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BOARD OF COMMERCE AND INDUSTRY MEETING TAKEN
AT THE LOUISIANA STATE EMPLOYEES RETIREMENT
SYSTEM (LASERS), 8401 UNITED PLAZA BOULEVARD, 4TH
FLOOR, BATON ROUGE, LOUISIANA 70809, ON THE 24TH
DAY OF SEPTEMBER 2012 COMMENCING AT 1:38 P.M.

REPORTED BY:

RACHEL Y. TORRES, CCR, RP
CERTIFIED COURT REPORTER

♀

1 BOARD MEMBERS:

- 2
- 3 STEVE WINDHAM
- 4 LANCE BELCHER
- 5 GORDON BURGESS
- 6 MARK DELESDERNIER
- 7 JEFFREY ELMORE
- 8 ANDRE FRUGE
- 9 MAYOR RONNIE HARRIS
- 10 JERALD JONES
- 11 WILLIAM KING
- 12 RICHARD LIPSEY
- 13 R.K. MEHROTRA
- 14 STEVEN GRISSOM
- 15 WILDA SMITH
- 16 CHARLES SOPRANO
- 17 REP. KENNY HAVARD
- 18 MICHELLE DUCARNE
- 19
- 20
- 21
- 22
- 23
- 24
- 25

♀

- 1 STAFF MEMBERS :
- 2
- 3 MELISSA SORRELL
- 4 RICK BROUSSARD, ESQ.
- 5 BRENDA GUESS

- 6 SUSAN BIGNER
- 7 MARYLYN FRIEDKIN
- 8 BECKY LAMBERT
- 9 LORI WEBER
- 10 FRANK FAVALORO
- 11 ANNE VILLA
- 12 ROSHONDA HANIBLE
- 13
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♀

1 MR. JONES:
2 Let's get started. I
3 apologize. I did not realize that
4 our time was getting away from
5 us. Jerry Jones, here as
6 chairman, the Board of Commerce
7 and Industry, we welcome everyone
8 here today. we thank you for some
9 that traveled to be here. Can you

board of commerce- 9-24-12.txt
10 hear me or no? Hello. They are
11 telling me you can't -- can you
12 hear me now.

13 Sorry we are getting started
14 late. I will start all over
15 again. It is good to see everyone
16 here, and thank you for coming to
17 the Board and Commerce and
18 Industry to our September
19 meeting. I know that Isaac has
20 pushed this meeting back a few
21 weeks, but we appreciate you
22 making the trip. We have some
23 important matters on the agenda
24 today, and thank you-all, the
25 Board members, for making an

♀

1 effort to be here today as well.
2 Thank you very much.

3 With that, something we have
4 not done since I've become
5 Chairman and I've been roundly
6 criticized for, it we have not
7 introduced the audience. You get
8 to see our names up here and get
9 to know who we are. The only
10 problem is we have some who are
11 -- not their names. The people
12 who are sitting behind their
13 nameplates are not them, and I

board of commerce- 9-24-12.txt
14 want to introduce those so that
15 you can make sure you know who
16 you are speaking to and then we
17 are going to come around and ask
18 each of you to introduce
19 yourselves, but here for
20 Representative Erich Ponti, we
21 have Representative Kenny Havard.
22 And then for Senator Martiny, Ms.
23 Ducharne. First name again, I'm
24 sorry.

25 MS. DUCARNE:

1 Michelle.

2 MR. JONES:

3 Michelle Ducharne. I told her
4 to tell Danny I'm glad he sent
5 the A team because he is not
6 going to be here, we want the A
7 team here, but, otherwise, we
8 appreciate it.

9 So let's start over here and
10 let's just go around and
11 introduce yourself and tell us
12 who you are with, please.

13 (Whereupon the audience
14 members introduced themselves.)

15 MR. JONES:

16 Thank you so much.

17 well, let's get going. Let's

18 board of commerce- 9-24-12.txt
have the roll call, please, Ms.
19 Sorrell.
20 MS. SORRELL:
21 Tammy Woods. Steve Windham.
22 MR. WINDHAM:
23 Here.
24 MS. SORRELL:
25 Millie Atkins. Lance Belcher.

†

1 MR. BELCHER:
2 Present.
3 MS. SORRELL:
4 Bryan Bossier. Gordon
5 Burgess.
6 MR. BURGESS:
7 Here.
8 MS. SORRELL:
9 Mark Delesdernier. Jeffrey
10 Elmore.
11 MR. ELMORE:
12 Here.
13 MS. SORRELL:
14 Andre Fruge.
15 MR. FRUGE:
16 Here.
17 MS. SORRELL:
18 Richard Gonsulin. Mayor
19 Ronnie Harris.
20 MR. HARRIS:
21 Present.

22

MS. SORRELL:

23

Jerald Jones.

24

MR. JONES:

25

Here.

♀

1

MS. SORRELL:

2

William King.

3

MR. KING:

4

Here.

5

MS. SORRELL:

6

Kevin Langley. Richard

7

Lipsey.

8

MR. LIPSEY:

9

Here.

10

MS. SORRELL:

11

R.K. Mehrotra.

12

MR. MEHROTRA:

13

Here.

14

MS. SORRELL:

15

Steven Grissom.

16

MR. GRISSOM:

17

Here.

18

MS. SORRELL:

19

Gayle Potts-Roque. Wilda

20

Smith. Here. Charles Soprano.

21

MR. SOPRANO:

22

Here.

23

MS. SORRELL:

24

Representative Kenny Havard

25

for Representative Eric Ponti.

♀

1 MR. PONTI:
2 Here.
3 MS. SORRELL:
4 Michelle Ducharne for Senator
5 Danny Martiny.
6 MS. DUCHARNE:
7 Here.
8 MS. SORRELL:
9 Representative Joel
10 Robideaux. Senator Neil Riser. We
11 have a quorum.
12 MR. JONES:
13 Thank you, ma'am. All right.
14 The first item on the agenda is
15 the approval of the minutes from
16 June 26, 2012. I will entertain a
17 motion to approve.
18 I have a motion from Mr.
19 King. Second from Mr. Burgess.
20 Any discussion from the floor?
21 Any discussion from the Board?
22 All in favor say aye.
23 ALL BOARD MEMBERS:
24 Aye.
25 MR. JONES:

♀

1 Any opposed? There being
2 none, it passes.

3 All right. Mr. Favaloro, walk
4 us through the Quality Jobs
5 Program today.

6 MR. FAVALORO:

7 Yes, Mr. Chair. I have five
8 Quality Jobs applications.
9 20110762 Hunt, Guillot &
10 Associates, LLC in Lincoln
11 Parish. 20110773, Hunt, Guillot &
12 Associates, LLC in Caddo Parish.
13 20110760, LD Commodities
14 Services, LLC in West Baton
15 Rouge. 20091115, NOLA Motor Club,
16 LLC and Laney C, LLC in Jefferson
17 Parish. And 20100996, Nucor Steel
18 Louisiana, LLC in St. James
19 Parish. That concludes the
20 applications.

21 MR. JONES:

22 Mr. Favaloro, even in north
23 Louisiana that's pronounced
24 Guillot. And for the record, the
25 Chair will be recusing himself

♀

1 from the vote on No. 2 --
2 20100996, Nucor Steel, LLC, and
3 just so the audience will know,
4 there will be maybe from time to
5 time Board members that must
6 recuse themselves from the vote.

7 The reason for that, generally,
8 is that under the ethics rule for
9 the State of Louisiana if they
10 have some relationship to the
11 applicants then they cannot
12 participant in that vote, so
13 don't be concerned if it's a
14 refusal. It's not a statement for
15 or against. To the contrary, it's
16 a statement that the Board member
17 will not be involving themselves
18 in that vote at all, so don't be
19 surprised or concerned if that
20 happens, but I will be involved
21 in the vote of Nucor Steel only
22 to the extent to facilitate the
23 vote.

24 So I will entertain a motion
25 to approve from Mr. Soprano. A

♀

1 second from Mr. Elmore.

2 Any discussion from the
3 floor? Any discussion from the
4 Board? All in favor say aye.

5 ALL BOARD MEMBERS:

6 Aye.

7 MR. JONES:

8 Any oppose? There being none,
9 it passes. Continue.

10 MR. FAVALORO:

11 I have two Quality Job
12 renewals. 062272. Corval
13 Constructors, Inc. and Corval
14 Group Inc. in East Baton Rouge.
15 And 070950 Geocent, LLC in
16 Jefferson. That concludes the
17 renewals.

18 MR. JONES:

19 Do we have a motion to
20 approve? Motion to approve, Mr.
21 Fruge. Second, Mr. King.

22 Any discussion from the
23 floor? Any discussion from the
24 Board? All in favor say aye.

25 ALL BOARD MEMBERS:

‡

1 Aye.

2 MR. JONES:

3 Any oppose? There is none.
4 Cancellations.

5 MR. FAVALORO:

6 I have two request
7 cancellations. Orion Instruments,
8 LLC, Contract No. 2008-0177. The
9 company requests the cancellation
10 and wish to participate in the
11 Enterprise Zone Program in East
12 Baton Rouge. And KMGP, Contract
13 No. 070075, again, company
14 requests the cancellation. They

15 wish to participate in the
16 Enterprise Zone Program in
17 Ascension Parish.

18 MR. JONES:

19 Great. Motion to approve. Mr.
20 Harris. Second from Mr. Lipsey.
21 Any discussion from the floor?
22 Any discussion from the Board?
23 All in favor say aye.

24 ALL BOARD MEMBERS:

25 Aye.

♀

1 MR. JONES:

2 Any oppose? There is none.

3 MR. FAVALORO:

4 I have one request to cancel
5 an application. Electronic Arts.
6 Application No. 2008-0851. They
7 were previously approved by the
8 October 2008 Board. The applicant
9 requests a cancellation. They are
10 participating in the Digital
11 Media Software Development
12 Program in East Baton Rouge
13 Parish.

14 MR. JONES:

15 Great. Do I have a motion to
16 approve. From Mr. Windham. Second
17 from Mr. Burgess. Any discussion
18 from the floor? Any discussion

19 from the Board? All in favor say
20 aye.
21 ALL BOARD MEMBERS:
22 Aye.
23 MR. JONES:
24 Any oppose? There being none,
25 it passes.

♀

1 MR. FAVALORO:
2 I have one request to change
3 a contract effective date only.
4 St. James Stevedoring Partners,
5 LLC. Contract No. 2011-0676. The
6 company requests that the
7 contract effective date be
8 changed from 10-1-2012 to
9 10-1-2011. The year of the date
10 indicated on the original
11 application submitted by the
12 applicant was an error. They are
13 in St. James Parish.

14 MR. JONES:
15 Motion to approve from Ms.
16 Smith. Second, Mr. Fruge. Any
17 discussion from the floor? From
18 the Board? There being none, all
19 in favor say aye.

20 ALL BOARD MEMBERS:
21 Aye.
22 MR. JONES:

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23 Any oppose? There being none,
24 it passes.

25 MR. FAVALORO:

♀

1 I have one request for Change
2 in Name only. The name change was
3 verified with the Secretary of
4 State and proper documentation
5 has been filed by the company.
6 061223 LEEVAC Industries, LLC to
7 LEEVAC Shipbuilders, LLC in
8 Jefferson Davis Parish.

9 MR. JONES:

10 Motion to approve from the
11 Mayor, Mayor Harris. Second from
12 Mr. Elmore. Any discussion from
13 the floor or from the Board? All
14 in favor say aye.

15 ALL BOARD MEMBERS:

16 Aye.

17 MR. JONES:

18 Any opposition? There being
19 none, that motion passes.

20 MR. FAVALORO:

21 I have one request to change
22 the operating site only. The
23 Pangburn Group, 2011-1077. From
24 Major Parkway Lot Jom 1A in New
25 Roads, Louisiana to 103 Gisele

♀

1 Street, New Roads, Louisiana in
2 Pointe Coupee Parish.

3 MR. JONES:
4 Motion to approve, Ms. Smith.
5 Second from Mayor Harris. Any
6 discussion from the floor?
7 Discussion from the Board? All in
8 favor say aye.

9 ALL BOARD MEMBERS:
10 Aye.

11 MR. JONES:
12 Any oppose? That motion
13 passes.

14 MR. FAVALORO:
15 That concludes Quality Jobs.

16 MR. JONES:
17 Thank you, Mr. Favaloro. Ms.
18 Lambert.

19 MS. LAMBERT:
20 You were handed out a
21 correction to the RTA Summary of
22 Applications. One is on the new
23 applications that is listed in
24 order, and as it comes, I will
25 bring it to your attention.

†

1 The first application is
2 20120786 for 2121 Borders, LLC.

3 board of commerce- 9-24-12.txt
20110947, 3300 Chartres
4 Street, LLC.
5 20101165, Elgin Court, LLC.
6 20110253, Embrace Tango.
7 20081166 is one of the names
8 that was incorrectly stated, the
9 HRI Lodging, Inc. dba Hyatt
10 French Quarter should be listed
11 as CWI-HRI French Quarter Hotel
12 Property, LLC.
13 20110064, Robert J.
14 Berthelot, Jr. and Melissa L.
15 Berthelot.
16 20120203, Sara J. Fanelli.
17 20091222, Superior Seafood,
18 LLC.
19 20071275, volunteers of
20 America Greater New Orleans.
21 And the last one is 20110751,
22 ZBJP Freret, LLC for a total of
23 10 new applications.
24 MR. JONES:
25 All right. We've entered

‡

1 these in-globo. Do I have a
2 motion to approve? From Mr.
3 Fruge. Second from Ms. Smith. Any
4 discussion from the floor? Any
5 discussion from the Board? All in
6 favor say aye.

board of commerce- 9-24-12.txt
ALL BOARD MEMBERS:

7

Aye.

8

MR. JONES:

9

10 Any oppose? There being none,
11 that motion passes.

11

MS. LAMBERT:

12

13 We had two Applications for
14 Renewal. One is the first one
15 that had another name
16 discrepancy, a change that I
17 made. It went from Renaissance
18 Management, LLC to Falstaff
19 Associates One. The number is
20 062191. And the second one is
21 040143, SRH Investments, LLC.

13

14

15

16

17

18

19

20

21

MR. JONES:

22

23 We have a motion to approve
24 those two from Mr. King. Second
25 from Mr. Burgess. Any discussion

23

24

25

♀

1 from the floor? Any discussion
2 from the Board? All in favor say
3 aye.

1

2

3

ALL BOARD MEMBERS:

4

Aye.

5

MR. JONES:

6

7 Any oppose? Being none, that
8 motion passes.

7

8

MS. LAMBERT:

9

10 We have one transfer request

10

11 board of commerce- 9-24-12.txt
for exemption for contact
12 980289-47. The former owner is
13 534-536 Bienville Street (Unit
14 4). The new owner is William
15 Scott Griffies.

16 MR. JONES:

17 Do we have a motion to
18 approve? Motion to approve, Mr.
19 Fruge. Second from Mayor Harris.
20 Any discussion from the floor? Or
21 from the Board? There being none,
22 all in favor say aye.

23 ALL BOARD MEMBERS:

24 Aye.

25 MR. JONES:

♀

1 Any opposition? There being
2 none, that motion passes.

3 MS. LAMBERT:

4 The final matter is a Special
5 Request with -- for an
6 application, a renewal
7 application, 061167 for Beaucoup
8 Crawfish of Eunice, Inc. This
9 application was included in the
10 June Board meeting for renewal.
11 Upon further examination, we
12 determined that an actual initial
13 contract had not been issued. The
14 company had issued the

15 board of commerce- 9-24-12.txt
16 application and we inadvertently
17 included in the agenda and we are
18 recommending that the renewal be
19 removed. There is no contract.
20 It's somewhat of a moot point
21 because you cannot renew what you
22 didn't already have, but we are
23 bringing it to your attention
24 that it is not a contract, it
25 cannot be approved.

MR. JONES:

1 Has -- is the entity aware of
2 this action?

MS. LAMBERT:

3 Yes. Yes. They were notified
4 and invited to attempt; although,
5 I had explained that the actions
6 were just a matter of correcting
7 the summary from the last Board
8 meeting.
9

MR. JONES:

10 All right.

MR. SOPRANO:

11 Are they attempting to
12 reapply?
13

MS. LAMBERT:

14 They had attempted. I think
15 there was some misunderstanding
16 that they thought they had
17
18

19 board of commerce- 9-24-12.txt
applied, and that the assessor --
20 excuse me -- the counsel had
21 given approval -- pre-approval to
22 this application but it never did
23 come forward. And it would not
24 have -- it wouldn't have
25 happened. This company had two

♀

1 applications that came in at a
2 similar time. One application has
3 been approved, but there has been
4 no objection from the company
5 from our findings.

6 MR. JONES:
7 Do we have a motion to
8 approve the recommendation?
9 Motion from Mr. King. Second from
10 -- second from Mayor Harris.

11 Any discussion from the floor
12 or from the Board? There being
13 none, all in favor say aye.

14 ALL BOARD MEMBERS:

15 Aye.

16 MR. JONES:
17 Any oppose? There being none,
18 that motion to accept the staff
19 recommendation passes.

20 Ms. Weber, take us through
21 the Industrial Tax Exemption
22 Applications.

23 board of commerce- 9-24-12.txt
MS. WEBER:

24 All right. Did you want to go
25 and do these in-globo?

♀

1 MR. JONES:

2 I would.

3 MS. WEBER:

4 Okay. There are 80 new
5 applications for a total of
6 \$1,168,728,556. The estimated tax
7 relief is \$192 million -- I mean
8 -- yeah, \$192,127,065. They are
9 creating 531 net new jobs with
10 \$432,649,240 in payroll, and an
11 estimated \$9,600 construction
12 jobs was new with approximately
13 \$287,000 in construction payroll.

14 MR. JONES:

15 All right. Thank you for that
16 report. Is there a motion to
17 approve?

18 MR. WINDHAM:

19 I have a question.

20 MR. JONES:

21 Mr. Windham has a question.

22 MS. WEBER:

23 Yes, sir.

24 MR. WINDHAM:

25 On the Dove Equipment & Boat

♀

1 Rentals, what do they do?
2 MS. WEBER:
3 They make boats.
4 MR. WINDHAM:
5 But they manufacture,
6 obviously.
7 MS. WEBER:
8 Yes. Right.
9 MR. WINDHAM:
10 Just wanted to make sure the
11 name wasn't very descriptive.
12 MS. WEBER:
13 Yeah. The name is misleading
14 for the company.
15 MR. WINDHAM:
16 Thank you.
17 MR. JONES:
18 Motion from Mr. Burgess.
19 Second from Mr. Fruge.
20 All in favor say aye.
21 ALL BOARD MEMBERS:
22 Aye.
23 MR. JONES:
24 Any opposition? I did not ask
25 for any comments from the floor

♀

1 or from the Board. I apologize.
2 If you have any comments, now is
3 the time to make it. We can

4 rescind our vote. There being no
5 comments offered, we will let
6 that vote move forward. Ms.
7 Weber.

8 MS. WEBER:

9 All right. I have a Transfer
10 of Tax Exemption Contract for
11 Evonik Carbon Black. It's a
12 current active contract to Orion
13 Engineered Carbons, LLC in St.
14 Mary. And then one, Bollinger
15 Calcasieu, Contract 20071375, to
16 Bollinger Shipyards Lockport, LLC
17 transferring from Calcasieu
18 Parish to Lafourche.

19 MR. JONES:

20 Okay. We have a motion to
21 approve from Mr. Windham. Second
22 from Mr. Lipsey.

23 Any discussion from the floor
24 or the Board? All in favor say
25 aye.

♀

1 ALL BOARD MEMBERS:

2 Aye.

3 MR. JONES:

4 Any oppose? There being none,
5 that motion passes.

6 MS. WEBER:

7 All right. Shell Chemical
Page 23

8 Company has one change of name
9 only. The contract number,
10 070496. It's from Shell to
11 Equilon Enterprises, LLC doing
12 business as Shell Oil Products
13 US, St. Charles Parish.

14 MR. JONES:

15 Motion to approve. Mr.
16 Windham. Second from Mr. King.

17 Any discussion from the floor
18 or the Board. All in favor say
19 aye.

20 ALL BOARD MEMBERS:

21 Aye.

22 MR. JONES:

23 Any opposed? There being
24 none, that motion passes.

25 MS. WEBER:

♀

1 All right. We have several
2 partial transfers from Bollinger.
3 Bollinger Calcasieu, 051307.
4 Project -- contract amount of
5 \$335,200. Bollinger Quick Repair
6 receives \$82,165. Bollinger
7 Shipyards Lockport receives
8 \$11,362. The remainder stays with
9 Bollinger Calcasieu. And that's
10 from Calcasieu to Jefferson and
11 Calcasieu to Lafourche.

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12 Bollinger Calcasieu, Contract
13 No. 070976, \$8,029, 757.
14 Bollinger Fourchon receives
15 \$43,281, and Bollinger Shipyards
16 Lockport receives \$43,281. That's
17 transferring from Calcasieu
18 Parish to Lafourche.

19 Bollinger Calcasieu Contract
20 No. 062436, the original contract
21 was in the amount of \$5,062,459,
22 but they've disposed of
23 \$1,229,405 in assets. The total
24 amount remaining is \$3,833,054.
25 Bollinger Shipyards Lockport is

♀

1 receiving \$5,100, and Bollinger
2 Fourchon is receiving \$3,827,954.
3 That's from Calcasieu to
4 Lafourche.

5 MR. JONES:
6 Okay. Do we have a motion to
7 approve? Motion to approve from
8 Mr. Fruge. Second from Mr.
9 Soprano.

10 Any discussion from the floor
11 or the Board? All in favor say
12 aye.

13 ALL BOARD MEMBERS:

14 Aye.

15 MR. JONES:

board of commerce- 9-24-12.txt

16 Any oppose? There being no
17 opposition, that motion passes.

18 MS. WEBER:

19 All right. I have two
20 cancellations. Bollinger Offshore
21 Cleaning -- I'm sorry. Bollinger
22 Calcasieu is the second one. The
23 first one is Offshore Cleaning
24 Systems. 050152 and 20071073. The
25 company doesn't pay any taxes, so

♀

1 we need to cancel the contract.
2 That's in Vermilion. Bollinger
3 Calcasieu, LLC, 20030622, 040905,
4 and 20110288A. These contracts
5 are invalid since all of the
6 assets has been disposed of. The
7 company is requesting new
8 cancellation. That's for
9 Calcasieu.

10 MR. JONES:

11 Motion to approve these
12 cancellations from Mayor Harris.
13 Second from Mr. Windham.

14 Any discussion from the floor
15 or the Board? There being none,
16 all in favor say aye.

17 ALL BOARD MEMBERS:

18 Aye.

19 MR. JONES:

board of commerce- 9-24-12.txt

20 Any oppose? No opposition,
21 that motion passes.

22 MS. WEBER:

23 Okay. I have 12 Renewals.
24 Apex CNC in St. Mary. Entergy New
25 Orleans, Inc.- Michoud, Orleans.

†

1 Entergy Solutions District
2 Energy, three of those for
3 Orleans. Two Flowers Baking; one
4 in -- both in Baton Rouge. One
5 Flowers Baking in Lafayette.
6 Leblanc & Associates in
7 Terrebonne. Novolyte Technologies
8 in East Baton Rouge. PCS Nitrogen
9 Fertilizer in Ascension, and
10 Slidell welding services in St.
11 Tammany.

12 MR. JONES:

13 Motion to approve from Mr.
14 Soprano. Second from Mr. Burgess.
15 Any discussion from the floor?
16 Any from the Board? There being
17 none, all in favor say aye.

18 ALL BOARD MEMBERS:

19 Aye.

20 MR. JONES:

21 Any oppose? That motion
22 passes.

23 MS. WEBER:

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24

Thank you.

25

MR. JONES:

♀

1

Ms. Friedkin, please lead us through the Enterprise Zone Program.

2

3

4

MR. FRIEDKIN:

5

There are 27 applications.

6

AFC Enterprises Incorporated

7

doing business as Popeye's

8

Louisiana Kitchen in Orleans.

9

Associated Marine Equipment, LLC

10

in St. John the Baptist.

11

Bollinger Shipyard Lockport in

12

Lafourche Parish. Bow 2 Stern

13

Services Incorporated,

14

Terrebonne. HRI Lodging doing

15

business as Hotel New Orleans in

16

Orleans. HRI Lodging Incorporated

17

doing business as Hyatt French

18

Quarter in Orleans. Hunt, Guillot

19

& Associates, LLC; there is one

20

in East Baton Rouge and one in

21

Orleans. KBMC Incorporated doing

22

business as Spring Ridge Academy

23

in Jefferson. Manhattan Hotel,

24

LLC in Jefferson. MMTV, LLC doing

25

business as Tutti Frutti Frozen

♀

1 Yogurt of Lafayette, LLC in
2 Lafayette. Phylway Construction,
3 LLC in Lafourche. Road Hog, LLC
4 in Terrebonne. Rouse's
5 Enterprises, LLC doing business
6 as Rouse's Market No. 44 in
7 Lafourche, No. 45 in Lafayette,
8 and No. 46 in Orleans. Search
9 Influence, LLC in Orleans.
10 Southwest Louisiana Hospital
11 Association in Calcasieu. Sunrise
12 Hospitality IV, LLC, doing
13 business as Holiday Inn Express
14 Hotel & Suites in Bossier.
15 Superior Seafood, LLC in Orleans.
16 Triad Electric & Controls
17 Incorporated in East Baton Rouge.
18 Vanguard Synfuels, LLC in Grant.
19 Vimal Investments, LLC doing
20 business as Americas Best Value
21 Inn in Calcasieu. WI-JON
22 Incorporated doing business as
23 Fords Food Center in Franklin.
24 WJMB Transport Incorporated doing
25 business as Two Men and a Truck,

♀

1 Orleans and Jefferson.
2 And then there are two
3 changing from Quality Jobs to

4 board of commerce- 9-24-12.txt
Enterprise Zone.

5 We've got KMGP Services
6 Company Incorporated in
7 Ascension, and Orion Instruments,
8 LLC in East Baton Rouge.

9 MR. JONES:

10 Very good. Do we have a
11 motion to approve these
12 applications? Motion from Mr.
13 Lipsey. Second from Ms. Smith.
14 Any discussion from the floor or
15 from the Board? There being none,
16 in all in favor say aye.

17 ALL BOARD MEMBERS:

18 Aye.

19 MR. JONES:

20 Any oppose? No opposition,
21 that motion passes.

22 MS. FRIEDKIN:

23 Thank you. I have three
24 cancellations for contracts.

25 The Prescription Shoppe, LLC.

♀

1 The contract holder requested
2 contact cancellation. Business
3 was sold. Toujours Les Amis, LLC
4 in Vermilion. The contractor
5 requested -- contract
6 cancellation, the business has
7 been closed since December of

8 board of commerce- 9-24-12.txt
2009. And then we've got CarMax
9 Auto Superstores Incorporated.
10 The contractor -- the contract
11 holder requests cancellation
12 because the business was unable
13 to meet the 35 percent
14 certification requirement.

15 MR. JONES:
16 Okay. Do we have a motion to
17 approve these cancellations? From
18 Mr. Fruge. Second from Mr. King.
19 Discussion from the floor or the
20 Board? There being none, all in
21 favor say aye.

22 ALL BOARD MEMBERS:
23 Aye.

24 MR. JONES:
25 Any oppose? There being none,

♀

1 that motion passes.
2 MS. FRIEDKIN:
3 There is one Change in
4 Contract Name. The Millennium
5 Healthcare Management, LLC in
6 Jefferson Parish would like to be
7 now known as Millennium
8 Healthcare Management
9 Incorporated.

10 MR. JONES:
11 Okay. Do we have a motion to

12 board of commerce- 9-24-12.txt
13 approve that name change? Motion
14 from Mayor Harris. Second from
15 Mr. Elmore.

16 Any discussion from the floor
17 or the Board? All in favor say
18 aye.

19 ALL BOARD MEMBERS:

20 Aye.

21 MR. JONES:

22 No opposition. That motion
23 passes.

24 MS. FRIEDKIN:

25 Thank you. I'm going to turn
it over to Roshonda.

♀

1 MR. JONES:
2 Ms. Hanible, lead us through
3 the Site Inspection Report. I
4 know there has been some changes.

5 MS. HANIBLE:

6 Yes, sir.

7 MR. JONES:

8 walk me through those,
9 please.

10 MS. HANIBLE:

11 Yes, sir. On July 1st, 2nd
12 and 3rd of this year, in pursuit
13 of the Board's recommendation
14 last year to go out and do an
15 inspection of all of the advances

board of commerce- 9-24-12.txt
16 that were filed under the
17 hurricanes of 2005, went out to
18 see what was the status of those
19 projects; had they started -- if
20 they had started, how far along,
21 were they in their product, and
22 this report here before you
23 definitely demonstrates our
24 findings that we observed when we
25 went out there.

♀

1 Since that time and since
2 this agenda has gone out, we have
3 amended the agenda. We had
4 several companies to come forward
5 to furnish us additional
6 information which changed our
7 recommendation on their project,
8 so as printed in your revised
9 agenda that you-all have, we
10 still want to petition the Board
11 for cancellation under the
12 advances, project No. 061647,
13 1501 Properties, LLC located in
14 Orleans Parish. This project has
15 not started. Also project No.
16 20071099, Levy Gardens Partners
17 2007, LP in Orleans Parish. This
18 project as well has not started.
19 Chairman, do you want me to

20 board of commerce- 9-24-12.txt
read --

21 MR. JONES:

22 Let's deal with these one at
23 a time; however sections at a
24 time.

25 So, first of all, we have

♀

1 these two that I kind of wanted
2 to discuss as far as cancellation
3 of advances.

4 Do we have a motion to
5 approve those cancellations?
6 Motion from Mr. Fruge. Second
7 from Mr. King. Any discussion
8 from the floor? Any discussion
9 from the Board? All in favor say
10 aye.

11 ALL BOARD MEMBERS:

12 Aye.

13 MR. JONES:

14 Any oppose? There being no
15 opposition, that motion passes.

16 MS. HANIBLE:

17 Thank you. The second group
18 is projects that some type of
19 construction has started but they
20 have not started on the
21 multi-family housing component of
22 their projects. That's project
23 No. 070953. Creekstone Management

24 board of commerce- 9-24-12.txt
located in Livingston Parish.

25 Although construction has not

♀

1 taken place, the company has made
2 over \$16.5 million in
3 infrastructure improvements.
4 Project No. 20071233, St. Tammany
5 Holdings located in St. Tammany
6 Parish. Construction is underway
7 but not on a multi-housing
8 component of this project.

9 And then lastly, Project No.
10 2001374, Slidell Development
11 Company, LLC in St. Tammany. The
12 site has started infrastructure.
13 The Department of Transportation
14 and Development has built
15 highways and junction off
16 interstate to enter this
17 community.

18 So what the staff is
19 recommending is that we not
20 necessarily totally cancel this
21 advance, but at the Board's
22 decision maybe just restrict the
23 multi-family housing component of
24 these projects since they have
25 actually started making some

♀

1 capital expenditures.

2 MR. JONES:

3 Okay. And I understand that
4 you have -- the staff has been in
5 discussions with the contractors?

6 MS. HANIBLE:

7 We have.

8 MR. JONES:

9 Or with their
10 representatives.

11 MS. HANIBLE:

12 From each project, yes, sir.

13 MR. JONES:

14 And each one of these are in
15 agreement with the staff
16 recommendations?

17 MS. HANIBLE:

18 Yes. We have had meetings
19 person to person, telephone
20 conversation, and this is what we
21 come up with.

22 MR. JONES:

23 Well, for procedures sake,
24 first let's get a motion to
25 approve the staff recommendation

1 and then we might have a couple
2 of comments.

3 We have a motion to approve
4 from Mayor Harris. Second from

5 Mr. Burgess. First of all, any
6 comments from the floor? All
7 right. Comments from the Board?

8 How do we -- how do we ensure
9 that the costs that are being
10 spent on these projects are
11 allocated as they should be? Is
12 there a way for us to require the
13 -- the applicants to -- to
14 document those construction costs
15 and divide them up between the
16 multi-housing segment or the
17 other segments?

18 MS. HANIBLE:

19 We can ask that they --
20 assuming that in two portions. A
21 portion that's just, I guess,
22 related to the retail component
23 of their project and then to
24 create a separate report that's
25 dealing specifically to the

♀

1 multi-family housing portion of
2 it. We can also, when they report
3 to the Department of Revenue, to
4 try to capture some of their
5 rebates through sales and use
6 taxes, I think they submit just
7 one big old claim that's not
8 segmented out, so maybe we can

9 put in place that maybe they
10 sign, you know, some type of
11 disclaimer or they report to us
12 differently, break it down and
13 tell us, itemize their capital
14 expenditures and let us know what
15 was related to multi-family
16 housing and what was not.

17 MR. JONES:

18 Okay. I like that concept,
19 generally speaking, simply
20 because it ensures that, I mean,
21 because basically what's
22 happening is the Board has -- is
23 stretching to try to help these
24 applicants do what it needs to
25 do, but I think we've got to find

♀

1 a way to document, to make sure
2 that the rules are still being
3 abided by.

4 MS. HANIBLE:

5 Yes.

6 MR. JONES:

7 Do we have any
8 representatives in the audience
9 that would -- what Ms. Hanible is
10 suggesting is some sort of
11 disclaimer with the breakdown of
12 how construction costs are being

13 allocated. would there be any
14 significant objection from that
15 coming from the stakeholders? I
16 am not seeing any -- for the
17 record, we're not seeing any
18 objections.

19 With the Board's permission,
20 my motion with Mayor Harris,
21 Mayor, I would ask that you
22 accept a friendly amendment from
23 the Chair that the motion be
24 amended to require documentation
25 from the applicants segregating

♀

1 their construction costs in how
2 they are being spent.

3 MR. HARRIS:

4 I will agree with that
5 change.

6 MS. HANIBLE:

7 And before you guys vote on
8 that motion, I just want to make
9 sure with our staff attorney if
10 that's acceptable.

11 ATTORNEY DANIELLE:

12 That's fine. You can
13 communicate with LDR to ensure
14 that (inaudible) -- (microphone
15 not in use).

16 MS. HANIBLE:

17

Okay. Good deal.

18

MR. JONES:

19

Our second was Mr. King, I

20

believe.

21

MR. KING:

22

Yes.

23

MR. JONES:

24

We have friendly amendments

25

accepted by a motion in the

†

1

second.

2

All right. Any other

3

discussion from the Board? Mr.

4

Windham.

5

MR. WINDHAM:

6

Should we get something from

7

the companies that have agreed to

8

the cancellation in writing so it

9

doesn't come back?

10

MR. JONES:

11

You mean back to the first

12

two.

13

MR. WINDHAM:

14

I believe she said three of

15

them agreed either through

16

conversation.

17

MS. HANIBLE:

18

Yeah. The Department, if

19

that's a concern of the Board,

20

Chairman, we can -- I can get

21 with the staff attorney,
22 Danielle, and we can come up with
23 something and spell it all out
24 and make sure everybody's clear
25 on that the Board is stressing

♀

1 yet again for them not to cancel
2 their project which is to exclude
3 the multi-family housing in that
4 they, you know, cannot include it
5 and this is it.

6 MR. JONES:
7 Okay. Do we have
8 representatives, someone
9 representing Creekstone
10 Management here today? Mr. Nelson
11 -- Mr. Allison, I'm sorry, Mr.
12 Leonard. I want to make sure that
13 everybody understands what we're
14 doing.

15 How about somebody from St.
16 Tammany Holdings, LLC. Mr.
17 Allison. And Slidell Development
18 Company, LLC. Help me with your
19 name, I'm sorry.

20 MR. ELKINS:
21 Gary Elkins.

22 MR. JONES:
23 Mr. Elkins. Any of y'all have
24 any problems what we're

25

suggesting or what we're asking

♀

1

for and you're understanding of

2

what we are doing?

3

MR. ELKINS:

4

This is consistent with our
discussion with staff.

6

MR. JONES:

7

It is consistent with your
discussion, that's correct. Don,
go right ahead. Note your name
for the record.

10

11

MR. ALLISON:

12

Don Allison with Advantage
Consulting.

13

14

MS. HANIBLE:

15

Your mic isn't on.

16

MR. ALLISON:

17

I'm not sure what I can do.

18

Don Allison with Advantage
Consulting. In the interest of
clarity, let me make sure we all
understand what we're all
agreeing to here. I have spoken
to Danielle about this very
recently. And it seems to me like
what we have here is this

19

20

21

22

23

24

25

♀

1 multi-use projects just like we
2 did before multi-family housing
3 was even available before '07.
4 There were projects in the
5 Enterprise Zone Program back then
6 that were multi-use; some
7 residential and some
8 non-residential. So some of the
9 projects qualify for Enterprise
10 Zone and some didn't. Some of the
11 projects costs qualified for
12 Enterprise Zone and some didn't
13 and so as I appreciate it what
14 we're doing now is these three
15 projects are just going to go
16 back into that category, as I
17 appreciate it, right, as if the
18 multi-family housing option was
19 never available to them. These
20 multi-use projects that are going
21 to have some residential
22 eventually, maybe, we hope, and
23 some commercial or retail or some
24 other non-residential piece, and
25 just like you would have had to

♀

1 do before you have to do now, and
2 request benefits on only those
3 costs that qualify; is that
4 right? I mean, you are asking for

5 board of commerce- 9-24-12.txt
some kind of way to document

6 them, I guess.

7 MR. JONES:

8 what I want to be sure is
9 that we have a documentation so
10 that -- that costs that are --
11 should not be allocated to this
12 program are not allocated to the
13 program.

14 MR. ALLISON:

15 Right.

16 MR. JONES:

17 Because I understand the
18 project itself may include the
19 things that were not -- don't get
20 the benefits, so we just want to
21 be sure that our paperwork is
22 clear and public record is clear
23 that nothing is being -- and I
24 would not suggest that we do it
25 deliberately, but I wanted to be

♀

1 sure that we are purposefully
2 segregating those costs.

3 MR. ALLISON:

4 Making it clear that the
5 company ask for benefits on only
6 the qualifying cost. Yeah. We
7 certainly agree with that.

8 MS. HANIBLE:

board of commerce- 9-24-12.txt
Chairman, I just want to

9
10 reiterate Mr. Allison said that,
11 you know, since we are making
12 this recommendation for the
13 Board's consideration, I think he
14 said let's treat it like we treat
15 our normal projects, I don't
16 believe we should do that because
17 these advances were filed under
18 the emergency rules under special
19 provisions made by the program,
20 so in all aspects, even though it
21 may go back to looking like what
22 a traditional project would look
23 like when filing for the
24 Enterprise Zone Program, we still
25 need to keep this separate. we

♀

1 still need to put in measures to
2 make certain, look, this is the
3 way we're going to treat this
4 even though it may now be
5 functioning like a traditional
6 project of the program.

7 MR. JONES:
8 I think we understand that,
9 don't we, Mr. Allison.

10 MR. ALLISON:
11 I think so. It's no different
12 than when we start a project

13 board of commerce- 9-24-12.txt
today with multi-use. The
14 residential wouldn't qualify, the
15 non-residential would.

16 MR. JONES:

17 I think the point Ms. Hanible
18 is trying to make, and I think
19 it's important for staff,
20 especially, is that this is a
21 special dispensation, and it came
22 out in 2007 following all that
23 happened in 2005, and we want to
24 -- we're continuing under a
25 special dispensation. There still

♀

1 is a special dispensation but the
2 special dispensation is not going
3 to run forever. Fair enough.

4 MR. HARRIS:

5 The multi-housing is out.

6 MR. JONES:

7 Say it --

8 MR. HARRIS:

9 Multi-housing is out.

10 MR. JONES:

11 The multi-housing is out for
12 at least these three years, yes.

13 MR. HARRIS:

14 And, Mr. Allison, which
15 organization do you represent?

16 MR. ALLISON:

17 board of commerce- 9-24-12.txt
Creekstone Management and St.

18 Tammany Holdings.

19 MR. HARRIS:

20 There was such a discussion
21 about including multi-family
22 sometime ago.

23 MR. JONES:

24 Back in June of last year.

25 MR. HARRIS:

♀

1 I guess my question is will
2 the multi-housing family
3 component continue on without
4 these incentives.

5 MR. ALLISON:

6 I really don't know. They
7 haven't started yet, okay, that's
8 why these are being canceled. The
9 multi-family use of these two
10 projects have not started yet. I
11 don't know -- I am not sure how
12 you would predict the future, but
13 I think both developers intend
14 for that to happen, but I can't
15 tell you -- I can't guarantee you
16 what's going to happen.

17 MR. HARRIS:

18 I guess my point is I don't
19 want this Board or this program
20 to be blamed saying, well, we're

21 board of commerce- 9-24-12.txt
not doing it because we didn't
22 get the access, okay. I think
23 that it's an important point.
24 MR. ALLISON:
25 I don't think you will hear

‡

1 that. I don't think you will hear
2 that.
3 MR. HARRIS:
4 The fact of the matter is is
5 that you applied, we extended and
6 now it's over, right?
7 MR. ALLISON:
8 These three we know that. I
9 think -- (inaudible).
10 MR. HARRIS:
11 Okay. Thank you.
12 MR. JONES:
13 Very good. All right. Thank
14 you, Mr. Allison.
15 Any other discussion from the
16 floor or the Board?
17 MS. HANIBLE:
18 Yes, sir, Chair. We just got
19 one more suggestion in as far as
20 segmenting these projects and
21 making sure that they do require
22 to what we are allowing them to
23 do at this point.
24 One suggestion that just came

25

♀

1 contract. Add other inclusion
2 into the contract that stipulates
3 that, you know, by receiving
4 these benefits you are saying
5 that this is going to be this. I
6 think that may be something our
7 legal counsel may have to get
8 input in on a later date, but
9 that was just something that we
10 just got in, and, of course,
11 suggestion.

12 MR. JONES:

13 That may be appropriate,
14 but --

15 ATTORNEY DANIELLE:

16 Are you just asking if the
17 contract add language that states
18 the company signing off that no
19 portion of any multi-family
20 housing expenditures will be
21 claimed as rebates?

22 MS. HANIBLE:

23 No. I'm just presenting a
24 suggestion that we receive in as
25 far as how we can make sure that

♀

1 these projects exclude the
Page 49

2 multi-family housing.

3 ATTORNEY DANIELLE:

4 That's what I'm saying, add
5 in language that specific states
6 that in the contract itself.

7 MS. HANIBLE:

8 Uh-huh (affirmative
9 response).

10 ATTORNEY DANIELLE:

11 I don't have a problem adding
12 that.

13 MS. HANIBLE:

14 Okay.

15 MR. JONES:

16 Okay. We have a motion right
17 now to approve the staff's
18 recommendations on restriction of
19 the advances on three these
20 matters. We have an amendment
21 that is going to require
22 documentation that is segregating
23 the costs. The staff is now
24 asking for an additional
25 amendment to the motion that we

♀

1 amend the contract.

2 ATTORNEY DANIELLE:

3 I think if they just
4 segregated the costs. I think
5 this is a little bit different

6 from what Don is saying normally
7 in a multi-use facility they just
8 give the costs associated with
9 the non-residential portion. My
10 thought was that we would make
11 them show all the costs to date
12 and show what is residential and
13 what is everything else.
14 Everything else is what would
15 qualify for the rebate. If they
16 show that it's a segregated cost
17 -- or show LDR, I apologize, that
18 would be sufficient, I think, for
19 me as well as having that. I
20 think we discussed earlier
21 sending something out after the
22 Board hearing having them
23 basically sign off on the fact
24 that their advance has been
25 amended to exclude any

♀

1 multi-family housing portion. I
2 think if we do those two steps, I
3 don't think we need to amend the
4 contract, but I'll be happy to do
5 that if the Board so wishes.

6 MR. JONES:

7 So, then, we are asking for
8 segregation along with an
9 executed statement from the

10 applicant that those costs have
11 been segregated were not included
12 in the -- not included in the
13 request.

14 ATTORNEY DANIELLE:

15 Okay.

16 MR. JONES:

17 Is that fair? All right. Is
18 the Board clear on the motion. A
19 motion to approve the staff
20 recommendations with the
21 additional requirement that, A,
22 they segregate the costs to
23 ensure that the excluded costs
24 are not -- are not included in
25 the application. And, No. 2, that

♀

1 the -- that the applicants
2 affirmatively attest that they
3 have done so and they are not
4 requesting any -- any fee -- any
5 expenses that they are not
6 otherwise entitled to.

7 ATTORNEY DANIELLE:

8 well, they will do so in the
9 future.

10 MR. JONES:

11 They will do so when those
12 expenses are submitted.

13 MR. HARRIS:

board of commerce- 9-24-12.txt

14

I think that's what I said.

15

MR. LIPSEY:

16

I second that.

17

MR. JONES:

18

Y'all think this job is real

19

easy and sometimes it's not.

20

MR. HARRIS:

21

You are still operating under

22

my motion?

23

MR. JONES:

24

still operating under the

25

motion with the accept -- Mayor

♀

1

Harris accepts the friendly

2

amendment. Second, Mr. King

3

accepts the friendly amendment.

4

Now we have a real motion before

5

the Board. Anything else?

6

MS. HANIBLE:

7

No. One last thing.

8

MR. JONES:

9

No. No.

10

MS. HANIBLE:

11

We just want to reiterate

12

that the project completion dates

13

as per stated by the Board last

14

year at the Board meeting still

15

stands.

16

MR. JONES:

17

Sure. I just heard a whoa

18 from the audience. Mr. Allison.

19 MR. HARRIS:

20 Mr. Fruge has a question.

21 MR. JONES:

22 Let me get Mr. Fruge's

23 question first.

24 MR. FRUGE:

25 I don't have a question.

♀

1 MR. JONES:

2 Let me hear Mr. Allison's

3 comment first.

4 MR. ALLISON:

5 I want to make sure we

6 understand what this last

7 requirement is.

8 MR. JONES:

9 There is no requirement yet.

10 All it is is a request.

11 MR. ALLISON:

12 Make sure I understand the

13 request. The request is something

14 about the completion dates.

15 MS. HANIBLE:

16 well, that was in the minutes

17 from last year's Board meeting. I

18 think it's December 31st by 2014.

19 MR. ALLISON:

20 I think that was the

21 multi-family portion of it.

22 That's what we clearly
23 understood, right? Is that --

24 ATTORNEY DANIELLE:
25 Multi-family construction had

1 to have been by 12-31-14.

2 MR. ALLISON:
3 These three are not
4 multi-family construction. Okay.
5 So it doesn't seem to be --

6 MR. JONES:
7 I don't think anything else
8 is required, then. Mr. Fruge
9 calls a question. No objection.
10 All in favor of the motion say
11 aye.

12 ALL BOARD MEMBERS:
13 Aye.
14 MR. JONES:
15 Any oppose? There is no
16 opposition.

17 MS. HANIBLE:
18 Last one.

19 MR. JONES:
20 All right. Let's go into the
21 last three.

22 MS. HANIBLE:
23 The last two are projects
24 that when the agenda usually went
25 out we had these projects set up

♀

1 for cancellations. That was
2 project No. 20071275, Volunteers
3 of America Greater New Orleans in
4 Orleans Parish. Since that agenda
5 has gone out, the company has
6 contacted us. We have met and
7 exchanged information, so we have
8 determined that their project is
9 in construction, so we want to
10 put that on record. And also
11 project No. 20071100, EMAC
12 Partners 2007 LP Apartments,
13 Calcasieu Parish. We originally
14 stated that was an ineligible
15 project based on our findings and
16 recommended to cancel that
17 advance. Since then we have
18 received documentations from
19 various sources that determines
20 that this project is an eligible
21 project under the multi-family
22 housing provision. And our
23 recommendation is to keep this
24 advance active.

25 MR. JONES:

♀

1 So there is really no action

2 board of commerce- 9-24-12.txt
on those two.

3 MS. HANIBLE:

4 No. It's just a correction of
5 the initial agenda.

6 MR. JONES:

7 Now, with that, now, we have
8 -- I think the correct motion now
9 is to -- is to accept the entire
10 report that is in your package,
11 which is dated July 2012. That
12 includes entities other than
13 those which we specifically
14 discussed but which came back as
15 a report, so make sure what I'm
16 asking for now is a motion to
17 approve this July 2012 report as
18 amended with the amendments we
19 made today, okay. Do I have that
20 motion, Mr. Fruge. Second from
21 Mr. Soprano.

22 I know we have members in the
23 audience who represents some of
24 these entities. Any comments from
25 any of you-all or anyone else?

♀

1 There being none -- sorry.

2 AUDIENCE MEMBER:

3 Simply to say thank you. We
4 were here to discuss the project
5 in the event of Volunteers of

board of commerce- 9-24-12.txt
America Project, which, as

Roshonda said after further
discussion, we're in agreement.

So thank you for your support. We
really appreciate it.

MR. JONES:

Thank you. Absolutely.

Any discussion from the
Board. All right. All in favor
say aye.

ALL BOARD MEMBERS:

Aye.

MR. JONES:

Any oppose? And I'm going to
say something about this entire
process. One of the things --
since I have been on this Board
one of the things that I have
asked in different circumstances
is that the staff and the

stakeholders work together, and I
want to express my appreciation
for that happening in this
instance because in my view of
the Board's work and I'm not
speaking for the Board, it's my
personal view as our job is to
break the tie when the two of
y'all can't figure out how to

board of commerce- 9-24-12.txt
10 play nice, and I'm always happy
11 to break ties. I can break them
12 hard, I can break them easy, but
13 I appreciate y'all working
14 together and making this happen,
15 make this process move much more
16 smoothly today, and for all of
17 those who represent the project,
18 we thank you for what you are
19 doing in the State of Louisiana.
20 we're glad you could take the
21 opportunity, take advantage of
22 these opportunities the State
23 provides, but let's get out there
24 and get it done. Fair enough.
25 All right. All right. Let's

♀

1 see if we can get down to the end
2 of the agenda today. Last but not
3 -- by no means last, speaking for
4 Secretary Moret, Mr. Steven
5 Grissom.

6 MR. GRISSOM:
7 Thank you, Mr. Chairman and
8 thank you Board members for your
9 contribution and attendance. I
10 know this is a rescheduled
11 meeting, so I appreciate working
12 with scheduling and attending so
13 that we can get through this

14 board of commerce- 9-24-12.txt
important business.

15 First, I would like to pass
16 out a few pictures. One of our
17 applicants, Nucor, handed me a
18 few set of pictures. I don't have
19 enough for all Bard members, but
20 if you can pass those down. They
21 wanted to share some pictures of
22 some of their projects on
23 construction. If you want to take
24 a look at the pictures. There's
25 about five different pictures in

♀

1 the packet. I wanted today to
2 provide a couple of brief
3 overviews on our progress in
4 Economic Development for the
5 State, job creation, as well as
6 some of the things that we have
7 been focused on for business
8 clients, so I will jump right in
9 and handle any questions once I
10 get through with some of these
11 comments. I will try to be brief.

12 Since January 2008 the start
13 of this administration, LED, our
14 entire department, and there's
15 many, many facets of that
16 department, great team, we
17 secured Economic Development

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18 projects that are creating more
19 than 51,500 new jobs and more
20 than \$12.6 billion in capital
21 investment; along with hundreds
22 and millions of dollars in new
23 sales for small businesses across
24 the state. Recently this happened
25 last month, a group called

†

1 Pollina Corporate Real Estate
2 that has one of several business
3 climate rankings that we follow,
4 noted that Louisiana has risen to
5 No. 16 in the U.S. for its
6 business climate. This is a climb
7 of 24 spots since the ranking in
8 2008. It's made Louisiana the
9 most improved state in the
10 country over the last four years,
11 so we are very pleased to see
12 that movement. Obviously still
13 have some work to do, but some
14 nice recognition for important
15 work that's happening in the
16 state.

17 That improved ranking is
18 based on a number of factors. One
19 was the elimination of some
20 harmful business taxes that made
21 us uncompetitive. We at LED have

22 board of commerce- 9-24-12.txt
23 created a couple of new teams
24 that have -- that have done some
25 great work, including our
business expansion retention

♀

1 group and our LED FastStart Team,
2 which is focused on workforce
3 development. We have also created
4 and enhanced a number of targeted
5 incentive programs which were
6 recognized. Some of those
7 included the retention
8 modernization program and
9 incentive program focused on
10 competitive capital projects for
11 existing businesses, and then
12 also our enhanced visual
13 interactive media software
14 incentive.

15 So if you take a look at it,
16 a lot of things working together
17 to move the State forward in that
18 ranking, and so great validation
19 of the work that's happening
20 across the State.

21 Again, this is work of our
22 department, of other departments
23 within the State, the legislature
24 in particular with the business
25 taxes and incentive program, so I

♀

1 think that was great progress
2 that we've made.

3 we've also -- on a similar
4 path, we've earned state or
5 co-state of the year from
6 Southern Business Development in
7 2009, 2010, and 2012, and our
8 FastStart Program, I mentioned
9 earlier a new program that kicked
10 off in 2008, was recognized as
11 our No. 1 workforce training
12 program in the U.S. for 2010,
13 2011 and 2012, so three years in
14 a row of Business Facilities
15 Magazine.

16 So overall some great job
17 creating projects and some great
18 outside recognition. Our state
19 does continue to outperform the
20 south in the U.S. Only six dates
21 in the country have more jobs
22 today than they did in January
23 2008, and if you look in the
24 south, only two states in the
25 south have more jobs than in

♀

1 January 2008. It's been a
2 difficult economic time for the

3 country, and certainly Louisiana
4 has faced its share of
5 difficulties during this time
6 period. But we are proud to be
7 one of those two states and we've
8 been recognized as the second
9 fastest in the south since 2008
10 and the third fastest over the
11 last 12 months.

12 our overall project pipeline
13 remains robust. We have a great
14 portfolio of projects that we're
15 working to try to secure for the
16 state. Still in progress, but
17 we're very hopeful and it's a
18 healthy mix of large and small
19 projects. There's projects that
20 cover a wide range of industries.
21 Some are capital intensive,
22 others aren't, but a nice mix,
23 and, again, I think we've got
24 some great momentum. We look
25 forward to a great fourth quarter

♀

1 for this year, working those
2 projects and continuing that
3 momentum in 2013, so I just want
4 to share some of the things we've
5 seen over the last four years. I
6 certainly want to express my

7 appreciation to the Board. Very
8 important work. Very important
9 component of these projects that
10 we're able to secure and the
11 momentum we've seen in our
12 business climate ranking, and
13 look forward to working with you
14 through the remainder of the
15 calendar year and on to next
16 year.

17 I will be happy to answer any
18 questions, but I just want to
19 say, once again, thank you very
20 much for your participation and
21 your working with us on travel
22 schedules to accommodate this
23 meeting.

24 MR. JONES:

25 Thank you, Mr. Grissom. Any

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1 questions for Mr. Grissom? All
2 right.

3 MR. GRISSOM:

4 Thank you, Mr. Chairman.

5 MR. JONES:

6 All right. Thank you.

7 Anything else for the good of the
8 order? I will entertain a motion
9 to adjourn. Mayor Harris. Second
10 from Mr. Soprano. All in favor

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say aye.
ALL BOARD MEMBERS:
Aye.
MR. JONES:
We are adjourned. Thank you
very much, ladies and gentlemen.

(Whereupon the meeting adjourned at 2:33 p.m.)

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REPORTER'S CERTIFICATE

I, RACHEL Y. TORRES, a Certified
Court Reporter, do hereby certify that the within
witness, after having been first duly sworn to
testify to the truth, did testify as hereinabove
set forth.

That the testimony was reported by
me in shorthand and transcribed under my personal
direction and supervision, and is a true and
correct transcript, to the best of my ability and
understanding; that I am not of counsel, not
related to counsel or the parties hereto, and in

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15 no way interested in the outcome of this event.

16

17

18

19 RACHEL Y. TORRES, CCR, RPR

20 CERTIFIED COURT REPORTER

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