other thing is is when you invest of
5 this magnitude and you buy the equipment and material,
6 along comes the sales tax. We'll pay \$30-million of
7 local sales tax over the life of the project and another
8 20 to \$25-million in property tax from now until 2040.

9 If you go to the next page, if you're
10 looking at the presentation, there's direct economic and
11 community construction impact. We decided when we chose
12 Baton Rouge to build this facility that we would do
13 something different than we've done in previous projects
14 when we built polymers plants. For instance, when we
15 pill polymer plants in Texas, we went out of the country
16 for the engineer because these are very specialized
17 plants and they're only a few engineering contractors
18 that specialize in polymer engineering, but we wanted to
19 not go to Japan or Europe for an engineer, so we chose
20 Jacobs on Essen Lane, which has now changed their name
21 to Worley. And we took a little bit of a chance, but we
22 thought we had a good team there, and they have done a
23 great job engineering the project. We're about 80
24 percent done with the engineering.

25 We also chose a local constructor, Turner



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1 Industries is constructing the project. To date, we've
2 used over 28 local suppliers and spent about
3 \$130-million with those suppliers, and we're only 8 or 9
4 percent done with construction. A good example of how
5 an investment like this can help our community, if you
6 can picture this, we poured a foundation a couple of
7 weeks ago, and it's not like your backyard patio
8 foundation. It was a real foundation. We formed that
9 foundation with local laborers, we bought the
10 reinforcement steel locally, we shaped it locally.
11 Turner Industries installed that reinforcement steel,
12 and then we put 170 truck loads of high-strength
13 Sorrento concrete to pour that foundation. It's a big
14 foundation. But that -- all of those companies were
15 local. They used local labor, local materials. And
16 that's a good example of how an investment of this
17 magnitude really helps the entire surrounding community.

18 We had to move a training facility out at
19 the site, and when we did, when we prepared the ground
20 on the north side of the facility, we created quite a
21 bit of mulch, and because we had chosen a local
22 constructor, they let us know that we could probably
23 donate that mulch to somebody. So they started looking
24 out in the community of who could use it. We were able
25 to donate that to BREC, to Baton Rouge Green, and I even



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1 think the zoo got some of that mulch, but it was worth
2 about \$100,000 to those organizations, and that's money
3 that they will not have to spend out of their budget as
4 they go forward.

5 We had to demolish some office space that we
6 had to make room for a new warehouse out there, and
7 there was quite a bit of office furniture that we were
8 using, but we were going to have to dispose of, but we
9 reached out and were able to donate that office
10 furniture to local Habitat For Humanity. So, again, any
11 kind of way that we could try to benefit the community.
12 I mean, we live here too and our kids go to school here.
13 Anything that we can do to try to help the community, we
14 want to do that.

15 Another thing that we're doing is for the
16 safety of the workers that are going to be going in and
17 out of the site, we're going to do about a \$500,000
18 revamp on Scenic Highway to put some turn lanes in so
19 that we can enter and exit the facility a little bit
20 safer. That's a main highway up there, and people tend
21 to be interested in getting to where they're going,
22 looks like, oftentimes on that street.

23 Wraparound community investment, you don't
24 really know how you'll benefit the community, you just
25 know when you have an investment of this magnitude that



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1 you will benefit the community, and a little bit of a
2 surprise we got, most people don't look at our company
3 as an innovative company, but The Wall Street Journal
4 came out a couple weeks ago with the most innovative
5 companies in the world, and we were the fifth most
6 innovative company. And that was behind Amazon,
7 Microsoft, IBM, but it was also in front of Google and
8 Facebook. So you don't think about ExxonMobil being
9 ahead of Google and Facebook in innovation, but on this
10 project, we took an innovative path. We knew there was
11 better way to train our employees, and we're going to
12 apply virtual reality technology to train our employees
13 in an immersive learning environment.

14 Now, we don't -- we've had some experience
15 with virtual reality, but we didn't -- that's not our
16 expertise. So we started working with the Louisiana
17 Economic Development FastStart program, and they wanted
18 to grow in this space as well. They quickly provided
19 support to help us get going in this area and introduced
20 us to several local high-tech companies, and these are
21 companies that have gaming programmers in their mix.
22 And those young people could probably go to work in
23 Silicon Valley in a number of companies, but they chose
24 to stay here in Baton Rouge and start their companies
25 here. And they're quite unique, very talented people,



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1 but they're building the modules for us to train our
2 employees in an immersive learning environment. So now
3 each one of those companies is able to hire more,
4 they're hiring more people and they're growing their
5 business right here in Baton Rouge because of the
6 investment that we have.

7 There's an interesting module that they are
8 building for our crane and lifting. It was the first
9 module that we wanted to put out there because we've got
10 some very large equipment that we will be setting in
11 structures, and one of them -- I'll have to look at
12 the -- I gave these facts at another talk, but one of
13 them weighs as much and is as long as a fully-loaded
14 airbus, aircraft with 555 passenger, all of their
15 luggage and a full tank of fuel.

16 So in the past, we would have to sit at a
17 table and plan on a sheet on paper how would we lift
18 that. Now, in the immersive learning environment, we
19 can lift it over and over and over again until we're
20 certain that we can do it correctly, and we can do that
21 in the immersive learning environment before we ever go
22 out and strap up to the piece of equipment to lift it.
23 So very interesting.

24 So some other things that came along with
25 that, we provided quite a bit of a donation to Baton



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1 Rouge Community College so that they could install a
2 virtual reality training center, and that center is
3 going to be here. It will train some people for
4 ExxonMobil, but it will train people for all of the
5 industry, and it's going to be here long after the
6 project is gone, but we were really, really happy that
7 we could partner with them and that they had interest in
8 training people from this area as well. Probably will
9 train up a couple of next generations that will start up
10 some more businesses here.

11 Another thing that we were able to do
12 because of this investment was we were able to donate
13 some gratis office space and some meeting space to some
14 local nonprofits, and it's great to be able to do that
15 because these are people that are out in our community
16 doing things that we all benefit from, and now they have
17 a space to work and meet. And we were really excite
18 about being able to do that.

19 And one thing that's really near and dear to
20 my heart is that we were able to increase our Baton
21 Rouge industrial training initiative to 185 students.
22 These are people that are going to have the chance to
23 gain a skill that they can go get a job and support
24 their families, and it's really exciting to see people
25 having an opportunity that they might not have had



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1 otherwise, but this initiative was going, but we're
2 going to be able to expand it because of the investment
3 that we had in this polypropylene plant.

4 I'll close with that and say that ExxonMobil
5 has committed to invest in \$20-billion across the Golf
6 Coast for grow our operations, and some of that's in
7 chemicals, some of it's in refining. The thing that I
8 want to ask from this group is that you continue to
9 support us. We strive to be a good neighbor in the
10 community, but we really need the local and state
11 governments to support us so that we can build
12 competitively. We have to build competitively so that
13 we can make a return on that investment and then to have
14 the funds to come and invest again. So we want to
15 continue to invest in Baton Rouge.

16 We never have a problem ever getting people
17 to come to Baton Rouge from wherever in our company. We
18 have a little problem getting them to leave, but we
19 never have a problem with the people coming here. We
20 love living here. My daughter graduated high school
21 here. So we just ask for your continued support.

22 MR. JONES: Thank you very much.

23 Ms. Cargille, any other comments from you?

24 MS. CARGILLE: I guess just one thing to add
25 is our public affairs team and our government relations



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1 team and your LED team worked for a couple of years to
2 bring this project here, and a lot of the community
3 wraparound investment was very purposeful. It's our
4 view that when we can bring major investment here, we
5 can also do very unique, large things in our community,
6 and we plan to continue to do that so that economic
7 development is a win-win.

8 MR. JONES: Thank you.

9 Any questions or comments from the Board?

10 Mr. Slone.

11 MR. SLONE: Yeah. First of all, I wanted to
12 kind of applaud you guys. When you first came in months
13 ago, you laid out a model, and I appreciate that model,
14 of the work in the community, the stakeholder
15 engagement, the multipliers. And I'm going to put
16 another stamp of approval on how you guys have done it
17 and to actually come back to us and give us an update.
18 And it is my understanding that you're going to give the
19 other stakeholders some update also; right?

20 MS. CARGILLE: Right. This week.

21 MR. SLONE: Does that also include -- I know
22 we're talking about the locals, but does that also
23 include maybe folks on the ground that there are
24 opportunities for, whether via online or something, to
25 hear more about what's been done? Because I think



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1 that's important.

2 MS. CARGILLE: Right. Absolutely. We do
3 plan to share this with -- we have community dialog
4 group in North Baton Rouge. We actually had a
5 celebration in the Community Center the week before
6 Thanksgiving, and we invited a lot of our near neighbors
7 as well as students from some of our local high schools,
8 which were enthralled by the virtual reality experiments
9 and presentations.

10 We had a video that kind of goes over all of
11 this. We were going to show it to you today, but for
12 the sake of time, we're going to put that on social
13 media and try to get that message really out there to
14 our local community. But we are presenting annually on
15 this project to our local school board, metro council
16 and to our sheriff so we can steward that ITEP
17 investment.

18 MR. SLONE: So when we've got a large
19 industry like this doing that type of education, it
20 makes it easier for us, if you will, it makes it easier
21 for you and also allows the community to see your
22 impact, and that's important. So thank you.

23 MR. FULLER: Just from a project standpoint,
24 we've installed two cameras that take a photo every 18
25 minutes, and as we start to come out the ground, we'll



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1 install two more, so we'll have four cameras, and you
2 can see from the first day where we started preparing
3 the ground, and now you can see right where we are to 18
4 minutes ago. So at some point, if you'd like to see
5 that, we could run through it pretty quickly. It's neat
6 to see the thing build right before your eyes.

7 MR. JONES: Any other questions or comments
8 from the Board?

9 Mr. Hollins.

10 MR. HOLLINS: Mr. Chairman, really quickly,
11 I think I'd be remiss if I didn't say thank you for your
12 partnership with the \$500,000 on the turn lanes on 61.
13 DOTD is really appreciative of that. Anytime we have
14 new economic development, new projects, to have
15 companies think holistically about the traffic impact
16 and to actually put dollars up is really appreciated.
17 So we appreciate that.

18 MR. FULLER: One thing that we've done as
19 well, we had to get the permits and let the bids to get
20 the work done, so until we can get that done, we have
21 hired the sheriff's department to place a sheriff there
22 in the morning and in the afternoon when our people are
23 coming in and going out to ensure that we're safe now
24 until we can get the turning lanes in.

25 MR. HOLLINS: Well, I hope that permit



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1 process went well, and if not, let me know.

2 MR. FULLER: It went well.

3 MR. JONES: Thank you, Mr. Hollins.

4 Any other questions or comments from the
5 Board?

6 (No response.)

7 MR. JONES: Thank you very much for the
8 presentation. Great information.

9 MS. CARGILLE: Thank you.

10 MR. JONES: All right, ladies and gentlemen.
11 We are now toward the end of our agenda. We welcome
12 comments from our fearless leader, Mr. Pierson.

13 SECRETARY PIERSON: Thank you, Mr. Jones,
14 Chairman, Members of the Board, members of audience here
15 today. Primarily a number of housekeeping items as we
16 close out 2019. Also want to extend thank you to the
17 Department of Transportation and Development and then to
18 the Governor's office for helping us respond to our
19 quorum issue a little earlier today. So greatly
20 appreciate it.

21 To the Board members, I hope that you have
22 received instructions relative to the requirements for
23 training in ethics and mandatory sexual harassment. If
24 you would look at -- make sure that you complete those
25 course requirements, and if you have any questions or



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1 need further direction to the websites that offer the
2 online training, please see staff after the meeting.

3 We've also published both at the LED website
4 and OpportunityLouisiana.com have been provided to you
5 as well today the 2020 C&I Board meeting dates. If you
6 look online, you'll also see the two consultants that
7 are here today, and perhaps hearing this on a broadcast,
8 that the application deadlines are also posted there,
9 which we appreciate that you get us the documents that
10 we need to review and certify in advance of each one of
11 these Board of Commerce & Industry meetings.

12 Relative to a program that we introduced at
13 the last board meeting on October 23rd, we are seeking
14 to establish a register of projects proposed under
15 pre-Executive Order Advance Notifications that have not
16 yet been executed. On all projects, applicant
17 manufacturers are to demonstrate a genuine commitment to
18 investing in the communities in which they propose to
19 operate and a genuine commitment to creating or
20 retaining jobs in those communities. So as we discussed
21 and introduced on the 23rd of October 2019 at our Board
22 of Commerce & Industry meeting, we're in the process of
23 determining the status of projects subject to an
24 advanced notification filed prior to the 24th of June
25 2016. These are pre-Executive Order advances for the



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1 ITEP program. So we're asking that you notify the
2 department no later than the 31st of December 2019 of
3 any intent to act on the project or projects associated
4 with each pre-Executive Order advance filing that you've
5 made for ITEP. This should include any front-end or
6 phased applications, and we can accept your
7 communication at ITEP@LA.Gov. That would be
8 ITEP@LA.Gov.

9 Additionally, a item relating to our efforts
10 to continue to improve our ITEP program and the
11 administration of that program, I will read into the
12 record the following statement, and this is relative to
13 a resolution that we will bring back to the Board for
14 consideration of adoption at our meeting that will be
15 conducted on the 26th of February. Topics here are
16 around delegation of authority and of confidentially
17 compliance in communications. Those are the two general
18 topics that I'm about to address with this statement.

19 "This Board of Commerce & Industry is
20 constitutionally mandated to administer the Industrial
21 Tax Exemption for property program, that I will describe
22 as ITEP, and is subject to the approval of the Governor
23 in Louisiana. The Board is assisted by Louisiana
24 Department of Economic Development and formulates rules
25 that promote the best interest of the state in the



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1 administration of this exemption.

2 Following the leadership of Governor
3 Edwards, the board has indicated important reforms to
4 the program. The exemption is now conditioned on the
5 company's accountability to create, maintain or retain
6 jobs as part of the investment for which the exemption
7 is sought. Equally important is the Board's delegation
8 of authority to the local parish and city councils,
9 school boards and sheriffs, and the Board, through the
10 efforts of Assistant Secretary Mandi Mitchell, has
11 worked with these local inters in establishing
12 guidelines for their use in reviewing the exemptions
13 granted by the Board.

14 This does not, however, give the local
15 inters the authority to act to supercede the
16 dully-established Board of Commerce & Industry rules for
17 the exemption. While LED will continue to work with
18 local inters to establish guidelines, we'll also
19 continue to press for guidelines consistent with the
20 process and qualifications for the exemption established
21 by this Board.

22 In order to assure compliance and an equal
23 application of the rules of this Board, a resolution
24 will be presented at the next Board meeting providing
25 for measures that will deal with rejections of



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1 exemptions by local inters that have established
2 guidelines that are in conflict with the rules of the
3 Board.

4 Similarly, the Board has followed the
5 Louisiana Administrative Procedures Act in promulgating
6 its rules. However, it has never surrendered its
7 constitutional power over the exemption to the
8 legislature. Members of the legislature serve on this
9 Board and their input on the parameters and
10 administration of the exemption is of great and resected
11 value.

12 A future resolution will clarify that this
13 Board's use of the APA does not and cannot delegate the
14 Board's contusional authority over the exemption.

15 Finally, compliance with the company's
16 commitments an exhibit to retention of existing and the
17 creation of new jobs is prerequisite not only to the
18 award of the exemption, but also to the exemption
19 continuing for the initial five-year period the
20 company's right to renewal and the presence of the
21 exemption for a second five-year period.

22 LED has always honored the confidential
23 nature of some of the compliance information that is
24 required to be produced. The Board will be asked to
25 take appropriate action where there is noncompliance



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1 with a request of contractual performance to suspend or
2 terminate the exemption.

3 LED will also work with the Governor and
4 legislature in considering amendments to the Public
5 Records Act that will protect the confidentiality of
6 compliance communications."

7 So this is some activities I wanted to
8 outline to you that will be formed and submitted to you
9 in draft for consideration of adoption at our meeting on
10 the 26th of February.

11 In conclusion, as we discuss housekeeping
12 activities for 2019, I will just say to you that I'm
13 very proud of the performance of our agency during 2019.
14 We've been ranked as Number 2 in Economic Development in
15 the South by Southern Business Development Magazine. We
16 have been awarded the Number 1 designation Best State
17 Workforce Development Program, Louisiana FastStart, now
18 for the 10th year in a row. We secured a gold medal
19 award for our Small Business Suite of Services as
20 awarded by the International Economic Development
21 Council, and we remain the only state accredited for
22 economic development organization.

23 In conclusion, we will be submitting an
24 annual report to you at a not-too-distant date in early
25 January that will reflect 83 projects in our state that



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1 were secured during 2019, and another element of this
2 that I'm very proud of is that those 83 projects were
3 rated across 37 parishes. And I was really proud of our
4 performance in 2018 where we were in 31 parishes, but
5 now we've increased that footprint in 2019 to 37
6 parishes.

7 So that concludes my remarks, Mr. Chairman,
8 and I'm available for any comments from the Board.

9 MR. JONES: Thank you very much,
10 Mr. Pierson.

11 And congratulations to the team for the work
12 you-all do every day. Makes our few moments here every
13 other month much easier. Thank you very much.

14 Any other questions or comments from the
15 Board?

16 (No response.)

17 MR. JONES: Before I entertain a motion to
18 adjourn, I have four messages. Number 1, I hope
19 everyone has a wonderful holiday season, safe happy and
20 merry; Number 2, Merry Christmas; Number 3, Joe Burrow
21 for Heisman; Number 4, Go Tigers.

22 Motion to adjourn?

23 So moved.

24 Any opposed?

25 (No response.)



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MR. JONES: We are adjourned. Thank you very much.

(Meeting concludes at 11:45 a.m.)



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1 **REPORTER'S CERTIFICATE:**

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

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

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

20 Dated this 6th day of January, 2019.
21

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