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MEETING MINUTES FOR
THE BOARD OF COMMERCE AND INDUSTRY
OF THE
LOUISIANA ECONOMIC DEVELOPMENT CORPORATION
HELD AT
LASALLE BUILDING
617 NORTH 3RD STREET
LABELLE ROOM
BATON ROUGE, LOUISIANA
ON THE 31ST DAY OF OCTOBER, 2018
COMMENCING AT 9:31 A.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR

C&I MEETING MINUTES

1 **Appearances of Board Members Present:**

2 Tanita Gilbert-Baker
3 Mayor Glenn Brasseaux
4 Don Briggs
5 Representative Thomas Carmody
6 Senator Norby Chabert
7 Yvette Cola
8 Major Coleman
9 Phillip Devillier
10 Rickey Fabra
11 Manuel "Manny" Fajardo
12 Jerald Jones
13 Heather Malone
14 Charles R. "Robby" Miller
15 Jan K. Moller
16 Daniel Shexnaydre, Junior
17 Ronnie Slone
18 Anne Villa
19 Dr. Shawn Wilson for Governor Edwards
20 Dr. Woodrow Wilson, Jr.
21 Steve Windham

22 **Staff members present:**

23 Susan Bigner
24 Samantha Booker
25 Tam Bourgeois
26 Kristin Cheng
27 Frank Favaloro
28 Brenda Guess
29 Becky Lambert
30 Mandi Mitchell
31 Joyce Metoyer
32 Deborah Simmons
33 Hud Usie
34 Anne Villa
35 Daria Vinning



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MR. WINDHAM:

Let's call this meeting to order. It's Halloween. It's 9:32 on October 31st, 2018, and this is the Board of Commerce & Industry bimonthly -- every-other-month meeting.

Please call role, Ms. Simmons.

MS. SIMMONS:

Good morning.

Don Briggs.

MR. BRIGGS:

Here.

MS. SIMMONS:

Shawn Wilson.

(No response.)

MS. SIMMONS:

Representative Neil Abramson.

(No response.)

MS. SIMMONS:

Tanita Gilbert-Baker.

MS. BAKER:

Here.

MS. SIMMONS:

Mayor Glenn Brasseaux.

MAYOR BRASSEAUX:

Here.



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C&I MEETING MINUTES

1 MS. SIMMONS:
2 Representative Thomas Carmody.
3 MR. CARMODY:
4 Here.
5 MS. SIMMONS:
6 Yvette Cola.
7 MS. COLA:
8 Here.
9 MS. SIMMONS:
10 Major Coleman.
11 MAJOR COLEMAN:
12 Here.
13 MS. SIMMONS:
14 Rickey Fabra.
15 MR. FABRA:
16 Here.
17 MS. SIMMONS:
18 Manuel Fajardo.
19 MR. FAJARDO:
20 Here.
21 MS. SIMMONS:
22 Jerald Jones.
23 MR. JONES:
24 Here.
25 MS. SIMMONS:



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C&I MEETING MINUTES

1 Heather Malone.
2 MS. MALONE:
3 Here.
4 MS. SIMMONS:
5 Senator Danny Martiny.
6 (No response.)
7 MS. SIMMONS:
8 Charles Miller.
9 MR. MILLER:
10 Here.
11 MS. SIMMONS:
12 Jan Moller.
13 MR. MOLLER:
14 Here.
15 MS. SIMMONS:
16 Senator Norby Chabert.
17 MR. CHABERT:
18 I like that one.
19 MS. SIMMONS:
20 Anne Villa.
21 MS. VILLA:
22 Here.
23 MS. SIMMONS:
24 Scott Richard.
25 (No response.)



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MS. SIMMONS:
Darrell Saizan.
(No response.)
MS. SIMMONS:
Daniel Shexnaydre.
MR. SHEXNAYDRE:
Here.
MS. SIMMONS:
Ronnie Slone.
MR. SLONE:
Here.
MS. SIMMONS:
Bobby Williams, Junior.
(No response.)
MS. SIMMONS:
Dr. Woodrow Wilson, Junior.
MS. SIMMONS:
And Steve Windham.
MR. WINDHAM:
Here.
And we have Representative Devillier
filling in for Representative Neil Abramson.
All right. We have an adjustment in the
minutes that needs to be made. Somewhere in the
minutes. On Page 4, the Mayor was noted as representing



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1 Neil Abramson. Is that right? I'm sorry.

2 Representative Carmody. So that needs to be corrected
3 in the minutes.

4 With that correction, is there a motion
5 to approve the minutes?

6 Made by Mr. Moller; seconded by
7 Representative Carmody.

8 All in favor, indicate with an "aye."
9 (Several members respond "aye.")

10 MR. WINDHAM:

11 All opposed with a "nay."

12 (No response.)

13 MR. WINDHAM:

14 Motion carries.

15 Quality Jobs, Mr. Favaloro.

16 MR. FAVALORO:

17 Yes, Mr. Chairman. I have seven new
18 applications for the Quality Jobs Program: 20170098,
19 AGGREKO, LLC in Iberia Parish; 20161667, AxoSim
20 Technologies, LLC in Orleans; 20170333, Blake
21 International Rigs, LLC in Terrebonne; 20180199, Citadel
22 Completions, LLC in Calcasieu; 20161743, Delta Machine &
23 Ironworks, LLC in East Baton Rouge; 20170565, Drewe Du
24 Optic, LLC in Orleans; and 20170070, Mauser USA, LLC in
25 Ascension.



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1 That concludes the new applications.

2 MR. WINDHAM:

3 Are there any questions from any of the
4 Board members concerning the Quality Jobs applications?

5 (No response.)

6 MR. WINDHAM:

7 Comments from the public?

8 (No response.)

9 MR. WINDHAM:

10 Is there a motions to approve?

11 Made by Major Coleman; seconded by Dr.
12 Wilson.

13 All in favor, indicate with an "aye."

14 (Several members respond "aye.")

15 MR. WINDHAM:

16 All opposed with a "nay."

17 (No response.)

18 MR. WINDHAM:

19 Motion carries.

20 MR. CHABERT:

21 Is there anyone from Blake here from
22 Terrebonne Parish?

23 MR. WINDHAM:

24 Is there a Representative from Blake
25 International Rigs here?



1 Please step forward and identify
2 yourself, and Senator Chabert has a question.

3 MS. DUPLANTIS:
4 Kathleen Duplantis from Blake
5 International.

6 MR. CHABERT:
7 And, Ms. Duplantis, you are from Houma?

8 MS. DUPLANTIS:
9 I am.

10 MR. CHABERT:
11 And you attended Louisiana State
12 University?

13 MS. DUPLANTIS:
14 I did.

15 MR. CHABERT:
16 And were you a Bordelon before you were
17 a Duplantis?

18 MS. DUPLANTIS:
19 I was.

20 MR. CHABERT:
21 Mr. Chairman, this is an example of some
22 of our best and brightest staying home. Kathleen was my
23 legislative assistant for two years -- three years, all
24 while I was in the senate my first term and into my
25 second. She was also the student body vice president at



1 LSU, and this is her first appearance before any
2 governmental board.

3 So, Kathleen, welcome to the Board of
4 Commerce & Industry.

5 MS. DUPLANTIS:

6 Thank you.

7 MR. WINDHAM:

8 Congratulations. Would you like to
9 rebut?

10 MS. DUPLANTIS:

11 I was just glad he didn't ask me who my
12 favorite boss was.

13 MR. CHABERT:

14 Blake does have something else coming up
15 here today.

16 MR. WINDHAM:

17 Thank you, ma'am.

18 Mr. Favalaro, please proceed.

19 MR. FAVALORO:

20 We have one Quality Job renewal:
21 20131105, Gulf Crane Services, Inc. in St. Martin
22 Parish.

23 That concludes the renewals.

24 MR. WINDHAM:

25 Thank you.



1 Are there any questions or comments from
2 any of the Board members concerning the renewal?

3 (No response.)

4 MR. WINDHAM:

5 Comments from the public?

6 (No response.)

7 MR. WINDHAM:

8 Is there a motion to approve?

9 Made by Mr. Slone; seconded by
10 Representative Carmody.

11 All in favor, indicate with an "aye."

12 (Several members respond "aye.")

13 MR. WINDHAM:

14 All opposed with a "nay."

15 (No response.)

16 MR. WINDHAM:

17 Motion carries.

18 MR. FAVALORO:

19 We have two requests to change physical
20 location: 20101022, Aqueos Corporation from 101
21 Millstone Road in Broussard to 231 Highway 96 in
22 Broussard, Lafayette Parish; and 20130280, Waitr, Inc.,
23 from 4310 Ryan Street, Suite 113 in Lake Charles to 844
24 Ryan Street, Third Floor, Lake Charles, both in
25 Calcasieu.



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1 That concludes the physical location
2 requests.

3 MR. WINDHAM:

4 All right.

5 Thank you, Mr. Favaloro.

6 Are there any comment from the Board
7 concerning these changes of address?

8 (No response.)

9 MR. WINDHAM:

10 Any comments from the public?

11 (No response.)

12 MR. WINDHAM:

13 Is there a motion to approve?

14 Made my Mr. Jones; seconded by Mayor
15 Brasseaux.

16 All in favor, indicate with an "aye."

17 (Several members respond "aye.")

18 MR. WINDHAM:

19 All opposed with a "nay."

20 (No response.)

21 MR. WINDHAM:

22 Motion carries.

23 MR. FAVALORO:

24 I have one request to change name:

25 20161677, A.S.A.P. Industries Manufacturing, LLC to



1 A.S.A.P. Industries Manufacturing, Inc. In Terrebonne
2 Parish.

3 That concludes the change.

4 MR. WINDHAM:

5 Similar, change of business structure,
6 huh?

7 Any comments from the Board?

8 (No response.)

9 MR. WINDHAM:

10 Comments from the public?

11 (No response.)

12 MR. WINDHAM:

13 Is there a motion to approve?

14 Made by Dr. Wilson; seconded by Ms.
15 Malone.

16 All in favor, indicate with an "aye."

17 (Several members respond "aye.")

18 MR. WINDHAM:

19 All opposed with a "nay."

20 (No response.)

21 MR. WINDHAM:

22 Motion carries.

23 MR. FAVALORO:

24 There were two requests to add an

25 affiliate or LLC: 20151086, LACC, LLC US adding Lotte



1 Chemical Louisiana, LLC in Calcasieu; and 20170398,
2 Lotte Chemical Louisiana, LLC adding LACC, LLC in
3 Calcasieu.

4 MR. WINDHAM:

5 All right. Are there any questions from
6 the Board concerning this addition of these members?

7 (No response.)

8 MR. WINDHAM:

9 Comments from any of the public?

10 (No response.)

11 MR. WINDHAM:

12 Is there a motion to approve?

13 Made by Ms. Malone; seconded by

14 Mr. Fajardo.

15 All in favor, indicate with an "aye."

16 (Several members respond "aye.")

17 MR. WINDHAM:

18 All opposed with "nay."

19 (No response.)

20 MR. WINDHAM:

21 Did I get it right that time?

22 MR. FAJARDO:

23 You got it.

24 MR. FAVALORO:

25 Two requests to transfer ownership:



1 20161667, AxoSim Technologies, LLC to AxoSim, Inc. in
2 New Orleans; and 20080073, Starmount Life Insurance
3 Company/H&J Capital, LLC to Unum Group Corporation in
4 East Baton Rouge.

5 That concludes the specials.

6 MR. WINDHAM:

7 All right. Any comments from the Board
8 concerning the transfers of ownership?

9 (No response.)

10 MR. WINDHAM:

11 Comments from the public?

12 (No response.)

13 MR. WINDHAM:

14 Is there a motion to approve?

15 Made by Representative Carmody; seconded
16 by Dr. Wilson.

17 All in favor, indicate with an "aye."

18 (Several members respond "aye.")

19 MR. WINDHAM:

20 All opposed with "nay."

21 (No response.)

22 MR. WINDHAM:

23 Motion carries.

24 MR. FAVALORO:

25 That concludes Quality Jobs.



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MR. WINDHAM:

All right. Next we have Ms. Becky Lambert to do the Restoration Tax Program.

MS. LAMBERT:

Good morning. We have seven new applications. The first one is 20120890, 210 Baronne, LLC in Orleans Parish; 20170049, Bayou Treme Center, LLC, Orleans Parish; 20170122, Bayou Treme Center, LLC in Orleans; 20170546, Brown Eagle Warehouse, East Baton Rouge; 20180063, Cane River Pecan Properties, LLC, Iberia; 20120220, Echolstar Investments, LLC, Ouachita; 20141062, GCE 234 Loyola, LLC, Orleans.

This conclude the new applications. All of these applications have been approved by local resolution.

MR. WINDHAM:

All right. Thank you, Ms. Lambert.

Are there any comments from any of the Board members concerning these?

MR. JONES:

Question.

MR. WINDHAM:

Yes, Mr. Jones.

MR. JONES:

Ms. Lambert, on Bayou Treme Center, when



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1 I see two like that that are very similar, almost
2 identical amounts, are those two different locations; is
3 that what's going on?

4 MS. LAMBERT:

5 I have the application here. I'll tell
6 you a little bit more.

7 They are at two different addresses in
8 New Orleans. One on Bayou Road in New Orleans, and one
9 on Columbus Street. Both were purchased as a former
10 church and a former Catholic school, and they're now,
11 the proposed uses are a performance theater and a school
12 and office space.

13 MR. JONES:

14 Same company, just separate locations?

15 MS. LAMBERT:

16 Correct.

17 MR. WINDHAM:

18 Any other questions or comments from the
19 Board members?

20 (No response.)

21 MR. WINDHAM:

22 Any comments from the public concerning
23 the new Restoration Tax Abatement Program new
24 applications?

25 (No response.)



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MR. WINDHAM:

Is there a motion to approve?

Made by Ms. Malone; seconded by Major er
Coleman.

All in favor, with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

Thank you, Ms. Lambert.

Next we have Ms. Metoyer to present the
Enterprise Zone Program.

MS. METOYER:

I have six new applications. First one
is 20151411, Community Payroll, LLC, Jefferson Parish;
20160681, Compliance Partners, LLC, Orleans Parish;
20151818, Eatelcorp, LLC, Caddo Parish; 20141020, New
Orleans Famous Sno Balls To Go, Tangipahoa Parish;
20161505, Optimal Field Services, LLC, Ascension Parish;
and 20170216, Rich's NOLA 2, LLC, Orleans Parish.

MR. WINDHAM:

Thank you, Ms. Metoyer.

Are there any comments from the Board



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1 concerning the Enterprise Zone applications, new
2 applications?

3 (No response.)

4 MR. WINDHAM:

5 Comments from the public?

6 (No response.)

7 MR. WINDHAM:

8 Is there a motion to approve?

9 Made by Mr. Slone; seconded by
10 Representative Carmody.

11 All in favor, indicate with an "aye."

12 (Several members respond "aye.")

13 MR. WINDHAM:

14 All opposed with a "nay."

15 (No response.)

16 MR. WINDHAM:

17 Motion carries.

18 MS. METOYER:

19 I have 18 contract terminations:

20 20150214, Exxon Mobil Corp doing business as Exxon Mobil
21 Corp, East Baton Rouge Parish. That existing contract
22 period is 3/1/15 to 2/29/2020. The requested term date
23 is August 31, 2017. The program requirements have been
24 met, and no additional jobs are anticipated.

25 20120868, Exxon Mobil Corporation, East



1 Baton Rouge Parish. The existing contract period is May
2 1 of '14 to April 30 of 2019. The requested term date
3 is October 31, 2018. The program requirements have been
4 met, and no additional jobs are anticipated.

5 20140917, Johnny Sanchez, LLC, Orleans
6 Parish. The existing period is 5/21/14 to 5/20 of 2019.
7 The requested term date is December 31 of 2016. The
8 program requirements have been met, and no additional
9 jobs are anticipated.

10 20130554, MH 2B, LLC doing business as
11 Spring Hill Suites, Ascension Parish. The existing
12 period is June 1, 2013 to May 31, 2018. The requested
13 term date is May 31, 2017. The program requirements
14 have been met. No additional jobs are anticipated.

15 20130278, Rouse's Enterprises, LLC,
16 Lafayette Parish. The existing contract period is March
17 15 of 2013 to March 14 of 2018. The requested term date
18 is December 31 of 2016. The program requirements have
19 been met, and no additional jobs are anticipated.

20 20150204 Rouse's Enterprises, LLC
21 Tangipahoa Parish, March 15 of 2013 to December 31 of
22 2016. Oh, that date was off. I'm going to have to that
23 date for you. Requested term date January 1 of 2017.
24 And the program requirements have been met, and no
25 additional jobs are anticipated.



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1 20140137, SRSL, LLC, St. Tammany Parish.
2 January 1 of 2015 to 12/31 of 2019. The requested term
3 date is 12/31 of 2017. The program requirements have
4 been met, and no additional jobs are anticipated.

5 20141477, Slumber Corners Master Tenant,
6 LLC, Orleans Parish, January 1 of '15 to 12/31 of 2019.
7 The requested term date is June 30, 2017. The program
8 requirements have been met, and no additional jobs are
9 anticipated.

10 20140909 The Claiborne at Thibodaux, LLC,
11 Lafourche Parish. Existing contract is November 1, 2014
12 to 10/31 of 2019. The requested term date is July 31 of
13 2017. The program requirements have been met. No
14 additional jobs are anticipated.

15 20130393, The National World War II
16 Museum, Incorporated, Orleans Parish. The existing
17 contract is March 25 of 2013 through March 24 of 2018.
18 The requested term date is September 25th of 2015. The
19 program requirements have been met, and no additional
20 jobs are anticipated.

21 20131126, Venyu Solutions, LLC, East
22 Baton Rouge Parish, and the existing contract is
23 September 4 of 2013 through September 3 of 2018. The
24 requested term date is March 12th of 2016. The program
25 requirements have been met, and no additional jobs are



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1 anticipated.

2 20141114, Walmart Louisiana, LLC, Caddo
3 Parish. The existing contract period is 7/31 of 2015
4 through 7/30 of 2020. The requested term date is March
5 31 of 2018. The program requirements have been met, and
6 no additional jobs are anticipated.

7 20141113, Walmart Louisiana, LLC, St.
8 Tammany Parish. The existing contract is July 31, 2014
9 through July 30 of 2019. The requested term date is
10 7/31/2017. The program requirements have been met. No
11 additional jobs are anticipated.

12 20141112, Walmart Louisiana, LLC, East
13 Baton Rouge Parish. The existing contract is February
14 28 of 2015 through February 27 of 2020. The requested
15 term date is December 31 of 2017. The program
16 requirements have been met. No additional jobs are
17 anticipated.

18 20141271, Walmart Louisiana, LLC,
19 Jefferson Parish. The existing contract is September
20 30, 2014 through September 29 of 2019. The requested
21 term date is September 29 of 2017. The program
22 requirements have been met. No additional jobs are
23 anticipated.

24 20141009, Walmart Louisiana, LLC,
25 Calcasieu Parish. The existing contract period is



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1 1/1/2015 the through 12/31 of 2019. The requested term
2 date is December 31 of 2017. The program requirements
3 have been met. No additional jobs are anticipated.

4 20141010, Walmart Louisiana, LLC, St.
5 Mary Parish. The existing contract is October 1, 2014
6 through September 30 of 2019. The requested term date
7 is September 30 of 2013. The program requirements have
8 been met. No additional jobs are anticipated.

9 And the final termination is 20141232,
10 Walmart Louisiana, LLC, Caddo Parish. The existing
11 contract period is September 30 of 2014 through
12 September 29 of 2019. The requested term date is
13 September 29 of 2017. The program requirements have
14 been met, and there are no additional jobs anticipated.

15 MR. WINDHAM:

16 All right. With the exception of the
17 one that I believe has a typo and should be 2018;
18 correct?

19 MS. METOYER:

20 Yes, it should be.

21 MR. WINDHAM:

22 The contract period should be 2018. I
23 don't think there's necessarily a need for an amendment
24 to the agenda to adjust that, so with that, I'll
25 entertain any questions from any of the Board members.



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1 Mr. Miller.

2 MR. MILLER:

3 Just out of curiosity, there's a couple
4 on the second page, the World War II Museum and the one
5 right below it, they have the term dates were '15 and
6 '16, yet they're just asking to cancel the program. How
7 does that work? Most of them are 17, which seems --

8 MS. METOYER:

9 They are asking to term. That's
10 different from canceling. When you cancel, any benefits
11 that have been issued are returned, but terming is part
12 of the rules.

13 MR. MILLER:

14 I'm sorry. I misspoke the proper
15 terminology.

16 MS. METOYER:

17 That's okay.

18 MR. MILLER:

19 So they're asking to terminate, but
20 still -- they're asking the term in '16, but we're
21 already in '18. I get the ones that end in '17 because,
22 you know, but how do you go back to '15 and '16?

23 MS. METOYER:

24 There is not language in the rules that
25 says when they have to request these terminations, and



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1 as long as they did 30 months in the contract and filed
2 all of the required paperwork, ECRs, through the
3 requested term date, they don't have to request that
4 term early. That may be something we would want to
5 adjust in our rules if possible.

6 MR. WINDHAM:

7 All right. We'll take that under
8 advisement and consult with the attorneys and possible
9 rewrite the rules for that piece of it.

10 There are no benefits, though, even if
11 they did not term these contracts, it requires that they
12 still file paperwork, even though they're receiving no
13 benefits, so the purpose of terming --

14 MS. METOYER:

15 Correct. Even if it's zero, if they're
16 no longer requesting job tax credits, if they don't
17 term, they have to file the employee certification
18 reports for each five years of the period of the
19 contract.

20 MR. WINDHAM:

21 Right. So they filed all of that
22 paperwork for the period of time?

23 MS. METOYER:

24 Yes. That's the requirement for getting
25 a termination, everything has to be filed.



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1 MR. WINDHAM:

2 All right. Are there any other
3 questions from any of the Board members?

4 (No response.)

5 MR. WINDHAM:

6 Is there a motion to approve -- oh, Im
7 sorry.

8 Comments from the public? Sorry about
9 that.

10 Please step forward and identify
11 yourself.

12 MR. BAGERT:

13 I'm Broderick Bagert with Together
14 Louisiana, and a question for clarification on the first
15 one on the list. This is Project Number 20150214, which
16 is Exxon Mobil. I think it's a chemical division. The
17 job requirements of the Enterprise Zone Program has been
18 a standard where there has to be at least five net new
19 jobs created. In the application back in 2015, Exxon
20 Mobil Chemical listed 986 existing jobs at the site, and
21 in the most recent public document that we have and
22 that's closest to the time for which they're requesting
23 the contract be termed, and this is from the 21st of
24 December 2017, the same division of Exxon Mobil lists
25 889 jobs as existing job. So that would be a net



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1 reduction of 97 jobs over that period, which doesn't
2 meet the job creation requirements. So we wanted to
3 clarify on what basis have they been met? Is there some
4 other criteria or analysis, or if it looks like there's
5 been a net reduction of full-time positions, how have
6 they met the employment requirements of the program?

7 MR. WINDHAM:

8 All right. Is there a representative
9 from Exxon with us today?

10 MS. BOATNER:

11 Good morning. Rhonda Boatner with
12 Didier Consultants representing Exxon Mobil.

13 The hiring requirements are based on the
14 first 24 months during the contract period, and we're
15 averaging those two numbers based on a baseline that's
16 calculated prior to the start date. And then after
17 that, we average to determine if the hiring requirements
18 are met. So that is for that individual contract.

19 They may have had 900 employees or
20 900-and-so employees at the start of that contract, and
21 we've created jobs throughout the required time period
22 for that contract. Now, what has happened today may be
23 completely different, but for this particular contract
24 for this contract period, the hiring requirements have
25 been met. The jobs have been certified and we've met



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1 all of the program requirements.

2 MR. WINDHAM:

3 Ms. Metoyer, you received all of the
4 paperwork?

5 MS. METOYER:

6 Yes. And there's going to always be a
7 downturn where there's less employees, but in that case,
8 there would be a backfilling before they would get any
9 additional job tax credits.

10 MS. BOATNER:

11 That's correct.

12 MR. WINDHAM:

13 Right. To get them back up to the level
14 that they were at?

15 MS. METOYER:

16 And to go beyond that. They have to
17 prove that with paperwork, yes.

18 MS. BOATNER:

19 Correct.

20 MR. WINDHAM:

21 All right. Are there any questions for
22 Rhonda from the Board members?

23 (No response.)

24 MR. WINDHAM:

25 Anything to add, Mr. Bagert?



1 MR. BAGERT:

2 It's still unclear to me whether the
3 requirement has been --

4 MR. WINDHAM:

5 Please step forward and speak into the
6 mic.

7 MR. BAGERT:

8 Sure.

9 We didn't look at the numbers today. We
10 looked at the numbers just two months after, in December
11 of 2017, which is three months after the requested term
12 date, so it was as close as we could find to the end of
13 the term that's being evaluated. And if they -- this is
14 a significant -- it appears to be a significant falling
15 short of the requirements of the program, and just a
16 general assertion that "We've met the program
17 requirements" without explaining that discrepancy leaves
18 us concerned; okay, that if they had been met in some
19 way, then why is it that there appears to show a net
20 decline of 97 jobs over that period, and on which basis
21 have they been met?

22 Not being party to all of the internal
23 documents, that could be answered, but it doesn't feel
24 like a general assertion of, "Don't worry. They've been
25 met," does give that assurance that they have in fact



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1 been met.

2 MR. WINDHAM:

3 All right. Thank you.

4 MS. BOATNER:

5 Can I continue with a comment?

6 So the 30-month investment period for
7 this project would have ended in July 2017, and so
8 that -- we cannot start a new contract until, as Joyce
9 said, we backfill what was originally, if there were --
10 if there were a reduction of jobs, backfill and then
11 show growth from that point on.

12 So for this contract, the job creation
13 requirements have been met, but we cannot start a new
14 one until we are certain that we have increased over and
15 above the highest number that was approved with the
16 previous contract.

17 MR. WINDHAM:

18 Yes, Ms. Metoyer.

19 MS. METOYER:

20 Let me identify, the rules clearly state
21 that you have to meet that minimum average of five in
22 the first 24 months, and as long as they met that five,
23 even if they had downturn in the next year, that
24 wouldn't disqualify them for this program. They just
25 would have --



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MR. WINDHAM:

For that contract?

MS. METOYER:

-- to backfill.

No, it wouldn't.

MR. WINDHAM:

Correct.

MS. METOYER:

And they are not getting the credits unless they prove those jobs.

MR. WINDHAM:

Right.

MS. METOYER:

And there is always the backfilling. And when they don't meet it, they're canceled, not termed, and they owe everything back that they've received.

MR. BAGERT:

But did they meet it for the 24 months?

MS. METOYER:

Absolutely. They did. They did.

MR. WINDHAM:

Yeah. I mean, we have to look at the staff to -- we trust our staff. They do a great job. They verify and validate the information that's given to



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1 them. It may not match with your opinion, but it's
2 still validated and verified.

3 MR. BAGERT:

4 Look, this is not about an opinion. It
5 was that just a few months after those 24 months,
6 there's a public document saying that they're 97 below.
7 So what the evidence basically, that how many jobs did
8 they have in that 24-month period, and if there is
9 assertion that it had met at the 24-month period, there
10 were this number of jobs, and then it declined after
11 that, then that's one scenario, but we haven't heard
12 what that number is.

13 MS. METOYER:

14 That's not the information that I bring
15 to the meeting, but that was vetted before this was put
16 on this agenda. They met their requirement.

17 MR. WINDHAM:

18 And you're vetting supporting documents
19 include --

20 MS. METOYER:

21 ES4s.

22 MR. WINDHAM:

23 From Department of Labor?

24 MS. METOYER:

25 Yes, sir. And all of that is verified.



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1 MS. BOATNER:
2 And a listing of employees, new hire
3 employees' names.

4 MS. METOYER:
5 Listing of employees.

6 MS. BOATNER:
7 Yes. Names, addresses, last four of
8 their Social. Yes.

9 MR. WINDHAM:
10 All of that is documented and given to
11 you when you verify?

12 MS. METOYER:
13 Yes, sir, it is. I'm the only one that
14 processes them.

15 MR. WINDHAM:
16 All right. Are there any other comments
17 or questions from the Board concerning this particular
18 one or for Ms. Rhonda or for Mr. Bagert?

19 (No response.)

20 MR. WINDHAM:
21 All right. Thank you, Ms. Rhonda.
22 Are there any other comments from the
23 public concerning any of these terminations for the
24 Enterprise Zone Program?

25 (No response.)



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MR. WINDHAM:

Is there a motion to approve?

Made by Dr. Wilson; seconded by
Mr. Miller.

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

Thank you, Ms. Metoyer.

All right. Next we have Hud Usie to do
the Industrial Tax Exemption Program. Hud accompanied
by Ms. Cheng.

MR. USIE:

We have seven pre-Executive Order new
applications.

MR. WINDHAM:

All right. I have to interrupt here.
We have a new Board member and she may not be up to date
on all of the nuances of these. Can you give like a
quick, high-level overview for the benefit of our new
Board member, which I have to welcome. I was remiss in
not welcoming her before.



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1 Ms. Baker, welcome to the Board.
2 Kristin, are you going to do this?

3 MS. CHENG:
4 I am.

5 MR. WINDHAM:
6 Identify yourself.

7 MS. CHENG:
8 Kristin Cheng, Program Administrator for
9 the Industrial Tax Exemption.

10 Prior to June 24th of 2016, there were
11 rules in place for the Industrial Tax Exemption that
12 allowed basically any additions to any manufacturing
13 site, as long as they were manufacturing, didn't require
14 jobs, didn't require job creation, assets didn't have to
15 necessarily be part of the manufacturing process.

16 The Governor issued an Executive Order
17 on June 24th of 2016 that changed the program, and that
18 set of rules was final on June 20th of 2017. It
19 requires local approval prior to coming to the Board and
20 requires job creation, which is all -- and the locals
21 can determine the terms of the contract. So these
22 exemptions would be for up to an initial term of five
23 years for up to 100 percent exemption and up to a
24 three-year renewal term for up to 80 percent exemption,
25 but that's up to the locals. We would need -- that's



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1 the second set of applications you'll see that those
2 under the 2017 rules, and they require local approval
3 prior to coming to the Board.

4 After that, we had another set of rules
5 that changed the program, yet again, a little bit more,
6 and it still requires job creation and local approval.
7 However, the local approval comes after preliminary
8 approval by this Board, and that would be the 2018
9 rules. Those were final August 20th of this year, and
10 those will go to the locals after y'all give it
11 approval. And they have 30 days to put it on an agenda,
12 and if they do put it on an agenda, and another 30 days
13 to act. And if no action is taken, it's deemed approved
14 by the locals, and then they'll be granted the contract.

15 MR. WINDHAM:

16 Any questions, Ms. Baker?

17 MS. BAKER:

18 No. Thank you very much.

19 MS. CHENG:

20 Not a problem.

21 MR. WINDHAM:

22 Thank you, Kristin.

23 Mr. Usie, please proceed.

24 MR. USIE:

25 20150369, Air Liquide Large Industries



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1 U.S. LP, St James Parish; 20150293, BASF Corporation,
2 Ascension Parish; 20150576, BR Port Services, LLC, West
3 Baton Rouge Parish; 20150201-A, Equilon Enterprises,
4 LLC, St. Charles Parish; 20150567, Genesis Rail
5 Services, LLC, Lafourche Parish; 20141601, Marathon
6 Petroleum Company LP in St. John the Baptist Parish.

7 And that concludes the pre-Executive
8 Order applications.

9 MR. WINDHAM:

10 Thank you, Mr. Usie.

11 Are there any questions or comments from
12 the Board members concerning the pre-Executive Order
13 applications?

14 (No response.)

15 MR. WINDHAM:

16 Any comments from the public?

17 (No response.)

18 MR. WINDHAM:

19 Is there a motion to approve?

20 Made by Mr. Slone; seconded by

21 Mr. Moller.

22 All in favor, indicate with an "aye."

23 (Several members respond "aye.")

24 MR. WINDHAM:

25 All opposed with a "nay."



1 (No response.)

2 MR. WINDHAM:

3 Motion carries.

4 MR. USIE:

5 Next we have eight post-Executive Order
6 applications, and these are the ones following the 2017
7 rules, as Kristin stated, requiring local approval prior
8 to being brought to the Board for approval.

9 20180199, Citadel Completions, LLC,
10 Calcasieu Parish; 20161675, Guin Machine, Inc.,
11 Bienville Parish; 20161807, HR Nu Blu Energy, LLC, West
12 Baton Rouge Parish -- and they actually requested to be
13 deferred to the December meeting.

14 MR. WINDHAM:

15 Motion has been made to defer that;
16 seconded by Mr. Fajardo.

17 All in favor, indicate with an "aye."

18 (Several member respond "aye.")

19 MR. WINDHAM:

20 All opposed with a "nay."

21 (No response.)

22 MR. WINDHAM:

23 Motion carries.

24 MR. USIE:

25 20161576-A, Louisiana Sugar Refining,



1 LLC, St. James Parish; 20161624, Packaging Corporation
2 of America, Beauregard Parish; 20170079, Packaging
3 Corporation of America, Beauregard Parish, 20170003,
4 Procter and Gamble Manufacturing Company, Rapides
5 Parish; and 20180150, REG Geismar, LLC, Ascension
6 Parish.

7 MR. WINDHAM:

8 Thank you, Mr. Usie.

9 Are there any comments from the Board
10 concerning any of these applications that are under the
11 2017 rules, all of the documents were properly filed
12 and --

13 MR. USIE:

14 Correct.

15 MR. WINDHAM:

16 Any questions or comments from the Board
17 members?

18 (No response.)

19 MR. WINDHAM:

20 Any comments from the public concerning
21 these applications?

22 (No response.)

23 MR. WINDHAM:

24 Is there a motion to approve?

25 Made by Ms. Cola; second by Mr. Briggs.



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1 All in favor, indicate with an "aye."
2 (Several members respond "aye.")

3 MR. WINDHAM:

4 All opposed with a "nay."
5 (No response.)

6 MR. WINDHAM:

7 Motion carries.
8 Please proceed.

9 MR. USIE:

10 Next we have 11 post-Executive Order
11 applications following the 2018 rules, which require
12 preliminary approval from the C&I Board, and then we
13 send the information to the locals to get their approval
14 of 80 percent or zero percent.

15 20170287, Advanced Products & Systems,
16 Inc., Lafayette Parish; 20170103, A.O.U.O.P.S., Inc.,
17 East Carroll Parish; 20170001, C&C Marine and Repair,
18 LLC, Plaquemines Parish; 20170188 Community Coffee
19 Company, LLC, West Baton Rouge Parish; 20170559,
20 Community Coffee Company, LLC, West Baton Rouge Parish;
21 20170099, Georgia Pacific Consumer Operations, LLC, East
22 Baton Rouge Parish; 20180087, LaSalle Lumber Company,
23 LLC, LaSalle Parish; 20180378, Shell Chemical, LP,
24 Ascension Parish, also requested to be deferred to the
25 December meeting.



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MR. WINDHAM:

Motion has been made to defer; seconded
by Mr. Slone.

All in favor of the motion to defer,
indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries. It's deferred.

MR. USIE:

20180355, South Alexander Development I,
LLC, Livingston Parish; 20180287, Southing Alexander
Development X, LLC, Calcasieu Parish; 20161904, Stuller,
Inc., Lafayette Parish.

And that conclude the post-EO
applications.

MR. WINDHAM:

Thank you, Mr. Usie.

Are there any other comments from the
Board concerning any of these applications under the
2018 rules?

MS. BAKER:

Question.



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1 MR. WINDHAM:

2 Yes, Ms. Baker.

3 MS. BAKER:

4 Regarding the rule for job creation, on
5 Community Coffee Company, it's showing zero, zero
6 permanent, zero construction. How does that make the
7 list?

8 MR. WINDHAM:

9 Is there a representative from Community
10 Coffee here?

11 Please step forward and identify
12 yourself.

13 MS. CHENG:

14 Can I add that when there are zero jobs,
15 the rules do allow for a compelling reason for job
16 retention. So this would be a retention project. In
17 their CEA, Exhibit A, it does list how many jobs they do
18 need to retain over the life of the contract.

19 MR. LATOUR:

20 Good morning. George Latour. I'm the
21 plant manager over in Port Allen.

22 MS. BELLER:

23 I'm Renee Beller. I'm tax manager for
24 Community.

25 MR. LATOUR:



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1 The compelling reason was to increase
2 the maximum capacity when we -- in order to put in our
3 new machine, we were reaching our maximum capacity on
4 our existing line, and this machine allows us to
5 increase our maximum capacity and, therefore, retain
6 those -- retain the jobs there at the existing facility
7 because we did not have anymore room to add that
8 existing line anywhere in that facility.

9 MS. BAKER:

10 Thank you.

11 MR. WINDHAM:

12 Mr. Carmody.

13 MR. CARMODY:

14 Yes, sir. I'm just curious, I've toured
15 your facility before. When you say "new machine," what
16 does that new machine do?

17 MR. LATOUR:

18 That packages our 12 ounce gable-top
19 ground roast coffee. And so we had an existing line.
20 This is a larger capacity, faster machine, which allow
21 us to greatly increase our maximum capacity.

22 MR. CARMODY:

23 Thank you, sir.

24 MR. WINDHAM:

25 Please sell more coffee.



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1 MR. LATOUR:
2 We can. Absolutely.
3 MR. WINDHAM:
4 Make more money so you pay more income
5 taxes.
6 MR. LATOUR:
7 Absolutely.
8 MR. WINDHAM:
9 We like that. And pay your employees
10 more too.
11 MR. LATOUR:
12 Absolutely.
13 MR. WINDHAM:
14 Any other questions for Mr. Latour?
15 (No response.)
16 MR. WINDHAM:
17 Thank you, sir, and ma'am.
18 Are there any other comments from the
19 public concerning any of these applications?
20 (No response.)
21 MR. WINDHAM:
22 Is there a motion to approve?
23 Made by Dr. Wilson; seconded by Ms.
24 Baker.
25 All in favor, indicate with an "aye."



1 (Several members respond "aye.")

2 MR. WINDHAM:

3 All opposed with a "nay."

4 (No response.)

5 MR. WINDHAM:

6 Motion carries.

7 MR. USIE:

8 Next we have renewals. We have 113
9 timely-filed renewals.

10 MR. WINDHAM:

11 Are any of these going to be deferred?

12 MR. USIE:

13 No.

14 MR. WINDHAM:

15 Are any of them going to be withdrawn?

16 MR. USIE:

17 No.

18 MR. WINDHAM:

19 I'm willing to entertain a motion -- by
20 Mr. Slone -- to approve these in globo. Seconded by
21 Representative Carmody.

22 Are there any comments from the public
23 concerning any of these applications for renewal?

24 (No response.)

25 MR. WINDHAM:



1 Any questions from the Board?
2 (No response.)
3 MR. WINDHAM:
4 All in favor, indicate with an "aye."
5 (Several members respond "aye.")
6 MR. WINDHAM:
7 All opposed with a "nay."
8 (No response.)
9 MR. WINDHAM:
10 Motion carries. All of the renewals,
11 118 of them are approved in globo.
12 MR. USIE:
13 113.
14 MR. WINDHAM:
15 113. I'm sorry.
16 MR. USIE:
17 Next we two 22 late renewals.
18 You want me to read them one company at
19 a time?
20 MR. WINDHAM:
21 Please.
22 MR. USIE:
23 20120210, BioLab, Inc., Calcasieu
24 Parish. Initial contract expiration December 31st of
25 2016. Renewal requested August 21st of 2018.



1 20130153, BioLab, Inc., Calcasieu
2 Parish. Initial contract expiration 12/31/2017. Late
3 renewal request date August 21st, 2018.

4 MR. WINDHAM:

5 Thank you.

6 Is there a representative from BioLab
7 with us today?

8 Please step forward, identify yourself
9 and explain the tardiness of the application renewal.

10 MR. RAGHAVAN:

11 Good morning. My name is Ram Raghavan.
12 I'm the plant controller at BioLab, Inc., Lake Charles.

13 The reason for the tardiness, which we
14 would like to apologize for initially, mainly there was
15 quite a bit of turnaround in terms of tax station
16 personnel that we had, and so there was several items
17 that had slipped through the cracks. So we're working
18 through trying to figure out to ensure that we do all of
19 the filings and we update everything else. And so this
20 was part of those filings that we had to update and so
21 we reviewed everything, and this is the time we decided
22 to finalize the updates.

23 MR. WINDHAM:

24 All right. Generally the practice of
25 the Board has been to restrict the renewal extension by



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1 the number by a variety of years, depending on how late
2 you are. The first one was a month -- I'm sorry -- a
3 year and three months late, I believe.

4 MR. USIE:

5 Eight months late.

6 MR. WINDHAM:

7 A year and eight months.

8 So is there a motion to restrict, I
9 believe by two years?

10 MR. MOLLER:

11 Two years for the first one and one year
12 for the second one.

13 MR. WINDHAM:

14 All right.

15 MR. RAGHAVAN:

16 Sorry. I would like to apologize. I
17 would also like to point out that BioLab, Inc. was
18 acquired by KIK Custom Products at the end of 2013, so
19 that was part of the transition, because we purchased
20 them from Ventura Corp., and so during the transition,
21 there was quite a bit of items that needed to be
22 accounted for. So that was also partially the reason.
23 So I just wanted to mention that. It wasn't just a
24 matter of an excuse. It was a realistic situation that
25 ended up causing the delay.



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MR. WINDHAM:

Certainly. And we definitely understand that, and even if it was an excuse, it would still be subject to the same consequences, but we do appreciate you making the investment in Louisiana and continuing with that.

There's a motion on the floor to restrict the first one by two years, the second one by one year; seconded by Mr. Slone.

Any other questions or comments from the Board members?

(No response.)

MR. WINDHAM:

All in favor -- or the public?

(No response.)

MR. WINDHAM:

All in favor, indicate where an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

Thank you again for your investment in Louisiana.



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1 MR. RAGHAVAN:

2 Thank you. My apologies for the
3 tardiness. Thank you.

4 MR. WINDHAM:

5 Thank you.

6 MR. USIE:

7 20120346, Capitol Manufacturing Company,
8 LLC, Acadia Parish. Initial expiration 12/31 of 2016.
9 Renewal request date 9/5/2018.

10 20120347, Capitol Manufacturing Company,
11 LLC, Acadia Parish. Initial contract expiration 12/31
12 of '16. Renewal request date 9/5 of '18.

13 20130377, Capitol Manufacturing Company,
14 LLC, Acadia Parish. Initial contract expiration 12/31
15 of '17. Renewal request date 8/29 of '18.

16 And 20130378, Capitol Manufacturing
17 Company, LLC, Acadia Parish. Initial contract
18 expiration 12/31 of 2017. Renewal request date 8/29 of
19 2018.

20 MR. WINDHAM:

21 Is there a representative from Capitol
22 Manufacturing with us today?

23 Please step forward.

24 MR. BUTLER:

25 Good morning.



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1 MR. WINDHAM:
2 Good morning. Please identify yourself.

3 MR. BUTLER:
4 Jim Butler. I'm the controller with
5 Capitol Manufacturing.

6 MR. WINDHAM:
7 Welcome.

8 MR. BUTLER:
9 As my colleague said earlier, I
10 apologize for being late for this, and I would say it
11 was a combination of things one. When the new rules
12 went into place with the program, it was understanding
13 that the Miscellaneous Capital Additions, which these
14 are, it was done away with. There was no more. So I
15 kind of assumed that, which was wrong. I found out this
16 summer that we could renew at least the existing
17 contracts. So as soon as I found that out, I got the
18 applications in. I should have followed up on that, but
19 after, you know, the meeting that took place when all of
20 the changes were made and everything, I just had a wrong
21 assumption on it. So my apologies.

22 MR. WINDHAM:
23 All right. Thank you very much for that
24 explanation.

25 MR. BUTLER:



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1 Sure.

2 MR. WINDHAM:

3 Even though you may be restricted in
4 some amount, it's better than what you were going to go
5 through.

6 You have not paid any taxes on these
7 contracts; correct?

8 MR. BUTLER:

9 Correct, yeah. We checked with the
10 assessor. They said up until then, we were an exemplary
11 program. We're the ones that they point to when they
12 have other people in Acadia Parish looking to do those
13 things, so it was just one of those things that happened
14 to us.

15 MR. WINDHAM:

16 Congratulations on that.

17 Is there a motion to effect these
18 renewals? Two of them are two-year reductions and two
19 of them are one-year reduction in the length of time.

20 Motion is made by Ms. Malone; seconded
21 by Dr. Wilson.

22 Any comments from the public?

23 (No response.)

24 MR. WINDHAM:

25 All in favor, indicate with an "aye."



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1 (Several members respond "aye.")

2 MR. WINDHAM:

3 All opposed with a "nay."

4 (No response.)

5 MR. WINDHAM:

6 Motion carries.

7 Thank you, sir.

8 MR. BUTLER:

9 Thank you.

10 MR. WINDHAM:

11 And for your investment in Louisiana.

12 MR. USIE:

13 He has another application coming up
14 further down the list. Do you want me to read that one
15 out of order?

16 MR. WINDHAM:

17 Sure. It's the same company? Which one
18 is it?

19 MR. USIE:

20 It is on the second page. 20130379, OJ
21 Leasing, LP, Acadia Parish. That one was initially due
22 December 31st of 2017. Renewal was requested 8/29 of
23 2018.

24 MR. WINDHAM:

25 So that would be a one-year penalty.



1 Motion made by Representative Carmody;
2 seconded by Major Coleman.

3 All in favor, indicate with an "aye."
4 (Several members respond "aye.")

5 MR. WINDHAM:

6 All opposed with a "nay."
7 (No response.)

8 MR. WINDHAM:

9 Motion carries.

10 MR. BUTLER:

11 Thank you, sir.

12 MR. WINDHAM:

13 All right. Mr. Usie, please proceed.

14 MR. USIE:

15 20081221-B, Centric Pipe, LLC in Bossier
16 Parish. Initial contract expiration of 12/31/17.
17 Renewal request date 9/4 of 2018.

18 MR. WINDHAM:

19 Is there a representative from Centric
20 Pipe with us?

21 MR. LANG:

22 Hi. I'm Jack. I'm from Centric Pipe.
23 I was in the meeting last time in your office. So it's
24 the same situation as before. We purchased the company
25 from Northwest Pipe. The tax service was done by a



1 certified professional firm, and they didn't know that
2 we held the six exemptions and none of these are
3 renewed. So this year I renewed all six, and they all
4 need to be renewed.

5 MR. WINDHAM:

6 All right. Is there a motion to
7 restrict this by one year, I believe?

8 Made by Dr. Wilson; seconded by
9 Mr. Slone.

10 Any comments from the public concerning
11 that restriction?

12 (No response.)

13 MR. WINDHAM:

14 All in favor, indicate with an "aye."
15 (Several members respond "aye.")

16 MR. WINDHAM:

17 All opposed with a "nay."
18 (No response.)

19 MR. WINDHAM:

20 Motion carries.

21 MR. LANG:

22 I have a question about 20140501. That
23 one is late a renewal too, but I submit an application
24 on Fastlane, but it didn't go through, so they wanted me
25 to attend on this.



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MR. WINDHAM:

Which one was it again?

MR. LANG:

20140501.

MR. USIE:

It's not actually on this agenda. It was not met in time to be placed on this finalized agenda. So it's filed in. It will be on the December agenda.

MR. WINDHAM:

To be heard in December.

MR. USIE:

Yes. We have a cutoff date when we're finalizing the agenda, and it was submitted after that date, so it couldn't get processed in time.

MR. WINDHAM:

So I would ask the Board, since this gentleman coming from Bossier --

MR. LANG:

No. I'm from Dallas.

MR. WINDHAM:

Oh, you're from Dallas?

MR. LANG:

Yes. Our corporate office is in Dallas. The facility is in Bossier.



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1 MR. WINDHAM:

2 It is possible that the Board would
3 accept this plea ahead of time?

4 MR. JONES:

5 We would have to ament the agenda, and
6 it would take an anonymous vote to do so, but my bigger
7 question is is the staff prepared to discuss the
8 situation?

9 MS. CHENG:

10 It's the same.

11 MR. USIE:

12 It's the same case. He just forgot
13 them. He came last month for three or four other late
14 ones.

15 MR. JONES:

16 I understand, but, I mean, do we know
17 for sure how long --

18 MR. USIE:

19 I know what he's discussing. I can't
20 say the dates. That will have to be reviewed on this,
21 so I can't say how late it is because it hasn't been
22 added to an agenda yet.

23 MR. WINDHAM:

24 I guess I was thinking more for the next
25 meeting, instead of making him come back, if we could



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1 consider his appeal today and then take action on it at
2 the next meeting.

3 MR. JONES:

4 That's fine with me.

5 MR. WINDHAM:

6 I mean, I don't know if that creates a
7 problem for anyone.

8 MR. JONES:

9 Steve, you're just going to have to
10 remind me in two months. I forget a lot.

11 MR. WINDHAM:

12 Well, I'd look to Ms. Cheng and our
13 legal advisors --

14 MR. USIE:

15 I can just make a note to remind you
16 that he showed up to this meeting requesting it not be
17 denied in his absence of the December meeting if that
18 suffices.

19 MR. WINDHAM:

20 I mean, would that be egregious to
21 anyone?

22 MR. LANG:

23 It will be the same reason.

24 MR. JONES:

25 The main thing, if you're not here, and



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1 I think what you're hearing from the Board is a general
2 assessment that no need making that trip for the third
3 time, and I agree with that. But please remind me,
4 because if you're not here next time, I generally don't
5 like that.

6 MR. WINDHAM:

7 He's going to be the one to deny it in
8 entirety.

9 I was just trying to...

10 MR. USIE:

11 We're going to include a note in the
12 packet sent to the Board prior to the meeting.

13 MR. WINDHAM:

14 Correct. Put a note in there or maybe a
15 copy of the minute page.

16 MR. USIE:

17 Okay.

18 MR. WINDHAM:

19 So I don't know if we need to vote on
20 that or -- I don't think so. It's just a suggestion.

21 All right. Thank you, sir. We're going
22 to try and save you a third trip.

23 MR. LANG:

24 Thank you.

25 MR. WINDHAM:



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1 Please proceed.

2 MR. USIE:

3 20130448, Excel Paralubes, Calcasieu
4 Parish. Initial contract expiration 12/31 of 2017.
5 Renewal request date January 5th of 2018.

6 MR. WINDHAM:

7 Is there a representative from Excel
8 Paralubes with us today?

9 Please step forward and identify
10 yourself.

11 MR. CISNEROS:

12 Good morning. My name is Chris
13 Cisneros. I work for Phillips 66 Company, and Excel
14 Paralubes is a subsidiary of Phillips 66 Company.

15 MR. WINDHAM:

16 All right. Can you tell us why you were
17 late by five days?

18 MR. CISNEROS:

19 I was late because I did not get the
20 information to the proper plant personnel in time. I
21 got it to him right before the holiday season, which
22 generally takes up most of the month of December at our
23 company, so the plant manager wasn't able to get it
24 signed until after the first of the year.

25 MR. WINDHAM:



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1 All right. So you were still late. I'd
2 entertain a motion for a one-year reduction.

3 Made by Mr. Moller; seconded by
4 Mr. Slone.

5 MR. CHABERT:
6 Objection.

7 MR. WINDHAM:
8 Objection by Senator Chabert.
9 Please state your objection.

10 MR. CHABERT:
11 It was five days, it was the holidays.
12 This is a big company. I think that in circumstances,
13 the Board should show leniency in this regard, and I
14 would make a substitute motion that we do just that in
15 the spirit of the holidays.

16 MR. WINDHAM:
17 So noted, and I believe it's seconded by
18 representative Carmody. He's seconding it.

19 So is there any objection to the
20 substitute motion?

21 (No response.)

22 MR. SLONE:
23 Is the person still employed?

24 MR. CARMODY:
25 Depending on how this goes.



1 MR. CISNEROS:
2 Yes, sir, we're all still employed.

3 MR. SLONE:
4 Because we were being hard for the
5 holidays. 24/7, you know.

6 MR. CISNEROS:
7 We are going to do our part to make sure
8 that everything is filed timely in time to meet the
9 deadlines for Mr. Usie and Ms. Chang at the appropriate
10 time, so we don't intend to have this happen again.

11 MR. WINDHAM:
12 All right. There's a substitute motion.
13 I believe the order is to vote the substitute motion
14 first.

15 Is there any comments from the public
16 concerning this?

17 (No response.)

18 MR. WINDHAM:
19 All right. Voting on the substitute
20 motion first.

21 All in favor of being lenient and not
22 restricting this application by any period of time,
23 indicate with an "aye."

24 (Several members respond "aye.")

25 MR. WINDHAM:



1 All opposed with a "nay."

2 (No response.)

3 MR. WINDHAM:

4 Motion carries.

5 MR. CHABERT:

6 Merry Christmas.

7 MR. WINDHAM:

8 Congratulations.

9 MR. CISNEROS:

10 Thank you, ladies and gentlemen.

11 MR. WINDHAM:

12 Well, let me say this: Please, everyone
13 that's in the audience, that does these things, don't do
14 this to us. If you can, don't be two or three days
15 late. Get them in on time. Pretend it's a month
16 earlier.

17 MR. USIE:

18 20100720-A, Folger Coffee Company,
19 Orleans Parish. Initial contract expiration July 31st
20 of 2017. Renewal request date 8/2/2018.

21 20100917-A, Folder Coffee Company,
22 Orleans Parish. Initial contract expiration July 31st
23 of 2017. Renewal request date August 2nd, 2018.

24 MR. WINDHAM:

25 Is there a representative from Folger



1 Coffee with us today?

2 MS. CHENG:

3 I got an e-mail from them yesterday
4 afternoon at 5 p.m. saying that they're focused on
5 stringent cost controls and they couldn't make it here
6 from -- this would be their parent company, Smucker's.
7 I'm not sure. They're not in Louisiana, but they are
8 not able to make it.

9 And I suggested that a representative
10 from the facility here come and was told that they only
11 know the process question -- they would only know the
12 process questions as to what they do at Folgers, but
13 they did -- he did say he was available by phone.

14 MR. MOLLER:

15 Move to deny.

16 MR. WINDHAM:

17 I mean, just to point out, their cost
18 deferrals desires at home are going to cost them maybe
19 \$2-million over a five-year period if there is a motion
20 to deny.

21 MR. JONES:

22 My motion.

23 MR. WINDHAM:

24 I have dueling motions to deny.

25 MR. JONES:



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1 And, ladies and gentlemen, we're
2 laughing, and I don't mean to make light of it, but,
3 again, the reason I feel strongly about this, and I
4 think other Board members feel as well, these are
5 valuable tax credits. And we understand things happen
6 and we understand that mistakes happen, but if they're
7 valuable to the State of Louisiana, we trust that
8 they're valuable to those that receive the incentives.
9 And if there is a reason to be late, at least grant this
10 Board the respect to come explain why, and that's where
11 we are.

12 So we don't -- we're not making light of
13 the situation, but this is -- it just astounds me when
14 people, especially when I hear it's for cost-cutting
15 purposes, that is just -- Community, don't follow
16 Folgers' example here. I think the Community guys
17 already left, but there you go.

18 MR. WINDHAM:

19 So...

20 MR. JONES:

21 Motion to deny.

22 MR. WINDHAM:

23 There's a motion made by Mr. Jones to
24 deny; seconded by Mr. Moller.

25 Any further discussion by the Board



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1 members?

2 (No response.)

3 MR. WINDHAM:

4 Comments from the public concerning the
5 motion to deny?

6 (No response.)

7 MR. WINDHAM:

8 All in favor, indicate with an "aye."

9 (Several members respond "aye.")

10 MR. WINDHAM:

11 All opposed with a "nay."

12 (No response.)

13 MR. WINDHAM:

14 Motion carries. Those two renewals are
15 denied.

16 MR. USIE:

17 20110504, Gordon Sales, Inc., Bossier
18 Parish. Initial contract expiration 12/31 of 2015.
19 Renewal request date August 9th of 2018.

20 20120321, Gordon Sales, Inc., Bossier
21 Parish. Initial contract expiration 12/31 of 2016.
22 Renewal request date August 9th of 2018.

23 20130529, Gordon Sales, Inc., Bossier
24 Parish. Initial contract expiration date 12/31 of 2017.
25 Renewal request date August 9th of 2018.



1 MR. WINDHAM:

2 Is there a representative from Gordon
3 Sales with us today? Oh, Im sorry.

4 MS. TREHEARNE:

5 Hi. No problem.

6 Elizabeth Trehearne, and I'm
7 representing Gordon, Inc.

8 So I would like -- I mean, pretty much,
9 like everyone else, it was just overlooked. We had a
10 change of personnel in the accounting department who was
11 handling the taxes and they're no longer with us. And
12 we didn't really realize that we had overlooked them
13 until they contacted us for the renewal this year and
14 everything went online and online said, "Hey, these are
15 expired and haven't been renewed." And we went, "Oh,
16 boy." So we are here.

17 MR. WINDHAM:

18 The first one was one year -- no first
19 one is -- first one is three years late, second one is
20 two years late and the third one is a year late. So
21 those are the restrictions to be considered.

22 Motion is made by Dr. Wilson; seconded
23 by Mr. Slone.

24 Any other comments from the public?

25 Yes, Ms. Cola.



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1 MS. COLA:

2 We appreciate you being here and the
3 business that you bring to Louisiana without a doubt.
4 And just as my colleague says, it bothers him that when
5 companies don't show up to defend why their applications
6 are late, it equally bothers me that we're giving away
7 valuable dollars and our excuses are ranging from "I
8 forgot," or, "It was a mischange of hand in terms of the
9 process."

10 We are often challenged to find balance
11 in how we distribute these credits and meeting the
12 public's demand, and you've seen, most of you at most of
13 these meetings, where we're challenged to get this
14 right. I am challenging you to please get this right on
15 your business end, because while we did giggle and laugh
16 about what we knew was coming, it bothers me greatly
17 that we are late and the best explanation we could come
18 up with is "We forgot" and "It didn't change to right
19 hands."

20 So please, I'm just putting that out
21 there, for you to just be mindful of how we're handling
22 our internal business.

23 MS. TREHEARNE:

24 Thank you.

25 MR. WINDHAM:



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Thank you, Ms. Cola.

All in favor, indicate with an "aye."
(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."
(No response.)

MR. WINDHAM:

Motion carries.

Thank you.

MS. TREHEARNE:

Thank you.

MR. USIE:

20101020, Gulf Crown Seafood Company,
Inc., Iberia Parish, initial contract expiration 12/31
of 2015. Renewal request date August 30th of 2018.

MR. WINDHAM:

Is there a representative from Gulf
Crown Seafood with us?

Please step forward, identify yourself.

MR. MORELLA:

I'm Robert Morella, CPA with the
accounting firm of Arsement, Redd & Morella in
Lafayette.

MR. FLOYD:

Good morning. I'm Jeff Floyd with Gulf



1 Crown Seafood.

2 MR. MORELLA:

3 We apologize for late filing. It
4 basically slipped through the cracks. I think Jeff was
5 contacted back in 2010 by another group to start the
6 process. We, as his accounting firm, kind of got
7 involved after the fact and filed his annual reports for
8 him using the certificates. We were then contacted by
9 Iberia Parish stating that the -- I guess it expired in
10 '16 or '15. They continued to apply the credits. And
11 then just recently two years of back taxes came in the
12 mail to be paid. That's how we found out.

13 So that's about all I have to say.

14 MR. WINDHAM:

15 You haven't paid those taxes?

16 MR. MORELLA:

17 No, we have not. We contacted them and
18 stated, "What is the process to go through to update or
19 renew?" And so this is where we are at at this point.

20 MR. WINDHAM:

21 All right. Mr. Miller.

22 MR. MILLER:

23 Is there a difference between being in
24 the assessor or the sheriff actually sending a tax bill
25 and it being paid? Is there a difference as far as how



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1 the program looks at it?

2 MR. USIE:

3 No. For all 22 of these, we do not add
4 them to the agenda unless we have something in writing
5 from the parish assessor stating that taxes have not
6 been paid for each particular contract.

7 MR. WINDHAM:

8 So even though they're billed -- I think
9 I know the answer. Even though they're billed, that
10 doesn't mean anything for the purposes of this program.
11 It's only you cannot get an exemption on something that
12 taxes have been paid on in the State of Louisiana. So
13 in theory, you can bring equipment in from outside of
14 the state, it's never been paid, sited here, get an
15 exemption for it on it's value. Correct?

16 Good. So this one was three years late,
17 so it will have already expired; correct?

18 MR. USIE:

19 No. It wouldn't expire until 2020.

20 MR. WINDHAM:

21 Well, I'm sorry. The initial contract
22 expired in '15. It would run to '20. If we take it
23 out, it's expired.

24 MR. USIE:

25 Yes, sir, that's correct.



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MR. WINDHAM:

If we reduce it by three years; correct?

MS. CHENG:

Correct, but I think he was saying the assessor was trying to back tax them if they don't get this late renewal approved, so...

MR. WINDHAM:

I was just wondering. I mean, that's the consequences of this for those two years. Follow me?

All right. Is there a motion?

Jerry, you look puzzled.

MR. JONES:

I am puzzled. Why would it not be a five-year contract?

MR. WINDHAM:

Because it's three years late.

MR. JONES:

There would be two more years left; correct?

MR. WINDHAM:

Two more years left. It expired in -- I mean, the initial contract expired in '15.

MR. JONES:

So that's two more years.



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MR. WINDHAM:

From '15. Now we're in '18. So for those three years that they're getting assessed, they're going to still have to pay for one year because you're only going to have a two-year exemption.

MR. JONES:

Yeah, that's where I am. Okay.

MR. MARCELLA:

So I think they were billing us for '16 and '17; correct? Okay.

MR. WINDHAM:

Okay.

MR. MARCELLA:

And so you're saying that he will have to pay '16 and '17 or no?

MR. WINDHAM:

No.

MR. MARCELLA:

So the exemption will apply?

MR. WINDHAM:

Correct.

MR. MARCELLA:

So '18 will be the first year that we'll have to pay the additional taxes?

MR. WINDHAM:



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1 That's --

2 MR. MARCELLA:

3 Or would it be '19.

4 MR. WINDHAM:

5 He loses three. He has two years of
6 exemption, so '16 and '17. He's going to have to pay
7 for '18 or start paying taxes on it basically, '18 for
8 the rest of life.

9 All right. Do all of the Board members
10 understand what we're discussing?

11 MR. JONES:

12 You loose the last three years of the
13 five.

14 MS. CHENG:

15 Correct. The contract would have
16 effectively expired 12/31 of 2017, so the exemption
17 would have ended on 12/31 of '17. So there's no more
18 exemption starting 1/1 of '18.

19 MR. JONES:

20 So you pay '18, '19 and '20. Pay from
21 now on.

22 MR. WINDHAM:

23 All right. So is there a motion to
24 reduce it by three years?

25 MR. JONES:



1 So moved.

2 MR. WINDHAM:

3 Made by Mr. Jones; seconded by Mr.
4 Coleman.

5 Any other comments or questions from the
6 public?

7 (No response.)

8 MR. WINDHAM:

9 All in favor, indicate with an "aye."
10 (Several members respond "aye.")

11 MR. WINDHAM:

12 All opposed with a "nay."

13 (No response.)

14 MR. WINDHAM:

15 Motion carries.

16 Thank you, sir.

17 MR. USIE:

18 20101206, K&B Machine Works, LLC,
19 Terrebonne Parish. Initial contract expiration 12/31 of
20 2016. Renewal request date September 10th of 2018.

21 20111242, K&B Machine Works, LLC,
22 Terrebonne Parish. Initial contract expiration 12/31 of
23 2017. Renewal request September 6th 2018.

24 20101205, K&B Machine Works, LLC,
25 Terrebonne Parish. 12/31/16, initial contract



1 expiration. Late renewal requested September 10th of
2 2018.

3 20111243, K&B Machine Works, LLC,
4 Terrebonne Parish. Initial contract expiration
5 12/31/2017. Renewal request date September 6th, 2018.

6 MR. WINDHAM:

7 Is there a representative from K&B?
8 Please step forward and identify
9 yourself.

10 MR. HEBERT:

11 Scott Hebert, Risk Manager for K&B.

12 I'd like to apologize for these late
13 renewals. They came to light when we were doing our
14 latest incarnation of the ITE. I'd like to blame
15 someone else, but it falls on me. I think there's no
16 excuse for the lateness, but in this case, I believe in
17 2016, they quit -- the LED quit sending notices. I've
18 relied on those notices to go ahead and do renewals in
19 the past.

20 I mean, K&B has been participating in
21 these plans for about the last 10 years, and I'd always
22 get these notices about six months early and go ahead
23 and fill out all of the paperwork. It's not an excuse,
24 but that's part of the reason why I missed it.

25 So, anyway, like I said, I'd like to



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1 blame someone else, but it really falls on me, so...

2 MR. WINDHAM:

3 Thank you, sir.

4 Mr. Jones.

5 MR. JONES:

6 Mr. Hebert, I'm trying to understand,
7 I'm seeing four accounts. The first one, first year of
8 exempt, there were 200 jobs. Now you only have 200.
9 The third one, you went from six jobs to 207. Was this
10 a transfer of -- it looks -- I'll tell you how it looks,
11 and then you can tell me how I'm wrong.

12 It looks as though you simply
13 transferred the jobs from one to another.

14 MR. HEBERT:

15 That's correct. Basically we came --
16 K&B built a new headquarters for a new facility in
17 Schriever, Louisiana. There's a \$30-million facility.
18 The majority of our employees were moved from our Grand
19 Caillou facility to the Schriever facility. So if you
20 look at our ES4, they're altogether. I have
21 approximately 22 to 25 people at the Grand Caillou
22 location. That's where we do our full-length pipe
23 threading and all of the tubular accessories, and
24 different other machining processes happen at the
25 headquarters. But it's basically they're all in



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1 Terrebonne Parish, but it's between two facilities. And
2 the reason you see the flip flip-flop on the numbers is
3 because we transferred a bunch of employees to the new
4 facility.

5 MR. JONES:

6 Okay.

7 MR. WINDHAM:

8 All right. Well, Mr. Hebert, two of
9 these are two years late, two of them are one year late.
10 The first one and the third one are two years late, and
11 the second and the fourth are one year late. So I will
12 entertain a motion to restrict them by two years and one
13 year respectively.

14 Made by Representative Carmody; seconded
15 by Senator Chab- --

16 MR. CHABERT:

17 No, I'm not seconding it.

18 MR. WINDHAM:

19 All right. It's seconded by Dr. Wilson.

20 Question by Senator Chabert.

21 MR. CHABERT:

22 Just a comment, and I'm glad, Mr. Hebert
23 alluded to the fact, you know, K&B is one of our
24 cornerstone companies in Terrebonne Parish and has
25 participated so much to the extent that I believe K&B --



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1 correct me if I'm wrong -- LED, I saw a couple of your
2 representatives out there. They're profiled on the LED
3 website. With the new company expansion, the previous
4 administration, the Governor went down there and cut a
5 ribbon. I mean, it's a massive operation, and I do
6 appreciate Mr. Hebert coming before the Board and
7 falling on the sword, if you will, that the buck stops
8 here. That's the type of company that K&B is and the
9 type of operation that Mr. Woods would want.

10 MR. WINDHAM:

11 Thank you, Senator.

12 All right. Motion has been made and
13 seconded.

14 Any other comments from the public?

15 (No response.)

16 MR. WINDHAM:

17 All in favor of the motion to restrict
18 two of them by one year and indicate with an "aye."

19 (Several members respond "aye.")

20 MR. WINDHAM:

21 All opposed with a "nay."

22 (No response.)

23 MR. WINDHAM:

24 Motion carries.

25 MR. HEBERT:



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1 Thank you very much.

2 MR. WINDHAM:

3 Mr. Hebert.

4 MR. CARMODY:

5 Real quick, I just want to make sure, so
6 you're not receiving any notices now, nor or is any
7 other company.

8 MR. HEBERT:

9 No. It's incumbent upon the participant
10 on the program to know his dates. Now, as the person
11 that handles all of that, I assure you, and I think
12 everybody here can vouch for it, but they hear from me
13 quite often. So, anyway, it won't happen again, and my
14 calendar is fully marked with it, because we have quite
15 a number of these programs that we participate in, and
16 we really appreciate what the State does for us.

17 So if anyone's in Terrebonne Parish in
18 the Schriever area passing through on other business,
19 we'd love for you to stop by our shop.

20 MR. CHABERT:

21 You just had the open house; right?

22 MR. HEBERT:

23 We just had the open house. It was a
24 great success. It's a beautiful facility, and there's
25 really nothing else like it in the State as far as a



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1 machining operation. It's really something to see. It
2 was a real big investment by the Woods, the Woods
3 Family, and the State, with the State's help.

4 MR. CARMODY:

5 Thank you, sir.

6 MR. WINDHAM:

7 We definitely appreciate the investment
8 and the jobs that you do maintain down there.

9 MR. HEBERT:

10 Thank y'all so much.

11 MR. WINDHAM:

12 Thank you.

13 Mr. Usie.

14 MR. USIE:

15 20110650, Reliable EDM, Lafayette

16 Parish. Initial contract expiration 12/31/2017.

17 Renewal request date August 10th of 2018.

18 MR. WINDHAM:

19 Is there a representative from Reliable
20 EDM with us today? No representative from Reliable EDM
21 with us today?

22 Mr. Jones.

23 MR. JONES:

24 Anybody else want to make this motion?

25 MR. WINDHAM:



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1 Anyone else want to make the motion?
2 Mr. Moller made the motion to deny;
3 seconded by Major Coleman.

4 Any comments from the public?
5 (No response.)

6 MR. WINDHAM:
7 Comments from the Board?

8 (No response.)

9 MR. WINDHAM:
10 All in favor of denying the renewal,
11 indicate with an "aye."

12 (Several members respond "aye.")

13 MR. WINDHAM:
14 All opposed with a "nay."

15 (No response.)

16 MR. WINDHAM:
17 Motion carries.

18 MR. USIE:
19 20100836, Standard Crane & Hoist, LLC,
20 Terrebonne Parish. Initial contract expiration
21 12/31/2017. Renewal request date August 17th, 2018.

22 MR. WINDHAM:
23 Is there a representative from Standard
24 Crane with us today?

25 Please step forward and identify



1 yourself.

2 MR. HADDEN:

3 Hello. My name is Mac Hadden. I'm with
4 Standard Crane & Hoist in Gray, Louisiana.

5 MR. WINDHAM:

6 Can you tell us what happened and why
7 you were late?

8 MR. HADDEN:

9 I guess our contract actually got -- is
10 dated in 2013. Our project was running late, and so
11 when we calendared the renewal, we put it into 2018.
12 And that is our mistake, so we apologize for that. It
13 was a quite honest mistake. We don't do this very much.
14 This is our one and only project that we've done with
15 LED, so we're not as experienced and as knowledgeable as
16 we should be, so we apologize for that error.

17 We respectfully request that you approve
18 the renewal and we move forward.

19 MR. WINDHAM:

20 I think we can approve it with a
21 one-year penalty, if there's a motion to do such.

22 MR. HADDEN:

23 I understand that.

24 MR. WINDHAM:

25 Made by Representative Carmody; seconded



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1 by Mr. Jones.

2 Any other comments from the public?

3 MR. WINDHAM:

4 One-year restriction.

5 All in favor, indicate with an "aye."

6 (Several members respond "aye.")

7 MR. WINDHAM:

8 All opposed with a "nay."

9 (No response.)

10 MR. WINDHAM:

11 Motion carries.

12 MR. HADDEN:

13 Thank you very much.

14 MR. WINDHAM:

15 Thank you.

16 MR. USIE:

17 20130558, Twin Brothers Marine, LLC, St.

18 Mary Parish. Initial contract expiration 12/31 of 2017.

19 Renewal request date September 19th of 2018.

20 MR. WINDHAM:

21 Please step forward and identify

22 yourself.

23 MR. LEONARD:

24 My name is Jimmy Leonard with Advantous

25 Consulting. We have been asked to represent Twin



1 Brothers here this morning.

2 The reason for the lateness is due to
3 medical leave of absence.

4 MR. WINDHAM:

5 All right. Well, this one is one year
6 late.

7 Is there a motion to restrict it by one
8 year?

9 Made by Mayor Brasseaux --

10 MR. JONES:

11 Medical leave of absence, you mean --

12 MR. LEONARD:

13 Yes, sir. The person who was managing
14 this aspect of the project went for a long medical leave
15 of absence, and the paperwork was left unattended to.

16 MR. JONES:

17 All right. Thank you.

18 MR. WINDHAM:

19 All right. Motion is made by Mayor
20 Brasseaux; seconded by Major Coleman.

21 Any other comments from the public?

22 (No response.)

23 MR. WINDHAM:

24 Questions from the Board?

25 (No response.)



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MR. WINDHAM:

All in favor, indicate with an "aye."
(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."
(No response).

MR. WINDHAM:

Motion carries.
Thank you, Mr. Leonard.

MR. USIE:

That concludes the late renewal portion
of the agenda.

Next we have six change in name
requests: Bollinger Amelia Repair, LLC, 20140027, new
name Bollinger Amelia Operations, LLC in St. Mary
Parish.

Bollinger Morgan City, LLC, Contracts
20130022, 20140026, 20140744 and 20151874, new name
Bollinger Amelia Operations, LLC, St. Mary Parish.

Bollinger Quick Repair, LLC, 20130023,
new name Bollinger Shipyards, LLC, Jefferson Parish.

MR. WINDHAM:

Motion has been made by Representative
Carmody on the name changes for the Bollinger -- the
name changes here; seconded by Mr. Shexnaydre.



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1 Comments from the public?

2 (No response.)

3 MR. WINDHAM:

4 Questions from the Board?

5 (No response.)

6 MR. WINDHAM:

7 All in favor, indicate with an "aye."

8 (Several members respond "aye.")

9 MR. WINDHAM:

10 All opposed with a "nay."

11 (No response.)

12 MR. WINDHAM:

13 Motion carries.

14 MR. USIE:

15 Next we have two change in location

16 requests: Bollinger Fourchon, LLC, 20130016, previous

17 location 106 Norman Doucet Drive, Golden Meadow,

18 Louisiana 70357 in Lafourche Parish. New location, 236

19 Adam Ted Gisclair Road, Golden Meadow, Louisiana 70357,

20 Lafourche Parish.

21 Precision Cutting Specialties, LLC,

22 20160761, previous location 226 Maryhill Road,

23 Pineville, Louisiana 70136 in Rapides Parish. New

24 location 311 Highway 13, Eunice, Louisiana 70535 in St.

25 Landry Parish.



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MR. WINDHAM:

All right. Are there any comments from the public concerning change in locations?

(No response.)

MR. WINDHAM:

Is there a motion to approve the change? Made by Representative Carmody; seconded by Mr. Slone.

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

MR. USIE:

Next we have seven cancelation requests: CB&I Energy Services, LLC, Contracts 20081099, 20090434, 20110023 and 20140327. Company requests cancelation due to the cease in manufacturing operations and closure of its facility, and this is in Iberia parish.

Danos and Curole Marine Contractors, LLC, 20110406. Company requests cancelation on remaining portion of a partial transfer. This is in Lafourche Parish.



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1 Performance Energy Services, LLC,
2 Contract 20141612. Company requests cancelation on the
3 remaining portion of this partial transfer. This is in
4 Jefferson Parish.

5 Weatherford U.S., LP, 20120511. LED
6 requests cancelation due to notification by the parish
7 assessor of taxes being paid. And this is in Lafayette
8 Parish.

9 MR. WINDHAM:

10 All right. There's an example of taxes
11 getting paid on something and a contract needing to be
12 canceled.

13 Motion made by Dr. Wilson to approve the
14 cancelations of these; seconded by Ms. Cola.

15 Any comments from the public concerning
16 these cancelations?

17 (No response.)

18 MR. WINDHAM:

19 Questions from the Board?

20 (No response.)

21 MR. WINDHAM:

22 All in favor, indicate with an "aye."

23 (Several members respond "aye.")

24 MR. WINDHAM:

25 All opposed with a "nay."



1 (No response.)

2 MR. WINDHAM:

3 Motion carries.

4 MR. USIE:

5 The special request by Bradken for
6 Contracts 20100584, 20110612, 20120506, 20140515,
7 20150507 and 20161009, they request to be deferred until
8 December.

9 MR. WINDHAM:

10 Is there a representative from Bradken
11 with us? Actually, they're requesting a continuation.

12 MR. BRODERICK:

13 Yes. My name is Jesse Broderick with
14 Sumit Credits. I represent Bradken.

15 We had initially asked that this be
16 heard in either December or February, and I think LED
17 just inadvertently put this on the agenda. So we could
18 actually have a company representative here at the Board
19 to discuss the request.

20 MR. WINDHAM:

21 Oh, okay. I'm sorry.

22 MR. JONES:

23 So this would placed back in the
24 December agenda.

25 MR. WINDHAM:



1 All right. Is there a motion to approve
2 the deferral?

3 Made by Mr. Jones; seconded by Dr.
4 Wilson.

5 All in favor of the deferral of the
6 special requests for Bradken, please indicate with an
7 "aye."

8 (Several members respond "aye.")

9 MR. WINDHAM:

10 All opposed with a "nay."

11 (No response.)

12 MR. WINDHAM:

13 Motion carries.

14 MR. USIE:

15 Thank you, Ms. Cheng and Mr. Usie.

16 All right. Next we have Tax

17 Equalization.

18 Susan, can you identify yourself then
19 give us a high-level review of the Tax Equalization
20 Program for the other Board members.

21 MS. BIGNER:

22 I'm Susan Bigner, Program Administrator
23 for LED. I handle the Taxes Equalization Program. I
24 don't get to come to this Board very often. It's
25 usually maybe once every year or two years.



1 Tax Equalization is a program that is a
2 discretionary program. It's to assist a manufacturing
3 establishment, a headquarters or a warehouse and
4 distribution establishment. We're here for the renewal
5 of Pool Corporation Tax Equalization.

6 Pool is only one of two companies that
7 participate in the Tax Equalization Program. This
8 program is designed to eliminate the tax differential
9 through the equalization of overall taxes between the
10 Louisiana side and the competitive side in another
11 state.

12 The sites under consideration must be
13 valid and valuable for the proposed operations. The
14 competing site must offer comparative advantages equal
15 to or greater than the Louisiana site, and the state in
16 which the establishment is located or is contemplating
17 to locate must have a state, parish or county and a
18 local taxing structure which offers greater tax
19 advantages than the Louisiana tax structure.

20 If the total tax liability for the
21 company is greater in the State of Louisiana than it
22 would be for the competing site, then the taxes will be
23 reduced equal to what the liability would be in the
24 competing state.

25 With me, I have some Pool Corporation.



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1 I have...

2 MS. NEIL:

3 Jennifer Neil, General Counsel.

4 MS. HART:

5 Melanie Hart, Chief Accounting Officer.

6 MS. LEDET:

7 Ileana Ledet with GNO, Inc.

8 MS. BIGNER:

9 Pool is the world's largest distributor
10 of swimming pool and related outdoor living products.
11 The headquarters is located in St. Tammany Parish in the
12 City of Covington, which is considered part of the New
13 Orleans-Metairie-Kenner Metropolitan Area.

14 The company began as South Central Pool
15 Supply 1981 in New Orleans, so this is a homegrown
16 company. It later became known as SCP Pool corporation
17 and became a publically traded company in NASDAQ in
18 1995.

19 Pool is listed as 774th in The Fortune
20 Rankings for 2018. And under the guidance of Manuel
21 Perez de la Mesa, first as COO and later as CEO, Pool
22 has grown and expanded here and abroad. Many small
23 companies with histories similar to South central Pool
24 Supply have become part of Pool Corporation.

25 On December 31st, 2018, Mr. Perez de la



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1 Mesa will retire and Mr. Peter D. Arvan will become
2 Pool's next CEO. Mr. Arvan currently serves as the
3 company's Executive Vice President and COO.

4 In 2004, the company then known as SCP
5 Pool Corporation acquired Alliance Trading, Inc.,
6 Superior Commerce, LLC and Cypress, Incorporated. All
7 of these will be considered as "the Nevada entities."
8 They were located in Las Vegas, Nevada, and Pool had the
9 option to keep the facilities in Nevada or combine them
10 at the headquarters with other Pool subsidiaries. At
11 the same time, Pool was looking to move SCP Pool and SCP
12 Distributors to Broward County in Florida.

13 On June 10th, 2004, Governor Kathleen
14 Blanco invited Pool to apply for the Tax Equalization
15 Program. Once approved, it allowed Pool to equalize the
16 tax burden between Clark County, Nevada for the three
17 Nevada entities and equalize the tax burden between
18 Broward County, Florida for SCP Pool and SCP
19 Distributors.

20 The original contract was for tax years
21 2004 through 2008 and required Pool to maintain their
22 chief headquarters in Covington, 160 existing jobs along
23 with four employees for the Nevada entities and add any
24 new employees conducting administration or headquarters
25 function to a Louisiana location unless the company had



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1 a compelling reason.

2 The contract was renewed for tax years
3 2009 through 2013 with the same requirements as the
4 original contract. The company met the requirements for
5 both the original contract and the renewal contract.

6 In 2013, Pool requested a subsequent
7 renewal for tax years 2014 through 2018. The company
8 had 264 headquarters employees at the end of 2012 and an
9 annual benefit of \$998,500. At the time of the renewal,
10 Pool had to show that Louisiana received a benefit 20
11 times the company's 2012 benefit or approximately 19.9
12 million. According to an economic impact statement from
13 ULM, Pool's operations created a direct, indirect and
14 induced benefit of 107.8-million for Louisiana, or 107.9
15 times greater than the 2012 annual benefit.

16 Pool received a little over 17.1-million
17 in tax benefits for the tax years 2009 through 2013.

18 On September the 7th, 2018, LED received
19 the application requesting a renewal of the Tax
20 Equalization contract for an additional five years. Per
21 the application, Pool employees 330 headquartered
22 employees with approximately \$26-million in payroll,
23 plus 56 full-time employees and 27 part-time employees
24 in Covington for a total annual payroll of 33-million.

25 The existing contract covers years 2014



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1 through 2018 and is anticipating a total benefit of
2 approximately 10.9-million for all five years of the
3 contract.

4 Tax years 2014 through 2016 have been
5 received and processed by the Department of Revenue.
6 With the company recently filing the 2017 compilations
7 with an anticipated tax benefit of approximately
8 3-million.

9 Pool has continued to meet and exceed
10 the employment and growth goals required in the current
11 Tax Equalization contract.

12 To request the renewal, Pool must create
13 a 20 times benefit of at least 61.2-million. According
14 to the economic impact statement from ULM, Pool's
15 operations created a direct, indirect and induced
16 benefit of over 149.6-million or 48.88 times greater
17 than the 2017 annual benefit.

18 According to Pool, if the Tax
19 Equalization is renewed and Pool meets all requirements
20 of the contracts, they anticipate a benefit of
21 approximately 15.7-million for the tax years 2019
22 through 2023.

23 LED recommends approval of the Tax
24 Equalization renewal with the following contingencies:
25 The contract will be for tax years 2019 through 2023.



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1 The company must maintain the chief headquarters in
2 Covington with a minimum of 330 headquartered employees.
3 Any new employees conducting administrative or
4 headquarters functions must be positioned at a Louisiana
5 location unless the companies have a compelling business
6 reason for the employee to be located elsewhere. The
7 amount of the credit shall be calculated using the
8 incentives which would currently have been allowed to
9 the company if it had located in Clark County, Nevada
10 for the Nevada entities or Broward County, Florida for
11 the Florida entities. Pool shall report annually all
12 new domestic administration or headquarters hires
13 according to the function of the position, salary range
14 and location of the employee. The annual compilation is
15 required to be prepared by an independent CPA and should
16 include all state and local taxes, not just income and
17 franchise taxes. Any excess Tax Equalization credit may
18 be carried forward for no more than five years following
19 the year in which the credit was earned. LED and
20 Department of Revenue shall have the right to audit any
21 of the tax data if deemed necessary.

22 All right. If you have any questions...

23 MR. WINDHAM:

24 All right.

25 MS. BIGNER:



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1 The company may --

2 MR. WINDHAM:

3 We need one more identifier.

4 MS. NEIL:

5 Jennifer Neil, General Counsel for Pool
6 Corporation.

7 MR. WINDHAM:

8 Mr. Jones.

9 MR. JONES:

10 I just want to be sure I'm clear because
11 I'm not quite now.

12 What taxes are we talking about? Income
13 tax? Franch- -- I'll let you just list them.

14 MS. BIGNER:

15 What it does is equalizes all taxes that
16 the company would incur in any other state as well as
17 what they currently incur here. So that's income and
18 franchise, property tax, sales and use tax. So -- and
19 any incentives that they would have received in the
20 other state. So what they have to do is they have to
21 send us on --

22 MR. JONES:

23 I understand the process. I'm just
24 trying to understand what taxes are involved.

25 MS. BIGNER:



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1 Right.

2 MR. JONES:

3 Because it was my understanding that ad
4 valorem taxes are not involved, and you're saying that
5 they are.

6 MS. BIGNER:

7 That is only in the equalization. Once
8 they send that and that we notice, we can tell the
9 difference between what would be in the other state and
10 what is actually their liability here, they use that
11 exemption against their franchises and their income
12 taxes.

13 MR. JONES:

14 Okay. And are these, when you say all
15 sales tax, are we talking state and local or just state?

16 MS. BIGNER:

17 Correct. Any state, local, parish,
18 county taxes. So it's a complete comparison of our tax
19 structure against the competing state's tax structure.

20 MS. HART:

21 May I add a point of clarification to
22 that?

23 The way that calculation actually works
24 out, we are only utilizing the credit against income and
25 franchise taxes. We are not at any point utilizing the



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1 credit against payroll taxes that we pay. We're not
2 utilizing them against sales taxes that we collect nor
3 sales taxes that we pay to vendors that we choose
4 because our headquarters are located here in Louisiana.
5 So it is, the equalization credit, the way the
6 calculation works out, because it is a base of what we
7 would pay in Florida or Nevada, we are only using the
8 credit currently, and don't anticipate that changing,
9 against franchise and income taxes.

10 MR. JONES:

11 Thank you for that clarification.

12 MR. WINDHAM:

13 So in the big picture of things is we
14 basically are making sure that you don't have -- or we,
15 the State, is making sure that you don't have any
16 greater tax burden in Louisiana other than you would
17 have had in the other two states?

18 MS. HART:

19 That's correct.

20 MR. WINDHAM:

21 And then there's a process that you go
22 through the equalization and there's certain ones in
23 certain order; correct?

24 MS. BIGNER:

25 That's correct.



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1 MR. WINDHAM:

2 Certain things are credited back to you
3 or you're given a credit on your income taxes or your
4 franchise taxes in a specified order. Then if there's
5 anything remaining after that, that's where the
6 carryforward comes in?

7 MS. BIGNER:

8 That's correct.

9 MR. WINDHAM:

10 Mr. Moller.

11 MR. MOLLER:

12 So there was a lot of numbers. I just
13 want to make sure I understand. So 15.7-million is the
14 difference between the taxes you would pay in Louisiana
15 versus what you would pay in Nevada and Florida?

16 MS. BIGNER:

17 Over a five-year period.

18 MR. MOLLER:

19 Over a five-year period. And then
20 \$149-million, is the economic activity or is that the --
21 what is the \$149-million number?

22 MS. BIGNER:

23 The 149 is the impact of having the
24 headquarters here in Louisiana, so the benefit that the
25 State of Louisiana receives regarding direct, indirect



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1 and induced. We receive -- the State receives
2 \$149-million benefit.

3 MR. MOLLER:

4 And that's revenue to state?

5 MS. BIGNER:

6 Correct.

7 MR. MOLLER:

8 Through payroll taxes and income taxes
9 paid by employees and sales taxes and so on?

10 MS. BIGNER:

11 It's their impact. It's their impact on
12 the community, on the State. It's the complete economic
13 impact.

14 MR. MOLLER:

15 But economic impact is different from
16 revenue. That's what I'm trying to --

17 MS. BIGNER:

18 That is correct. Right. Revenue would
19 be just what you would receive, what the state would
20 receive from the company. Your economic impact is what
21 the state receives from not just the company, but
22 anything that is associated with the company, any of
23 their vendors --

24 MR. MOLLER:

25 So multipliers?



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1 MS. BIGNER:

2 -- the local community.

3 MS. MITCHELL:

4 Mandi Mitchell, Assistant Secretary.

5 I do apologize. So, yes, the
6 \$149-million figure is the economic impact of the
7 company as determined by a ULM economist conducting a
8 study for the department. For the time period where
9 we're -- the projection for the benefit to the company
10 on the incentive, the 15.7-million, over that same time
11 period, the projected tax revenues from the company is
12 27.2-million for the state. And, by the way, this is
13 only a state benefit. So the overall burden for the
14 company is what we're equalizing. However, the benefit
15 to the company comes from the state level.

16 So during the 2019 to 2023 time period,
17 ULM projects state tax revenues from the company of
18 \$27-million over the same time period that they would
19 earn an equalization benefit of 15.7-million or so from
20 the State. So the state is still net positive of
21 \$11-million over this same period.

22 The economic impact takes into account
23 the direct impact, the indirect and the induced effects
24 of that employment and those sales made in the state.
25 So that's the difference with the numbers.



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1 MR. WINDHAM:

2 Go ahead, Mr. Moller.

3 MR. MOLLER:

4 I don't want to get into like a big
5 philosophical debate, but what's to stop any Louisiana
6 company from saying, "You know, I can save money by
7 going to a state with no corporate income tax, like
8 Nevada or Florida, and I want you to pay me the
9 difference"?

10 MS. MITCHELL:

11 So this is a discretionary program.
12 It's upon invitation of the Governor to participate.
13 Right now we only have two companies participating in
14 this program, and it happens to be the two companies
15 that are Fortune 1,000 headquarters that are in
16 Louisiana, CenturyLink and Pool Corp.

17 So it's limited to manufacturers, and
18 it's also limited to corporate headquarters and
19 warehousing and district establishments. So the program
20 is limited to those three industries because of the
21 economic impact of those jobs associated with those
22 industries, and it's upon invitation of the Governor.
23 And when the company comes for a renewal, the company
24 has to demonstrate that the impact that they're bringing
25 to Louisiana is at least 20 times greater than the



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1 benefit that they're providing. So that's what the -- I
2 know Ms. Susan threw a lot of numbers at you, but that's
3 why we have to measure the economic impact, and we hire
4 an external economist to do that. That is the
5 149-million as compared to the economic impact. I think
6 it would have to be at least 61-million for them to meet
7 the threshold. It's actually 149-million.

8 MR. MOLLER:

9 Thank you.

10 MS. MITCHELL:

11 You're welcome.

12 MR. WINDHAM:

13 All right. Are there any other --
14 Mr. Miller.

15 MR. MILLER:

16 Being that I'm local government, this is
17 important to me. So do you happen to know what you pay
18 in property tax and what you pay in -- not that you
19 collect in sales taxes, but that you pay through your
20 expenditures and your use tax?

21 MS. HART:

22 I do, yes. For property taxes, we are
23 paying about \$330,000, and also for sales tax that we
24 pay for the vendors here in Louisiana, it's about
25 \$16-million that we spend with those vendors. So it's



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1 about 1.6-million.

2 And the other thing that I wanted to
3 point out is, you know, we qualified for this credit
4 because of our headquarters location, which is why we
5 originally applied for it, but in addition to our
6 headquarters, we also have five selling locations her in
7 Louisiana. So we have a location in Shreveport, we have
8 a location in Lafayette, a location in Baton Rouge, a
9 location in Metairie as well as a location in
10 Mandeville. So we do have statewide coverage for
11 operations and our employees.

12 MS. MITCHELL:

13 And I'll just add, from the time the
14 company began this program, their employment growth was
15 about 239 percent from the time they started to present
16 day, and the company's committing to retaining at least
17 the current jobs that they have for the life of the next
18 Tax Exemption -- Tax Equalization contract. I do
19 apologize.

20 MR. WINDHAM:

21 And if I remember correctly, the taxes
22 that those five offsite facilities generate become part
23 of the equation to reduce the amount of the
24 differential.

25 MS. HART:



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1 Yes. They are included in the income
2 taxes because we do calculate the income taxes on those
3 locations as well as part of the agreement.

4 MR. WINDHAM:

5 Mr. Jones.

6 MR. JONES:

7 And, again, just for clarification, and
8 forgive me, but, Mandi, you said it clearly, but I want
9 to be sure I understood it.

10 This Tax Equalization is being borne by
11 the state, not by --

12 MS. MITCHELL:

13 That's correct.

14 MR. JONES:

15 No local government is bearing this?

16 MS. MITCHELL:

17 That is correct. So we do factor in the
18 company's overall burden. However, the state is
19 actually equalizing the taxes. We're not taking
20 anything from local government. The state is bearing
21 the responsibility.

22 MR. JONES:

23 Thank you. No further questions.

24 MR. WINDHAM:

25 Senator Chabert.



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1 MR. CHABERT:

2 Thank you, Mr. Chairman.

3 So, Ms. Mitchell, obviously this is a
4 very unique program specialized to serious companies
5 that face offers of relocation on a daily basis by any
6 state in the Union will be happy to have those
7 companies. And you said that the program is at the
8 offerance of the Governor?

9 MS. MITCHELL:

10 Upon invitation of the Governor.

11 MR. CHABERT:

12 So walk me through -- you know, I've
13 been a legislator for going on a decade now, and I don't
14 recall ever seeing this process.

15 MS. MITCHELL:

16 Right.

17 MR. CHABERT:

18 Walk me through how this can't be
19 abused. And "abused" is not the right word. Okay?

20 MS. MITCHELL:

21 Right.

22 MR. CHABERT:

23 This is a riffle in your arsenal for
24 economic development, and most importantly, it's
25 securing and retaining homegrown major companies. So



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1 walk me through -- other than the participation of this
2 Board obviously, walk me through that process.

3 MS. MITCHELL:

4 I'm glad you asked because you just made
5 me realize that the next-to-final step in the process is
6 JLCB approval. This requires the approval of Joint
7 Legislative Committee on the Budget after and if we
8 receive approval today, which we hope so. Upon
9 receiving approval of the Board of Commerce & Industry,
10 the next stop is the Joint Legislative Committee on the
11 Budget. So we're not done vetting and proving the
12 benefit of this very limited, very narrowly, rarely used
13 incentive program here today. We have to then go to the
14 Board of Commerce -- I mean, to the Joint Legislative
15 Committee on the Budget.

16 MR. CHABERT:

17 Of which I am also a member.

18 MS. MITCHELL:

19 Yes, sir.

20 MR. CHABERT:

21 So I would suggest that the reduction,
22 if you will, of the presentation of this tax, very
23 beneficial tax credit, be tightened.

24 MS. MITCHELL:

25 Yes, sir.



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1 MR. CHABERT:

2 Be a little more visual, because, as you
3 are aware, the JLCB is a little more difficult type of
4 committee, in that it is, what are we, 40 members-ish.

5 MS. MITCHELL:

6 Thirty-nine.

7 MR. CHABERT:

8 Thirty-nine members of the legislature
9 between the Senate and the House, and no offense to my
10 good friends on the other side, the House has a lot of
11 questions, so be prepared for those, particularly in the
12 area of income, which I'm still kind of confused about,
13 the application of the income tax aspect of it.

14 On the heels of what Mr. Moller said,
15 how is it that one of our larger companies, homegrown,
16 that meet would meet the criteria were not to approach
17 the Governor or a gubernatorial candidate and say, "Hey,
18 I'm thinking about relocating to Florida. You know,
19 you've got this awesome tax credit, and I don't want to
20 move my company"?

21 As you know, Ms. Mitchell, and as
22 members of the Board board knows, 70 percent of the
23 state's direct revenue is discerned from two places,
24 income and sales, heavily upon income. So if our major
25 manufacturing Fortune 1,000-type companies is going to



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1 have the potential to defer that major revenue source to
2 the state, you were saying that the state relies upon
3 economic data by an economist selected by LED or by the
4 companies?

5 MS. MITCHELL:

6 By LED. The department, anytime we have
7 to bring something to Commerce & Industry Board or Joint
8 Legislative Committee on the Budget, we work with
9 economists from around the state to conduct a study on
10 behalf of the department to determine the company's
11 economic impact.

12 And you had mentioned a question,
13 someone --

14 MR. CHABERT:

15 I'm going to make a dumb assumption
16 saying that you mentioned that CenturyLink was the other
17 utilizer of this and that the economist was from Monroe.

18 MS. MITCHELL:

19 The economist for CenturyLink was from
20 LSU. So actually we brought that CenturyLink renewal to
21 JLCB in 2016. So that would have been the last time --
22 I don't know if you were on the committee at that
23 time -- that we discussed this program. It's rarely
24 used, and so every time that we present a company
25 seeking renewal, we have to re-explain the process, and



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1 understandably so, because it is our least -- along with
2 Industry Assistance, it's our least used -- one of our
3 least used programs.

4 So I did also want to point out that the
5 state grants the benefit in a particular order. So the
6 priority is the franchise tax followed by income tax
7 followed by sales and use taxes on machinery and
8 equipment and then any sales and use taxes on supplies
9 and materials. So the Department of Revenue works very
10 closely with us, and that is the ranking and the
11 ordering in which the benefit is applied. So I wanted
12 to just clarify that. Somebody had asked that question.

13 So it is a rigorous process to get one
14 of these approved, but as you can see, it's very rarely
15 used, and it's used in highly competitive situations
16 where we are trying our best to hold onto headquarter
17 companies, which this is one of three Fortune 1,000
18 company's headquarters in Louisiana. And they've grown
19 in Louisiana. They've grown in other states, Nevada and
20 Florida. They're in Texas. They're in several other
21 states where they could easily consolidate.

22 MR. CHABERT:

23 No question.

24 MS. MITCHELL:

25 So we are doing our best to try to hold



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1 onto these types of employers that bring valuable jobs.
2 And this company started here in New Orleans, if I'm not
3 mistaken. So it's one that we're very proud of.

4 MR. CHABERT:

5 And we don't want the good
6 representatives of Pool to not think we don't value
7 Pool. Obviously we do. And this Board, as you've seen
8 throughout the course of the meeting, we take our job
9 very seriously because there has been the need tighten
10 the screws on a lot these giveaways, particularly as it
11 pertains to local government.

12 MR. WINDHAM:

13 Incentives. Incentives. Not giveaways.

14 MR. CHABERT:

15 Potãto, Potãto. Tomãto, tomãto. But
16 you get my point.

17 And we do appreciate the work that y'all
18 do, and I'm looking forward to the presentation to
19 JLCB.

20 MS. MITCHELL:

21 Yes. And, by the way, Secretary Pierson
22 will be there along with myself along with
23 representatives from the company, and we'll have -- I
24 also submitted yesterday -- day before yesterday a
25 packet of information to JLCB staff so that they may



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1 evaluate this. I also talked to the chairman of JLCB,
2 and we're doing a two-step process. So in November,
3 we're going to present and provide information, and the
4 vote will not be taken until December.

5 MR. CHABERT:

6 Smart. That's smart.

7 MS. MITCHELL:

8 Yes, sir.

9 MR. CHABERT:

10 Thank you.

11 MR. WINDHAM:

12 Thank you, Senator Chabert.

13 Are there any other questions or
14 comments from the Board members?

15 (No response.)

16 MR. WINDHAM:

17 Questions or comments from the public?

18 (No response.)

19 MR. WINDHAM:

20 Ladies?

21 (No response.)

22 MR. WINDHAM:

23 Motion has been made by Representative
24 Carmody; seconded by Mr. Manny Fajardo.

25 All in favor, indicate with an "aye" for



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1 the renewal of the Tax Equalization Program.

2 (Several members respond "aye.")

3 MR. WINDHAM:

4 All opposed with a "nay."

5 (No response.)

6 MR. WINDHAM:

7 Motion carries.

8 MS. MITCHELL:

9 Thank you, members.

10 MR. WINDHAM:

11 Thank you, ma'am.

12 Next we have Other Business, Industry
13 Tax Exemption Appeals.

14 Do we have a representative from Boise
15 Packaging and Newsprint, LLC with us?

16 Please step forward and identify
17 yourself.

18 MS. LOWE:

19 My name is Ann Lowe, and I'm the Tax
20 Director.

21 MR. WINDHAM:

22 All right. Mr. Usie.

23 MR. USIE:

24 LED received a request from Boise
25 Packaging & Newsprint, LLC appealing the decision to



1 deny their request for late renewal of Tax Exemption
2 contracts of the Board of Commerce & Industry at the
3 August 29th, 2018 meeting.

4 MS. LOWE:

5 I was one of the people who wasn't in
6 here in August. Sorry. I had a personal commitment. I
7 wasn't able to make it. I should have deferred, but I
8 didn't.

9 MR. WINDHAM:

10 All right. Do the Board members have
11 any questions?

12 (No response.)

13 MR. WINDHAM:

14 We denied it. This one was denied
15 because no one was here?

16 MS. LOWE:

17 Yes. I'm really sorry I wasn't here in
18 August.

19 MR. WINDHAM:

20 Now it's being -- you're appealing the
21 decision to deny it.

22 Is there a motion to reconsider it?

23 MR. CARMODY:

24 So moved.

25 MR. WINDHAM:



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1 Representative Carmody has made the
2 motion to reconsider.

3 Is there a second?

4 Seconded by Mr. Miller.

5 All in favor, indicate with -- I'm
6 sorry. Any questions concerning the motion to
7 reconsider this?

8 (No response.)

9 MR. WINDHAM:

10 All in favor, indicate with an "aye."
11 (Several members respond "aye.")

12 MR. WINDHAM:

13 All opposed with a "nay."
14 (Several members respond "nay.")

15 MR. WINDHAM:

16 We will need a rollcall vote, Ms.
17 Simmons.

18 MR. CHABERT:

19 Clarify the vote.

20 MR. WINDHAM:

21 The motion is to reconsider the denial.
22 Yes, you can ask a question, please, Ms.
23 Villa.

24 MS. VILLA:

25 Question for staff, because my



1 recollection may not be clear, but I believe that we've
2 had appeals of this sort in the past, and can you recall
3 what the Board elected to do at that time? I believe
4 that we had granted the appeal --

5 MS. CHENG:

6 Correct.

7 MS. VILLA:

8 -- and we had placed it back on the
9 agenda.

10 MS. CHENG:

11 Correct, to be considered a late
12 renewal, yes, ma'am.

13 MR. WINDHAM:

14 All right. Motion is to consider the
15 appeal, reconsider the denials. Motion is seconded.

16 Please proceed, Ms. Simmons.

17 Oh, I'm sorry. So rollcall vote is
18 "yes" is to reconsider it, "no" is to not reconsider it.

19 MS. SIMMONS:

20 Don Briggs.

21 MR. BRIGGS:

22 Yes.

23 MS. SIMMONS:

24 Representative Neil Abramson.

25 MR. WINDHAM:



1 He's not here. Representative
2 Devillier.

3 MR. DEVILLIER:

4 Yes.

5 MS. SIMMONS:

6 Tanita Gilbert-Baker.

7 MS. BAKER:

8 Yes.

9 MS. SIMMONS:

10 Mayor Brasseaux.

11 MAYOR BRASSEAUX:

12 Yes.

13 MS. SIMMONS:

14 Thomas Carmody.

15 MR. CARMODY:

16 Yes.

17 MS. SIMMONS:

18 Yvette Cola.

19 MS. COLA:

20 Yes.

21 MS. SIMMONS:

22 Major Coleman.

23 MAJOR COLEMAN:

24 Yes.

25 MS. SIMMONS:



1 Rickey Fabra.
2 MR. FABRA:
3 Yes.
4 MS. SIMMONS:
5 Manuel Fajardo.
6 MR. FAJARDO:
7 Yes.
8 MS. SIMMONS:
9 Jerald Jones.
10 MR. JONES:
11 No.
12 MS. SIMMONS:
13 Heather Malone.
14 MS. MALONE:
15 Yes.
16 MS. SIMMONS:
17 Danny Martiny.
18 Not here.
19 Charles Miller.
20 MR. MILLER:
21 Yes.
22 MS. SIMMONS:
23 Jan Moller.
24 MR. MOLLER:
25 No.



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1 MS. SIMMONS:
2 Senator Norby Chabert.
3 MR. CHABERT:
4 Yes.
5 MS. SIMMONS:
6 Anne Villa.
7 MS. VILLA:
8 Yes.
9 MS. SIMMONS:
10 Scott Richard.
11 (No response.)
12 MS. SIMMONS:
13 Darrell Saizan.
14 (No response.)
15 MS. SIMMONS:
16 Daniel Shexnaydre.
17 MR. SHEXNAYDRE:
18 Yes.
19 MS. SIMMONS:
20 Ronnie Slone.
21 MR. SLONE:
22 Yes.
23 MS. SIMMONS:
24 Steven Windham.
25 MR. WINDHAM:



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1 Yes.

2 MS. SIMMONS:

3 Woodrow Wilson.

4 MR. WILSON:

5 No.

6 MS. SIMMONS:

7 I have three noes.

8 MR. WINDHAM:

9 Three noes and 15 yeses.

10 All right. So the motion carries, so
11 now we crow consider it.

12 Mr. Usie.

13 MR. USIE:

14 20130167, 20130640, 20130641, 20130642

15 all for Boise Packaging & Newsprint, LLC located in
16 Beauregard Parish. Are four of the initial contract
17 expiration were December 31st of 2017, and all four were
18 requested on August 2nd, 2018.

19 MR. WINDHAM:

20 All right. Are there any questions from
21 the Board members?

22 MR. JONES:

23 We haven't heard what the reason for the
24 delay was.

25 MS. LOWE:



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1 Yeah. When the new rules come out in
2 2016, I was under the impression I couldn't extend any
3 contracts that were prior to that time, so I didn't. It
4 wasn't until I was working on the new contracts that I
5 started looking at the rules and working with the parish
6 on their endorsement and talking to LED and I realized
7 that I could extend the contracts, so I extended them
8 late. Sorry.

9 MR. WINDHAM:

10 All right. Any questions for -- I'm
11 sorry. What was your name?

12 MS. LOWE:

13 Ann Lowe.

14 MR. WINDHAM:

15 -- for Ms. Lowe?

16 (No response.)

17 MR. WINDHAM:

18 Is there a motion?

19 Motion by Major Coleman to restrict them
20 by one year; correct? Yes. Seconded by Mr. Fajardo.

21 Any questions or comments from the Board
22 or from the public?

23 Mr. Jones.

24 MR. JONES:

25 Again, and this is, Ms. Lowe, not



1 intended to you personally.

2 MS. LOWE:

3 I understand.

4 MR. JONES:

5 I'll just say philosophically I have a
6 problem when they don't show up for the meeting, we deny
7 it, they come in here and say, "Oops, and then we come
8 in and give it. Just philosophically I have a problem
9 with it. I'm sympathetic to a personal commitment. I
10 get that, but there's ways to ask for deferral. There's
11 a lot of things we try to do, but, at least from my
12 perspective, I surely can't speak for the other members
13 of the Board, when we deny these, we are trying to send
14 a message, and the message to everyone else in the
15 industry is this is important, treat it as so. And if
16 we're going to reverse field every time somebody gets a
17 denial and they get in trouble -- I'm not speaking about
18 Ms. Lowe here -- but they get in trouble with their boss
19 and they go, "Fix it," and we come in here reverse it
20 like that, then the denial is meaningless. And so
21 that's my perspective. And I'll respect whatever the
22 Board wishes to do, but I will be voting no.

23 MR. WINDHAM:

24 Representative Carmody has made a
25 substitute motion for a two-year penalty on these



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1 contracts.

2 MS. LOWE:

3 If it's worth anything, I didn't get in
4 trouble by my boss. It was one of those things that I
5 honestly I was told that I was denied. I'm like, "Crap.
6 I should have been there." I'm so so sorry. I really
7 do respect this Board.

8 MS. JONES:

9 And, Ms. Lowe, again, I hesitate to
10 talk, but this is --

11 MS. LOWE:

12 I understand where you're coming from.

13 MR. JONES:

14 This is not Boise; it's not you. It's
15 just a philosophical situation that we've had to deal
16 with at the Board, and I've been pretty consistent on
17 this for like 13 years now -- 11 years -- however long
18 it's been. It's been a long time.

19 MR. WINDHAM:

20 So there is a substitute motion made by
21 Representative Carmody to do a two-year restriction on
22 it and double the penalty basically.

23 Is there a second on that?

24 MR. MILLER:

25 I'll second.



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MR. WINDHAM:

Seconded by Mr. Miller.

Are there any questions on the substitute motion?

MR. CARMODY:

Just a quick comment.

MR. WINDHAM:

Yes, Representative Carmody.

MR. CARMODY:

Thank you, Mr. Chairman.

Board members, I agree with Mr. Jones that I don't want our actions to just kind of fall by the wayside and not be consistent, and I certainly understand your situation. You're just like many other persons, it fell through the cracks, but I agree that if what we're going to do is deny and now come back in reconsideration that there should be something punitive above just the one year that we would normally do.

MS. LOWE:

I respect that. I understand that.

MR. CARMODY:

So that's the reason for my substitution.

MR. WINDHAM:

All right. Any other questions or



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1 comments?

2 (No response.)

3 MR. WINDHAM:

4 I'm assuming we will take a rollcall
5 vote for this one, Ms. Simmons. You get to practice the
6 names again.

7 We're voting on the substitute motion to
8 impose a two-year restriction instead of a one-year
9 restriction to them due to them being -- not appearing
10 the first time, coming in the second time and requesting
11 reconsideration. I recommend a motion and a second.

12 A motion for will give them a two-year
13 restriction, thereby making the contract for only for
14 three additional years, and a motion against will bring
15 us back to the original motion. Bring us back to the
16 original motion of the one-year restriction.

17 Mr. Jones, you have a question?

18 MR. JONES:

19 No.

20 MR. WINDHAM:

21 All right. Please proceed, Ms. Simmons.

22 MS. SIMMONS:

23 Don Briggs.

24 MR. BRIGGS:

25 Yes.



1 MS. SIMMONS:
2 Mr. Devillier.
3 MR. DEVILLIER:
4 Yes.
5 MS. SIMMONS:
6 Tanita Gilbert-Baker.
7 MS. BAKER:
8 Yes.
9 MS. SIMMONS:
10 Mayor Brasseaux.
11 MAYOR BRASSEAUX:
12 Yes.
13 MS. SIMMONS:
14 Representative Thomas Carmody.
15 MR. CARMODY:
16 Yes, ma'am. Yes.
17 MS. SIMMONS:
18 Yvette Cola.
19 MS. COLA:
20 Yes.
21 MS. SIMMONS:
22 Major Coleman.
23 MAJOR COLEMAN:
24 Yes.
25 MS. SIMMONS:



1 Rickey Fabra.
2 MR. FABRA:
3 Yes.
4 MS. SIMMONS:
5 Manuel Fajardo.
6 MR. FAJARDO:
7 Yes.
8 MS. SIMMONS:
9 Jerald Jones.
10 MR. JONES:
11 No.
12 MS. SIMMONS:
13 Heather Malone.
14 MS. MALONE:
15 Yes.
16 MS. SIMMONS:
17 Senator Danny Martiny.
18 (No response.)
19 MS. SIMMONS:
20 Charles Miller.
21 MR. MILLER:
22 Yes.
23 MS. SIMMONS:
24 Jan Moller.
25 MR. MOLLER:



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1 No.
2 MS. SIMMONS:
3 Senator Norby Chabert.
4 MR. CHABERT:
5 Yes.
6 MS. SIMMONS:
7 Anne Villa.
8 MS. VILLA:
9 Yes.
10 MS. SIMMONS:
11 Scott Richard.
12 (No response.)
13 MS. SIMMONS:
14 Darrell Saizan.
15 (No response.)
16 MS. SIMMONS:
17 Daniel Shexnaydre.
18 MR. SHEXNAYDRE:
19 Yes.
20 MS. SIMMONS:
21 Ronnie Slone.
22 MR. SLONE:
23 Yes.
24 MS. SIMMONS:
25 Steve Windham.



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MR. WINDHAM:

Yes.

MS. SIMMONS:

We have 16 yeses.

MR. WINDHAM:

You got Dr. Wilson?

MS. SIMMONS:

Oh, I'm sorry.

Dr. Wilson.

DR. WILSON:

No, ma'am.

MR. WINDHAM:

All right. With that, the motion carries. You're restricted by two years on the contract. Staff will make a note of that and adjust the contracts to reflect that.

MS. LOWE:

Thank you.

MR. WINDHAM:

Motion carries.

Next we have --

MR. USIE:

That concludes the Industrial Tax Exemption portion.

MR. WINDHAM:



1 Oh, I am so sorry. Thank you, Ms. Cheng
2 and Mr. Usie.

3 Next we have filling in, in much better
4 shoes, for Don Pierson, Ann Villa.

5 MS. VILLA:

6 So unfortunately the Secretary is unable
7 to attend today's meeting, but he did send message for
8 me to relay to each of you. He wanted me to thank the
9 Board of Commerce & Industry for all of the very
10 important work that we do here today, and he also was
11 pleased to report that Louisiana Economic Development
12 feels the current state of our economy can be embodied
13 into one word, and that's momentum.

14 Louisiana is rapidly moving forward, and
15 without question, we're headed in the right direction.
16 Evidence of the success can be seen in all eight regions
17 of our state. In the Acadian region, the global
18 technology firm of CGI continues with the major
19 expansion that will create 400 new jobs and increase the
20 overall employment there to 800 jobs at their IT Center
21 of Excellence.

22 Here in the Capital region,
23 international chemical manufacturing giant Shintech is
24 moving forward with their \$1.5-billion -- \$1.49-billion
25 expansion that will create 120 new direct jobs with an



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1 average salary of over 81,000.

2 In Central Louisiana, Hunt Forest
3 Products is building a \$115-million lumber mill, which
4 is creating 107 direct jobs and resulting in over 300
5 new indirect jobs.

6 In the Houma/Thibodaux area, Bollinger's
7 new Fourchon repair and conversion yard is actively
8 working on vessels, and Golf Island Fabrication
9 anticipates building a 245 occupant riverboat for the
10 American Steamboat Company.

11 DXC Technology is making great progress
12 with it's Digital Transformation Center in the New
13 Orleans Central Business District, which will eventually
14 employ 2,000 IT workers. This project represents more
15 jobs at one site than any prior economic development
16 project in our Louisiana history.

17 In Northeast Louisiana, Graphic
18 Packaging is well underway with there \$274-million
19 expansion project. That will retain over 800 jobs and
20 create an additional 93 new jobs.

21 In Northwest Louisiana, Western Global
22 Airlines is investing 3-million and will grow to 170 new
23 direct jobs with an average annual salary of more than
24 45,000.

25 And in Southwest Louisiana, Lotte will



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1 locate its corporate offices near the \$3-billion
2 industrial investment creating 130 new jobs with an
3 average salary of \$80,000.

4 Electively, economic development
5 projects were announced since January 2016 will create
6 more than 25,000 jobs across our state while retaining
7 another 16,000 existing jobs at expanding Louisiana
8 companies, and the new capital investment associated
9 with these projects is more than \$26-million.

10 Additionally, we have more Louisiana
11 residents working today than ever before. More than
12 two-million people are employed, and this year, we
13 reached our lowest unemployment rate in a decade.

14 Once again, the LED FastStart team has
15 been ranked as the State's Best Workforce Training
16 Program in the U.S. This represents the ninth
17 consecutive year. Southern Business & Development
18 Magazine ranked Number 2 Louisiana in the South for 2017
19 in economic development results. And LED has earned
20 recognition as an accredited economic development
21 organization, becoming the only state agency in the U.S.
22 to do so and one of only 61 economic development groups
23 in North America to hold the status.

24 Me and the Secretary would like to thank
25 the Board of Commerce & Industry for helping us create



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1 and maintain this incredible progress and supporting the
2 results seen across our state. Given this significant
3 momentum, we are confident that the best is yet to come
4 for Louisiana.

5 In addition to what the Secretary has
6 commented, I just wanted to thank our staff. As you've
7 seen evident today, there's a lot of due diligence that
8 the staff puts forth every day to ensure that the
9 projects that they bring forth to the Board has met all
10 of the eligibility requirements and all of the
11 certifications of jobs have been made before presenting
12 those to you at the Board. So I just want to thank them
13 here in this forum for that.

14 And, also, just so that you-all know,
15 and it may have been mentioned in the August meeting,
16 but we recently rolled out a new platform for
17 administering these programs. It's called Fastlane.
18 It's actually the next generation of the platform that
19 we were previously using, and we're still making tweaks
20 on it, but the public is using it today. And we are
21 actually going to have a Board section within that
22 platform, which you will be able to get to gain access
23 into it and be able to review all of these documents at
24 your leisure instead of waiting, you know, for a PDF to
25 be sent to you. So more of that to come.



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1 We're going to have webinars that we
2 plan on rolling out across the state for participants to
3 participate so that we can actually show you how it
4 works. So perhaps we can do that probably in January,
5 I'm thinking, after the holidays.

6 And that concludes.

7 MR. WINDHAM:

8 Thank you, Ms. Villa.

9 MS. VILLA:

10 Yes, Senator Chabert.

11 MR. CHABERT:

12 As it related to LACheckbook, are the
13 incentive programs that we put forward going to be able
14 via LACheckbook?

15 MS. VILLA:

16 Yes. So what I'm working with is
17 actually tying that to Fastlane because Fastlane is for
18 those programs, and then our entertainment programs are
19 going to be there as well.

20 MR. CHABERT:

21 So they will.

22 MS. VILLA:

23 But we'll have reporting -- yeah. Not
24 so much an interface like you probably or I'm thinking,
25 but more of it's a portal to get to Fastlane. There



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1 will be a link to it.

2 MR. WINDHAM:

3 Wonderful. Thank you, Ms. Villa.

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

6 Motion made by Ms. Cola to adjourn;
7 seconded by Mr. Slone.

8 All in favor, indicate with an "aye."

9 (Several members respond "aye.")

10 MR. WINDHAM:

11 Meeting is adjourned.

12 (Meeting concludes at 11:40 a.m.)

13

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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 14th day of November, 2018.

21
22 _____
23 ELICIA H. WOODWORTH, CCR
24 CERTIFIED COURT REPORTER
25



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\$11-million 103:21	12/31/16 75:25	200 77:8	2013 20:12,17,21 21:17, 23 23:7 48:18 83:10 95:3,6,17
\$149-million 101:20, 21 102:2 103:6	12/31/17 54:16	2004 94:4,13,21	20130016 87:16
\$16-million 105:25	12/31/2017 47:2 76:5 81:16 82:21	2008 94:21	20130022 86:18
\$2-million 64:19	12th 21:24	20080073 15:2	20130023 86:20
\$26-million 95:22	13 87:24 125:17	20081099 88:18	20130153 47:1
\$27-million 103:18	14 20:2,17	20081221-B 54:15	20130167 122:14
\$30-million 77:17	149 101:23	2009 95:3,17	20130278 20:15
\$330,000 105:23	149-million 105:5,7	20090434 88:18	20130280 11:22
\$998,500 95:9	149.6-million 96:16	2010 70:5	20130377 50:13
<hr/> 1 <hr/>	15 20:17,21 21:6 24:5, 22 70:10 71:22 72:23 73:2 122:9	20100584 90:6	20130378 50:16
1 20:2,12,23 21:2,6,11 23:5	15.7-million 96:21 101:13 103:10,19	20100720-A 63:18	20130379 53:20
1,000 104:15 112:17	16 24:6,20,22 50:12 70:10 73:9,15 74:6 131:4	20100836 82:19	20130393 21:15
1,000-type 110:25	160 94:22	20100917-A 63:21	20130448 60:3
1.6-million 106:1	17 24:7,21 50:15 73:10, 15 74:6,17	20101020 69:13	20130529 66:23
1/1 74:18	17.1-million 95:16	20101022 11:20	20130554 20:10
1/1/2015 23:1	17th 82:21	20101205 75:24	20130558 84:17
10 76:21	18 19:19 24:21 50:12,15 73:2,23 74:7,18,20	20101206 75:18	20130640 122:14
10.9-million 96:2	19 74:3,20	20110023 88:19	20130641 122:14
10/31 21:12	19.9 95:11	20110406 88:23	20130642 122:14
100 35:23	1981 93:15	20110504 66:17	20131105 10:21
101 11:20	1995 93:18	20110612 90:6	20131126 21:21
106 87:17	19th 84:19	20110650 81:15	2014 21:11 22:8,20 23:5,11 95:7,25 96:4
107.8-million 95:14		20111242 75:21	20140026 86:18
107.9 95:14		20111243 76:3	20140027 86:14
10th 75:20 76:1 81:17 94:13		2012 95:8,11,15	20140137 21:1
11 40:10 125:17		20120210 46:23	20140327 88:19
113 11:23 45:8 46:13,15	<hr/> 2 <hr/>	20120220 16:11	20140501 55:22 56:4
118 46:11	2 18:22	20120321 66:20	20140515 90:6
12 43:18	2/29/2020 19:22	20120346 50:7	20140744 86:18
		20120347 50:10	20140909 21:10
		20120506 90:6	20140917 20:5
		20120511 89:5	20141009 22:24
		20120868 19:25	



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20141010 23:4	20161675 38:10	20180087 40:22	2nd 63:23 122:18
20141020 18:19	20161677 12:25	20180150 39:5	<hr/>
20141062 16:12	20161743 7:22	20180199 7:21 38:9	3
20141112 22:12	20161807 38:11	20180287 41:14	<hr/>
20141113 22:7	20161904 41:15	20180355 41:13	3 21:23
20141114 22:2	2017 19:23 20:13,23 21:3,7,13 22:15,21	20180378 40:23	3-million 96:8
20141232 23:9	23:2,13 26:24 29:11	2019 20:2,6 21:2,6,12 22:9,20 23:1,6,12	31/15 19:22
20141271 22:18	30:7 35:18 36:2 38:6	96:21,25 103:16	30 20:2 21:7 22:9,20 23:6,7,11 25:1 36:11,12
20141477 21:5	39:11 50:18 53:22 60:4	2020 22:4,14 71:19	30-month 30:6
20141601 37:5	63:20,23 66:24 74:16	2023 96:22,25 103:16	30th 69:15
20141612 89:2	75:23 84:18 96:6,17 122:17	207 77:9	31 19:23 20:3,7,12,13, 18,21 21:12 22:5,8,15 23:2
2015 21:2,18 22:3,14 26:19 66:18 69:15	20170001 40:17	20th 35:18 36:9	311 87:24
20150201-A 37:3	20170003 39:3	21/31 50:18	31st 3:3 46:24 53:22 63:19,22 93:25 122:17
20150204 20:20	20170049 16:7	210 16:6	33-million 95:24
20150214 19:20 26:15	20170070 7:24	21st 26:23 46:25 47:3	330 95:21 97:2
20150293 37:1	20170079 39:2	22 46:17 71:3 77:21	<hr/>
20150369 36:25	20170098 7:18	226 87:22	4
20150507 90:7	20170099 40:21	231 11:21	<hr/>
20150567 37:4	20170103 40:16	234 16:12	4 6:25 21:23
20150576 37:2	20170122 16:8	236 87:18	40 110:4
20151086 13:25	20170188 40:18	239 106:15	4310 11:23
20151411 18:17	20170216 18:22	24 21:17 27:14 30:22 31:19 32:5	48.88 96:16
20151818 18:19	20170287 40:15	24-month 32:8,9	<hr/>
20151874 86:18	20170333 7:20	24/7 62:5	5
2016 20:7,18,22 21:24 35:10,17 46:25 50:8 66:21 75:20 76:17 96:4 111:21 123:2	20170398 14:1	24th 35:10,17	<hr/>
20160681 18:18	20170546 16:9	25 21:17 77:21	5 64:4
20160761 87:22	20170559 40:19	25th 21:18	5/20 20:6
20161009 90:7	20170565 7:23	264 95:8	5/21/14 20:6
20161505 18:21	2018 3:3 20:3,12,17 21:17,23 22:5 23:17,22 36:8 40:11 41:23 46:25 47:3 50:19 53:23 54:17 60:5 63:23 66:19,22,25 69:15 75:20,23 76:2,5 81:17 82:21 83:11 84:19 93:20,25 95:7,18 96:1 116:3 122:18	27 22:14 95:23	56 95:23
20161576-A 38:25	20180063 16:10	27.2-million 103:12	5th 60:5
20161624 39:1		28 22:14	<hr/>
20161667 7:19 15:1		29 22:20,21 23:12,13	6
		29th 116:3	<hr/>
		2B 20:10	61-million 105:6
			61.2-million 96:13



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66 60:13,14		8,14,19,25 21:4,8,14, 19,25 22:6,11,16,22 23:3,8,14 28:9 73:24 95:20 127:14	altogether 77:20
6th 75:23 76:5	A		Amelia 86:14,15,19
7	A.O.U.O.P.S. 40:16		amendment 23:23
7/30 22:4	A.S.A.P. 12:25 13:1	additions 35:12 51:13	ament 57:5
7/31 22:3	Abatement 17:23	address 12:7	America 39:2,3
7/31/2017 22:10	Abramson 3:16 6:22 7:1 118:24	addresses 17:7 33:7	amount 52:4 97:7 106:23
70 110:22	abroad 93:22	adjust 23:24 25:5 131:15	amounts 17:2
70136 87:23	absence 58:17 85:3, 11,15	adjustment 6:23	analysis 27:4
70357 87:18,19	Absolutely 31:21 44:2, 7,12	administration 79:4 94:24 97:12	Ann 115:19 123:13
70535 87:24	abused 108:19	administrative 97:3	Anne 5:20 121:6 130:7
774th 93:19	Acadia 50:8,11,14,17 52:12 53:21	Administrator 35:8 91:22	annual 70:7 95:9,15,24 96:17 97:14
7th 95:18	accept 57:3	Advanced 40:15	annually 97:11
8	accessories 77:23	advantages 92:14,19	anonymous 57:6
8/2/2018 63:20	accompanied 34:14	Advantous 84:24	anticipate 96:20 100:8
8/29 50:15,18 53:22	account 103:22	advisement 25:8	anticipated 19:24 20:4,9,14,19,25 21:4,9, 14,20 22:1,6,11,17,23 23:3,8,14 96:7
80 35:24 40:14	accounted 48:22	advisors 58:13	anticipating 96:1
844 11:23	accounting 67:10 69:22 70:6 93:5	affiliate 13:25	anymore 43:7
889 26:25	accounts 77:7	afternoon 64:4	anyone's 80:17
9	acquired 48:18 94:5	agenda 23:24 32:16 36:11,12 56:6,8,9,14 57:5,22 71:4 86:12 90:17,24 118:9	anytime 111:6
9/4 54:17	act 36:13	AGGREKO 7:19	apologies 50:2 51:21
9/5 50:12	action 36:13 58:1	agree 59:3 126:11,15	apologize 47:14 48:16 51:10 70:3 76:12 83:12, 16 103:5 106:19
9/5/2018 50:9	actions 126:12	agreement 107:3	appeal 58:1 118:4,15
900 27:19	activity 101:20	ahead 57:3 76:18,22 104:2	appealing 115:25 116:20
900-and-so 27:20	ad 99:3	Air 36:25	appeals 115:13 118:2
96 11:21	Adam 87:19	Alexander 41:13,14	appearance 10:1
97 27:1 29:20 32:6	add 13:24 28:25 42:14 43:7 71:3 94:23 99:21 106:13	Allen 42:21	appearing 127:9
986 26:20	added 57:22	Alliance 94:5	appears 29:14,19
9:32 3:3	adding 13:25 14:2	allowed 35:12 94:15 97:8	application 17:5 26:19 47:9 53:13 55:23 62:22 95:19,21 110:13
9th 66:19,22,25	addition 14:6 106:5	alluded 78:23	
	additional 19:24 20:4,		



applications 7:18 8:1, 4 16:6,13,14 17:24 18:16 19:1,2 34:18 36:1 37:8,13 38:6 39:10,21 40:11 41:18,22 44:19 45:23 51:18 68:5	assist 92:2	31:16 57:25 70:5,11 72:5 90:23 101:2 118:8 126:16 127:15	109:12 112:5,11
applied 106:5 112:11	Assistance 112:2		benefits 24:10 25:10, 13 95:17
apply 70:10 73:19 94:14	assistant 9:23 103:4	backfill 30:9,10 31:4	Bienville 38:11
approach 110:16	assumed 51:15	backfilling 28:8 31:14	big 61:12 81:2 100:13 104:4
approval 35:19 36:2,6, 7,8,11 38:7,8 40:12,13 96:23 109:6,8,9	assuming 127:4	Bagert 26:12,13 28:25 29:1,7 31:18 32:3 33:18	bigger 57:6
approve 7:5 8:10 11:8 12:13 13:13 14:12 15:14 18:2 19:8 26:6 34:2 37:19 39:24 44:22 45:20 83:17,20 88:6 89:13 91:1	assumption 51:21 111:15	Baker 3:20 35:1 36:16, 17 41:24 42:2,3 43:9 44:24 119:7 128:7	Bigner 91:21,22 93:8 97:25 98:14,25 99:6,16 100:24 101:7,16,22 102:5,10,17 103:1
approved 16:14 30:15 36:13 46:11 72:6 94:15 112:14	assurance 29:25	balance 68:10	bill 70:24
approximately 77:21 95:11,22 96:2,7,21	assure 80:11	Balls 18:20	billed 71:8,9
April 20:2	astounds 65:13	Baptist 37:6	billing 73:9
Aqueos 11:20	attend 55:25	Baronne 16:6	bimonthly 3:4
area 80:18 93:13 110:12	attended 9:11	base 100:6	Biolab 46:23 47:1,6,12 48:17
Arsement 69:22	attorneys 25:8	based 27:13,15	bit 17:6 36:5 47:15 48:21
arsenal 108:23	audience 63:13	baseline 27:15	Blake 7:20 8:21,24 9:4 10:14
Arvan 94:1,2	audit 97:20	BASF 37:1	blame 76:14 77:1
Ascension 7:25 18:21 20:11 37:2 39:5 40:24	August 19:23 36:9 46:25 47:3 63:23 66:19, 22,25 69:15 81:17 82:21 116:3,6,18 122:18	basically 32:7 35:12 70:4 74:7 77:15,25 100:14 125:22	Blanco 94:14
aspect 85:14 110:13	average 27:17 30:21	basis 27:3 29:20 108:5	Blu 38:11
assertion 29:16,24 32:9	averaging 27:15	Baton 7:23 15:4 16:9 19:21 20:1 21:22 22:13 37:3 38:12 40:19,20,22 106:8	board 3:4 8:4 10:2,3 11:2 12:6 13:7 14:6 15:7 16:19 17:19 18:25 23:25 26:3 28:22 33:17 34:21,24 35:1,19 36:3,8 37:12 38:8 39:9,16 40:12 41:22 46:1 47:25 49:11 56:17 57:2 59:1, 12 61:13 65:4,10,25 74:9 79:6 82:7 85:24 87:4 89:19 90:18 91:20, 24 109:2,9,14 110:22 111:7 113:7 114:14 116:2,10 118:3 122:21 123:21 124:13,22 125:7,16 126:11
assessed 73:3	aware 110:3	beautiful 80:24	Boatner 27:10,11 28:10,18 30:4 33:1,6
assessment 59:2	awesome 110:19	Becky 16:2	Bobby 6:13
assessor 52:10 70:24 71:5 72:5 89:7	Axosim 7:19 15:1	began 93:14 106:14	
assets 35:14	aye 7:8,9 8:13,14 11:11, 12 12:16,17 13:16,17 14:15,16 15:17,18 18:5, 6 19:11,12 34:5,6 37:22,23 38:17,18 40:1, 2 41:5,6 44:25 45:1 46:4,5 49:17,18 52:25 53:1 54:3,4 55:14,15 62:23,24 66:8,9 69:2,3 75:9,10 79:18,19 82:11, 12 84:5,6 86:2,3 87:7,8 88:9,10 89:22,23 91:7,8 114:25 115:2 117:10,11	behalf 111:10	
		Beller 42:22,23	
	B	beneficial 109:23	
	back 24:22 26:19 28:13	benefit 34:23 95:9,10, 11,14,15 96:1,7,13,16, 17,20 101:24 102:2 103:9,13,14,19 105:1	



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body 9:25	100:16 103:13 107:18	61:18,24 78:14 80:4	9,12 117:18 121:2,3
Boise 115:14,24 122:15 125:14	business 13:5 19:20 20:10 68:3,15,22 80:18 97:5 115:12	81:4 83:25 86:24 88:7 114:24 116:23 117:1 119:14,15 124:24 125:21 126:5,8,9,21 128:14,15	130:3,4
Bollinger 86:14,15,17, 19,20,21,24 87:16	Butler 50:24 51:3,4,8, 25 52:8 53:8 54:10		chairman 7:17 9:21 108:2 114:1 126:10
Bordelon 9:16		carried 97:18	challenged 68:10,13
borne 107:10	C	carries 7:14 8:19 11:17 12:22 13:22 15:23 18:11 19:17 34:11 38:3, 23 40:7 41:11 45:6 46:10 49:23 53:6 54:9 55:20 63:4 66:14 69:8 75:15 79:24 82:17 84:11 86:8 87:13 88:15 90:3 91:13 115:7 122:10 131:14,20	challenging 68:14
boss 10:12 124:18 125:4	C&c 40:17	Carroll 40:17	Change 62:9
Bossier 54:15 56:18,25 66:17,20,23	C&i 40:12	carryforward 101:6	change 11:19 12:24 13:3,5 67:10 68:18 86:13 87:15 88:3,6
bothers 68:4,6,16	Caddo 18:19 22:2 23:10	case 28:7 57:12 76:16	changed 35:17 36:5
boy 67:16	Caillou 77:19,21	Catholic 17:10	changing 100:8
BR 37:2	Calcasieu 7:22 11:25 14:1,3 22:25 38:10 41:15 46:23 47:1 60:3	causing 48:25	Charles 5:8 11:23,24 37:4 47:12 120:19 129:20
Bradken 90:5,10,14 91:6	calculate 107:2	CB&I 88:18	checked 52:9
Brasseaux 3:23,24 12:15 85:9,20 119:10, 11 128:10,11	calculated 27:16 97:7	CEA 42:17	chemical 14:1,2 26:16, 20 40:23
Briggs 3:9,10 39:25 118:20,21 127:23,24	calculation 99:23 100:6	cease 88:20	Cheng 34:15 35:3,7,8 36:19 42:13 57:9 58:12 64:2 72:3 74:14 91:15 118:5,10
brightest 9:22	calendar 80:14	Center 16:7,8,25	chief 93:5 94:22 97:1
bring 32:14 68:3 71:13 111:7 113:1 127:14,15	calendared 83:11	central 93:14,23	choose 100:3
bringing 104:24	call 3:2,6	Centric 54:15,19,22	Chris 60:12
Broderick 26:13 90:12, 13	cancel 24:6,10	Centurylink 104:16 111:16,19,20	Christmas 63:6
Brothers 84:17 85:1	cancelation 88:17,19, 23 89:2,6	CEO 93:21 94:2	church 17:10
brought 38:8 111:20	cancelations 89:14,16	certificates 70:8	circumstances 61:12
Broussard 11:21,22	canceled 31:15 89:12	certification 25:17	Cisneros 60:11,13,18 62:1,6 63:9
Broward 94:12,18 97:10	canceling 24:10	certified 27:25 55:1	Citadel 7:21 38:9
Brown 16:9	candidate 110:17	Chab- 78:15	City 86:17 93:12
buck 79:7	Cane 16:10	Chabert 5:16,17 8:20 9:2,6,10,15,20 10:13 61:5,8,10 63:5 78:16, 20,21 80:20 107:25 108:1,11,17,22 109:16, 20 110:1,7 111:14 112:22 113:4,14 114:5,	Claiborne 21:10
Budget 109:7,11,15 111:8	capacity 43:2,3,5,20, 21		clarification 26:14 99:21 100:11 107:7
built 77:16	Capital 15:3 51:13		clarify 27:3 112:12 117:19
bunch 78:3	Capitol 50:7,10,13,16, 21 51:5		Clark 94:16 97:9
burden 94:16,17	Carmody 4:2,3 7:2,7 11:10 15:15 19:10 43:12,13,22 45:21 54:1		clear 98:10 118:1



close 29:12	companies 68:5 78:24 92:6 93:23 97:5 104:13, 14 108:4,7,25 110:15, 25 111:4 112:17	conduct 111:9	Contractors 88:22
closely 112:10		conducting 94:24 97:3 103:7	contracts 25:11 51:17 52:7 86:17 88:18 90:6 96:20 116:2 123:3,4,7 125:1 131:16
closest 26:22		confused 110:12	controller 47:12 51:4
closure 88:20	company 17:14 37:6 39:4 40:19,20,22 42:5 46:18 50:7,10,13,17 53:17 54:24 60:13,14, 23 61:12 63:18,21 64:6 69:13 79:3,8 80:7 88:19,23 89:2 90:18 92:21 93:14,16,17 94:4, 25 95:4,7 96:6 97:1,9 98:1,16 102:20,21,22 103:7,9,11,14,15,17 104:6,23 106:14 110:20 111:24 113:2,23	Congratulations 10:8 52:16 63:8	controls 64:5
coffee 40:18,20 42:5,10 43:19,25 63:18,21 64:1		consequences 49:4 72:9	COO 93:21 94:3
Cola 4:6,7 39:25 67:25 68:1 69:1 89:14 119:18, 19 128:18,19		consideration 92:12	copy 59:15
Coleman 4:10,11 8:11 18:4 54:2 75:4 82:3 85:20 119:22,23 123:19 128:22,23	company's 94:3 95:11 106:16 107:18 111:10 112:18	considered 67:21 93:12 94:7 118:11	Corners 21:5
colleague 51:9 68:4		consistent 125:16 126:13	cornerstone 78:24
collect 100:2 105:19	Company/h&j 15:3	consolidate 112:21	Corp 19:20,21 48:20 104:16
Columbus 17:9	comparative 92:14	construction 42:6	corporate 56:24 104:7, 18
combination 51:11	compared 105:5	consult 25:8	corporation 11:20 15:3 19:25 37:1 39:1,3 92:5,25 93:16,24 94:5 98:6
combine 94:9	comparison 99:18	Consultants 27:12	correct 17:16 23:18 25:15 28:11,19 31:7 39:14 52:7,9 59:14 71:15,17,25 72:2,4,20 73:10,21 74:15 77:15 79:1 99:17 100:19,23, 25 101:8 102:6,18 107:13,17 118:6,11 123:20
comment 12:6 30:5 78:22 126:6	compelling 42:15 43:1 95:1 97:5	Consulting 84:25	corrected 7:2
comments 8:7 11:1,5 12:10 13:7,10 14:9 15:7,11 16:18 17:18,22 18:25 19:5 26:8 33:16, 22 37:11,16 39:9,16,20 41:21 44:18 45:22 49:10 52:22 55:10 62:15 66:4 67:24 75:5 79:14 82:4,7 84:2 85:21 87:1 88:2 89:15 114:14, 17 123:21 127:1	competing 92:14,22, 24 99:19	Consumer 40:21	correction 7:4
Commerce 3:4 10:4 94:6 109:9,14 111:7 116:2	competitive 92:10 112:15	contacted 67:13 70:5, 8,17	correctly 106:21
commitment 116:6 124:9	compilation 97:14	contemplating 92:16	cost 64:5,17,18
committee 109:7,10, 15 110:4 111:8,22	compilations 96:6	contingencies 96:24	cost-cutting 65:14
committing 106:16	complete 99:18 102:12	continuation 90:11	Counsel 93:3 98:5
community 18:17 40:18,20 42:5,9,24 65:15,16 102:12 103:2	completely 27:23	continue 30:5	Country 94:12
	Completions 7:22 38:9	continued 70:10 96:9	county 92:17 94:16,18 97:9,10 99:18
	Compliance 18:18	continuing 49:5	couple 24:3 79:1
	concerned 29:18	contract 19:19,21 20:1, 16 21:11,17,22 22:3,8, 13,19,25 23:5,11,22 25:1,19 26:23 27:14,18, 20,22,23,24 30:8,12,16 31:2 35:21 36:14 42:18 46:24 47:2 50:11,14,17 54:16 60:4 63:19,22 66:18,21,24 69:14 71:6, 21 72:15,23 74:15 75:19,22,25 76:4 81:16 82:20 83:9 84:18 89:2, 11 94:20 95:2,4,5,20,25 96:3,11,25 106:18 122:16 127:13 131:15	coverage 106:10
	conclude 16:13 41:17		covers 95:25
	concludes 8:1 10:23 12:1 13:3 15:5,25 37:7 86:11 131:23		



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Covington 93:12 94:22 95:24 97:2	Danny 5:5 120:17 129:17	deferral 91:2,5 124:10	Director 115:20
CPA 69:21 97:15	Danos 88:22	deferrals 64:18	discerned 110:23
cracks 47:17 70:4 126:15	Darrell 6:2 121:13 130:14	deferred 38:13 40:24 41:11 45:11 90:7 116:7	discrepancy 29:17
Crane 10:21 82:19,24 83:4	data 97:21 111:3	delay 48:25 122:24	discretionary 92:2 104:11
Crap 125:5	date 19:22 20:2,7,13, 17,22,23 21:3,7,12,18, 24 22:4,9,15,21 23:2,6, 12 25:3 27:16 29:12	Delta 7:22	discuss 57:7 90:19
create 96:12	34:21 47:3 50:9,12,15, 18 54:17 56:13,15 60:5	demand 68:12	discussed 111:23
created 26:19 27:21 95:13 96:15	63:20,23 66:19,22,24, 25 69:15 75:20 76:5	demonstrate 104:24	discussing 57:19 74:10
creates 58:6	81:17 82:21 84:19	denial 117:21 124:17, 20	discussion 65:25
creation 27:2 30:12 35:14,20 36:6 42:4	dated 83:10	denials 118:15	disqualify 30:24
credit 97:7,17,19 99:24 100:1,5,8 101:3 106:3 109:23 110:19	dates 24:5 57:20 80:10	denied 58:17 66:15 116:14 125:5	distribute 68:11
credited 101:2	day 106:16 113:24	deny 59:7 64:15,20,24 65:21,24 66:5 82:2 116:1,21 124:6,13 126:16	distribution 92:4
credits 25:16 28:9 31:9 65:5 68:11 70:10 90:14	days 36:11,12 60:17 61:11 63:14	denying 82:10	distributor 93:9
criteria 27:4 110:16	de 93:21,25	department 32:23 67:10 96:5 97:20 103:8 111:6,10 112:9	Distributors 94:12,19
crow 122:11	deadlines 62:9	depending 48:1 61:25	district 104:19
Crown 69:13,18 70:1	deal 125:15	designed 92:8	division 26:16,24
curiosity 24:3	debate 104:5	desires 64:18	document 26:21 32:6
curious 43:14	decade 108:13	determine 27:17 35:21 111:10	documented 33:10
Curole 88:22	December 20:7,18,21 22:15 23:2 26:24 29:10 38:13 40:25 46:24	determined 103:7	documents 29:23 32:18 39:11
current 96:10 106:17	53:22 56:8,11 58:17 60:22 90:8,16,24 93:25 114:4 122:17	development 41:13,15 108:24	dollars 68:7
Custom 48:18	decided 47:21	Devillier 6:21 119:2,3 128:2,3	domestic 97:12
cut 79:4	decision 115:25 116:21	Didier 27:12	Don 3:9 118:20 127:23
cutoff 56:13	decline 29:20	difference 70:23,25 99:9 101:14 103:25 104:9	double 125:22
Cutting 87:21	declined 32:10	differential 106:24	doubt 68:3
Cypress 94:6	deemed 36:13 97:21	difficult 110:3	Doucet 87:17
<hr/>	defend 68:5	direct 95:13 96:15 101:25 103:23 110:23	downturn 28:7 30:23
D	defer 38:15 41:2,4 111:1		Drewe 7:23
<hr/>	deferential 92:8		Drive 87:17
daily 108:5			Du 7:23
Dallas 56:20,22,24			due 53:21 85:2 88:19 89:6 127:9
Daniel 6:5 121:16 130:17			dueling 64:24
			dumb 111:15
			Duplantis 9:3,4,7,8,13, 17,18 10:5,10



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<hr/> E <hr/>			
e-mail 64:3	employees' 33:3	ES4S 32:21	60:4 63:19,22 66:18,21, 24 69:14 75:19,22 76:1, 4 81:16 82:20 84:18 122:17
Eagle 16:9	employers 113:1	establishment 92:3,4, 16	
earlier 51:9 63:16	employment 27:6 96:10 103:24 106:14	establishments 104:19	expire 71:19
early 25:4 76:22	end 24:21 29:12 48:18 68:15 95:8	Eunice 87:24	expired 67:15 70:9 71:17,22,23 72:22,23 74:16
earn 103:19	ended 30:7 48:25 74:17	evaluate 114:1	explain 47:9 65:10
earned 97:19	endorsement 123:6	evaluated 29:13	explaining 29:17
easily 112:21	Energy 38:11 88:18 89:1	every-other-month 3:5	explanation 51:24 68:17
East 7:23 15:4 16:9 19:21,25 21:21 22:12 40:17,21	ensure 47:18	evidence 32:7	extend 123:2,7
Eatelcorp 18:19	Enterprise 18:14 19:1 26:17 33:24	exceed 96:9	extended 123:7
Echolstar 16:11	Enterprises 20:15,20 37:3	Excel 60:3,7,13	extension 47:25
economic 95:12 96:14 101:20 102:12,15,20 103:6,22 104:21 105:3, 5 108:24 111:3,11	entertain 23:25 45:19 61:2 78:12	exception 23:16	extent 78:25
economist 103:7 105:4 111:3,17,19	entirety 59:8	excess 97:17	external 105:4
economists 111:9	entities 94:7,17,23 97:10,11	excuse 48:24 49:3 76:16,23	Exxon 19:20,25 26:16, 19,24 27:9,12
ECRS 25:2	equal 92:14,23	excuses 68:7	<hr/> F <hr/>
EDM 81:15,20	equalization 91:17,19, 23 92:1,5,7,9 94:14 95:20 96:11,19,24 97:17 99:7 100:5,22 103:19 106:18 107:10 115:1	Executive 35:16 94:3	Fabra 4:14,15 120:1,2 129:1,2
effect 52:17	equalize 94:15,17	exemplary 52:10	face 108:5
effectively 74:16	equalizes 98:15	exempt 77:8	facilities 78:1 94:9 106:22
effects 103:23	equalizing 103:14 107:19	exemption 34:14 35:9, 11,23,24 71:11,15 73:5, 19 74:6,16,18 99:11 106:18 115:13 116:1 131:24	facility 43:6,8,15 56:25 64:10 77:16,17,19 78:4 80:24 88:21
egregious 58:20	equally 68:6	exemptions 35:22 55:2	fact 29:25 70:7 78:23
elected 118:3	equation 106:23	Exhibit 42:17	factor 107:17
eliminate 92:8	Equilon 37:3	existing 19:21 20:1,6, 11,16 21:11,16,22 22:3, 8,13,19,25 23:5,10 26:20,25 43:4,6,8,19 51:16 94:22 95:25	Fajardo 4:18,19 14:14, 22 38:16 114:24 120:5, 6 123:20 129:5,6
Elizabeth 67:6	equipment 71:13 112:8	expanded 93:22	fall 126:12
employed 61:23 62:2	er 18:3	expansion 79:3	falling 29:14 79:7
employee 25:17 97:6, 14	error 83:16	expenditures 105:20	falls 76:15 77:1
employees 27:19,20 28:7 33:2,5 44:9 77:18 78:3 94:23,24 95:8,21, 22,23 97:2,3 102:9 106:11	ES4 77:20	experienced 83:15	Family 81:3
		expiration 46:24 47:2 50:8,11,14,18 54:16	Famous 18:20



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faster 43:20	flip 78:2		governmental 10:2
Fastlane 55:24	flip-flop 78:2	G	Governor 35:16 79:4 94:13 104:12,22 108:8, 10 110:17
Favaloro 7:15,16 10:18,19 11:18 12:5,23 13:23 14:24 15:24	floor 11:24 49:7	gable-top 43:18	Grand 77:18,21
favor 7:8 8:13 11:11 12:16 13:16 14:15 15:17 18:5 19:11 34:5 37:22 38:17 40:1 41:4 44:25 46:4 49:14,17 52:25 54:3 55:14 62:21 66:8 69:2 75:9 79:17 82:10 84:5 86:2 87:7 88:9 89:22 91:5 114:25 117:5,10	Florida 94:12,18 97:10, 11 100:7 101:15 104:8 110:18 112:20	Gamble 39:4	grant 65:9
favorite 10:12	Floyd 69:24,25	GCE 16:12	granted 36:14 118:4
February 22:13,14 90:16	focused 64:4	Geismar 39:5	grants 112:5
feel 29:23 65:3,4	Folder 63:21	general 29:16,24 59:1 93:3 98:5	Gray 83:4
fell 126:15	Folger 63:18,25	generally 47:24 59:4 60:22	great 31:24 80:24
field 18:21 124:16	Folgers 64:12	generate 106:22	greater 92:15,18,21 95:15 96:16 100:16 104:25
figure 47:18 103:6	Folgers' 65:16	Genesis 37:4	greatly 43:21 68:16
file 25:12,17	follow 65:15 72:9	gentleman 56:18	ground 43:19
filed 25:1,21,25 39:11 56:8 62:8 70:7	forget 58:10	gentlemen 63:10 65:1	group 15:3 70:5
filing 70:3 96:6	forgive 107:8	George 42:20	grown 93:22 112:18,19
filings 47:19,20	forgot 57:12 68:8,18	Georgia 40:21	growth 30:11 96:10 106:14
fill 76:23	fortune 93:19 104:15 110:25 112:17	giggle 68:15	gubernatorial 110:17
filling 6:22	forward 9:1 26:10 29:5 42:11 47:8 50:23 60:9 69:19 76:8 82:25 83:18 84:21 97:18 113:18 115:16	Gilbert-baker 3:19 119:6 128:6	guess 57:24 70:9 83:9
final 23:9 35:18 36:9	found 51:15,17 70:12	Gisclair 87:19	guidance 93:20
finalize 47:22	Fourchon 87:16	give 29:25 34:22 36:10 91:19 124:8 127:12	Guin 38:10
finalized 56:7	fourth 78:11	giveaways 113:10,13	Gulf 10:21 69:13,17,25
finalizing 56:14	Franch- 98:13	giving 68:6	guys 65:16
find 29:12 68:10	franchise 97:17 98:18 99:25 100:9 101:4 112:6	glad 10:11 78:22 109:4	H
fine 58:4	franchises 99:11	Glenn 3:23	Hadden 83:2,3,8,22 84:12
firm 55:1 69:22 70:6	friends 110:10	globo 45:20 46:11	Halloween 3:3
five-year 64:19 72:15 101:17,19	full-length 77:22	GNO 93:7	hand 68:8
Fix 124:19	full-time 27:5 95:23	goals 96:10	handle 91:23
	fully 80:14	Golden 87:17,19	handles 80:11
	function 94:25 97:13	good 3:8 16:5 27:11 42:20 47:11 50:25 51:2 60:12 69:25 71:16 110:10 113:5	handling 67:11 68:21
	functions 97:4	Gordon 66:17,20,23 67:2,7	hands 68:19
		government 105:16 107:15,20 113:11	happen 62:10 65:5,6 77:24 80:13 105:17



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happened 27:22 52:13 83:6	hold 112:16,25	incarnation 76:14 90:15	
happy 108:6	holiday 60:21	incentive 103:10 109:13	Insurance 15:2
hard 62:4	holidays 61:11,15 62:5	incentives 65:8 97:8 98:19 113:13	intend 62:10
Hart 93:4,5 99:20 100:18 105:21 106:25	home 9:22 64:18	include 32:19 59:11 97:16	intended 124:1
headquarter 112:16	homegrown 93:15 108:25 110:15	included 107:1	internal 29:22 68:22
headquartered 95:21 97:2	honest 83:13	income 44:4 97:16 98:12,17 99:11,24 100:9 101:3 102:8 104:7 107:1,2 110:12, 13,24 112:6	International 7:21 8:25 9:5
headquarters 77:16, 25 92:3 93:11 94:10,22, 24 95:8 97:1,4,12 100:4 101:24 104:15,18 106:4,6 112:18	honestly 125:5	Incorporated 21:16 94:6	interrupt 34:20
heals 110:14	hope 109:8	increase 43:1,5,21	investment 30:6 49:5, 24 53:11 81:2,7
hear 65:14 80:12	Houma 9:7	increased 30:14	Investments 16:11
heard 32:11 56:11 90:16 122:23	house 80:21,23 110:9, 10	incumbent 80:9	invitation 104:12,22 108:10
hearing 59:1	HR 38:11	incur 98:16,17	invited 94:14
Heather 5:1 120:13 129:13	Hud 34:13,14	independent 97:15	involved 70:7 98:24 99:4
heavily 110:24	<hr/> I <hr/>	indirect 95:13 96:15 101:25 103:23	Ironworks 7:23
Hebert 76:10,11 77:6, 14 78:8,22 79:6,25 80:3,8,22 81:9	Iberia 7:19 16:11 69:14 70:9 88:21	individual 27:18	issued 24:11 35:16
held 55:2	identical 17:2	induced 95:14 96:15 102:1 103:23	ITE 76:14
hesitate 125:9	identifier 98:3	Industrial 34:14 35:9, 11 131:23	items 47:16 48:21
Hey 67:14 110:17	identify 9:1 26:10 30:20 35:6 42:11 47:8 51:2 60:9 69:19 76:8 82:25 84:21 91:18 115:16	industries 12:25 13:1 36:25 104:20,22	<hr/> J <hr/>
high-level 34:23 91:19	II 21:15 24:4	industry 3:4 10:4 109:9 111:7 112:2 115:12 116:2 124:15	Jack 54:22
highest 30:15	Ileana 93:7	information 31:25 32:14 40:13 60:20 113:25 114:3	James 37:1 39:1
highly 112:15	Im 26:6 67:3	initial 35:22 46:24 47:2 50:8,11,14,17 54:16 60:4 63:19,22 66:18,21, 24 69:14 71:21 72:23 75:19,22,25 76:4 81:16 82:20 84:18 122:16	Jan 5:12 120:23 129:24
Highway 11:21 87:24	impact 95:12 96:14 101:23 102:11,13,15,20 103:6,22,23 104:21,24 105:3,5 111:11	initially 47:14 53:21	January 20:23 21:2,6 60:5
Hill 20:11	important 105:17 124:15		Jeff 69:25 70:4
hire 33:2 105:3	importantly 108:24		Jefferson 18:17 22:19 86:21 89:4
hires 97:12	impose 127:8		Jennifer 93:3 98:5
hiring 27:13,17,24	impression 123:2		Jerald 4:22 120:9 129:9
histories 93:23	inadvertently 90:17		Jerry 72:12
Hoist 82:19 83:4			Jesse 90:13
			Jim 51:4
			Jimmy 84:24



JLCB 109:6 110:3 111:21 113:19,25 114:1	KIK 48:18	latest 76:14	living 93:10
job 10:20 25:16 26:17, 25 27:2 28:9 30:12 31:24 35:14,20 36:6 42:4,15 113:8	kind 51:15 70:6 110:12 126:12	Latour 42:19,20,25 43:17 44:1,6,11,14	Livingston 41:14
jobs 7:15,18 8:4 15:25 19:24 20:4,9,14,19,25 21:4,8,14,20,25 22:6, 11,16,22 23:3,8,14 26:19,20,25 27:1,21,25 29:20 30:10 31:10 32:7, 10 35:14 42:14,17 43:6 77:8,9,13 81:8 94:22 104:21 106:17 113:1	knew 68:16	laugh 68:15	LLC 7:19,20,21,22,23, 24 12:25 13:25 14:1,2 15:1,3 16:7,8,10,11,12 18:17,18,19,21,22 20:5, 10,15,20 21:1,6,10,21 22:2,7,12,18,24 23:4,10 37:2,4,5 38:9,11 39:1,5 40:18,19,20,21,23 41:14,15 50:8,11,14,17 54:15 75:18,21,24 76:3 82:19 84:17 86:14,15, 17,19,20,21 87:16,21 88:18,23 89:1 94:6 115:15,25 122:15
John 37:6	knowledgeable 83:15	laughing 65:2	local 16:14 35:19 36:2, 6,7 38:7 92:18 97:16 99:15,17 103:2 105:16 107:15,20 113:11
Johnny 20:5	Kristin 35:2,8 36:22 38:7	Leasing 53:21	locals 35:20,25 36:10, 14 40:13
Joint 109:6,10,14 111:7	L	leave 85:3,11,14	locate 92:17
Jones 4:22,23 12:14 16:20,23,24 17:13 57:4, 15 58:3,8,24 64:21,25 65:20,23 72:13,18,24 73:6 74:11,19,25 75:3 77:4,5 78:5 81:22,23 84:1 85:10,16 90:22 91:3 98:8,9,22 99:2,13 100:10 107:5,6,14,22 120:9,10 122:22 123:23,24 124:4 125:8, 13 126:11 127:17,18 129:9,10	la 93:21,25	leaves 29:17	located 92:16 93:11 94:8 97:6,9 100:4 122:15
Joyce 30:8	Labor 32:23	LED 76:17 79:1,2 83:15 89:5 90:16 91:23 95:18 96:23 97:19 111:3,6 115:24 123:6	location 11:20 12:1 77:22 87:15,17,18,22, 24 94:25 97:5,14 106:4, 7,8,9
July 21:12 22:8,9 30:7 63:19,22	LACC 13:25 14:2	Ledet 93:6,7	locations 17:2,14 88:3 106:6 107:3
June 20:12 21:7 35:10, 17,18 94:13	ladies 63:10 65:1 114:20	left 65:17 72:19,22 85:15	long 25:1 30:22 35:13 57:17 85:14 125:17,18
Junior 6:13,16	Lafayette 11:22 20:16 40:16 41:16 69:23 81:15 89:7 106:8	legal 58:13	longer 25:16 67:11
K	Lafourche 21:11 37:5 87:18,20 88:25	legislative 9:23 109:7, 10,14 111:8	looked 29:10
K&b 75:18,21,24 76:3, 7,11,20 77:16 78:23,25 79:8	Lake 11:23,24 47:12	legislator 108:13	loose 74:12
Kathleen 9:4,22 10:3 94:13	Lambert 16:3,4,17,25 17:4,15 18:12	legislature 110:8	loses 74:5
	Landry 87:25	length 52:19	lot 58:10 101:12 105:2 110:10 113:10 124:11
	LANG 54:21 55:21 56:3,19,23 58:22 59:23	leniency 61:13	Lotte 13:25 14:2
	language 24:24	lenient 62:21	Louisiana 9:11 14:1,2 22:2,7,12,18,24 23:4,10 26:14 38:25 49:5,25
	Large 36:25	Leonard 84:23,24 85:12 86:9	
	larger 43:20 110:15	level 28:13 103:15	
	largest 93:9	liability 92:20,23 99:10	
	Las 94:8	life 15:2 42:18 74:8 106:17	
	Lasalle 40:22,23	light 65:2,12 76:13	
	late 46:17 47:2 48:1,3,5 51:10 55:23 57:13,21 60:17,19 61:1 63:15 65:9 67:19,20 68:6,17 70:3 71:16 72:6,17 76:1,12 78:9,10,11 83:7,10 85:6 86:11 116:1 118:11 123:8	limited 104:17,18,20 109:12	
	lateness 76:16 85:2	Liquide 36:25	
		list 26:15 42:7,17 53:14 98:13	
		listed 26:20 93:19	
		listing 33:2,5	
		lists 26:24	



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53:11 64:7 65:7 68:3 71:12 77:17 83:4 87:18, 19,23,24 92:10,15,19, 21 94:25 95:10,14 97:4 100:4,16 101:14,24,25 104:5,16,25 105:24 106:7 112:18,19	majority 77:18	Master 21:5	mentioned 111:12,16
love 80:19	make 42:6 44:4 58:15 61:14 62:7 64:5,8 65:2 80:5 81:24 82:1 101:13 111:15 116:7 131:15	match 32:1	Merry 63:6
Lowe 115:18,19 116:4, 16 122:25 123:12,13, 15,25 124:2,18 125:2,9, 11 126:19 131:17	making 49:5 57:25 59:2 65:12 100:14,15 127:13	materials 112:9	Mesa 93:21 94:1
Loyola 16:12	Malone 5:1,2 13:15 14:13 18:3 52:20 120:13,14 129:13,14	matter 48:24	message 124:14
LP 37:1,6 40:23 53:21 89:5	manager 42:21,23 60:23 76:11	Mauser 7:24	met 19:24 20:4,8,14,19, 24 21:4,8,13,19,25 22:5,10,16,22 23:3,8,14 27:3,6,18,25 29:16,18, 21,25 30:1,13,22 32:9, 16 56:7 95:4
LSU 10:1 111:20	managing 85:13	maximum 43:2,3,5,21	Metairie 106:9
Lumber 40:22	Mandeville 106:10	Mayor 3:23,24 6:25 12:14 85:9,19 119:10, 11 128:10,11	Metoyer 18:13,15,24 19:18 23:19 24:8,16,23 25:14,23 28:3,5,15 30:18,19 31:3,8,13,20 32:13,20,24 33:4,12 34:12
M	Mandi 103:4 107:8	Meadow 87:17,19	Metropolitan 93:13
Mac 83:3	Manny 114:24	meaningless 124:20	MH 20:10
machine 7:22 38:10 43:3,4,15,16,20 75:18, 21,24 76:3	Manual 93:20	measure 105:3	mic 29:6
machinery 112:7	Manuel 4:18 120:5 129:5	medical 85:3,11,14	Miller 5:8,9 24:1,2,13, 18 34:4 70:21,22 105:14,15 117:4 120:19,20 125:24 126:2 129:20,21
machining 77:24 81:1	Manufacturers 104:17	meet 27:2 30:21 31:15, 19 62:8 96:9 105:6 110:16	million 95:12
made 6:24 7:6 8:11 11:9 12:14 13:14 14:13 15:15 18:3 19:9 34:3 37:20 38:15 39:25 41:2 44:23 51:20 52:20 54:1 55:8 61:3 65:23 67:22 75:3 78:14 79:12 82:2 83:25 85:9,19 86:23 88:7 89:13 91:3 103:24 109:4 114:23 117:1 124:24 125:20	manufacturing 12:25 13:1 35:12,13,15 39:4 50:7,10,13,16,22 51:5 88:20 92:2 110:25	meetings 68:13	Millstone 11:21
mail 70:12	Marathon 37:5	meets 96:19	mindful 68:21
main 58:25	MARCELLA 73:8,13, 18,22 74:2	Melanie 93:5	minimum 30:21 97:2
maintain 81:8 94:21 97:1	March 20:16,17,21 21:17,24 22:4	member 34:21,24 38:18 109:17	minute 59:15
major 4:10,11 8:11 18:3 54:2 82:3 85:20 108:25 110:24 111:1 119:22,23 123:19 128:22,23	Marine 40:17 84:17 88:22	members 7:9 8:4,14 11:2,12 12:17 13:17 14:6,16 15:18 16:19 17:19 18:6 19:12 23:25 26:3 28:22 34:6 37:12, 23 39:17 40:2 41:6 45:1 46:5 49:11,18 53:1 54:4 55:15 62:24 65:4 66:1,9 69:3 74:9 75:10 79:19 82:12 84:6 86:3 87:8 88:10 89:23 91:8,20 110:8,22 114:14 115:2, 9 116:10 117:11,14 122:21 124:12 126:11	minutes 6:24,25 7:3,5
	marked 80:14	members-ish 110:4	Miscellaneous 51:13
	Martin 10:21	mention 48:23	mischance 68:8
	Martiny 5:5 120:17 129:17		missed 76:24
	Mary 23:5 84:18 86:15, 19		misspoke 24:14
	Maryhill 87:22		mistake 83:12,13
	massive 79:5		mistaken 113:3
			mistakes 65:6
			Mitchell 103:3,4 104:10 105:10 106:12 107:12,


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16 108:3,9,15,20 109:3, 18,24 110:5,21 111:5, 18 112:24 113:20 114:7 115:8	127:7,11,12,14,15,16 131:13,20	Norby 5:16 121:2 130:3	operation 79:5,9 81:1
Mobil 19:20,25 26:16, 20,24 27:12	motions 8:10 64:24	Norman 87:17	operations 40:21 86:15,19 88:20 92:13 95:13 96:15 106:11
Moller 5:12,13 7:6 37:21 48:10 61:3 64:14 65:24 82:2 101:10,11, 18 102:3,7,14,24 104:2, 3 105:8 110:14 120:23, 24 129:24,25	move 64:15 83:18 94:11 110:20	Northwest 54:25	opinion 32:1,4
money 44:4 104:6	moved 75:1 77:18 116:24	note 58:15 59:11,14 131:15	opposed 7:11 8:16 11:14 12:19 13:19 14:18 15:20 18:8 19:14 34:8 37:25 38:20 40:4 41:8 45:3 46:7 49:20 53:3 54:6 55:17 63:1 66:11 69:5 75:12 79:21 82:14 84:8 86:5 87:10 88:12 89:25 91:10 115:4 117:13
Monroe 111:17	multipliers 102:25	noticed 6:25 61:17	Optic 7:24
month 48:2 57:13 60:22 63:15	Museum 21:16 24:4	notice 99:8	Optimal 18:21
months 25:1 27:14 29:10,11 30:22 31:19 32:5 48:3,5,7 58:10 76:22	N	notices 76:17,18,22 80:6	option 94:9
Morella 69:20,21,22 70:2,16	names 33:3,7 127:6	notification 89:6	order 3:2 34:17 35:16 37:8,12 38:5 40:10 43:2 53:15 62:13 100:23 101:4 112:5
Morgan 86:17	narrowly 109:12	November 21:11 114:2	ordering 112:11
morning 3:8 16:5 27:11 42:20 47:11 50:25 51:2 60:12 69:25 85:1	NASDAQ 93:17	Nu 38:11	original 94:20 95:4,5 127:15,16
motion 7:4,14 8:19 11:8,17 12:13,22 13:13, 22 14:12 15:14,23 18:2, 11 19:8,17 26:6 34:2,11 37:19 38:3,15,23 39:24 40:7 41:2,4,11 44:22 45:6,19 46:10 48:8 49:7,23 52:17,20 53:6 54:1,9 55:6,20 61:2,14, 20 62:12,13,20 63:4 64:19,22 65:21,23 66:5, 14 67:22 69:8 72:11 74:23 75:15 78:12 79:12,17,24 81:24 82:1, 2,17 83:21 84:11 85:7, 19 86:8,23 87:13 88:6, 15 89:13 90:3 91:1,13 114:23 115:7 116:22 117:2,6,21 118:14,15 122:10 123:18,19 124:25 125:20 126:4	National 21:15	nuances 34:22	originally 30:9 106:5
	nay 7:11 8:16 11:14 12:19 13:19 14:18 15:20 18:8 19:14 34:8 37:25 38:20 40:4 41:8 45:3 46:7 49:20 53:3 54:6 55:17 63:1 66:11 69:5 75:12 79:21 82:14 84:8 86:5 87:10 88:12 89:25 91:10 115:4 117:13,14	number 26:15 30:15 32:10,12 48:1 80:15 101:21	Orleans 7:20,24 15:2 16:7,8,9,12 17:8 18:18, 20,22 20:5 21:6,16 63:19,22 93:15 113:2
	necessarily 23:23 35:15	numbers 27:15 29:9,10 78:2 101:12 103:25 105:2	Orleans-metairie- kenner 93:13
	needed 48:21	O	Ouachita 16:11
	needing 89:11	objection 61:6,8,9,19	ounce 43:18
	Neil 3:16 6:22 7:1 93:2, 3 98:4,5 118:24	October 3:3 20:3 23:5	outdoor 93:10
	net 26:18,25 27:5 29:19 103:20	offense 110:9	overlooked 67:9,12
	Nevada 94:7,8,9,16,17, 23 97:9,10 100:7 101:15 104:8 112:19	offer 92:14	overview 34:23
	Newsprint 115:15,25 122:15	offerance 108:8	owe 31:16
	next-to-final 109:5	offers 92:18 108:5	ownership 14:25 15:8
	noes 122:7,9	office 17:12 54:23 56:24	
	NOLA 18:22	Officer 93:5	
		offsite 106:22	
		OJ 53:20	
		one-year 52:19 53:25 61:2 83:21 84:4 127:8, 16	
		online 67:14	
		Oops 124:7	
		open 80:21,23	



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P			
p.m. 64:4	participated 78:25	pertains 113:11	positions 27:5
Pacific 40:21	participating 76:20 104:13	Peter 94:1	positive 103:20
packages 43:18	participation 109:1	Petroleum 37:6	post-eo 41:17
Packaging 39:1,2 115:15,25 122:15	Partners 18:18	Phillips 60:13,14	post-executive 38:5 40:10
packet 59:12 113:25	party 29:22	philosophical 104:5 125:15	potential 111:1
paid 52:6 70:12,15,25 71:6,12,14 89:7,11 102:9	passing 80:18	philosophically 124:5,8	Potāto 113:15
paperwork 25:2,12,22 28:4,17 76:23 85:15	past 76:19 118:2	phone 64:13	Potāto 113:15
Paralubes 60:3,8,14	pay 44:4,9 73:4,15,24 74:6,20 100:1,3,7 101:14,15 104:8 105:17,18,19,24	physical 11:19 12:1	practice 47:24 127:5
parent 64:6	paying 74:7 105:23	picture 100:13	pre-executive 34:17 37:7,12
parish 7:19 8:22 10:22 11:22 13:2 16:7,8 18:17,18,19,20,21,22 19:21 20:1,6,11,16,21 21:1,6,11,16,22 22:3,8, 13,19,25 23:5,10 37:1, 2,3,4,5,6 38:10,11,12 39:1,2,3,5,6 40:16,17, 18,19,20,22,23,24 41:14,15,16 46:24 47:2 50:8,11,14,17 52:12 53:21 54:16 60:4 63:19, 22 66:18,21,24 69:14 70:9 71:5 75:19,22,25 76:4 78:1,24 80:17 81:16 82:20 84:18 86:16,19,21 87:18,20, 23,25 88:21,25 89:4,6,8 92:17 93:11 99:17 122:16 123:5	payroll 18:17 95:22,24 100:1 102:8	piece 25:9	Precision 87:21
	Pecan 16:10	Pierson 113:21	preliminary 36:7 40:12
	penalty 53:25 83:21 124:25 125:22	Pineville 87:23	prepared 57:7 97:15 110:11
	people 52:12 65:14 77:21 116:5	pipe 54:15,20,22,25 77:22	present 18:13 106:15 111:24 114:3
	percent 35:23,24 40:14 106:15 110:22	place 35:11 51:12,19	presentation 109:22 113:18
	Perez 93:21,25	places 110:23	president 9:25 94:3
	performance 17:11 89:1	plans 76:21	Pretend 63:15
	period 19:22 20:1,6,12, 16 22:3,25 23:11,22 25:18,22 27:1,14,21,24 29:20 30:6 32:8,9 62:22 64:19 101:17,19 103:8, 11,16,18,21	plant 42:21 47:12 60:20,23	pretty 67:8 125:16
	permanent 42:6	Plaquemines 40:18	previous 30:16 79:3 87:16,22
	person 61:23 80:10 85:13	plea 57:3	prior 27:16 35:10,19 36:3 38:7 59:12 123:3
	personal 116:6 124:9	point 30:11 48:17 52:11 64:17 70:19 99:21,25 106:3 112:4 113:16	priority 112:6
	personally 124:1	pool 92:5,6,25 93:9,10, 14,16,19,21,23,24 94:5, 8,10,11,14,15,18,21 95:6,10,16,21 96:9,12, 18,19 97:11 98:5 104:16 113:6,7	problem 36:20 58:7 67:5 124:6,8
	personnel 47:16 60:20 67:10	Pool's 94:2 95:13 96:14	proceed 10:18 36:23 40:8 54:13 60:1 118:16 127:21
	persons 126:15	Port 37:2 42:21	process 35:15 64:11, 12 68:9 70:6,18 98:23 100:21 108:14 109:2,5 111:25 112:13 114:2
	perspective 124:12,21	portion 86:11 88:24 89:3 131:24	processed 56:15 96:5
		position 97:13	processes 33:14 77:24
		positioned 97:4	Procter 39:4



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products 40:15 48:18 93:10	public's 68:12	ranging 68:7	reduce 72:2 74:24 106:23	
professional 55:1	publically 93:17	ranking 112:10	reduced 92:23	
profiled 79:2	punitive 126:17	Rankings 93:20	reduction 27:1,5 30:10 52:19 61:2 109:21	
program 7:18 16:3 17:23 18:14 19:23 20:3, 8,13,18,24 21:3,7,13, 19,24 22:5,10,15,21 23:2,7,13 24:6 26:17 27:6 28:1 29:15,16 30:24 33:24 34:14 35:8, 17 36:5 51:12 52:11 71:1,10 80:10 91:20,22, 23 92:1,2,7,8 94:15 104:11,14,19 106:14 108:4,7 109:13 111:23 115:1	purchased 17:9 48:19 54:24	Rapides 39:4 87:23	reductions 52:18	
programs 80:15 112:3	purpose 25:13	rarely 109:12 111:23 112:14	Refining 38:25	
project 26:15 30:7 42:16 83:10,14 85:14	purposes 65:15 71:10	re-explain 111:25	reflect 131:16	
projected 103:11	put 32:15 36:11,12 43:2 59:14 83:11 90:17	reaching 43:3	REG 39:5	
projection 103:9	putting 68:20	read 46:18 53:14	regard 61:13	
projects 103:17	puzzled 72:12,14	real 80:5 81:2	related 93:10	
proper 24:14 60:20	<hr/> Q <hr/>	realistic 48:24	Reliable 81:15,19,20	
properly 39:11	qualified 106:3	realize 67:12 109:5	relied 76:18	
Properties 16:10	Quality 7:15,18 8:4 10:20 15:25	realized 123:6	relies 111:2	
property 98:18 105:18, 22	question 9:2 16:21 26:14 41:25 55:22 57:7 64:11 78:20 111:12 112:12,23 117:22,25 127:17	reason 42:15 43:1 47:13 48:22 58:23 65:3, 9 76:24 78:2 85:2 95:1 97:6 122:23 126:22	relocating 110:18	
proposed 17:11 92:13	questions 8:3 11:1 14:5 17:18 23:25 26:3 28:21 33:17 36:16 37:11 39:16 44:14 46:1 49:10 64:12 75:5 85:24 87:4 89:19 97:22 107:23 110:11 114:13, 17 116:11 117:6 122:20 123:10,21 126:3,25	rebut 10:9	relocation 108:5	
proud 113:3	quick 34:23 80:5 86:20 126:6	recall 108:14 118:2	remaining 88:24 89:3 101:5	
prove 28:17 31:10	quit 76:17	receive 65:8 102:1,19, 20 109:8	remember 106:21	
provide 114:3	<hr/> R <hr/>	received 28:3 31:17 95:10,16,18 96:5 98:19 115:24	remind 58:10,15 59:3	
providing 105:1	Raghavan 47:10,11 48:15 50:1	receives 101:25 102:1, 21	remiss 34:24	
proving 109:11	Rail 37:4	receiving 25:12 80:6 109:9	Renee 42:23	
public 8:7 11:5 12:10 13:10 14:9 15:11 17:22 19:5 26:8,21 32:6 33:23 37:16 39:20 44:19 45:22 49:14 52:22 55:10 62:15 66:4 67:24 75:6 79:14 82:4 84:2 85:21 87:1 88:3 89:15 114:17 123:22	Ram 47:11	recent 26:21	renew 51:16 70:19	
	range 97:13	recently 70:11 96:6	renewal 10:20 11:2 35:24 45:23 46:25 47:3, 9,25 50:9,12,15,18 53:22 54:17 55:23 60:5 63:20,23 66:19,22,25 67:13 69:15 72:6 75:20, 23 76:1,5 81:17 82:10, 21 83:11,18 84:19 86:11 92:4 95:5,7,9,19 96:12,24 104:23 111:20,25 115:1 116:1 118:12	renewals 10:23 45:8,9 46:10,17 52:18 66:14 76:13,18
		recollection 118:1	renewed 55:3,4 67:15 95:2 96:19	
		recommend 127:11		
		recommends 96:23		
		reconsider 116:22 117:2,7,21 118:15,18		
		reconsideration 126:17 127:11		
		Redd 69:22		



Repair 40:17 86:14,20	29:3 32:16	Restoration 16:3 17:23	roast 43:19
report 97:11	requirements 19:23 20:3,8,13,18,24 21:3,8, 13,19,25 22:5,10,16,22 23:2,7,13 26:17 27:2,6, 13,17,24 28:1 29:15,17 30:13 95:3,4 96:19	restrict 47:25 48:8 49:8 55:7 78:12 79:17 85:7 123:19	Robert 69:21
reports 25:18 70:7	requires 25:11 35:19, 20 36:6 109:6	restricted 52:3 131:14	role 3:6
represent 84:25 90:14	requiring 38:7	restricting 62:22	rollcall 117:16 118:17 127:4
representative 3:16 4:2 6:21,22 7:2,7 8:24 11:10 15:15 19:10 27:8 42:9 45:21 47:6 50:21 54:1,19 60:7 61:18 63:25 64:9 67:2 69:17 76:7 78:14 81:19,20 82:23 83:25 86:23 88:7 90:10,18 114:23 115:14 117:1 118:24 119:1 124:24 125:21 126:8 128:14	resolution 16:15	restriction 55:11 84:4 125:21 127:8,9,13,16	Ronnie 6:9 121:20 130:21
representatives 79:2 113:6,23	respect 65:10 124:21 125:7 126:20	restrictions 67:21	room 43:7
representing 6:25 27:12 67:7	respectfully 83:17	retain 42:18 43:5,6	Rouge 7:23 15:4 16:10 19:21 20:1 21:22 22:13 37:3 38:12 40:19,20,22 106:8
request 12:24 24:25 25:3 47:3 50:9,12,15,18 54:17 60:5 63:20,23 66:19,22,25 69:15 75:20,23 76:5 81:17 82:21 83:17 84:19 90:5, 7,19 96:12 115:24 116:1	respond 7:9 8:14 11:12 12:17 13:17 14:16 15:18 18:6 19:12 34:6 37:23 38:18 40:2 41:6 45:1 46:5 49:18 53:1 54:4 55:15 62:24 66:9 69:3 75:10 79:19 82:12 84:6 86:3 87:8 88:10 89:23 91:8 115:2 117:11,14	retaining 106:16 108:25	Rouse's 20:15,20
requested 19:22 20:2, 7,12,17,23 21:2,7,12, 18,24 22:4,9,14,20 23:1,6,12 25:3 29:11 38:12 40:24 46:25 53:22 76:1 95:6 122:18	response 3:14,17 5:6, 25 6:3,14 7:12 8:5,8,17 11:3,6,15 12:8,11,20 13:8,11,20 14:7,10,19 15:9,12,21 17:20,25 18:9 19:3,6,15 26:4 28:23 33:19,25 34:9 37:14,17 38:1,21 39:18, 22 40:5 41:9 44:15,20 45:4,24 46:2,8 49:12, 15,21 52:23 53:4 54:7 55:12,18 61:21 62:17 63:2 66:2,6,12 69:6 75:7,13 79:15,22 82:5, 8,15 84:9 85:22,25 86:6 87:2,5,11 88:4,13 89:17,20 90:1 91:11 114:15,18,21 115:5 116:12 117:8 121:11,14 123:16 127:2 129:18 130:12,15	retention 42:16	rule 42:4
requesting 25:16 26:22 58:16 90:11 95:19 127:10	returned 24:11	revenue 96:5 97:20 102:4,16,18 110:23 111:1 112:9	rules 24:12,24 25:5,9 30:20 35:11,18 36:2,4,9 38:7 39:11 40:11 41:23 42:15 51:11 123:1,5
requests 11:19 12:2 13:24 14:25 86:14 87:16 88:17,19,23 89:2, 6 91:6	reverse 124:16,19	revenues 103:11,17	run 71:22
require 35:13,14 36:2 40:11	review 91:19	reviewed 47:21 57:20	running 83:10
required 25:2 27:21 94:21 96:10 97:15	rewrite 25:9	rewritten 47:21 57:20	Ryan 11:23,24
requirement 25:24	Rhonda 27:11 28:22 33:18,21	ribbon 79:5	<hr/> S <hr/>
	Richard 5:24 121:10 130:11	Rich's 18:22	Saizan 6:2 121:13 130:14
	Rickey 4:14 120:1 129:1	Richard 5:24 121:10 130:11	salary 97:13
	riffle 108:23	Rickey 4:14 120:1 129:1	sales 66:17,20,23 67:3 98:18 99:15 100:2,3 102:9 103:24 105:19,23 110:24 112:7,8
	rigorous 112:13	Riffle 108:23	Sanchez 20:5
	Rigs 7:21 8:25	Risk 76:11	save 59:22 104:6
	River 16:10	Road 11:21 17:8 87:19, 22	scenario 32:11
	responsibility 107:21		school 17:10,11
	rest 74:8		Schriever 77:17,19 80:18
			Scott 5:24 76:11 121:10 130:11
			SCP 93:16 94:4,11,18



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screws 113:10	Shawn 3:13	126:14	Starmount 15:2
Seafood 69:13,18 70:1	Shell 40:23	situations 112:15	start 27:16,20 30:8,13 70:5 74:7
season 60:21	sheriff 70:24	slipped 47:17 70:4	started 106:15 113:2 123:5
seconded 7:6 8:11 11:9 12:14 13:14 14:13 15:15 18:3 19:9 34:3 37:20 38:16 41:2 44:23 45:20 49:9 52:20 54:2 55:8 61:3,17 65:24 67:22 75:3 78:14,19 79:13 82:3 83:25 85:20 86:25 88:7 89:14 91:3 114:24 117:4 118:15 123:20 126:2	Shexnaydre 6:5,6 86:25 121:16,17 130:17,18	Slone 6:9,10 11:9 19:9 37:20 41:3 45:20 49:9 55:9 61:4,22 62:3 67:23 88:8 121:20,21 130:21, 22	starting 74:18
seconding 61:18 78:17	Shipyards 86:21	Slumber 21:5	state 9:11 30:20 61:9 65:7 71:12,14 80:16,25 81:3 92:11,15,17,21,24 97:16 98:16,20 99:9,15, 17 100:15 101:25 102:1,4,12,19,21 103:12,13,15,17,20,24 104:7 107:11,18,20 108:6 111:2,9 112:5
Secretary 103:4 113:21	shop 80:19	small 93:22	state's 81:3 99:19 110:23
securing 108:25	short 29:15	smart 114:6	stated 38:7 70:18
seeking 111:25	show 29:19 30:11 61:13 68:5 95:10 124:6	Smucker's 64:6	statement 95:12 96:14
selected 111:3	showed 58:16	Sno 18:20	states 100:17 112:19, 21
sell 43:25	showing 42:5	Social 33:8	statewide 106:10
selling 106:6	Shreveport 106:7	Solutions 21:21	stating 70:9 71:5
senate 9:24 110:9	side 92:10 110:10	sort 118:2	station 47:15
Senator 5:5,16 9:2 61:8 78:15,20 79:11 107:25 114:12 121:2 129:17 130:3	signed 60:24	source 111:1	staying 9:22
send 40:13 98:21 99:8 124:13	significant 29:14	South 41:13 93:14,23	step 9:1 26:10 29:5 42:11 47:8 50:23 60:9 69:19 76:8 82:25 84:21 109:5 115:16
sending 70:24 76:17	similar 13:5 17:1 93:23	Southing 41:14	Steve 6:18 58:9 130:25
separate 17:14	Simmons 3:6,7,12,15, 18,22 4:1,5,9,13,17,21, 25 5:4,7,11,15,19,23 6:1,4,8,12,15,17 117:17 118:16,19,23 119:5,9, 13,17,21,25 120:4,8,12, 16,22 121:1,5,9,12,15, 19,23 122:2,6 127:5,21, 22 128:1,5,9,13,17,21, 25 129:4,8,12,16,19,23 130:2,6,10,13,16,20,24 131:3,7	space 17:12	Steven 121:24
September 21:18,23 22:19,20,21 23:6,7,11, 12,13 75:20,23 76:1,5 84:19 95:18	simply 77:12	speak 29:5 124:12	stop 80:19 104:5 109:10
serves 94:2	sir 32:25 33:13 43:14,23 44:17 53:7 54:11 59:21 62:2 71:25 75:16 77:3 81:5 85:13 109:19,25 114:8	speaking 124:17	stops 79:7
service 54:25	site 26:20 35:13 92:14, 15,22	special 90:5 91:6	Street 11:23,24 17:9
Services 10:21 18:21 37:2,5 88:18 89:1	sited 71:14	specialized 108:4	stringent 64:5
set 35:18 36:1,4	sites 92:12	specials 15:5	strongly 65:3
	situation 48:24 54:24 57:8 65:13 125:15	Specialties 87:21	structure 13:5 92:18, 19 99:19
		spend 105:25	student 9:25
		spirit 61:15	
		Spring 20:11	
		SRSL 21:1	
		St 10:21 21:1 22:7 23:4 37:1,4,6 39:1 84:17 86:15,19 87:24 93:11	
		staff 31:24 57:7 113:25 117:25 131:15	
		standard 26:18 82:19, 23 83:4	



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study 103:8 111:9	taking 107:19	terminate 24:19	times 95:11,15 96:13, 16 104:25
Stuller 41:15	talk 125:10	termination 23:9 25:25	today 10:15 27:9,22 29:9 47:7 50:22 58:1 60:8 64:1 67:3 81:20,21 82:24 109:8,13
subject 49:4	talked 114:1	terminations 19:19 24:25 33:23	told 64:10 125:5
submit 55:23	talking 98:12 99:15 123:6	terming 24:11 25:13	Tomato 113:15
submitted 56:14 113:24	Tammany 21:1 22:8 93:11	terminology 24:15	tomato 113:15
subsequent 95:6	Tangipahoa 18:20 20:21	terms 35:21 47:15 68:8	total 92:20 95:24 96:1
subsidiaries 94:10	Tanita 3:19 119:6 128:6	Terrebonne 7:21 8:22 13:1 75:19,22,25 76:4 78:1,24 80:17 82:20	toured 43:14
subsidiary 60:14	tardiness 47:9,13 50:3	Texas 112:20	traded 93:17
substitute 61:14,20 62:12,13,19 124:25 125:20 126:4 127:7	tax 16:3 17:23 25:16 28:9 34:14 35:9,11 42:23 47:15 54:25 65:5 70:24 72:5 91:16,19 92:1,5,7,8,18,19,20 94:14,16,17,20 95:2,7, 17,19 96:4,7,11,18,21, 23,25 97:17,21 98:13, 18 99:15,18,19 100:16 103:11,17 104:7 105:18,20,23 106:18 107:10 109:22,23 110:13,19 112:6 115:1, 13,19 116:1 131:23	theater 17:11	Trading 94:5
substitution 126:23	taxes 44:5 52:6 67:11 70:11,15 71:5,12 73:24 74:7 89:7,10 91:23 92:9,22 97:16,17 98:12, 15,24 99:4,12,18,25 100:1,2,3,9 101:3,4,14 102:8,9 105:19,22 106:21 107:2,19 112:7, 8	theory 71:13	transfer 14:25 77:10 88:24 89:3
success 80:24	taxing 92:18	Thibodaux 21:10	transferred 77:13 78:3
suffices 58:18	Technologies 7:20 15:1	thing 58:25 106:2	transfers 15:8
Sugar 38:25	Ted 87:19	things 51:11 52:13 63:13 65:5 100:13 101:2 124:11 125:4	transition 48:19,20
suggest 109:21	Tenant 21:5	thinking 57:24 110:18	treat 124:15
suggested 64:9	term 9:24 19:22 20:2,7, 13,17,23 21:2,7,12,18, 24 22:4,9,15,21 23:1,6, 12 24:5,9,20 25:3,4,11, 17 29:11,13 35:22,24	Thirty-nine 110:6,8	Trehearne 67:4,6 68:23 69:10
suggestion 59:20	termed 26:23 31:16	Thomas 4:2 119:14 128:14	Treme 16:7,8,25
Suite 11:23		threading 77:23	trip 59:2,22
Suites 20:11		three-year 35:24	trouble 124:17,18 125:4
Sumit 90:14		threshold 105:7	trust 31:24 65:7
summer 51:16		threw 105:2	tubular 77:23
Superior 94:6		tighten 113:9	turnaround 47:15
supplies 112:8		tightened 109:23	Twin 84:17,25
Supply 93:15,24		time 14:21 25:22 26:22 27:21 46:19 47:21 52:19 54:23 56:7,15 57:3 59:3,4 60:20 62:8, 10,22 63:15 94:11 95:9 103:8,10,16,18 106:13, 15 111:21,23,24 118:3 123:3 124:16 125:18 127:10	two-step 114:2
supporting 32:18		timely 62:8	two-year 52:18 73:5 124:25 125:21 127:8,12
surely 124:12		timely-filed 45:9	type 79:8,9 110:3
Susan 91:18,22 105:2			types 113:1
swimming 93:10			typo 23:17
sword 79:7			
sympathetic 124:9			
Systems 40:15			
<hr/> T <hr/>			
takes 60:22 103:22			



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U	validate 31:25	ways 124:10	25 82:6,9,13,16,22
	validated 32:2	wayside 126:13	83:5,19,24 84:3,7,10,
U.S. 37:1 89:5	valorem 99:4	Weatherford 89:5	14,20 85:4,18,23 86:1,
ULM 95:13 96:14 103:7, 17	valuable 65:5,7,8 68:7 92:13 113:1	website 79:3	4,7,22 87:3,6,9,12 88:1,
unattended 85:15	variety 48:1	welcoming 34:25	5,11,14 89:9,18,21,24
unclear 29:2	Vegas 94:8	West 37:2 38:11 40:19, 20	90:2,9,20,25 91:9,12
understand 49:2 57:16 65:5,6 74:10 77:6 83:23	vendors 100:3 102:23 105:24,25	Williams 6:13	97:23 98:2,7 100:12,20
98:23,24 101:13 124:3	Ventura 48:20	Wilson 3:13 6:16 8:12	101:1,9 104:1 105:12
125:12 126:14,20	Venyu 21:21	13:14 15:16 34:3 44:23	106:20 107:4,24 113:12
understandably 112:1	verified 32:2,25	52:21 55:8 67:22 78:19	114:11,16,19,22 115:3,
understanding 51:12 99:3	verify 31:25 33:11	89:13 91:4 122:3,4	6,10,21 116:9,13,19,25
understood 107:9	versus 101:15	131:6,9,10	117:9,12,15,20 118:13,
Union 108:6	vetted 32:15	Windham 3:1 6:18,19	25 121:24,25 122:8,19
unique 108:4	vetting 32:18 109:11	7:10,13 8:2,6,9,15,18,	123:9,14,17 124:23
University 9:12	vice 9:25 94:3	23 10:7,16,24 11:4,7,	125:19 126:1,7,24
Unum 15:3	Villa 5:20,21 117:23,24 118:7 121:6,7 130:7,8	13,16 12:3,9,12,18,21	127:3,20 130:25 131:1,
update 47:19,20 70:18	visual 110:2	13:4,9,12,18,21 14:4,8,	5,12,19,25
updates 47:22	vote 57:6 59:19 62:13 114:4 117:16,19 118:17 127:5	11,17,20 15:6,10,13,19,	wishes 124:22
USA 7:24	voting 62:19 124:22 127:7	22 16:1,16,22 17:17,21	withdrawn 45:15
Usie 34:13,16 36:23,24 37:10 38:4,24 39:8,13	vouch 80:12	18:1,7,10,23 19:4,7,13,	wondering 72:8
40:9 41:12,20 45:7,12,	W	16 23:15,21 25:6,20	Woodrow 6:16 122:3
16 46:12,16,22 48:4	Waitr 11:22	26:1,5 27:7 28:2,12,20,	Woods 79:9 81:2
50:6 53:12,19 54:13,14	walk 108:12,18 109:1,2	24 29:4 30:2,17 31:1,6,	word 108:19
56:5,12 57:11,18 58:14	Walmart 22:2,7,12,18, 24 23:4,10	11,22 32:17,22 33:9,15,	work 24:7 60:13 111:8 113:17
59:10,16 60:2 62:9	wanted 27:2 48:23 55:24 106:2 112:11	20 34:1,7,10,19 35:5	working 47:17 123:4,5
63:17 66:16 69:12 71:2,	War 21:15 24:4	36:15,21 37:9,15,18,24	works 75:18,21,24 76:3 99:23 100:6 112:9
18,24 75:17 81:13,14	warehouse 16:9 92:3	38:2,14,19,22 39:7,15,	World 21:15 24:4
82:18 84:16 86:10	warehousing 104:19	19,23 40:3,6 41:1,7,10,	world's 93:9
87:14 88:16 90:4 91:14,		19 42:1,8 43:11,24	worry 29:24
15 115:22,23 122:12,13 131:22		44:3,8,13,16,21 45:2,5,	worth 125:3
utilizer 111:17		10,14,18,25 46:3,6,9,	writing 71:4
utilizing 99:24,25 100:2		14,20 47:4,23 48:6,13	wrong 51:15,20 77:11 79:1
V		49:1,13,16,19,22 50:4,	Y
valid 92:13		20 51:1,6,22 52:2,15,24	y'all 36:10 81:10 113:17
		53:2,5,10,16,24 54:5,8,	year 30:23 36:9 48:3,7,
		12,18 55:5,13,16,19	11 49:9 55:3,7 60:24
		56:1,10,16,21 57:1,23	67:13,18,20 73:4,23
		58:5,11,19 59:6,13,18,	77:7 78:9,11,13 79:18
		25 60:6,15,25 61:7,16	85:5,8 91:25 97:19
		62:11,18,25 63:3,7,11,	
		24 64:16,23 65:18,22	
		66:3,7,10,13 67:1,17	
		68:25 69:4,7,16 70:14,	
		20 71:7,20 72:1,7,16,21	
		73:1,11,16,20,25 74:4,	
		22 75:2,8,11,14 76:6	
		77:2 78:7,18 79:10,16,	
		20,23 80:2 81:6,11,18,	



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123:20 126:18

years 9:23 25:18 35:23
48:1,9,11 49:8 67:19,20
70:11 71:16 72:2,9,17,
19,22,25 73:3 74:5,12,
24 76:21 78:9,10,12
91:25 94:20 95:2,7,17,
20,25 96:2,4,21,25
97:18 125:17 127:14
131:14

yeses 122:9 131:4

yesterday 64:3 113:24

Yvette 4:6 119:18
128:18

Z

Zone 18:14 19:1 26:17
33:24



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