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LOUISIANA BOARD OF COMMERCE AND INDUSTRY  
PUBLIC HEARING, TAKEN AT THE LASERS BUILDING,  
8401 UNITED PLAZA BOULEVARD, 4TH FLOOR CONFERENCE  
ROOM, BATON ROUGE, LOUISIANA, ON MAY 22, 2018  
COMMENCING AT 9:13 A.M.

1     **APPEARANCES OF BOARD MEMBERS:**

2

3     **STEVE WINDHAM**

4     **GLEN BRASSEAU**

5     **DANIEL SHEXNAYDRE**

6     **DON PIERSON**

7     **JAN MOLLER**

8     **SCOTT RICHARD**

9     **CHARLES MILLER**

10    **JERALD JONES**

11    **MILLIE ATKINS**

12    **HEATHER MALONE**

13    **THOMAS CARMODY**

14    **YVETTE COLA**

15    **RICHARD HARTLEY**

16

17

18

19

20    **STAFF MEMBERS:**

21    **BRENDA GUESS**

22    **MELISSA SORRELL**

23

24

25



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1 MR. WINDHAM:

2 Good morning, everyone. For  
3 the board members -- we're not  
4 calling the meeting to order yet.  
5 There he -- calling this meeting  
6 to order of the Louisiana Board  
7 of Commerce and Industry to  
8 receive comments from the public,  
9 questions and comments from the  
10 board members concerning the  
11 proposed rules. For the board  
12 members that have never met in  
13 this room, I'm going to give you  
14 a little overview. There's a  
15 little button down here that if  
16 you push it it makes it green.  
17 If it's green you are live, so --  
18 and then I have a mute all button  
19 and should override.

20 All right. With that, we'll  
21 call to order. Melissa, please  
22 take roll call for us.

23 MS. SORRELL:

24 Robert Adley. Richard  
25 Hartley.



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1           MR. HARTLEY:  
2           Here.  
3           MS. SORRELL:  
4           Neil -- Representative  
5           Abramson. Millie Atkins.  
6           MS. ATKINS:  
7           Here.  
8           MS. SORRELL:  
9           Mayor Brasseaux.  
10          MR. BRASSEAUX:  
11          Here.  
12          MS. SORRELL:  
13          Representative Carmody.  
14          MR. CARMODY:  
15          Here.  
16          MS. SORRELL:  
17          Yvette Cola.  
18          MS. COLA:  
19          Here.  
20          MR. COLEMAN:  
21          Major Coleman. Ricky Fabra.  
22          Manny Fajardo. Jerry Jones.  
23          MR. JONES:  
24          Here.  
25          MS. SORRELL:



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1 Heather Malone.  
2 MS. MALONE:  
3 Here. Senator Martiny. Robby  
4 Miller.  
5 MR. MILLER:  
6 Here.  
7 MS. SORRELL:  
8 Jan Moller.  
9 MR. MOLLER:  
10 Here.  
11 MS. SORRELL:  
12 Senator Chabert. Secretary  
13 Pierson.  
14 MR. PIERSON:  
15 Present.  
16 MS. SORRELL:  
17 Scott Richard.  
18 MR. RICHARD:  
19 Here.  
20 MS. SORRELL:  
21 Danny Shexnaydre.  
22 MR. SHEXNAYDRE:  
23 Here.  
24 MS. SORRELL:  
25 Ronnie Slone. Bobby



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1 Williams. Steve Windham.

2 MR. WINDHAM:

3 Here.

4 MS. SORRELL:

5 Dr. Wilson. We have a  
6 quorum.

7 MR. WINDHAM:

8 Thank you. First I would  
9 like to thank everyone for coming  
10 to this meeting. Your input is  
11 important and is valued.

12 Secondly, I would like to let the  
13 people that may not know that  
14 Robert Adley had surgery in  
15 Florida and there were  
16 complications, so he is currently  
17 in an impatient rehab. I do not  
18 know the details. So if y'all  
19 can all keep him in your prayers  
20 that would be really nice.

21 The purpose of this meeting,  
22 I'm going to go over the format  
23 of how we're going to proceed.  
24 We're going to identify -- we did  
25 a roll call.



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1           The purpose of this meeting  
2           is to receive public comments on  
3           the proposed rules. Secretary  
4           Pierson is going to give us an  
5           overview of the rules, which was  
6           published in the May 2018  
7           Louisiana Register. Comments and  
8           questions from the board members  
9           will then be entertained and  
10          responded to. Comments and  
11          questions by the public will be  
12          heard, and I believe we have 15  
13          people that want to make  
14          comments. 15 to 20, so I think  
15          we can give people three minutes  
16          for their comments to be made. I  
17          would encourage people to stay on  
18          point, and, if possible, not to  
19          be repetitive of what may have  
20          been said before unless you just  
21          want to come up and say ditto,  
22          you know, I agree with what the  
23          previous individual said because  
24          once the comment is made it's  
25          received and understood and



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1 valued by us.

2 Upcoming dates and deadlines.

3 June 22nd is the deadline to  
4 submit written comments and they  
5 are submitted to the Department.

6 On June 25th at 9:30 LED will  
7 hold a public hearing pursuant to  
8 the Administrative Procedures  
9 Act. All of the board members  
10 are invited to attend and all  
11 public are invited to attend and  
12 do value the input that is given.

13 On June 27th at the Board of  
14 Commerce and Industry regular  
15 meeting include full board  
16 consideration to move forward and  
17 approve the proposed change --  
18 changes, and then we will adjourn  
19 from today's meeting. So that's  
20 kind of the overview.

21 As you guys know, our first  
22 meeting was seven hours. We do  
23 not intend to be here for seven  
24 hours. With 20 comment cards I  
25 don't think we could be here for



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1 20 hours -- I mean, seven hours,  
2 so with that I'm going to give  
3 the floor to our illustrious  
4 secretary, Mr. Don Pierson.

5 MR. PIERSON:

6 Thank you, Mr. Windham. Don  
7 Pierson. Secretary of Louisiana  
8 Economic Development. Thank you  
9 for your attendance today and the  
10 process and the proposed rules.  
11 This is an important date, one of  
12 two public hearings that we'll  
13 conduct, and we are looking  
14 forward to receiving public  
15 comments on the proposed rules.  
16 We want to make sure that we stay  
17 on that topic regarding the  
18 proposed rules. Would also note  
19 that this meeting is being video  
20 recorded so that we will be able  
21 to post it on a link providing a  
22 full accounting for board members  
23 or others, members of the public  
24 that are not available here  
25 today. I understand that the



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1 technical capacities that we have  
2 will be recorded, processed today  
3 turned over to LED tomorrow,  
4 possibly, so the link should be  
5 up and live. I will tell you by  
6 Thursday we'll do our very best  
7 to make that a quick and  
8 efficient process.

9 Proceeding now with just a  
10 quick recap of the proposed  
11 rules, what we seek to achieve  
12 through their adoption, this, of  
13 course, was done in concert with  
14 many conversations with many  
15 stakeholders from the month of  
16 December through March and  
17 beyond. They continue today,  
18 actually, but what we arrived at  
19 would be a much improved program,  
20 in my opinion, and the features  
21 of that are that the Exhibit A,  
22 which is the pledge by the  
23 corporation which is seeking an  
24 exemption of what they will  
25 provide to the community, and



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1 that will be in terms of their  
2 proposed capital expenditures  
3 investment that they will make.  
4 It will be in terms of the number  
5 of jobs they will make available,  
6 the wages that is associated with  
7 those jobs. That include a  
8 healthcare benefit, by the way,  
9 and also the term of the  
10 agreement, which would be of ten  
11 or more years. The previous  
12 Exhibit A was a much lengthier  
13 document. We sat down in concert  
14 with stakeholders, reviewed it  
15 and tried to bring about a more  
16 user friendly document, and I  
17 believe that the agreement now is  
18 approximately 50 percent less  
19 number of pages than the previous  
20 edition. If I'm not mistaken it  
21 went from something like 26 to  
22 13.

23 The next major feature of the  
24 proposed rules will change the  
25 yield of the program. As you may



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1 recall, the constitutional  
2 created Industrial Tax Exemption  
3 program at a ten year one hundred  
4 percent exemption, and from a  
5 community stakeholder viewpoint  
6 that meant revenues from that  
7 investment millage's would begin  
8 to come to the community in year  
9 eleven.

10 Governor John Bel Edwards  
11 enacted an executive order which  
12 changed the yield to a five year  
13 one hundred percent abatement  
14 followed by a three year term at  
15 an 80 percent abatement. If you  
16 do calculations around that that  
17 yield is approximately 75 percent  
18 of the previous program, and  
19 associated with that specific  
20 yield revenues begin to flow to  
21 the community in terms of millage  
22 receipts in year six. With the  
23 adoption of this rule change, the  
24 yield will become ten years at 80  
25 percent abatement given the



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1 community's impacted opt end.  
2 Those being the sheriff, the  
3 school board, parish government  
4 and the case of municipality,  
5 participating municipality. So  
6 it's a significant change, and  
7 when revenues began to flow to  
8 the community from year eleven to  
9 year six to now proposed that the  
10 community impacted by the  
11 investment would begin to receive  
12 revenues in year one.

13 Finally, the important  
14 element of the local voice, and  
15 these characteristics that are  
16 represented in the proposed rule  
17 changes don't change.  
18 Accountability feature that was  
19 placed into this by the Governor  
20 remains the same represented by  
21 Exhibit A, the agreement, and  
22 also the local voice as to  
23 choosing whether to participate  
24 in the abatement or not remains  
25 with those governmental agencies.



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1 What changes is the process.  
2 Previous to now, this board was  
3 accepted completed applications  
4 which included both Exhibit A and  
5 Exhibit B. Exhibit B being the  
6 grouping of adopted resolutions  
7 coming from the school board, the  
8 parish government and a letter  
9 indicating support or not support  
10 from the sheriff. At that point  
11 the local government agencies  
12 were required to evaluate and  
13 then pass or not pass a  
14 resolution of support.

15 In the new set of rules, the  
16 Board of Commerce and Industry  
17 backed by the LEDC staff will  
18 fully evaluate all of the  
19 proposals as we have in the past,  
20 and they will include Exhibit A,  
21 and then this board will then  
22 provide what I will refer to as  
23 initial approval. In other  
24 words, the approval of board  
25 after review that the proposed



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1 investment meets the  
2 qualifications manufacturing job  
3 creation or retention, etc., and  
4 then we would provide immediate  
5 notice to all of the impacted  
6 agencies and include a new  
7 addition on that list of  
8 notification to the assessors.

9 Upon notification, the local  
10 governmental agency has 30 days  
11 in which to act if they seek to  
12 have discourse regarding  
13 consideration of this they can  
14 move to have it placed on their  
15 agenda within a 30 day timeframe  
16 which should allow for the normal  
17 cycle of public meeting for that  
18 governmental agency and then  
19 should the item be placed on the  
20 agenda at the following meeting,  
21 they will vote the request for  
22 exemption up or down.

23 In this way within 60 days,  
24 LEDC, the corporation, the public  
25 know what the outcome of the



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1 proposed exemption is. In fact,  
2 if no action is taken by any of  
3 the governmental agencies then it  
4 indicates their support, and  
5 within 30 days it is possible to  
6 communicate that certainty of the  
7 exemption to a corporation.

8 The communities and  
9 governmental agencies can rely on  
10 the evaluation and the  
11 qualification of the program  
12 coming to them for consideration  
13 as it is pass muster both with  
14 LEDC and Board of Commerce and  
15 Industry, so we're trying to  
16 place the evaluation process, the  
17 analysis process in the hands of  
18 the professionals and simply  
19 allow the local communities to  
20 determine whether or not they  
21 choose to participate in the  
22 abatement.

23 That is the general rundown  
24 of the proposed rules. Certainly  
25 if there are more technical



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1 questions we'll be prepared to  
2 entertain those from you today,  
3 but they have been provided at  
4 the opportunitylouisiana.com  
5 website, and you can click there  
6 to see a marked up set of the  
7 rules for those that would seek  
8 to have specific technical  
9 questions resolved.

10 In a moment I will open up  
11 the first opportunity for  
12 comments and questions by the  
13 board, but I would like to take  
14 this moment to read into the  
15 record the receipt of written  
16 communications that have come to  
17 the Department expressing support  
18 for these proposed rule changes.  
19 Each one of these letters  
20 indicates support and urges the  
21 Board of Commerce and Industry to  
22 adopt these rules. A number of  
23 them also suggest changes that  
24 they would like to see in the  
25 future. I believe that a well



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1 run organization should always be  
2 reviewing its programs, and so I  
3 would hope that we would continue  
4 to consider changes to programs,  
5 and that includes continue review  
6 and possible revision in the  
7 future of this, but I would also  
8 be mindful that we have a  
9 carefully crafted compromise of  
10 many good ideas and suggestions  
11 that is on the table today and  
12 that what I will call this  
13 program is ITEP 2.0 in that it's  
14 the next version following the  
15 Governor's executive order, and  
16 that in the future you would  
17 propose revisions to this set of  
18 rules, and I would call that ITEP  
19 3.0, so with that said, again, a  
20 number of these organizations may  
21 have included comments that I  
22 would attribute to ITEP 3.0, but  
23 these are all inclusive of  
24 language that says I urge the  
25 Board of Commerce and Industry to

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1 adopt these proposed rules as  
2 soon as possible.

3 I will now read these into  
4 the record and we will have the  
5 written copies available. We're  
6 going to put them together  
7 electronically into a PDF file  
8 and they will be available for  
9 inspection, and they will be  
10 provided as appropriate in  
11 compliance with the  
12 Administrative Procedures Act as  
13 well.

14 A reminder that this doesn't  
15 end the period for written  
16 comments. We will continue to  
17 receive those through 22 June.

18 I will now quickly read  
19 through these. In support,  
20 Greater New Orleans Inc., Michael  
21 Heck. Mayor Steven Nosacka, Town  
22 of Gramercy. Committee of 100,  
23 Michael Olivier. Parish of St.  
24 James, Parish President Timothy  
25 Roussell. Glen Waguespack,



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1 Assessor. George Nassif (ph),  
2 school board President. Willie  
3 Martin, sheriff. Ed Shane,  
4 superintendent. And Ryan Loch,  
5 council chair. Greater Bossier  
6 Economic Development Foundation,  
7 David Rocket. Committee of 100,  
8 Board of Directors, Shreveport  
9 Bossier, Reginald Abrams.  
10 Southern Credit, Jessie  
11 Broderick. Southwest Economic  
12 Development Alliance, George  
13 Swift. Wayne Brown. Chairman of  
14 the Board, Brown Builders. Frank  
15 Fink representing the St. Mary  
16 Parish government. World Trade  
17 Center, New Orleans, Catelyn  
18 Cain, executive director. Thomas  
19 Spears, chairman. Eddie Hayes,  
20 co-chair policy committee. Ben  
21 Billings, co-chair policy  
22 committee. Didier Consultant,  
23 Dale Powers, Madison Parish Port.  
24 Patrick Murphy, South Louisiana  
25 economic council. Vic Lafont,

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1 Caddo Parish school board. Steve  
2 Rail. Solutions through Science,  
3 Jude Norton. Louisiana Ammonia  
4 Producers, Dwayne Lee. St.  
5 Charles Parish, Felicia Gomez  
6 Walker, superintendent. Greg  
7 Champagne, sheriff. Larry  
8 Cochran, parish president.  
9 Economic development. Michael  
10 Tomlinson, port of south  
11 Louisiana. Paul Aucoin, river  
12 region Chamber of Commerce. Kim  
13 Bourgeois chairman of the board,  
14 Louisiana Industrial Development  
15 Executive Association, Wanda  
16 Curiole. Dow Chemical, Tommy  
17 Fourcier. ExxonMobil, Malory  
18 Leblanc. Louisiana resident,  
19 Gloria McConnor. Didier  
20 Consultants, Rhonda Boatner.  
21 ExxonMobil Fuels and Lubricants,  
22 Sherry Evans. Louisiana  
23 residents, Dick Talbot.  
24 ExxonMobil Baton Rouge complex,  
25 Meredith Meaux. ExxonMobil, Troy

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1 Carter. Advanced consulting,  
2 James Leonard, Don Alison.  
3 ExxonMobil Employee Tray Ball.  
4 Chairman Baton Rouge north  
5 economic development district,  
6 Ronald Smith. East Baton Rouge  
7 Parish President. Northeast  
8 Louisiana Economic Alliance,  
9 Tenner Rachelle. Greater Baton  
10 Rouge Industry Alliance ISC  
11 Constructors, LLC, Collins Rang,  
12 Vice-President. Mike Thomas  
13 senior vice president of the  
14 north American operation.  
15 Central Louisiana economic  
16 development alliance, Jim  
17 Clinton. Tangipahoa economic  
18 foundation, Cangelosi. Louisiana  
19 chemical association, Greg  
20 Bowser. IOP Constructors,  
21 Michael Akey. Ascension Parish  
22 Economic Development Corporation,  
23 Kate McArthur. Regional economic  
24 alliance of Louisiana, Jim  
25 Clinton, chairman. Baton Rouge

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1 area chamber, central Louisiana  
2 economic development authority,  
3 Greater New Orleans, Inc.  
4 Northeast Louisiana Economic  
5 Alliance, One Acadiana, south  
6 Louisiana economic counsel,  
7 southwest Louisiana chamber.  
8 Louisiana Association of Business  
9 and Industry, Waguespack.  
10 ExxonMobil, Pam Key. Louisiana  
11 resident, Kimberly Paul,  
12 Louisiana resident, Herbert  
13 Vanhorn. Louisiana resident,  
14 Dustin Speck. Louisiana  
15 resident, Stephanie Campbell.  
16 Louisiana resident, Jason  
17 Campbell. Louisiana resident,  
18 Richard Tullis. Louisiana  
19 resident, Jilian Schuler.  
20 Louisiana resident, Earl Himel.  
21 Louisiana resident, Matthew  
22 Hammond. Louisiana resident,  
23 Dillon Cramer. Louisiana  
24 resident, Jona Lee. Louisiana  
25 resident, Ryan Canal. Louisiana

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1 resident, Donna Ray. Louisiana  
2 resident, Anna Thomas. Louisiana  
3 resident, Barbara Becoram.  
4 Louisiana resident, Chad Aspears.  
5 Louisiana resident, Eric  
6 Volinseo. Louisiana resident,  
7 John Big. Louisiana resident,  
8 Scott Brown. Louisiana resident,  
9 Danny Bouion. Louisiana  
10 resident, Douglas Melancon.  
11 Louisiana resident, Ryan  
12 Whittington. Louisiana resident,  
13 Charles Dabney. Louisiana  
14 resident, Jason Ansley.  
15 Louisiana resident, Stephanie  
16 Cargile. Louisiana resident,  
17 James Labong. Louisiana  
18 resident, Jody Britt. Louisiana  
19 resident, Michael Copski.  
20 Louisiana resident, Cliff Mount.  
21 Louisiana resident, Leo Chapel.  
22 Louisiana resident, Kathy  
23 Galliano. Louisiana resident,  
24 Gloria Maconda. Louisiana  
25 resident, Cheryl Bian. And

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1 Louisiana resident, Kevin  
2 Bergeron.

3 Those are the organizations,  
4 individuals, elected officials  
5 that have -- during this first 30  
6 day timeframe from the 25th of  
7 April when the rules were posted  
8 have reviewed and expressed  
9 support, and, again, I would  
10 indicate that as you review  
11 letters you will likely see on a  
12 number of them that they do have  
13 suggestions for ITEP 3.0, but at  
14 this time urge the board to adopt  
15 the rules as proposed.

16 That concludes the reading of  
17 the written comments into the  
18 record that we have received so  
19 far at LED, and at this time I  
20 would entertain comments and  
21 questions by the board.

22 MR. WINDHAM:

23 Thank you, Mr. Secretary. Do  
24 any of the board members have  
25 questions of the secretary



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1 concerning the proposed changes?

2 MR. JONES:

3 One question. Mr. Pierson,  
4 you had mentioned that the rules  
5 will allow for municipality which  
6 may be in the parish to weigh in  
7 on the issues, and I should know  
8 the answer to this and I do not.

9 If a municipality is not  
10 receiving ad valorem taxes do  
11 they have the ability to have a  
12 say in that matter or only those  
13 municipalities that have passed  
14 and receiving ad valorem taxes.

15 MR. PIERSON:

16 The exemption is focused on  
17 millage's, so if the municipality  
18 received no millage's, it would  
19 be my understanding they would  
20 not be a requirement for the  
21 process.

22 MR. JONES:

23 Thank you.

24 MR. WINDHAM:

25 Any other questions by any of



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1 the board members? I believe this  
2 is a good move in the right  
3 direction. I believe the changes  
4 that are being proposed will  
5 provide the ability for entities  
6 to make calculated decisions and  
7 at least put into the equation an  
8 answer so that Louisiana can  
9 compete across a variety of  
10 industries. I think parts of the  
11 past have been some of the  
12 uncertainty for the industries as  
13 they move forward with the  
14 project, and many of us know that  
15 have done this, Economic  
16 Development for a very long time,  
17 it is an elimination process, so  
18 as projects are considered by  
19 businesses and industries, we  
20 want to make sure that we stay on  
21 the list, and the Governor's  
22 office believe this is a good  
23 move. It does allow entities to  
24 receive dollars into the coffers  
25 when project is announced in the

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1 beginning as opposed to waiting  
2 until the six years, as the  
3 secretary mentioned. It provides  
4 a much thinned down legal  
5 document that we believe in  
6 reading it and from some of the  
7 attorneys that I have spoken with  
8 makes it a little more streamline  
9 so that it doesn't have some of  
10 the ancillary requirements that  
11 may have been required before  
12 just to be in compliance with the  
13 document, you know, being a CPA,  
14 so that is a really good thing in  
15 there and it still gives the  
16 locals the opportunity to express  
17 their voice. It's just not on  
18 the front end. It's after the  
19 professionals, the companies, the  
20 state have come together and  
21 determine that the project is a  
22 good investment from the state's  
23 perspective. The economic  
24 development -- developers at the  
25 local level bring these projects

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1 to the communities and they are  
2 the experts in that area. So the  
3 other elected officials may not  
4 have the experienced background  
5 to make those decisions, so now  
6 we're just lending a local  
7 expertise, Board of Commerce and  
8 Industry's input and voice into  
9 the project and then giving the  
10 locals the ability to voice their  
11 approval or disapproval, but it's  
12 given the companies a timeline  
13 that they can work with. So  
14 kudos to the staff for those  
15 pulling these kind of rules  
16 together. It is a compromise  
17 from where we were before.

18 Any other questions or  
19 comments from the board members?  
20 All right. If there are any  
21 members of the public who have  
22 not submitted a card, I encourage  
23 you to do so now so we can make  
24 sure we hear your comments. You  
25 can give them to Melissa or to



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1     Tham or to anyone on the front  
2     row here on the right hand side.

3             With that, we'll open this up  
4     to the -- for the comments on the  
5     rules.

6             First I would like to invite  
7     Mr. Jim Patterson representing  
8     LABI. And I guess part of the  
9     process here is so I don't have  
10    to read everything and we don't  
11    want to be repetitive. I will  
12    invite your name up and you come  
13    up and tell us who you represent  
14    and what your comments are. If  
15    possible, please keep it to three  
16    minutes. With modern technology,  
17    I can count. All right. Please,  
18    Mr. Patterson.

19            MR. PATTERSON:

20            Thank you, Chairman Windham,  
21    and Mr. Secretary, members of the  
22    committee, I am Jim Patterson. I  
23    am with Louisiana Association of  
24    Business and Industry known as  
25    LABI. I serve as Vice President



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1 of government relations and tax  
2 counsel director. I want to begin  
3 by thanking the secretary for  
4 having reached out to us as well  
5 as others within the business  
6 community to solicit our input  
7 regarding the program and the  
8 need for changes to include that  
9 program. We were -- pretty sure  
10 that's not three minutes.

11 MR. WINDHAM:

12 No. That's not. Sorry.

13 MR. JONES:

14 Technology is good. User,  
15 maybe not so good.

16 MR. WINDHAM:

17 We'll add a few more seconds.

18 MR. PATTERSON:

19 I appreciate that. A little  
20 extra time at they say in soccer.  
21 So we very much appreciate the  
22 secretary for giving us this  
23 opportunity for input. We do  
24 believe that these changes are  
25 going to improve the way that the



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1 program operates and make it more  
2 attractive to certain industries,  
3 and we very much want to  
4 congratulate you on bringing us  
5 to this point.

6 As you have indicated, there  
7 is a desire for more change. We  
8 did submit a number of pages  
9 worth of changes that we thought  
10 needed to be made, many of which  
11 are not part of these changes,  
12 and we understand those reasons,  
13 but do look forward to working  
14 with the secretary, the  
15 administration, the board to  
16 continue to improve the program  
17 and make it more palatable to the  
18 manufacturers.

19 We are concerned that with  
20 the economic vibrance in our  
21 country that Louisiana may not be  
22 properly positioned to be a part  
23 of that, and we don't want to  
24 lose that opportunity, and we  
25 think that this is an important



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1 step in that direction. We hope  
2 to work with the legislature as  
3 regards to changes coming forth  
4 to make sure that we do no harm  
5 in terms of the attractiveness of  
6 our state to business development  
7 expansion to the growth of jobs.  
8 That is what we want to see  
9 happen. We believe that this is  
10 a good first step. And, again,  
11 commend you, Mr. Secretary. We  
12 thank you, the board, for  
13 deliberating this, and we look  
14 forward to, as I said, working  
15 with you as we endeavor to  
16 continue to improve this program.  
17 Thank you.

18 MR. WINDHAM:

19 Thank you, Mr. Patterson.  
20 Next we'll have Dale Powers. All  
21 right. Thank you. Next we'll  
22 have Tyler Gray. Tyler Gray in  
23 the audience.

24 MR. GRAY:

25 Right here. Good morning.



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1 Mr. Secretary, Board of Commerce  
2 and Industry members, my name is  
3 Tyler Gray. I'm the general  
4 counsel for the Louisiana Mid  
5 Continent Oil and Gas  
6 Association. Our membership  
7 represents both refiners and L&G  
8 companies in the state, and I am  
9 here today, and I do apologize  
10 for not submitting a comment  
11 beforehand, but I do have a  
12 letter that I would like to enter  
13 into the record that basically  
14 says we want to please urge  
15 you-all to adopt these rules as  
16 fast as possible. We do  
17 recognize that there is an  
18 opportunity to improve at some  
19 places and we will submit  
20 additional comments asking for  
21 clarification in some areas of  
22 the rules, but at this point we  
23 do ask and urge you to adopt them  
24 as soon as possible. Thanks so  
25 much.



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1 MR. WINDHAM:

2 Thank you, Mr. Gray. Next we  
3 have Douglas Melancon.

4 MR. MELANCON:

5 Good morning. Douglas  
6 Melancon. ExxonMobil employee.  
7 I work in the environment group  
8 at the Baton Rouge complex. I'm  
9 a lifelong Louisiana resident.  
10 Graduated from LSU, stayed in  
11 Baton Rouge. My wife is a teacher  
12 in the East Baton Rouge school  
13 system. I live in Mid City and  
14 I've raised two kids in Baton  
15 Rouge and we are proud to be from  
16 Baton Rouge. I urge you to  
17 support LED's new guidelines.  
18 This will encourage economic  
19 development and make for a  
20 predictable stable tax climate,  
21 which is a key consideration for  
22 companies considering future  
23 investments. Continue economic  
24 growth and prosperity depends on  
25 a business environment that



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1 encourages capital investment and  
2 creates jobs. I want Louisiana's  
3 economy to prosper and grow.  
4 ExxonMobil recently announced a  
5 \$50 billion in plan investments  
6 for the Gulf Coast. I want those  
7 investments and opportunities to  
8 come here to Baton Rouge. I want  
9 to stay in Baton Rouge and I want  
10 my children to stay in Baton  
11 Rouge. We have to be -- we have  
12 to be strategic. We have to be  
13 competitive now to allow for  
14 future growth and success.  
15 Consider the jobs currently  
16 created by ExxonMobil investments  
17 in our area. Greater than 6,900  
18 full time Exxon employees and  
19 contractors consider the jobs  
20 created by those jobs. These  
21 jobs are the fuel that drive the  
22 Baton Rouge economy.

23 Lastly, as a employee and  
24 someone's whose entire career has  
25 been spent in the environmental



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1 regulatory world, ExxonMobil is  
2 committed to being a good source  
3 of the environment. We  
4 understand our responsibility to  
5 this community and our commitment  
6 to our right to operate. Thank  
7 you.

8 MR. WINDHAM:

9 Thank you, Mr. Melancon.  
10 Next we have David Hunagriff.

11 MR. FINK:

12 I am sorry I couldn't open  
13 before the day -- I am Frank  
14 Fink. I'm the Director of  
15 Economic Development for St. Mary  
16 Parish, and so I do appreciate  
17 the fact you did send Don a  
18 comment letter already and in  
19 general we have some agreement,  
20 but we also have -- we are going  
21 to ask the board to consider  
22 maybe some other things within  
23 the new rules.

24 We do agree that the fact  
25 that you shortened Exhibit A



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1 going down to 13 pages that we  
2 hope that you will continue to  
3 shorten that because we may have  
4 Industrial Tax Exemption projects  
5 with about 700,010 employees and  
6 even the 13 page document would  
7 be overwhelming to them, so we  
8 hope that you consider shortening  
9 that up. The proposal to adjust  
10 the level, and the terms and the  
11 magnitude is fine with us, we  
12 don't have a problem with that.  
13 The request we have is why now do  
14 we have a top down process that's  
15 proposed by the department -- by  
16 the department and the C&I board.  
17 The parish is a political  
18 subdivision that offers the  
19 Industrial Tax Exemption to  
20 manufacturers as it is set. If  
21 the benefits of that project in  
22 our parish is seeking incentives  
23 itself, we take a positive look  
24 at it. Regardless of the state  
25 still benefits from the

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1 manufacturing expansion through  
2 sales tax and income tax  
3 collections, the proposed process  
4 does not recognize parish  
5 leadership by going around parish  
6 President directly to the parish  
7 taxing authority. So what  
8 suggestions would we like to make  
9 to you. We'd like you to  
10 consider that the parishes have a  
11 local option to determine  
12 expansion in your parish. The  
13 state will still have the  
14 responsibility to produce Exhibit  
15 A and to monitor the process. 90  
16 percent of the Industrial Tax  
17 Exemption projects begin at the  
18 parish level. The parish will  
19 evaluate the benefits to the  
20 incentive and the expansion as  
21 positive. We will get our taxing  
22 authorities to sign off and send  
23 this to LEDC. This could take  
24 off a lot of time in the process  
25 and if LEDC approves of what we



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1 do in the Exhibit A is put in  
2 place, we can go right ahead with  
3 the C&I board approval and send  
4 it on to the Governor for his  
5 signature.

6 In St. Mary Parish, taxing  
7 authorities have granted  
8 authority by resolution to the  
9 parish President to act on their  
10 behalf if the parish level  
11 benefits exceed the incentive  
12 offer for the project and the  
13 parish President must inform and  
14 discuss with each taxing  
15 authorities designee. In  
16 economic development terms, the  
17 benefits of the project. Other  
18 parishes may have similar systems  
19 in place or develop a local  
20 option to facilitate, grant them  
21 the Industrial Tax Exemption. If  
22 offering is not satisfactory let  
23 us suggest that the local option  
24 be considered for all projects  
25 that qualify for ITEP with a



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1 capital investment below \$10  
2 million. This will alleviate the  
3 burden of the secretary and the  
4 C&I board of dealing with a much  
5 smaller ITEP proposals. Thank  
6 you.

7 MR. WINDHAM:

8 Thank you, Mr. Fink.

9 MR. HUNAGRIFF:

10 Thank you, sir. Thank you  
11 secretary. My name is David  
12 Hunagriff. I'm St. Mary Parish  
13 President, and like Mr. Fink said  
14 prior to that, in 2016 the  
15 Governor signed the executive  
16 order and I thought it was a good  
17 thing. Having local input into  
18 the process, which was tremendous  
19 especially how we are truly the  
20 one that are truly affected by  
21 this. But in doing so I  
22 recognize right off the bat the  
23 pitfalls that we're dealing with.  
24 As a businessman, I cringe at the  
25 thought of my company or any



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1 other company having to go  
2 between -- before each of these  
3 tax entities and have to sit and  
4 ask permission to get that  
5 exemption because even through  
6 this process as Frank Fink  
7 mentioned, it becomes more beyond  
8 the merits of what your review --  
9 the process of the application  
10 which of -- of which you are  
11 requiring, it becomes political,  
12 so what we did was we went to  
13 each and every taxing entity. The  
14 five cities in St. Mary Parish;  
15 the school board and sheriff and  
16 the city and parish council, and  
17 out of that the total of 48  
18 individuals and only one voted  
19 against it. They all gave me the  
20 authority to use their authority  
21 in deciding this, and, again, why  
22 is this important because it  
23 streamlines the process. It's  
24 the best of both worlds. It  
25 brings it to the local level and



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1 in that resolution I am required  
2 to discuss and inform each  
3 entity's designee, so everyone is  
4 going to be informed what is  
5 going on and instead of this  
6 process taking 60 days, we can do  
7 it in 14.

8 So I suggest looking forward  
9 trying to combine the two, and  
10 parishes that have resource,  
11 parishes that are actually doing  
12 what St. Mary Parish did can  
13 streamline the process, getting  
14 everyone on board, give that  
15 authority to the Parish President  
16 and with that parish having the  
17 resources to their own analysis  
18 at a certain level like Mr. Frank  
19 mentioned, pick a number, ten  
20 million, five million, allow us  
21 to start the process from the  
22 bottom up and continue this so we  
23 can streamline for businesses.  
24 Thank you.

25 MR. WINDHAM:



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1           Thank you, sir. Next we have  
2 Robert Berg.

3           MR. BERG:

4           Ditto.

5           MR. WINDHAM:

6           Thank you. Next we have Chad  
7 Istre.

8           MR. ISTRE:

9           Good morning, everyone. I  
10 like to say as Robert said ditto  
11 and I am so happy this morning.  
12 I'm Chad Istre. I'm an  
13 ExxonMobil Employee for 20 years.  
14 I am a 10th generation  
15 Louisianian married to an 8th  
16 generation Louisianian with two  
17 Louisianian children and would  
18 love to stay here. I'm so  
19 pleased. Secretary Pierson what  
20 you said, there is one foot that  
21 sticks with me, not every change  
22 is an improvement but every  
23 improvement requires a change, I  
24 love what you said. Every  
25 organization needs to look at



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1     itself and make itself  
2     continually better. I make  
3     mistakes every day. I need to  
4     keep doing better and better  
5     until we get to eternity. And  
6     Chairman Windham, I like what you  
7     said that this is good  
8     compromise. So I would say ditto.  
9     I'm pleased with what y'all are  
10    doing. I think some things in  
11    life work, some things don't. And  
12    I tell the story that when this  
13    happened in 1936 when this was  
14    first passed, and I asked people  
15    and sometimes they know and  
16    sometimes they don't. If  
17    something is going on in the  
18    world in 1936 there is a big  
19    demand for fuel across the world.  
20    Does anybody know what it was?  
21    World War II, right. And our  
22    grandparents and great  
23    grandparents passed this tax  
24    referral program to attract  
25    business to give generational

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1 jobs here in Louisiana. Four of  
2 the five ExxonMobil facilities  
3 that have never been built here  
4 if it weren't for that case.  
5 Picked up in 1963 where we would  
6 have got Disney World but so be  
7 it and let's not do that again.  
8 80 years later when it is  
9 overturned this is a compromise  
10 to get it back. Maybe this is  
11 2.0 and maybe some day we can get  
12 that to 3.0. One of these boards  
13 put together that we're now 12th  
14 best in manufacturing  
15 friendliness. We used to be No.  
16 1. Who goes for the record? Who  
17 goes to the 12th car dealership  
18 to get the 12th best deal and is  
19 happy about it. It's the same as  
20 losing 11 times over. Let's put  
21 Louisiana first again. Thank  
22 you. Ditto. I appreciate you.

23 MR. WINDHAM:

24 Thank you. Next we have  
25 Alexis Hector.



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1 MS. HECTOR:

2 Ditto.

3 MR. WINDHAM:

4 Thank you. Ms. Diane Haley  
5 or Hadley?

6 MS. HANLEY:

7 Hanley.

8 MR. WINDHAM:

9 Hanley. I am so sorry.

10 MS. HANLEY:

11 My name is Diane Hanley and I  
12 really appreciate having these  
13 three minutes, and I thank you  
14 for telling me that you value my  
15 opinion. You are going to hear a  
16 lot of different opinions from  
17 mine, and so I would really like  
18 mine in the record. I'm hoping  
19 that you know the story of the  
20 Emperors New Clothes, and if you  
21 don't, I would tell you to please  
22 read it tonight because this is  
23 what is happening here today. We  
24 are exposing ourselves to a story  
25 that has been told for 80 years



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1 and we are having something woven  
2 for us that is telling us that  
3 there are jobs being created  
4 through ITEP. These companies  
5 are creating jobs and I'm glad  
6 they have jobs but the way these  
7 rules are written, it is saying  
8 that whether there are jobs or  
9 not, come on in and we'll give  
10 you a break. 30 hours of work  
11 for one week and we counted.  
12 That's what's going on here  
13 today. So I want you to know  
14 when you read the story of the  
15 Emperors New Clothes and you  
16 think about that child that comes  
17 forward and says, the Emperor has  
18 no clothes, that's the citizens  
19 of the state who are waking up.  
20 I know there are experts in the  
21 field. The experts are very  
22 happy with these rules and there  
23 is a reason and they will come  
24 again and again. I'm not sure  
25 who the compromise was with but



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1 it wasn't with me because I can  
2 show you over and over again  
3 where these rules continue the  
4 status quo. It's not changing  
5 things. If this is a requirement  
6 of jobs then the jobs will show  
7 up and we will see them, but if  
8 you have to write the rules in a  
9 way so that it is so vague about  
10 new jobs coming along, we want  
11 ten year jobs. We want jobs that  
12 are going to last at least as  
13 long as the exemptions, and these  
14 are saying that they can have  
15 jobs that are, you know, 30 hours  
16 a week for one week, one month is  
17 what this stands for, so I want  
18 us to really consider what is the  
19 truth of what is going on here  
20 and to stop seeing things as if  
21 they are clothes on us when they  
22 are not.

23 I think we are allowing the  
24 proposed rules to create zero  
25 real jobs and growth and even job



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1 cuts disguised as job gains. I  
2 want y'all to look at this  
3 honestly. The experts keep  
4 telling us this is what you see,  
5 this is what you see, but what  
6 we're doing is exposing our  
7 Emperor to what is not real. You  
8 will have the testimony and you  
9 can ask for more testimony about  
10 what is really happening here.  
11 Our recommendation is that the  
12 revised rules should establish  
13 clear stipulations for contract  
14 labor, requiring that it be  
15 counted on a full time equivalent  
16 ten year basis to close the  
17 phantom job loophole. We're also  
18 asking that there be real  
19 established return on investment  
20 analysis that, Mr. Pierson, we  
21 appreciate your 28 years of  
22 service and the knowledge you  
23 have in your heart and your head  
24 but you may not be here forever  
25 and we need to have these rules,

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1 these analysis come from the  
2 experts that will corroborate  
3 your statements of history and  
4 knowledge, and we appreciate you  
5 giving us that, but we want  
6 analysis that will be in  
7 statements that will be written  
8 that we can look at ourselves.  
9 If you are telling the locals you  
10 are going to give it to us, give  
11 it to us. We're asking for it.  
12 We don't want it just being told  
13 to us. As locals, as citizens  
14 we're learning what we need to  
15 learn about this ITEP program and  
16 we're going to be calling out  
17 that the Emperor has new clothes  
18 when the Emperor has new clothes,  
19 and we ask you as people who are  
20 policymakers to look at this more  
21 carefully, more closely and at  
22 the analysis that we at Together  
23 Louisiana are putting forth.  
24 Thank you very much.

25 MR. WINDHAM:



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1           Thank you, Ms. Hanley. Mr.  
2 Roger Bagert.

3           MR. BAGERT:

4           Good morning. My name is  
5 Roger Bagert representing  
6 Together Louisiana. After you  
7 read the Emperors New Clothes I  
8 encourage you to read the  
9 proposed rules.

10           We don't have a problem with  
11 the elements of this agreement of  
12 policy choices made by the rules.  
13 That's not what I want to testify  
14 to today. We commented ourselves  
15 to that. It's to drafting  
16 choices or errors that muddy and  
17 confuse things. The -- the sense  
18 of urgency is real and it's  
19 around the need for certainty and  
20 clear expectations, and that's  
21 not a need shared only by  
22 applicant companies in the  
23 business community. We all feel  
24 that. We all want this thing to  
25 be settled. But if there are



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1 areas of ambiguity that will not  
2 only maintain but enhance  
3 uncertainty then the process of  
4 rushing this through to get it  
5 done in August instead of  
6 September won't meet the goal of  
7 certainty, it will increase  
8 uncertainty.

9 Give you three examples. On  
10 the first page of the rules it  
11 talks about when the new rules  
12 are meant to apply and it says --  
13 this is under C3. It says, first  
14 that after June 24, 2016 but  
15 before June -- July 1, 2018 the  
16 applicant has the option of  
17 choosing between the rules  
18 promulgated on June of 2017 or  
19 the current rules that are about  
20 to be promulgated, and the next  
21 sentence says that applications  
22 within advanced notice filed  
23 after June 24th but before  
24 October -- June 24, 2016 but  
25 before October 21, 2016 thou



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1 shall be subject to the rules on  
2 June 20, 2017. The second subset  
3 is contained within the first, so  
4 now we have a shall that is  
5 directly in contradiction with  
6 the previous sentence. That  
7 wouldn't increase certainty, that  
8 will increase uncertainty and  
9 probably legal litigation.

10 Second around jobs, in the  
11 Enterprise Zone Program jobs are  
12 admirably defined. It says we  
13 are going to establish a baseline  
14 based on a 12 month prior  
15 history. The current standard  
16 for jobs includes job retention,  
17 and here is what qualifies for  
18 job retention, any investment,  
19 quote, to employ best practice or  
20 innovative state of the art  
21 technology, any investment to  
22 increase maximum capacity or  
23 efficiency that is any investment  
24 ever made because why would you  
25 make an investment except to



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1     increase your maximum capacity.  
2     Once that loophole is created  
3     around retention, any job that's  
4     at least 30 hours that doesn't  
5     have a specified term, so if I  
6     hire somebody for a week but I  
7     haven't specified it's a week,  
8     under these rules can be made and  
9     understood to apply as equivalent  
10    to a ten year full time job.  
11    It's no longer a question of  
12    whether that interpretation will  
13    be made, it is being made.  
14    Applications that have been  
15    submitted to the Board of  
16    Commerce and Industry already  
17    include an -- I'm not going to  
18    name the company because it's  
19    beside the point here today, but  
20    it's a public record, include job  
21    creation of 257 new jobs since  
22    December of 2017 to March of 2018  
23    when there has been no new  
24    hiring.  
25            What's happening, contract

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1 jobs are being counted on an  
2 apples to apples basis when it's  
3 not apples to apples it's apples  
4 to oranges.

5 Finally, there is a  
6 requirement for return on  
7 investment statement that was  
8 originally put into the executive  
9 order in the rules promulgated in  
10 June of 2017. It is the position  
11 of LEDC as expressed in an e-mail  
12 to us through their executive  
13 counsel that this return on  
14 investment statement is not  
15 required to be written or formal.  
16 That it can be eyeballed. That  
17 it can be judged by the  
18 experience and intuition of the  
19 secretary. We think that's an  
20 untamable position. We think  
21 that is not a sound basis by  
22 which to establish whether to  
23 grant public resources for  
24 private purposes, and we think  
25 it's the responsibility of this



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1 board to clarify that a return on  
2 investment statement must be  
3 based on a return on investment  
4 analysis that is both written and  
5 formal. Thank you.

6 MR. WINDHAM:

7 Thank you, Mr. Bagert. Next  
8 we have Traci --

9 MS. GREEN:

10 Green.

11 MR. WINDHAM:

12 Green. I'm sorry.

13 MS. GREEN:

14 Ditto to supporting LED.

15 MR. WINDHAM:

16 Thank you, ma'am. Jasmine  
17 Payne.

18 MS. PAYNE:

19 Ditto.

20 MR. WINDHAM:

21 Thank you, Jasmine. David  
22 Parker.

23 MR. PARKER:

24 I support ITEP. Thank you.

25 MR. WINDHAM:



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1 Thank you. Deborah Meaux.

2 Please, behind the -- yeah.

3 Thank you.

4 MS. MEAUX:

5 Good morning. I am Debbie  
6 Meaux. I'm President of the  
7 Louisiana Association of Educator  
8 and I have been in education for  
9 43 years.

10 First, thank you for allowing  
11 me to speak. I am here today to  
12 ask this board to consider the  
13 negative impact of making local  
14 school ad valorem tax money a  
15 phantom promise leaving our  
16 school system struggling to  
17 provide the needs of children and  
18 school employees why we continue  
19 to keep wealthy corporate  
20 companies from paying their  
21 constitutional ad valorem taxes  
22 to help support community  
23 services and schools. I ask this  
24 board to remove school districts  
25 from the ITEP completely.



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1 Schools should not bear the  
2 burden and the harmful effects  
3 incurred through the non-payment  
4 of tax money sorely needed by  
5 every school district to pay the  
6 employees, build or refurbish  
7 school buildings and most  
8 importantly give students  
9 resources needed to become  
10 successful in life. Louisiana is  
11 the only state in the union that  
12 shaves away local taxes from  
13 schools. Mississippi doesn't do  
14 it. Texas doesn't do it.  
15 Arkansas doesn't do it. In fact,  
16 Louisiana is the only state in  
17 the country that raises its much  
18 needed tax money to companies  
19 that are wealthier and better off  
20 than our school districts.  
21 Though many will say that the  
22 exemption it won't provide much  
23 in the way of helping to fill the  
24 needs of our school systems, we  
25 all have to acknowledge it will

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1 be more than they correctly  
2 receive. And in a world of  
3 education every single dollar  
4 counts.

5 Over time as property returns  
6 to the catch roles, the income  
7 from these ad valorem taxes will  
8 accumulate to provide a growing  
9 dollar amount. Our children here  
10 in East Baton Rouge Parish school  
11 district and children in all  
12 school districts around the state  
13 deserve every dollar we can put  
14 to work for them. Additionally  
15 our taxpayers who are always the  
16 first that we go to when we need  
17 money for our schools deserve a  
18 break in the taxes they pay. If  
19 we removed school districts from  
20 this tax exemption program all  
21 together, we would be giving our  
22 tax payers a break in what they  
23 have to pay in order to educate  
24 their children. Thank you.

25 MR. WINDHAM:



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1           Thank you, Ms. Meaux. Girard  
2 Melancon, CP -- I am sorry, Ph.D.  
3 Sorry, sir.

4           MR. MELANCON:

5           I was going to say my brother  
6 is in the room, but he is in New  
7 York City. Once again, Girard  
8 Melancon. I am not a native  
9 Louisiana, but before I get into  
10 that, I'm currently the Executive  
11 Director for WorkForce Education  
12 at Baton Rouge Community College,  
13 and I am also President of the  
14 national council for workforce  
15 education, so we have a 400  
16 member community college  
17 workforce develop group that I'm  
18 President elect for, and I'm  
19 really the envy of a lot of my  
20 colleagues on the board. I also  
21 was raised in the State of  
22 Illinois. Funny, my dad is  
23 Donald Melancon, which, by the  
24 way, he found a stage someplace  
25 in the common system of Illinois.



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1 I'm not sure if there is another  
2 stage village at all, but I was  
3 raised in the State of Illinois,  
4 and growing up there, southeast  
5 Chicago, the rust belt of the  
6 Midwest, and I pray every day,  
7 who my dad was the principal, he  
8 died early, 63, and my mother is  
9 still alive and she was a school  
10 teacher of 43 years and she still  
11 receives a state pension for  
12 however long that is because the  
13 state budget of Illinois is  
14 horrendous because of no industry  
15 and a lot of high migration.

16 I don't want to see that  
17 happen here in Baton Rouge. I  
18 also studied in Colorado for  
19 seven years. I was groomed to be  
20 a city manager. I understand the  
21 role of ad valorem property tax  
22 and how they can fund local  
23 communities and systems and so  
24 forth. But without a signal of  
25 strong economic development and



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1 growth, nothing is going to grow.  
2 We are in the workforce. These  
3 part time jobs I have seen  
4 firsthand, my unit is built  
5 around industry base  
6 certification with the unskilled  
7 worker to a middle skilled  
8 worker. Our economy is built  
9 around middle skilled jobs. 20  
10 percent unskilled, 54 percent  
11 currently, 57 percent currently  
12 middle skilled. Most of those  
13 skills are industrial plants;  
14 pipers, welders, instrumentation  
15 techs, electricians, and so  
16 forth. Working with Exxon right  
17 now for the past four years or  
18 so. We are rating unskilled  
19 workers and moving them up in  
20 north Baton Rouge community from  
21 a laborer blaster painter to a  
22 pipe fitter, electrician or  
23 welder. We're doing that. People  
24 are growing.

25 This industry -- there is no



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1 other industry that can do that.  
2 It could be tech jobs and we  
3 could be moving three people at a  
4 time or anything else, mass skill  
5 of movement of population,  
6 industrial skill jobs is where  
7 it's at.

8 So, in short, I support these  
9 proposed changes and do it  
10 quickly. The globe is watching  
11 us. But to send a message across  
12 the globe in that we are truly  
13 open for business in Louisiana,  
14 and I don't want to be a part of  
15 and I really want to sustain from  
16 becoming the new rust belt of the  
17 south. Thank you.

18 MR. WINDHAM:

19 Thank you, Dr. Melancon.

20 Brad Allen. Brad -- I am sorry.

21 MR. ALLEN:

22 Thank you. My name is Brad  
23 Allen. I'm with ExxonMobil. I am  
24 the operations manager at our  
25 Baton Rouge polyolefins plant on



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1 the north side of east Baton  
2 Rouge. You can probably tell from  
3 my accent I was not born here in  
4 Louisiana. I'm not a 10th  
5 generation but I'm definitely  
6 proud to call it home and I plan  
7 to stay here for many years. I  
8 am a husband and two children  
9 that I want them to have the  
10 opportunity here in Baton Rouge  
11 that I have had.

12 I support -- I think it's  
13 important to really show support  
14 for ITEP here.

15 Chairman Windham, you  
16 mentioned earlier about the  
17 competitiveness of our state, the  
18 true mentality of ITEP. ITEP for  
19 that, so I want to bring that to  
20 a project that we're actually  
21 considering here in East Baton  
22 Rouge. I think Chad mentioned  
23 already that ExxonMobil is  
24 looking at a \$50 billion worth of  
25 investment in the Gulf Coast.



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1 That's a pretty big number, and  
2 we want a lot of that here in.

3 MR. WINDHAM:

4 We want all of it.

5 MR. ALLEN:

6 So at the polyolefins plant  
7 we are on that. We are  
8 considering a major investment as  
9 an expansion of polypropylene. So  
10 polypropylene, that is a plastic  
11 product that goes in everything  
12 from food containers to diapers  
13 to wipes to medical scrubs to  
14 automobiles, right. And  
15 automobiles, that's a product  
16 that helps lighten the vehicle  
17 with high strength. Some of our  
18 new technologies there. It  
19 actually saves gasoline. Sounds  
20 odd from an ExxonMobil guy saying  
21 that statement, right. But for  
22 us to be able to evaluate a  
23 project such as that, we have to  
24 have regulatory and tax  
25 certainty, okay, to remain



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1 competitive.

2 So polypropylene is a product  
3 that we make around the globe and  
4 we make it right next door in  
5 Texas as well. We have to remain  
6 competitive with other states.

7 We -- when we're looking at a  
8 project like this, I mean, the  
9 amount of incentives that come  
10 out of ITEP for us they can make  
11 or break that product -- that  
12 project, and we want that project  
13 right here in our hometown.

14 So with no investment here, I  
15 mean, it means no sales tax,  
16 right, it means no jobs, it means  
17 no increase to the long term  
18 income tax base and to the long  
19 term income property tax base, so  
20 I said personally, I want the  
21 company to invest here. I want  
22 jobs here. I want growth here.  
23 And I want a brighter future for  
24 Baton Rouge and Louisiana. Thank  
25 you for your time.



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1 MR. WINDHAM:

2 Thank you, Mr. Allen.  
3 Gregory Bowser. He ditto that.  
4 I'm assuming. Jessica Pranjic.  
5 Pranjic. Please correct my  
6 pronunciation.

7 MS. PRANJIC:

8 You had it right. It's  
9 Pranjic.

10 So good morning. My name is  
11 Jessica Pranjic. I am the  
12 manager of communications and  
13 workforce development with the  
14 Greater Baton Rouge Industry  
15 Alliance, and I am here today to  
16 urge you to support these new  
17 guidelines by LEDC, and we do  
18 know that ITEP has successfully  
19 served as an investment for  
20 economic growth in our area, and  
21 I would also like -- to this is  
22 on multiplier effect on  
23 manufacturing that for every one  
24 manufacturing job required for a  
25 project an additional eight to



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1 nine jobs beyond just direct  
2 construction and contractor  
3 employment is required to help  
4 support that investment.

5 I would also like to bring up  
6 the fact that industry in the  
7 capital region does pay two  
8 thirds of all property taxes  
9 again in capital region, so,  
10 again, I just want to urge  
11 support of these new guidelines  
12 to help enhance the  
13 predictability for business  
14 investment in the future. So,  
15 thank you.

16 MR. WINDHAM:

17 Thank you. Russell  
18 Richardson.

19 MR. RICHARDSON:

20 Good morning. My name is  
21 Russell Richardson. I'm  
22 representing the Baton Rouge Area  
23 of Chamber. We serve as the  
24 economic development organization  
25 for the non-parish capital



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1 region.

2 ITEP is one of the most  
3 important economic tools that we  
4 use to attract and retain  
5 business in capital region.

6 Since the executive order was  
7 issued in June 2016 there's been  
8 a great deal of uncertainty and  
9 unpredictability around ITEP.

10 Without much structure and  
11 guidelines it's been difficult  
12 and local governments to  
13 implement the program. The local  
14 process is very widely between  
15 the parishes since 2016 and in  
16 some cases the program have  
17 effectively been brought to a  
18 standstill. These new rules more  
19 clearly define the local input.

20 It provides a more simple and  
21 straight forward approval  
22 process. Providing a return on  
23 investment statement and  
24 recommendation to local taxing  
25 authorities gives locals the



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1 information needed to make  
2 responsible decisions for  
3 companies considering investment  
4 in our communities.

5 On behalf of our organization  
6 and its 1,500 business we  
7 represent, we ask you to adopt  
8 the proposed rules on the fastest  
9 available timeline. These rules  
10 are a great step forward in  
11 providing a more transparent and  
12 predictable program which is key  
13 to returning Louisiana and the  
14 capital region to a competitive  
15 location for new investment.

16 Thank you.

17 MR. WINDHAM:

18 Thank you, Mr. Richardson.  
19 Stephanie Cargile.

20 MS. CARGILE:

21 Good morning. I'm Stephanie  
22 Cargile. I'm the public affairs  
23 manager at ExxonMobil, but more  
24 importantly I am a lifelong  
25 resident of Baton Rouge and



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1 Louisiana and my great  
2 grandfather help bring standard  
3 oil here to Baton Rouge. My  
4 great uncle helped Southern  
5 University locate on its current  
6 location. So I am deeply  
7 committed to the state and I  
8 think what you guys are  
9 considering today, these revised  
10 rules is a huge step in the right  
11 direction for predictability for  
12 us.

13 As you have heard today from  
14 several of our employees and from  
15 Brad, and you-all know we are  
16 considering a major project in  
17 Baton Rouge, and we are looking  
18 for that predictability to be  
19 able to understand the cost of  
20 investing in Louisiana versus  
21 other places right now.

22 I would like to also say that  
23 something that is not often  
24 mentioned is what is happening in  
25 the Gulf Coast with not just



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1 Exxon but other industry. It's a  
2 huge time of growth, and we want  
3 Louisiana to be able to compete  
4 for that growth. We want more  
5 projects to come here. Right now  
6 I know a lot of focus is on jobs  
7 and we are at max of simulation.  
8 That means we are hiring to the  
9 top level and we are hiring right  
10 here in Baton Rouge but those are  
11 going to be for jobs across the  
12 Gulf Coast, so those jobs are  
13 going to follow where the  
14 investment goes. We want those  
15 jobs to stay right here in  
16 Louisiana.

17 And the last thing that I  
18 will mention is that beyond the  
19 direct economic impact that  
20 investment can bring and that  
21 extends to those contractor jobs  
22 to even restaurants that benefit,  
23 the local retailers, all of the  
24 different suppliers and vendors  
25 that benefit from investment. I



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1 think we also need to consider  
2 what we can do with our local  
3 communities as a partnership. A  
4 lot of the rhetoric we have heard  
5 has made economic development a  
6 bad thing and it is not. It is a  
7 very good thing and our local  
8 communities need to understand  
9 that they can benefit when we  
10 bring investment here. Whether  
11 it's the \$13 million we were able  
12 to get to Louisiana to help our  
13 teachers and help our school  
14 system. We're expanding that  
15 program this summer to extend to  
16 800 teachers. Investment --  
17 project investment brings  
18 community investment with it. We  
19 want to do more in north Baton  
20 Rouge. We want to do more for  
21 our educators. We want to do  
22 more for our community.

23 So, thank you, this is a  
24 great step in the right direction  
25 and let's keep moving forward for



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1 Louisiana.

2 MR. WINDHAM:

3 Thank you, Ms. Cargile. The  
4 next we have Steve Nosacka.

5 MR. NOSACKA:

6 Good morning. I am Steve  
7 Nosacka. I am the public affairs  
8 manager for the town of Gramercy,  
9 and also the grace of being able  
10 to serve as mayor the last  
11 several years, and also I served  
12 St. James Parish as the economic  
13 development consultant. I'm here  
14 on behalf of our St. James Parish  
15 elected officials to encourage  
16 you and tell you that we  
17 absolutely support these changes  
18 especially in the stability that  
19 we think this will bring and  
20 continue to bring to our economic  
21 development and also our  
22 community development efforts.  
23 We continue to appreciate in  
24 value this that the changes --  
25 that these changes preserve the



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1 -- preserve and continue to give  
2 our local stakeholders the final  
3 say in our property tax dollars.  
4 I heard a mayor say before or  
5 several years back at the  
6 capital, you know it's really  
7 troubling when you have to come  
8 to Baton Rouge for your money,  
9 but for all that, which is why I  
10 continue to support and encourage  
11 you to adopt these changes that  
12 allow us to have the final say  
13 where our local property tax  
14 dollars go. Again, we thank you  
15 for this and God speed to you in  
16 your efforts to get it  
17 implemented.

18 MR. WINDHAM:

19 Thank you, Mayor Nosacka.

20 Robert Thompson.

21 MR. THOMPSON:

22 My name is Robert Thompson  
23 and I am a life long resident of  
24 Baton Rouge, and I want to say  
25 that the changes that you bring



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1    forth are headed in the right  
2    direction, but I would request  
3    that you take a look at the  
4    loopholes that Mr. Bagert and the  
5    other lady from Together Baton  
6    Rouge has brought forth as the  
7    loopholes in this -- in these  
8    changes and also Ms. Loop brought  
9    forth the idea of education and  
10   exempting East Baton Rouge Parish  
11   School Board from the ITEP. I  
12   personally have a daughter who is  
13   a school teacher and she taught  
14   here in East Baton Rouge Parish  
15   for three years and finally had  
16   to realize that she couldn't  
17   sustain a decent livelihood of  
18   her pay. The teachers here have  
19   not received a raise in ten  
20   years. She is in Atlanta now and  
21   has received a raise every year  
22   she's been there, so I'm  
23   requesting those two things that  
24   you take a look at the proposed  
25   that we brought forward and also

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1 look at exempting East Baton  
2 Rouge Parish from the rules.  
3 Thank you.

4 MR. WINDHAM:

5 Thank you, Mr. Thompson.  
6 That was the last of our comment  
7 cards. Is anyone else with us  
8 today that would like to step  
9 forward? Please step forward and  
10 fill a card for me afterward. I  
11 am sorry. I don't have them. As  
12 you said before, our first  
13 meeting was seven hours and I  
14 want people to have their  
15 opportunity to express  
16 themselves. So please step  
17 forward and fill out the card  
18 afterward and if for some reason  
19 we don't have it so we have it in  
20 the record.

21 MR. SMITH:

22 Ronald Smith. I'm chairman  
23 of the board of the Baton Rouge  
24 Economic Development District. I  
25 think she has the card. And my



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1 executive director here, we were  
2 both -- I could have easily said  
3 ditto but there is a few  
4 exceptions to the ditto. One is  
5 that we are in support of the  
6 economic development,  
7 particularly and we have been  
8 charged with the function of  
9 developing Baton Rouge north.  
10 It's been overlooked. Economic  
11 development is going to --  
12 immediately is going to make or  
13 break the north Baton Rouge area.  
14 I'm a life long resident of Baton  
15 Rouge but I did work for General  
16 Motors at that time, which is the  
17 largest corporation in America.  
18 And if anybody knows what  
19 happened to General Motors  
20 several years ago what happened  
21 to the City of Detroit, and I  
22 strongly, as Dr. Melancon  
23 mentioned, some of the other  
24 industries in the rust belt, I  
25 would sure not have to leave



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1 Baton Rouge as I did Detroit due  
2 to the situation that happened  
3 there.

4 Both my daughters have left  
5 the state because of the lack of  
6 opportunity for them, but also as  
7 we -- in the north Baton Rouge  
8 region, we talked to barbers,  
9 landscapers, all of those people  
10 that have not been mentioned  
11 here, all of those trickle down  
12 jobs that are related to this and  
13 not being counted. I think you  
14 have to take those jobs into  
15 consideration. There are two  
16 YMCA's in this parish that bear  
17 the name of industrial business.  
18 Actually, three. There is on the  
19 westbank and there is an  
20 ExxonMobil YMCA and it's one of  
21 those facilities that have been  
22 able to open or operate without  
23 the assistance of major millions  
24 of dollars in donations to drive  
25 summer camps, swim programs and



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1 the like, so a lot of these  
2 things are not taken into  
3 consideration under the dollars  
4 that are counted, so we are in  
5 support of economic development.  
6 ITEP is just one of those  
7 functions that help bring that  
8 and I would like to yield the  
9 remainder of my time to the  
10 executive director.

11 MR. WINDHAM:

12 Thank you, Mr. Smith, but  
13 we're going to give you a full  
14 three minutes, too.

15 MR. JACOBS:

16 Rinaldi Jacobs. Of the Baton  
17 Rouge North Economic Development  
18 District.

19 In 1776 was the birth of this  
20 nation. Also at that time Mr.  
21 Addis misspoke, the wealth of the  
22 nations was also created. Within  
23 the dynamic of this republic and  
24 the dynamic of economics both  
25 have played an important crucial



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1 role in the development of this  
2 democracy. It is without  
3 compromise and with compromise  
4 that this democracy will continue  
5 thus applicable to these rules  
6 while it is very, very important  
7 and we understand we must have a  
8 strong and vibrant democracy.  
9 Equally as important is having a  
10 strong economic base for our  
11 communities.

12 Many of us have watched the  
13 dis -- and you can put whatever  
14 you want behind dis in north  
15 Baton Rouge. Disinvestment,  
16 disenfranchisement, dis and that  
17 as we say in Morgan City where  
18 I'm from in south Louisiana. I  
19 work in the oil patch. I lost a  
20 piece of one of my fingers in the  
21 oil patch, so I'm very much  
22 concerned with how industry  
23 treats its citizens. By the same  
24 token those jobs in the oil patch  
25 allowed me to get two degrees



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1 from Southern University. It  
2 allowed me to come back to  
3 Louisiana and raise my two sons  
4 here as opposed to a state of  
5 Connecticut where we were living  
6 for eight years. We came back  
7 home. It is a difficult  
8 challenge sometimes to tell young  
9 people of this generation to  
10 stay, raise your children and put  
11 them in public schools. However,  
12 my family has made that choice.  
13 Not simply because Exxon is  
14 there, my kids don't work for  
15 those companies but they work for  
16 other companies that are equally  
17 as important to this city and the  
18 stability of this parish. They  
19 both went to public schools and  
20 both graduated from Southern  
21 University.

22 What's my point? The  
23 industrial base in north Baton  
24 Rouge is very, very crucial.  
25 Isn't crucial as much as we call



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1 ourselves the blue collar part of  
2 town as we do the medical parts,  
3 we'll call them the lab coats,  
4 and the downtown and governmental  
5 area we'll just call those white  
6 collar. No matter which collar  
7 you wear or if you don't wear a  
8 collar at all, we believe that  
9 tax and training of workers is  
10 equally as important as anything  
11 else, so we as business leaders  
12 are constantly bombarded with  
13 this stability and  
14 predictability, as a business  
15 owner we need a stable workforce  
16 and we need predictable taxes and  
17 we need educated workforce and we  
18 need compromise when it's time to  
19 compromise. Compromise usually  
20 means, as I was taught as a young  
21 political scientist at Southern  
22 University, is that nobody gets  
23 everything that they want but  
24 everybody gets something else  
25 that they need, so work the



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1 rules, ladies and gentlemen, such  
2 that the citizen, their tax  
3 dollar benefit and there is  
4 predictability for bids as well  
5 as the many citizens of this city  
6 and of this state and of north  
7 Baton Rouge specifically, we not  
8 only deserve it, we have to have  
9 it. Thank you very much.

10 MR. WINDHAM:

11 Thank you, sir. Caroline S.  
12 Mays.

13 MS. MAYS:

14 Yes.

15 MR. WINDHAM:

16 Sorry we missed you earlier.

17 MS. MAYS:

18 No problem. Good morning. My  
19 name is Caroline Stampley Mays,  
20 and I've held several positions  
21 in my 19 years at ExxonMobil, and  
22 my current role is project  
23 procurement advisor of capital  
24 investments to our Baton Rouge  
25 complex.



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1           Baton Rouge is home for me.  
2           I'm a product of the East Baton  
3           Rouge Parish School System,  
4           gifted and talented program. I  
5           graduated from Scottlandville  
6           Magnet High School engineering  
7           program and I'm an alumna of  
8           Southern University where I  
9           obtained a degree in mechanical  
10          engineering. I, like many of my  
11          peers, left Louisiana after  
12          graduating and started my  
13          professional career with  
14          ExxonMobil in Baytown, Texas. I  
15          spent just shy of five years away  
16          before an opportunity arose,  
17          which allowed me to relocate  
18          home. My husband is also a  
19          native of Baton Rouge and a  
20          physician who completed his  
21          training abroad, but returned  
22          back home to the community that  
23          nursed him during his childhood.  
24          My twin babies attend school here  
25          and will be starting kindergarten



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1 in the fall, and my parents,  
2 siblings and inloves {sic} which  
3 I like to call them, my inlaws,  
4 are all here in Baton Rouge as  
5 well.

6 This proposal that you are  
7 all considering is very personal  
8 to me. I want to be here. I  
9 want there to be more opportunity  
10 in Baton Rouge so that I can stay  
11 here, so that my husband can stay  
12 here and so that my kids can stay  
13 here, so that engineering  
14 students that I recruit at  
15 Southern University can stay here  
16 and the many kids, especially  
17 young girls, that I mentor in the  
18 community can stay here as well.  
19 The only way to bring opportunity  
20 is capital investment, and in  
21 order to bring investment, we  
22 need predictability. I strongly  
23 ask that you support LEDC  
24 proposed new guidelines because  
25 zero percent of zero is zero.



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1 Thank you-all for the opportunity  
2 to speak.

3 MR. WINDHAM:

4 Thank you, Ms. Mays. All  
5 right. One last bite at the  
6 apple.

7 Are there any other comments  
8 that -- any other individuals  
9 that would like to come forward  
10 and make comments? Do you have a  
11 card? Please identify yourself.

12 MR. COPESKY:

13 Jeff Copesky. I am with  
14 ExxonMobil. I wasn't going to  
15 come up here but my references to  
16 the people wearing clothes and  
17 not wearing clothes and being  
18 straight forward, my wife is in  
19 the public school system and  
20 she's -- to lay at the feet of  
21 ITEP, the problems that we are  
22 facing in our public school  
23 system is just simply  
24 disingenuous and opportunistic.  
25 I hear every day what's going on



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1 in the school system, and I can  
2 tell you what we need are people  
3 creating jobs, encouraging them  
4 to create jobs.

5 I was looking at the handout  
6 here that says two of every three  
7 property tax dollars collected at  
8 the capital region come from  
9 industry. In addition business  
10 and industry pays 50 percent of  
11 all state -- of sales taxes  
12 collected in the state. I think  
13 we need to be growing instead of  
14 dividing. We do need to be  
15 together, but we need to be  
16 working together for solutions  
17 that better everybody, and I  
18 think I'm left with the --  
19 another parable, and that's  
20 killing the goose that lays the  
21 golden eggs. I'm not saying that  
22 we're perfect, but we are out  
23 there trying to grow the state,  
24 bringing more geese to this state  
25 so we are all lifted up at the



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1 same time, and I would just say I  
2 resent the divisiveness, I regret  
3 it, and I just don't think we  
4 should be the pinata for the  
5 problems of the state. Thank you  
6 very much.

7 MR. WINDHAM:

8 Thank you, Mr. Copesky. All  
9 right. So that was the last one.

10 Do we have any other  
11 questions or comments by any of  
12 the board members concerning any  
13 of the rules? Don, unless you  
14 have a question, I was going to  
15 go over there. No. Any other  
16 questions by any of the board  
17 members?

18 All right. So I'm going to  
19 give a quick highlight of the  
20 upcoming dates and deadlines at  
21 the highest of levels June 22nd  
22 is the deadline to submit the  
23 written comments. June 25th, LED  
24 will hold a public hearing  
25 pursuant to the Administrative



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1 Procedures Act. Everyone is  
2 invited to that meeting. And  
3 then on June 27th the C&I's  
4 regular board meeting to -- will  
5 include consideration of the  
6 proposed changes. On the  
7 department's website, I believe  
8 we have this. This. Okay. So  
9 this is a very detailed proposed  
10 timeline for promulgation for  
11 Industrial Tax Exemption rules.  
12 May 10th activity has occurred.  
13 May 20th has occurred. I just  
14 mentioned the June 22nd meeting.  
15 I just mentioned the June 25th  
16 meeting. On the 27th, again,  
17 we'll deliberate and consider the  
18 proposed rules. The target date  
19 for summary report oversight  
20 committee because these rules  
21 have to go to the oversight  
22 committee of the house committee  
23 on commerce -- would be easier  
24 with glasses -- house committee  
25 on commerce and city committee on

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1 commerce and international  
2 affairs is targeted for June  
3 29th. Assuming we go through  
4 that successfully with these  
5 proposed rules. From July 5th  
6 through July 30th will be the  
7 timeframe with possible  
8 legislative oversight committee  
9 hearings could occur. August  
10 20th will be the final rule  
11 publishing and Louisiana Register  
12 and the effective date of the new  
13 rules should they go forward.

14 So that kind of gives us a  
15 timeline of those activities.  
16 Are there any questions by any of  
17 the board members concerning the  
18 proposed timeline? Any questions  
19 from the public? With that, I  
20 will invite the secretary to give  
21 comments.

22 MR. PIERSON:

23 I just, for the record, want  
24 to make sure that we correctly  
25 identified things. I do have a



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1 copy of a letter from St. Mary  
2 Parish dated 15 May regarding the  
3 ITEP rule changes in which St.  
4 Mary Parish in general sports the  
5 changes to the ITEP rule process  
6 but I think they want to clarify  
7 their position they do not  
8 support but recommend changes for  
9 consideration. I will also note  
10 that we have received a few more  
11 letters this morning. I continue  
12 to log those letters into our  
13 system. We will make them  
14 available via PDF, and that  
15 inventory I anticipate will  
16 continue to grow through the  
17 closure of the written comment  
18 period on 22 June, but I just  
19 wanted the record to correctly  
20 reflect the position of St. Mary  
21 Parish.

22 MR. WINDHAM:

23 Thank you, Mr. Secretary.

24 With that, I don't know if we  
25 need a motion for adjournment but



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I will receive one.  
MR. JONES:  
So move.  
MR. WINDHAM:  
Made by Mr. Jones. Seconded  
by Mr. Miller. All in favor  
indicate with an aye.  
ALL BOARD MEMBERS:  
Aye.  
MR. WINDHAM:  
All opposed with a nay.  
Motion carries. Thanks again for  
everyone turning up today.

(Whereupon the meeting was adjourned at 10:37  
a.m.)



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25**REPORTER'S CERTIFICATE**

I, RACHEL TORRES-REGIS, Certified Court Reporter in and for the State of Louisiana, as the officer before whom this meeting was taken, do hereby certify that this meeting was reported by me in the stenotype reporting method, was prepared and transcribed by me or under my personal direction and supervision, and is a true and correct transcript to the best of my ability and understanding;

That the transcript has been prepared in compliance with transcript format guidelines required by statute or by rules of the board, and that I am informed about the complete arrangement, financial or otherwise, with the person or entity making arrangements for deposition services;

That I have acted in compliance with the prohibition on contractual relationships, as defined by Louisiana Code of Civil Procedure Article 1434 and in rules and advisory opinions of the board;

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1 relationship, direct or indirect, between a court  
2 reporting firm and any party litigant in this  
3 matter nor is there any such relationship between  
4 myself and a party litigant in this matter. I am  
5 not related to counsel or to the parties herein,  
6 nor am I otherwise interested in the outcome of  
7 this matter.

8

9 Dated this 7th day of June, 2018.

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RACHEL TORRES-REGIS, CCR, RPR

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CERTIFIED COURT REPORTER

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