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MINUTES FOR THE BOARD OF DIRECTORS MEETING
OF THE
LOUISIANA ECONOMIC DEVELOPMENT CORPORATION
HELD AT
LOUISIANA STATE EMPLOYEES' RETIREMENT SYSTEM BUILDING
FOURTH FLOOR BOARDROOM
8401 UNITED PLAZA BOULEVARD
BATON ROUGE, LOUISIANA
ON THE 17TH DAY OF OCTOBER, 2014
COMMENCING AT 9:37 A.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR



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1 **Appearances of Board Members Present:**

2

3 **A.J. Roy**

4 **Alden Andre**

5 **Susan Tham**

6 **Nitin Kamath**

7 **Quentin Messer, Jr.**

8

9 **Staff members present:**

10 **Daria Vinning**

11 **Brenda Guess**

12 **Susan Bigner**

13 **Christian Pennington**

14 **Steven Baham**

15 **Bob Cangelosi**

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MR. ROY:

Good morning. Call to order the Board
of Directors Louisiana Economic Development Corporation.
Rollcall, please.

MS. VINNING:

A.J. Roy.

MR. ROY:

Here.

MS. VINNING:

Jay Rousseau.

(No response.)

MS. VINNING:

Alden Andre.

MR. ANDRE:

Here.

MS. VINNING:

Quentin Messer.

MR. MESSER:

Here.

MS. VINNING:

Nitin Kamath.

MR. KAMATH:

Here.

MS. VINNING:

Cal Simpson.



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1 (No response.)

2 MS. VINNING:

3 Robert Stuart.

4 (No response.)

5 MS. VINNING:

6 Susan Tham.

7 MS. THAM:

8 Here.

9 MS. VINNING:

10 Harry Avant.

11 (No response.)

12 MS. VINNING:

13 We have five present. We do not have a
14 quorum.

15 MR. ROY:

16 We do not have a quorum, but we do have
17 a quorum for the Screening Committee, so those that are
18 set for the projects that we have, we will hear. I will
19 turn the Screening Committee over to the Chairman, Mr.
20 Andre.

21 MR. ANDRE:

22 Okay. Good morning. The project is on
23 Tab 7, as I recall. I'll call the meeting of the
24 Screening Committee to order this morning and ask the
25 staff to present the project to the Board.



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1 MS. BIGNER:

2 Good morning. The project today is
3 Flying Tiger Aviation. The sponsor for the project is
4 City of Bastrop. It's going to be at the airport, and
5 the airport is owned by the City. I have with me
6 Retired Colonel -- he's from the Air Force -- Lawrence
7 Rolfs, Mr. Edward Barham is at the end, Kay King, and I
8 have Mayor Jones.

9 In 1994 at ULM, Mr. Barham and his
10 family -- well, Mr. Barham and another pilot were doing
11 ag pilot courses for the agriculture courses at ULM. In
12 2003, they decided that they no longer wanted to offer
13 the pilots program. Mr. Barham and his family, under
14 Barham Brothers, opened Tiger Aviation. Barham Brothers
15 owned the airplanes and rented them to Flying Tiger
16 Aviation. They moved to Rayville Airport and they
17 offered a private course in agriculture to pilots and I
18 guess you did some recreational piloting as well.

19 MR. BARHAM:

20 Well, all of them have to have a
21 commercial license, so we teach private, instrument,
22 commercial, all of the ratings that they have to have to
23 work as a pilot.

24 MS. BIGNER:

25 In 2013, Mr. Barham and Mr. -- well,



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1 Retired Colonel --

2 MR. ROLFS:

3 Mr. Rolfs is fine.

4 MS. BIGNER:

5 -- Lawrence Rolfs partnered -- Mr. Rolfs
6 bought 75 percent of the business, and he is going to be
7 the managing partner. Barham Brothers owns the other 25
8 percent.

9 Rayville Airport is very small and they were
10 expanding -- wanting to expand and they needed to move
11 to a bigger place. They spoke to the airport over at
12 City of Bastrop, and Bastrop is willing to rent them
13 space, but they need additional tarmacs and taxiways, so
14 this project will help with those taxiways and tarmacs.

15 I'm going to let the gentlemen explain
16 everything that's going on with the aviation school.
17 I'm just going to pretty much tell you about what we're
18 expecting to do with the funds and all. They're going
19 to be doing some network operations, service hardware
20 and other improvements with their 272,000, and EDAP is
21 going to be for hangers, tarmacs and taxiways.

22 Currently, Tiger Aviation has seven employees -- six
23 employees, and those employees are going to move from
24 Rayville over to Bastrop to the Bastrop airport. I
25 don't know if they're going to move personally, but



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1 their jobs will move and they'll move with those jobs.
2 Over the next five years or so, they're going to add an
3 additional 29 jobs for a total payroll of a little over
4 \$2-million by 2024. The State revenues expected from
5 this project are 1.2-million. They've been offered the
6 Enterprise Zone, which is estimated at 100,000, and,
7 again, the EDAP is for 575,000. We are recommending
8 this project for approval. It's got all of the normal
9 contingencies, except for a couple that I'll point out:
10 Mr. Rolfs and Mr. Barham personally guarantee their
11 portion of the EDAP as well as a corporate guarantee
12 from Tiger Aviation, and we're waiting on a lease
13 agreement between the City and Flying Tiger, which will
14 be in the works before too long.

15 I believe that is all of the special
16 requirements. I'm going to turn it over to Mr. Rolfs
17 and let him explain the project to you.

18 MR. ROLFS:

19 Good morning. Basically what we're
20 trying to develop here is an evolution of aerial
21 applicator training and create a center of excellence
22 through the application center of excellence. The FAA,
23 right now, does not specify what specifically a pilot
24 needs to get an air commercial license. You can go out
25 there and spray if you have a pesticide application



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1 license from the state. What we've done, Mr. Barham and
2 Mr. Rolfs have done over the last 16 years is they have
3 developed a very structured and time-honored curriculum
4 for aerial application pilots. We want to take that to
5 the next level, and we're trying to get recognition and
6 have gotten recognition from the National Transportation
7 Safety Board and the FAA for our efforts to bring a
8 professionalism to that industry that was missing. It
9 didn't have standardization.

10 In addition to that, as we move forward,
11 you'll notice that a lot our expenditures here, private
12 expenditures, are on network operations. We also
13 believe with a strong conviction that the unmanned
14 aircraft piece will entered into this arena very
15 quickly. Most of the literature out there shows that
16 one of the early entry points for unmanned aircraft is
17 there for a lot of good reasons. One is they fly at
18 levels some people don't, and if one of them goes down,
19 they kill a bunch of corn and beans, so you don't have
20 to worry too much about being in that airplane or being
21 in something that is occupied by people. So given that
22 and given that what the infrastructure, the planned
23 infrastructure at Bastrop allows us, we see a lot of
24 opportunity there. The Delta Region in and of itself
25 presents some great opportunity.



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1 My background is I worked for eight
2 years after I retired from the military with a company
3 called URS as a program manager in charge of information
4 technology support with the Air Force as combat general
5 operations, so I've had a lot of experience in the
6 leading edge of this technology and done a lot of
7 research and that's what brought me to Louisiana. I
8 can't think of a better demographic area to move forward
9 in the Aerial Application Center of Excellence and this
10 unmanned piece to integrate into it than at Bastrop
11 given the facilities and the margin of crops are grown
12 there and the size of the Delta ports.

13 The growth potential for unmanned
14 aircraft is huge. Any piece of literature you pick up
15 out there presents itself as something that we need to
16 get on the leading edge of. We have plans to do that.
17 Make no mistake, our first charter here is the aerial
18 application piece. Working with Dr. Rogers Leonard at
19 the LSU Department of Agriculture, he praised it I guess
20 better than I ever will have, and he used some terms
21 here that I think capture it. We're attempting to
22 determine the role of aviation in a decision support
23 system for precision agriculture. Precision agriculture
24 is a method of farming that they believe will increase
25 yield in growth crops up to 20 or 30 percent. That's



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1 what we're trying to do by creating the center of
2 excellence is to take that whole approach to that
3 problem and put aircraft into it and see what kind of
4 roles they're attracting. That's basically what our
5 charter is. There's a lot of...

6 We have a relationship with Delta
7 Community College. Our students are able to get
8 financing through them, but, also, we want to develop a
9 training program that provides workforce training for ag
10 pilots through Delta Community College. We're on the
11 road to doing that. That was approved in September.
12 We're going to move forward as well to create a two-year
13 program where the student can get an associate's degree
14 in ag business or agriculture, agronomy, and along with
15 that, become a licensed and certified ag pilot. So
16 he'll have the ability to not only provide
17 prescriptions, but apply it. There's a few people out
18 on the internet who prove to be very, very successful.
19 The model for that is at the University of Minnesota
20 Crookston, if you want to pull them up online, they do
21 that now. And then Dr. Rogers Leonard and some folks at
22 LSU, I worked with some folks at the Delta College to
23 journey into a 2-plus-2 program where a student coming
24 out of Louisiana Delta College with that background
25 certification who did go to LSU to complete a four-year



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1 degree in that same area. And as you may or may my not
2 know, the student enrollment in the college of
3 agriculture each year is going down every year and
4 losing them to the school of business because a lot of
5 farmers believe they need business degrees instead of
6 agriculture degrees. We think this might bring them
7 back, especially you couple it with the flying program
8 where they then can actually work on farms.

9 Any questions?

10 MS. BIGNER:

11 Mayor, would you like to speak?

12 MR. ANDRE:

13 Mayor, would you like address us on this
14 project?

15 MAYOR JONES:

16 Well, the first thing, we welcome Flying
17 Tigers. Not only will they utilize space available that
18 has, I guess, gone dormant, especially since our
19 International Paper left, but it will also -- Delta
20 Community College is right off the airport. It's right
21 there, and it's utilizing a building that was built 30
22 years ago for aircraft maintenance, so it's right there.
23 Everything is there. We'll have the space there and it
24 will bring the city into, I guess, a technology world
25 and that's what we're counting on.



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1 MR. ANDRE:

2 Anyone else? Mr. Barham?

3 MR. BARHAM:

4 Yes, sir. Let me add a point or two,
5 primarily, the Colonel, is, I think, is simply a real
6 impressive team. I think we're reasonable well
7 together. His background, if course, is in aviation and
8 drones, and mine is farming. My boys and I farm for a
9 living. They still let me cosign the notes for them, so
10 I guess that keeps me active. But we're working with
11 LSU, the Center of Ag Sciences. Dr. Leonard that the
12 Colonel mentioned is an old friend. We're working with
13 Thrush Aircraft out of Albany, Georgia. They're one of
14 the major manufacturers of agriculture airplanes. We're
15 working with a contact in Nevada through Drone America
16 that builds unmanned aircraft, and we think we see a
17 pretty clear path from here to there. So we have --
18 and, of course, Delta Community College as well as ULM.
19 So to build this center of excellence, which, of course,
20 will open us up to grants and some help along the way,
21 we think we've put together a pretty impressive team.

22 There is only one other school in the
23 United States that has taught ag aviation over the
24 period of time that we're discussing, and they don't
25 have a very good record. They've killed a lot of folks.



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1 Dizzy Dean said, "If you can do it, it ain't bragging."
2 We're the best in the world. About 40 percent of our
3 students -- maybe not that high. I'll say this: We
4 train farm students from, say, foreign countries over a
5 period because, while many countries have ag aviation,
6 they don't have enough airplanes to support a school.
7 There's a school in South America, there's one in
8 Australia, but we get them from Africa, Asia, all over
9 South America. We have had one from Kazakhstan, and he
10 was Russian speaker. We were lucky to find a Russian
11 speaker at the university who came and stayed with us
12 24/7, and we got through that, but we've had a lot of
13 fun. We've had a lot of fun and met some interesting
14 people.

15 MR. ANDRE:

16 And, I'm sorry, I forgot your name. Did
17 you want to address us?

18 MR. BARHAM:

19 Yes. Edward Barham.

20 MR. ANDRE:

21 I'm sorry.

22 Can you state your name, please.

23 MS. KING:

24 I'm Kay King. I'm with the Moorehouse
25 Economic Development Corporation, and I'm excited to be



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1 here today. I know I've been here several times, so
2 maybe I like that my face may be getting familiar, but
3 you can appreciate, any of you have -- and I know some
4 of you have are active in economic development -- how
5 difficult it is to bring in technology into a rural
6 area. Now, when I say we're rural, we're less than 25
7 miles -- we're 18 miles from CenturyLink, so we're
8 rural, but we're right there at where the technology
9 happens, but to just get it to come up that corridor,
10 that 165 corridor is the challenge. I think this really
11 does afford us a great opportunity. We have a beautiful
12 airport, 4,000-foot runway that was built to accommodate
13 some jets at that time. To really move past that, we
14 needed a 5,000-foot runway to land some larger jets, but
15 this is a fine airport. It's in very good shape, has a
16 terminal. The community college, as Mayor Jones has
17 indicated, that we have this community college that was
18 built for agricultural training that adjoins the
19 airport, and we just have really all of the
20 infrastructure there that's required to really move
21 Flying Tiger Aviation to another level of this training
22 program. And I think that it's a great opportunity for
23 Bastrop and Flying Tiger Aviation and we just look
24 forward to a favorable reception on this project. And
25 thank you.



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1 MR. ANDRE:

2 Questions of the committee?

3 MR. ROY:

4 Have you applied through the State
5 aviation department for any grants? I know coupled with
6 the FAA, they do give grants for improvements of
7 tarmacs, et cetera.

8 MR. ROLFS:

9 I can address that. That's true, they
10 do. I can tell you that we -- and that's a good
11 question, but the problem is -- not the problem. The
12 challenge is that we're in a race with the one-manned
13 piece and we need to move as quick as we can to get the
14 infrastructure up and this is our best, shortest
15 distance between here and there.

16 MR. BARHAM:

17 We plan to go see the engineers later in
18 the day to get the process started of the permits and
19 things that we need to before we do anything in a
20 capital way on the Bastrop Airport.

21 MR. ROY:

22 I'd encourage you to do that,
23 nonetheless. It may be a longer trail, but it may pay
24 off for you.

25 MR. ROLFS:



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1 No doubt. We intend to move that
2 direction while we're building -- what we're asking for
3 today is a short-term solution. We're going to need --
4 if things go the way we think they will, we'll need
5 further expansion down the road. I'm sure we'll move in
6 that direction while we're making this project work.

7 MR. ANDRE:

8 Any other questions of the committee?

9 I have one. My family's in agriculture
10 and they utilize aerial spraying. I believe you're a
11 pioneer in unmanned drones for spraying; right? I've
12 never heard of it.

13 MR. ROLFS:

14 No, sir. We are pioneers.

15 MR. ANDRE:

16 In Louisiana or in the United States?

17 MR. ROLFS:

18 In the United States, no doubt.

19 MR. ANDRE:

20 Remarkable.

21 MR. ROY:

22 You've spoken a lot about the airport
23 and what our grant is for, but can you elaborate on what
24 it is that you are -- which aspect of the drone industry
25 are you to concentrate on? Are you actually going to



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1 design a drone that flies and applies the spray and has
2 a tank on it and build the -- tag an engine on it and
3 the whole deal, or are you going to buy that from
4 someone else and you're going to apply it through --

5 MR. ROLFS:

6 You know, being an old fire pilot, I
7 need a whiteboard and like three different-colored
8 markers to explain all of this. You got me on something
9 I can talk hours about, but I'll try and make this as
10 short as I can. What we're going to do is we are going
11 to take one of our aerial application aircrafts and
12 we're going to make it optionally manned. We're going
13 to make it so that you can fly without a man in it or
14 with a man in it. The goal first is to put a sensor on
15 board the airplane because we've got two parallel
16 efforts here. One is to find out -- because we're not a
17 drone center of excellence. We're an aerial application
18 center of excellence, so one is to find out with Dr.
19 Leonard at the Department of Agriculture to find out
20 what aircraft can do to enhance the precision
21 agricultural effort. If precision agriculture outputs
22 it's ultimate destination, it would be literally the
23 individual treatment of every plant on the field, and we
24 don't think we'll ever realize that, but we think we can
25 flock it out into very functional sections. But there's



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1 a sensor required on an airplane to do that, fly over
2 the field and detect what the plants need and what
3 pesticides side might be required, more water or more
4 nitrogen or whatever. That's our first project.

5 The second project, also in parallel to
6 that, is to create an unmanned aerial application
7 platform. As I said earlier, we're going take a Cessna
8 188 Agwagon and we're going to put an optionally-manned
9 system on it along with a sensor. Now, I called the FAA
10 in Oklahoma City, talked to James Williams -- and I
11 said, "If it's optionally-manned and we have a man in
12 it, is it unmanned?" He said no, and I hung up.

13 MR. ANDRE:

14 Before he had time to think about it.

15 MR. ROLFS:

16 So I said, "Can I e-mail you to get that
17 response," and he said sure, so I got it on e-mail. And
18 that makes sense; right, because if a man's in the
19 airplane, it's by definition manned, but that doesn't
20 mean we can't fly it via unmanned. Just there's a guy
21 in there that can override the system. So what we're
22 going to do is we're going to optionally man this
23 aircraft with a sensor, and at the same time, we're
24 going to use this sensor through the Louisiana
25 Department of Agriculture to determine what aviation can



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1 do to enhance precision agriculture, but also determine
2 what it takes to fly this thing unmanned, to do that
3 aerial application work, and the implications of that
4 are huge because it means -- unmanned aircraft, they
5 don't know whether it's day or night. They don't know
6 if it's bad weather or good weather. That means you can
7 spray 24/7. That means you wouldn't lose any lives
8 during aerial application. The planes are less
9 expensive. They wouldn't have to be as big. There's
10 all kinds of implications you can use. The really
11 exciting thing is if we're able to do this and we're
12 successful, the spinoff applications are huge.

13 The other thing that we can do that's
14 really unique is we can elevate the field virtually in
15 the computer 1,000 feet and fly the plane over this
16 virtual field and get the same stats as we would get in
17 terms of the unmanned airplane as if we were flying down
18 low and not put anybody at risk. So we can develop data
19 that's going to be very valuable and useful to people as
20 well who enter it into this later on and want to come to
21 our center of excellence to do research, and that's
22 really good because one of the qualifications of the
23 Center of Agriculture is you have the ability to do
24 research. And it's a partnership between government,
25 academia and business to develop something through



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1 research that is marketable; right? So we believe that
2 we'll be able to do that quite well at Bastrop and it
3 gives us -- all of the infrastructures is there. It's
4 all there. All we have to do is add what we ask for
5 here and we think we can move forward with the program.

6 MR. BARHAM:

7 Let me add one thing here. That's one
8 of the benefits we get from a partnership approach.
9 About 80 percent for production now is going overseas.
10 Let's say we develop the capability of spraying
11 unmanned, and the FAA has not yet approved unmanned for
12 the United States. We still do it with an
13 optionally-manned airplane, but the market being through
14 the trudge opens up worldwide. If you go to Guatemala,
15 they're not worrying about that. If we can help them
16 build the controlled network that they need, they can
17 start doing it. We believe that unmanned will appear
18 overseas for that reason, you know, a lot of places,
19 probably before it appears in the United States.

20 MR. ANDRE:

21 What would be the maximum distance for
22 spraying from where the operator is for an unmanned --
23 how far out can he send a drone to spray?

24 MR. ROLFS:

25 Okay. We've got a signed NDA here, but



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1 it's all based on -- the military flies the airplanes in
2 Afghanistan and Iraq, they fly them from ground control
3 stations in Nevada, and they do that via satellite. The
4 pilot is actually sitting in Nevada and he's flying the
5 plane over in Afghanistan and Iraq. My job was to make
6 sure that connection is good when I was a program
7 manager. The problem with satellite is it's extremely
8 expensive and it's somewhat unreliable. The goal here,
9 the key here is the network based on terrestrial systems
10 mounted on cell phone tower. So the distance and the
11 latency is milliseconds. Milliseconds. It's almost
12 undetectable it's so small through that system through a
13 fiberoptic network. It's the time it takes some to
14 speak in your phone and you can hear it. So the key
15 here is straightness network, ground-based terrestrial
16 control towers that are tied to the ground control
17 station and the range of the airplane is limited only by
18 the size of the network.

19 So, for instance -- can I tell them
20 about the Louisiana statewide --

21 MR. BARHAM:

22 Yes, sure.

23 MR. ROLFS:

24 It takes 15 towers for the radios we're
25 developing to cover the entire State of Louisiana, a



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1 third of Mississippi, the bottom third of Arkansas and
2 about a quarter of Texas. Fifteen towers. The cost is
3 under \$3-million. You can take a drone and move it from
4 Bastrop to the Louisiana Coast in less than two hours
5 through this network and there's a hurricane out in the
6 Atlantic -- and, to me, that would be a very valuable
7 asset to have, especially if Louisiana is the first
8 state to build this network and have that capability.
9 There would be folks beating down your door to come and
10 find out how you did it and the value of it and what
11 they can do with it. Just the disaster response
12 capability alone with a network like that is incredible.

13 MR. ANDRE:

14 Very interesting.

15 MR. ROY:

16 Mr. Chairman, I like pioneers. I move.

17 MR. MESSER:

18 Second.

19 MR. ANDRE:

20 Any comments from the public?

21 (No response.)

22 MR. ANDRE:

23 Okay. All in favor?

24 (Several members respond "aye".)

25 MR. ANDRE:



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1 Any opposed?

2 (No response.)

3 MR. ANDRE:

4 Thank you. This is very interesting.
5 Please keep us posted. This is very exciting bringing
6 this high-tech to Bastrop. Aren't you proud, Mayor?

7 MAYOR JONES:

8 I am.

9 MS. THAM:

10 A lot of support businesses that
11 might --

12 MR. ROLF:

13 Oh, certainly. The spin-off businesses
14 are huge. There's special avionics; there's special
15 maintenance. There's also -- 3D printing is a big part
16 of unmanned aircraft, too. 3D printing is a development
17 as well --

18 MS. THAM:

19 So it might draw a lot of other jobs
20 into the Bastrop area.

21 MR. ROLFS:

22 And what's neat, what's really great
23 about it is -- I did a lot of research. I did three
24 years of research before I chose Northeast Louisiana.
25 I'm a Louisiana native, but my wife is from New York, so



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1 I had a bias control there, but the more I looked, the
2 more it pointed me in this direction because the
3 unmanned aircraft and the agricultural marina is the
4 perfect marriage of technology -- I'm sorry. It's the
5 perfect marriage of aviation and agriculture. It all
6 comes together and is manifested into that one system,
7 and this is the place to do it. It's the absolutely
8 perfect place to do it, and I've looked all over the
9 U.S.

10 MR. BARHAM:

11 If it's clear that we can send an
12 aircraft out to spray, pipeline, petrol -- refuges, all
13 sorts of things are a piece of cake if you can not hit
14 the big Sycamore tree coming out --

15 MR. ANDRE:

16 This is exciting, so please keep us
17 posted. Okay?

18 MR. ROLFS:

19 Sure will.

20 MR. BARHAM:

21 Thank you.

22 MR. ANDRE:

23 Any other business to come before the
24 committee?

25 (No response.)



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MR. ANDRE:
Hearing none, do I have a motion to
adjourn?
MR. MESSER:
So moved.
MR. ANDRE:
Do I hear a second?
MS. THAM:
Second.
MR. ANDRE:
Okay. Meeting adjourned.
(Meeting concludes at 10:04 a.m.)



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1 REPORTER'S CERTIFICATE:

2

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

12 That the transcript has been prepared in
13 compliance with transcript format required by statute or
14 by rules of the board, that I have acted in compliance
15 with the prohibition on contractual relationships, as
16 defined by Louisiana Code of Civil Procedure Article
17 1434 and in rules and advisory opinions of the board;

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

21

22 Dated this 4th day of November, 2014.

23

24

25

ELICIA H. WOODWORTH, CCR
CERTIFIED COURT REPORTER



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<hr/>	575,000 7:7	air 5:6 7:24 9:4	Australia 13:8
\$	<hr/>	aircraft 8:14,16 9:14 10:3 11:22 12:13,16 17:20 18:23 19:4	Avant 4:10
\$2-million 7:4	7	aircrafts 17:11	aviation 5:3,14,16 6:16,22 7:12 9:22 12:7, 23 13:5 14:21,23 15:5 18:25
<hr/>	7 4:23	airplane 8:20 17:15 18:1,19 19:17 20:13	<hr/>
1	75 6:6	airplanes 5:15 12:14 13:6	B
<hr/>	<hr/>	airport 5:4,5,16 6:9,11, 24 11:20 14:12,15,19 15:20 16:22	back 11:7
1,000 19:15	8	Albany 12:13	background 9:1 10:24 12:7
1.2-million 7:5	<hr/>	Alden 3:13	bad 19:6
100,000 7:6	80 20:9	America 12:15 13:7,9	Barham 5:7,9,10,13,14, 19,25 6:7 7:10 8:1 12:2, 3 13:18,19 15:16 20:6
16 8:2	<hr/>	Andre 3:13,14 4:20,21 11:12 12:1 13:15,20 15:1 16:7,15,19 18:13 20:20	basically 7:19 10:4
165 14:10	A	appears 20:19	Bastrop 5:4 6:12,24 8:23 9:10 14:23 15:20 20:2
18 14:7	A.J. 3:6	application 7:22,25 8:4 9:9,18 17:11,17 18:6 19:3,8	beans 8:19
188 18:8	ability 10:16 19:23	applications 19:12	beautiful 14:11
1994 5:9	academia 19:25	applicator 7:21	benefits 20:8
<hr/>	accommodate 14:12	applied 15:4	big 19:9
2	active 12:10 14:4	applies 17:1	bigger 6:11
<hr/>	add 7:2 12:4 20:4,7	apply 10:17 17:4	BIGNER 5:1,24 6:4 11:10
2-plus-2 10:23	addition 8:10	approach 10:2 20:8	board 3:2 4:25 8:7 17:15
20 9:25	additional 6:13 7:3	approval 7:8	bought 6:6
2003 5:12	address 11:13 13:17 15:9	approved 10:11 20:11	boys 12:8
2013 5:25	adjoins 14:18	area 9:8 11:1 14:6	bragging 13:1
2024 7:4	aerial 7:20 8:4 9:9,17 16:10 17:11,17 18:6 19:3,8	arena 8:14	bring 8:7 11:6,24 14:5
24/7 13:12 19:7	afford 14:11	Asia 13:8	Brothers 5:14 6:7
25 6:7 14:6	Africa 13:8	aspect 16:24	brought 9:7
272,000 6:20	ag 5:11 10:9,14,15 12:11,23 13:5	associate's 10:13	build 12:19 17:2 20:16
29 7:3	agreement 7:13	attempting 9:21	building 11:21 16:2
<hr/>	agricultural 14:18 17:21	attracting 10:4	builds 12:16
3	agriculture 5:11,17 9:19,23 10:14 11:3,6 12:14 16:9 17:19,21 18:25 19:1,23		built 11:21 14:12,18
<hr/>	agronomy 10:14		
30 9:25 11:21	Agwagon 18:8		
<hr/>			
4			
<hr/>			
4,000-foot 14:12			
40 13:2			
<hr/>			
5			
<hr/>			
5,000-foot 14:14			



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bunch 8:19	company 9:2	Delta 8:24 9:12 10:6,10, 22,24 11:19 12:18	effort 17:21
business 6:6 10:14 11:4,5 19:25	complete 10:25	demographic 9:8	efforts 8:7 17:16
buy 17:3	computer 19:15	department 9:19 15:5 17:19 18:25	elaborate 16:23
<hr/>	concentrate 16:25	design 17:1	elevate 19:14
C	contact 12:15	destination 17:22	employees 6:22,23
<hr/>	contingencies 7:9	detect 18:2	encourage 15:22
Cal 3:25	controlled 20:16	determine 9:22 18:25 19:1	end 5:7
call 3:2 4:23	conviction 8:13	develop 7:20 10:8 19:18,25 20:10	engine 17:2
called 9:3 18:9	corn 8:19	developed 8:3	engineers 15:17
capability 20:10	corporate 7:11	development 3:3 13:25 14:4	enhance 17:20 19:1
capital 15:20	Corporation 3:3 13:25	different-colored 17:7	enrollment 11:2
capture 9:21	corridor 14:9,10	difficult 14:5	enter 19:20
center 7:21,22 9:9 10:1 12:11,19 17:17,18 19:21,23	cosign 12:9	direction 16:2,6	entered 8:14
Centurylink 14:7	counting 11:25	Directors 3:3	Enterprise 7:6
certification 10:25	countries 13:4,5	discussing 12:24	entry 8:16
certified 10:15	couple 7:9 11:7	distance 15:15 20:21	estimated 7:6
Cessna 18:7	coupled 15:5	Dizzy 13:1	evolution 7:20
cetera 15:7	courses 5:11	dormant 11:18	excellence 7:21,22 9:9 10:2 12:19 17:17,18 19:21
Chairman 4:19	create 7:21 10:12 18:6	doubt 16:1,18	excited 13:25
challenge 14:10 15:12	creating 10:1	drone 12:15 16:24 17:1,17 20:23	exciting 19:11
charge 9:3	Crookston 10:20	drones 12:8 16:11	expand 6:10
charge 9:3	crops 9:11,25	<hr/>	expanding 6:10
charter 9:17 10:5	curriculum 8:3	E	expansion 16:5
city 5:4,5 6:12 7:13 11:24 18:10	<hr/>	<hr/>	expected 7:4
clear 12:17	D	<hr/>	expecting 6:18
college 10:7,10,22,24 11:2,20 12:18 14:16,17	data 19:18	<hr/>	expenditures 8:11,12
Colonel 5:6 6:1 12:5,12	day 15:18 19:5	e-mail 18:16,17	expensive 19:9
combat 9:4	deal 17:3	earlier 18:7	experience 9:5
commercial 5:21,22 7:24	Dean 13:1	early 8:16	explain 6:15 7:17 17:8
committee 4:17,19,24 15:2 16:8	decided 5:12	economic 3:3 13:25 14:4	<hr/>
community 10:7,10 11:20 12:18 14:16,17	decision 9:22	EDAP 6:20 7:7,11	F
	definition 18:19	edge 9:6,16	FAA 7:22 8:7 15:6 18:9 20:11
	degree 10:13 11:1	Edward 5:7 13:19	
	degrees 11:5,6		



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<p>face 14:2</p> <p>facilities 9:11</p> <p>familiar 14:2</p> <p>family 5:10,13</p> <p>family's 16:9</p> <p>farm 12:8 13:4</p> <p>farmers 11:5</p> <p>farming 9:24 12:8</p> <p>farms 11:8</p> <p>favorable 14:24</p> <p>feet 19:15</p> <p>field 17:23 18:2 19:14, 16</p> <p>financing 10:8</p> <p>find 13:10 17:16,18,19</p> <p>fine 6:3 14:15</p> <p>fire 17:6</p> <p>flies 17:1</p> <p>flock 17:25</p> <p>fly 8:17 17:13 18:1,20 19:2,15</p> <p>flying 5:3,15 7:13 11:7, 16 14:21,23 19:17</p> <p>folks 10:21,22 12:25</p> <p>Force 5:6 9:4</p> <p>foreign 13:4</p> <p>forgot 13:16</p> <p>forward 8:10 9:8 10:12 14:24 20:5</p> <p>four-year 10:25</p> <p>friend 12:12</p> <p>fun 13:13</p> <p>functional 17:25</p> <p>funds 6:18</p>	<hr/> <p>G</p> <hr/> <p>general 9:4</p> <p>gentlemen 6:15</p> <p>Georgia 12:13</p> <p>give 15:6</p> <p>goal 17:14</p> <p>good 3:2 4:22 5:2 7:19 8:17 12:25 14:15 15:10 19:6,22</p> <p>government 19:24</p> <p>grant 16:23</p> <p>grants 12:20 15:5,6</p> <p>great 8:25 14:11,22</p> <p>grown 9:11</p> <p>growth 9:13,25</p> <p>guarantee 7:10,11</p> <p>Guatemala 20:14</p> <p>guess 5:18 9:19 11:18, 24 12:10</p> <p>guy 18:20</p> <hr/> <p>H</p> <hr/> <p>hangers 6:21</p> <p>hardware 6:19</p> <p>Harry 4:10</p> <p>he'll 10:16</p> <p>hear 4:18</p> <p>heard 16:12</p> <p>high 13:3</p> <p>hours 17:9</p> <p>huge 9:14 19:4,12</p> <p>hung 18:12</p> <hr/> <p>I</p> <hr/> <p>implications 19:3,10</p>	<p>impressive 12:6,21</p> <p>improvements 6:20 15:6</p> <p>increase 9:24</p> <p>individual 17:23</p> <p>industry 8:8 16:24</p> <p>information 9:3</p> <p>infrastructure 8:22,23 14:20 15:14</p> <p>infrastructures 20:3</p> <p>instrument 5:21</p> <p>integrate 9:10</p> <p>intend 16:1</p> <p>interesting 13:13</p> <p>International 11:19</p> <p>internet 10:18</p> <hr/> <p>J</p> <hr/> <p>James 18:10</p> <p>Jay 3:10</p> <p>jets 14:13,14</p> <p>jobs 7:1,3</p> <p>Jones 5:8 11:15 14:16</p> <p>journey 10:23</p> <hr/> <p>K</p> <hr/> <p>Kamath 3:21,22</p> <p>Kay 5:7 13:24</p> <p>Kazakhstan 13:9</p> <p>kill 8:19</p> <p>killed 12:25</p> <p>kind 10:3</p> <p>kinds 19:10</p> <p>King 5:7 13:23,24</p>	<hr/> <p>L</p> <hr/> <p>land 14:14</p> <p>larger 14:14</p> <p>Lawrence 5:6 6:5</p> <p>leading 9:6,16</p> <p>lease 7:12</p> <p>left 11:19</p> <p>Leonard 9:18 10:21 12:11 17:19</p> <p>level 8:5 14:21</p> <p>levels 8:18</p> <p>license 5:21 7:24 8:1</p> <p>licensed 10:15</p> <p>literally 17:22</p> <p>literature 8:15 9:14</p> <p>lives 19:7</p> <p>living 12:9</p> <p>long 7:14</p> <p>longer 5:12 15:23</p> <p>lose 19:7</p> <p>losing 11:4</p> <p>lot 8:11,17,23 9:5,6 10:5 11:4 12:25 13:12,13 16:22 20:18</p> <p>Louisiana 3:3 9:7 10:24 16:16 18:24</p> <p>low 19:18</p> <p>LSU 9:19 10:22,25 12:11</p> <p>lucky 13:10</p> <hr/> <p>M</p> <hr/> <p>maintenance 11:22</p> <p>major 12:14</p> <p>make 9:17 17:9,12,13</p>
---	---	---	--



makes 18:18		override 18:21	plan 15:17
making 16:6		overseas 20:9,18	plane 19:15
man 17:13,14 18:11,22	N	owned 5:5,15	planes 19:8
man's 18:18	National 8:6	owns 6:7	planned 8:22
manager 9:3	NDA 20:25		plans 9:16
managing 6:7	needed 6:10 14:14	P	plant 17:23
manned 17:12 18:19	network 6:19 8:12 20:16	Paper 11:19	plants 18:2
manufacturers 12:14	Nevada 12:15	parallel 17:15 18:5	platform 18:7
margin 9:11	night 19:5	partner 6:7	point 7:9 12:4
markers 17:8	Nitin 3:21	partnered 6:5	points 8:16
market 20:13	nitrogen 18:4	partnership 19:24 20:8	portion 7:11
marketable 20:1	nonetheless 15:23	past 14:13	ports 9:12
maximum 20:21	normal 7:8	path 12:17	potential 9:13
Mayor 5:8 11:11,13,15 14:16	notes 12:9	pay 15:23	praised 9:19
means 19:4,6,7	notice 8:11	payroll 7:3	precision 9:23 17:20, 21 19:1
meeting 4:23	O	people 8:18,21 10:17 13:14 19:19	prescriptions 10:17
mentioned 12:12	occupied 8:21	percent 6:6,8 9:25 13:2 20:9	present 4:13,25
Messer 3:17,18	offer 5:12	period 12:24 13:5	presents 8:25 9:15
met 13:13	offered 5:17 7:5	permits 15:18	pretty 6:17 12:17,21
method 9:24	Oklahoma 18:10	personally 6:25 7:10	primarily 12:5
miles 14:7	one-manned 15:12	pesticide 7:25	private 5:17,21 8:11
military 9:2	online 10:20	pesticides 18:3	problem 10:3 15:11
mine 12:8	open 12:20	pick 9:14	process 15:18
Minnesota 10:19	opened 5:14	piece 8:14 9:10,14,18 15:13	production 20:9
missing 8:8	opens 20:14	pilot 5:10,11,23 7:23 10:15 17:6	professionalism 8:8
mistake 9:17	operations 6:19 8:12 9:5	piloting 5:18	program 5:13 9:3 10:9, 13,23 11:7 14:22 20:5
model 10:19	operator 20:22	pilots 5:13,17 8:4 10:10	project 4:22,25 5:2,3 6:14 7:5,8,17 11:14 14:24 16:6 18:4,5
Moorehouse 13:24	opportunity 8:24,25 14:11,22	pioneer 16:11	projects 4:18
morning 3:2 4:22,24 5:2 7:19	optionally 17:12 18:22	pioneers 16:14	prove 10:18
move 6:10,23,25 7:1 8:10 9:8 10:12 14:13,20 15:13 16:1,5 20:5	optionally-manned 18:8,11 20:13	place 6:11	provide 10:16
moved 5:16	order 3:2 4:24	places 20:18	pull 10:20
	outputs 17:21		put 10:3 12:21 17:14 18:8 19:18



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Q	response 3:11 4:1,4,11 18:17	short 17:10	structured 8:3
qualifications 19:22	retired 5:6 6:1 9:2	short-term 16:3	Stuart 4:3
Quentin 3:17	revenues 7:4	shortest 15:14	student 10:13,23 11:2
question 15:11	risk 19:18	shows 8:15	students 10:7 13:3,4
questions 11:9 15:2 16:8	road 10:11 16:5	side 18:3	successful 10:18 19:12
quick 15:13	Robert 4:3	signed 20:25	support 9:4,22 13:6
quickly 8:15	Rogers 9:18 10:21	simply 12:5	Susan 4:6
quorum 4:14,16,17	role 9:22	Simpson 3:25	system 9:23 18:9,21
R	roles 10:4	sir 12:4 16:14	T
race 15:12	Rolfs 5:7 6:2,3,5 7:10, 16,18 8:2 15:8,25 16:13,17 17:5 18:15 20:24	size 9:12	Tab 4:23
ratings 5:22	Rolcall 3:4	small 6:9	tag 17:2
Rayville 5:16 6:9,24	Rousseau 3:10	solution 16:3	takes 19:2
real 12:5	Roy 3:1,6,7 4:15 15:3, 21 16:21	South 13:7,9	talk 17:9
realize 17:24	runway 14:12,14	space 6:13 11:17,23	talked 18:10
reason 20:18	rural 14:5,6,8	speak 11:11	tank 17:2
reasonable 12:6	Russian 13:10	speaker 13:10,11	tarmacs 6:13,14,21 15:7
reasons 8:17	S	special 7:15	taught 12:23
recall 4:23	Safety 8:7	specifically 7:23	taxiways 6:13,14,21
reception 14:24	school 6:16 11:4 12:22 13:6,7	spinoff 19:12	teach 5:21
recognition 8:5,6	Sciences 12:11	spoke 6:11	team 12:6,21
recommending 7:7	Screening 4:17,19,24	spoken 16:22	technology 9:4,6 11:24 14:5,8
record 12:25	sections 17:25	sponsor 5:3	terminal 14:16
recreational 5:18	send 20:23	spray 7:25 17:1 19:7 20:23	terms 9:20 19:17
Region 8:24	sense 18:18	spraying 16:10,11 20:10,22	Tham 4:6,7
relationship 10:6	sensor 17:14 18:1,9, 23,24	staff 4:25	thing 11:16 19:2,11,13 20:7
Remarkable 16:20	September 10:11	standardization 8:9	things 15:19 16:4
rent 6:12	service 6:19	start 20:17	Thrush 12:13
rented 5:15	set 4:18	started 15:18	Tiger 5:3,14,15 6:22 7:12,13 14:21,23
required 14:20 18:1,3	shape 14:15	state 7:4 8:1 13:22 15:4	Tigers 11:17
requirements 7:16		States 12:23 16:16,18 20:12,19	time 12:24 14:13 18:14, 23
research 9:7 19:21,24 20:1		stats 19:16	
		stayed 13:11	
		strong 8:13	



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LEDC MEETING

time-honored 8:3	
times 14:1	<hr/> W <hr/>
today 5:2 14:1 16:3	waiting 7:12
total 7:3	wanted 5:12
trail 15:23	wanting 6:10
train 13:4	water 18:3
training 7:21 10:9 14:18,21	weather 19:6
Transportation 8:6	whiteboard 17:7
treatment 17:23	Williams 18:10
trudge 20:14	work 5:23 11:8 16:6 19:3
true 15:9	worked 9:1 10:22
turn 4:19 7:16	workforce 10:9
two-year 10:12	working 9:18 12:10,12, 15
<hr/> U <hr/>	works 7:14
ULM 5:9,11 12:18	world 11:24 13:2
ultimate 17:22	worldwide 20:14
unique 19:14	worry 8:20
United 12:23 16:16,18 20:12,19	worrying 20:15
university 10:19 13:11	<hr/> Y <hr/>
unmanned 8:13,16 9:10,13 12:16 16:11 18:6,12,20 19:2,4,17 20:11,17,22	year 11:3
URS 9:3	years 7:2 8:2 9:2 11:22
utilize 11:17 16:10	yield 9:25
utilizing 11:21	<hr/> Z <hr/>
<hr/> V <hr/>	Zone 7:6
valuable 19:19	
VINNING 3:5,9,12,16, 20,24 4:2,5,9,12	
virtual 19:16	
virtually 19:14	



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