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MEETING MINUTES FOR  
THE BOARD OF COMMERCE AND INDUSTRY  
OF THE  
LOUISIANA ECONOMIC DEVELOPMENT CORPORATION  
HELD AT  
LASALLE BUILDING  
617 NORTH 3RD STREET  
LABELLE ROOM  
BATON ROUGE, LOUISIANA  
ON THE 23RD DAY OF OCTOBER, 2019  
COMMENCING AT 9:45 A.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR

1     **Appearances of Board Members Present:**

2     Tanita Gilbert-Baker  
3     Don Briggs  
4     Thomas Carmody  
5     Yvette Cola  
6     Major Coleman  
7     Phillip Devillier  
8     Manuel "Manny" Fajardo  
9     Jerald Jones  
10    Heather Malone  
11    Secretary Don Pierson  
12    Darrel Saizan, Jr.  
13    Dr. Shawn D. Wilson  
14    Dr. Woodrow Wilson, Jr.  
15    Steven L. Windham

16

17    **Staff members present:**

18

19    Samantha Booker  
20    Tam Bourgeois  
21    Kristin Cheng  
22    Frank Favaloro  
23    Brenda Guess  
24    Richard House  
25    Brandy Ledet  
26    Stephanie LeGrange  
27    Becky Lambert  
28    Mandi Mitchell  
29    Joyce Metoyer  
30    Robin Porter  
31    Deborah Simmons  
32    Hud Usie  
33    Anne Villa

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1 MR. JONES:

2 Good morning, ladies and gentlemen.  
3 I've been informed that we now qualify for a quorum.  
4 Let's get the meeting called to order.

5 This is the October meeting of the Board  
6 of Commerce and Industry.

7 Ms. Simmons, would you call roll,  
8 please, ma'am?

9 And one thing, let me ask for all of you  
10 on the Board, in order to record this meeting, we ask  
11 that you speak clearly into the microphone during the  
12 meeting. Some of you had some difficulty picking up  
13 voices. So if we could help in that way, I'd appreciate  
14 it.

15 Ms. Simmons.

16 MS. SIMMONS:

17 Good morning.

18 Mr. Don Briggs.

19 MR. BRIGGS:

20 Present.

21 MS. SIMMONS:

22 Representative Phillip Devillier.

23 MR. DEVILLIER:

24 Here.

25 MS. SIMMONS:



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1           **Tanita Gilbert-Baker.**  
2       **MS. BAKER:**  
3           **Here.**  
4       **MS. SIMMONS:**  
5           **Mayor Glenn Brasseaux.**  
6       **(No response.)**  
7       **MS. SIMMONS:**  
8           **Representative Thomas Carmody.**  
9       **MR. CARMODY:**  
10          **Here.**  
11       **MS. SIMMONS:**  
12          **Yvette Cola.**  
13       **(No response.)**  
14       **MS. SIMMONS:**  
15          **Major Coleman.**  
16       **MAJOR COLEMAN:**  
17          **Here.**  
18       **MS. SIMMONS:**  
19          **Rickey Fabra.**  
20       **(No response.)**  
21       **MS. SIMMONS:**  
22          **Manuel Fajardo.**  
23       **MR. FAJARDO:**  
24          **Here.**  
25       **MS. SIMMONS:**



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1           Jerald Jones.  
2       MR. JONES:  
3           Here.  
4       MS. SIMMONS:  
5           Heather Malone.  
6       MS. MALONE:  
7           Here.  
8       MS. SIMMONS:  
9           Senator Danny Martiny.  
10       (No response.)  
11       MS. SIMMONS:  
12           Charles Miller.  
13       (No response.)  
14       MS. SIMMONS:  
15           Jan Moller.  
16       (No response.)  
17       MS. SIMMONS:  
18           Senator Troy Carter.  
19       (No response.)  
20       MS. SIMMONS:  
21           Secretary Don Pierson.  
22       SECRETARY PIERSON:  
23           Present.  
24       MS. SIMMONS:  
25           Scott Richard.



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1 (No response.)  
2 MS. SIMMONS:  
3 Darrel Saizan.  
4 (No response.)  
5 MS. SIMMONS:  
6 Daniel Schexnaydre.  
7 (No response.)  
8 MS. SIMMONS:  
9 Ronnie Slone.  
10 (No response.)  
11 MS. SIMMONS:  
12 Bobby Williams, Junior.  
13 (No response.)  
14 MS. SIMMONS:  
15 Steve Windham.  
16 MR. JONES:  
17 Here.  
18 MS. SIMMONS:  
19 Dr. Woodrow Wilson, Junior.  
20 MR. W. WILSON:  
21 Here.  
22 MS. SIMMONS:  
23 Dr. Shawn Wilson.  
24 DR. S. WILSON:  
25 Here.



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MS. SIMMONS:

We have a quorum.

MR. JONES:

Thank you, Ms. Simmons.

Ladies and gentlemen, you've been provided a copy of the minutes from the meeting of August 28. I would entertain a motion to approve those minutes.

We have a motion. Do we have a second?

We have a second from Drs. Wilson.

Any comments or questions from the Board?

(No response.)

MR. JONES:

Any comments or questions from the public?

(No response.)

MR. JONES:

There being none, all in favor, say "aye."

(Several members respond "aye.")

MR. JONES:

Any opposed?

(No response.)

MR. JONES:



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1                   There is no opposition. The minutes are  
2 approved.

3                   MR. JONES:

4                   Ms. Booker, will you help us with the  
5 Quality Jobs Program, please, ma'am.

6                   MS. BOOKER:

7                   I have three new Quality Jobs  
8 applications starting with Application Number 20170481,  
9 Manchac Technologies, Rapides Parish; 20170346, Sleep  
10 Number Corporation in Jefferson Parish; 20170465, Syrah  
11 Technologies, LLC in Concordia Parish. And that  
12 concludes the new applications.

13                   MR. JONES:

14                   I would entertain a motion for these new  
15 applications.

16                   So I have a motion to approve from Dr.  
17 Wilson, second from Ms. Malone.

18                   Any questions or comments from the  
19 Board?

20                   (No response.)

21                   MR. JONES:

22                   Any questions or comments from the  
23 public -- I'm sorry. Mr. Devillier.

24                   MR. DEVILLIER:

25                   Thank you, Mr. Chairman.



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1 Ms. Booker, is this program capped?

2 MS. BOOKER:

3 No.

4 MR. DEVILLIER:

5 Okay. Thank you. That's the only  
6 question I have.

7 MR. JONES:

8 Thank you, Mr. Devillier.

9 Any other questions or comments from the  
10 Board or from the public?

11 (No response.)

12 MR. JONES:

13 There being none, all in favor say  
14 "aye."

15 (Several members respond "aye.")

16 MR. JONES:

17 Any opposed?

18 (No response.)

19 MR. JONES:

20 There is no opposition. The motion  
21 carries.

22 MS. BOOKER:

23 Next we have Quality Job renewals  
24 starting with Application Number 20141254, Cameron RNG,  
25 LLC in Cameron Parish; 20121272, German Pellets



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1 Louisiana, LLC & Louisiana Pellets, Inc. in LaSalle  
2 Parish; 20140140, LaGrange Acquisition, LP in Lincoln  
3 Parish; 20141403, LaGrange Acquisition, LP in Lincoln  
4 Parish; 20141305, Perficient, Inc., Lafayette Parish;  
5 and 20130926, Sasol Corporation USA, Calcasieu Parish.  
6 And that concludes the Quality Jobs renewals.

7 MR. JONES:

8 I'll entertain a motion to approve from  
9 Mr. Biggs; second from Mr. Fajardo.

10 Any questions or comments from the  
11 Board?

12 (No response.)

13 MR. JONES:

14 We do have three people who have  
15 registered to speak on behalf of the Sasol Corporation  
16 project. Would y'all come forward, please.

17 All right. Would you please state your  
18 name and your position with Sasol, please.

19 MS. STOFBERG:

20 Good morning, Secretary Pierson,  
21 Secretary Wilson, Chairman Jones and Members of the  
22 Board. My name is Nina Stofberg. I'm the Sasol Chief  
23 Financial Officer for North America. Thank you for the  
24 opportunity to speak to you today.

25 I'm here today to do two things: First



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1 to thank you and to also to request approval for Sasol's  
2 Quality Jobs renewal; and, second, to answer this  
3 Board's request to see a return on the state's tax  
4 incentive investment.

5 About seven years ago Sasol and the  
6 State of Louisiana entered into a public-private  
7 partnership to invest in the state and Sasol's future.  
8 In short, Sasol agreed to make it's largest capital  
9 investment to date in the State of Louisiana, a more  
10 than \$12-billion petrochemical complex, and by doing so,  
11 create hundreds of jobs. The state in return agreed to  
12 tax relief mechanisms to help in the first few and very  
13 expensive years of startup, and, as with any good  
14 business agreement, the term should benefit both  
15 parties. What I can tell you today, the returns on this  
16 project for the State has already exceeded what we  
17 envisioned with the Sasol/State of Louisiana partnership  
18 agreement.

19 For the purposes of Sasol's Quality Jobs  
20 renewal program today, my colleagues and I will focus on  
21 the return on Sasol's direct and indirect jobs. In  
22 Louisiana, we have more than 1,200 direct employees  
23 working in our Southwest Louisiana facilities, about 400  
24 at our existing facilities and about 800 at our new  
25 facilities. Ninety-two percent of our 800 new employees



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1 are from Louisiana, the majority from Calcasieu Parish,  
2 and at an average tally of more on \$80,000 per year plus  
3 benefits. These jobs are absolutely quality.

4 We've had over 6,500 contract workers  
5 and construction workers supporting our projects on  
6 average daily over five years, the majority in Louisiana  
7 proffered from our eight major Louisiana contractors.  
8 And, as you will hear shortly from my colleague Kerri,  
9 we plan to retain more -- about 1,000 construction  
10 workers to support our operations in the long-term, the  
11 majority Louisiana residents.

12 Louisiana economist Dr. Jim Richardson  
13 has estimated that the State of Louisiana will receive a  
14 2-to-1 return on its investment in our project. He  
15 projected that 1,200 direct jobs will become 5,000 total  
16 jobs throughout the region, and personal earnings to  
17 grow from \$96-million paid by Sasol to about  
18 \$352-million being earned throughout the community. As  
19 I said before, any good business agreement should  
20 benefit both parties. What I hope I have demonstrated  
21 to you today is that this one does. The State of  
22 Louisiana made a good investment in Sasol. The return's  
23 already there. Sasol has made a good investment in  
24 Louisiana, and on behalf of our more than 2,000  
25 employees and contractors working in our Lake Charles



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1 facilities and our more than 50,000 employees globally,  
2 we thank you for it. Thank you.

3 MR. JONES:

4 Thank you very much.

5 Again, state your name and position with  
6 the company, please.

7 MS. COURVILLE:

8 Good morning. My name is Kerri  
9 Courville and I'm the Senior Human Resource Manager for  
10 Sasol North America and I'm based out of the Lake  
11 Charles facility.

12 And we've delivered. We have delivered  
13 our Louisiana promise of Louisiana first. We've hired  
14 hundreds of employees that are based out of Louisiana.  
15 Ninety-two percent, as you just heard, ninety-two  
16 percent are neighbors and our friends here in Louisiana.  
17 It was a deliberate effort among our company's  
18 leadership that nearly a decade ago today we would  
19 accomplish this goal, and we have.

20 We believe another important part of  
21 Southwest Louisiana's workforce is worth noting. You  
22 will not see their stats reflected in our Quality Jobs  
23 application, but they're every bit of quality and  
24 critical to operations, and that's our contract  
25 workforce. This is a workforce employed by Louisiana



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1 companies and businesses. They're Turner Industries,  
2 Performance, Cajun, Excel and other names that you would  
3 know, and these employees work alongside our employees  
4 every day to help enable our business.

5           Aside from the construction contractors,  
6 Sasol will employ an average of 1,000 additional  
7 contract workers when we're fully operational bringing  
8 our Lake Charles employee contract workforce to well  
9 over 2,000 at steady state. But it doesn't stop there.  
10 A big part of ensuring sustainability of our company and  
11 our industry's operation over the long-term is  
12 maintaining a healthy workforce development pipeline in  
13 our community. Sasol's workforce profile in Louisiana  
14 and our Southwest Louisiana profile and our pipeline is  
15 due because of you. We have a strong pipeline because  
16 of our Louisiana partners, state and local level.

17           I'd like to take a minute to recognize a  
18 few of those partners. First, the Louisiana State  
19 Community College and Workforce System's  
20 well-established, statewide network of workforce  
21 development experts, centers, candidate pools and  
22 technologies support were invaluable to us. Louisiana  
23 Economic FastStart Program, their comprehensive  
24 workforce solution plan for Sasol and ensured qualified  
25 applicants that were screened. The State invested



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1 \$20-million into a regional training facility at SOWELA  
2 Technical Community College. We still use the center  
3 today to support our development and training for our  
4 employees. The Louisiana Community and Technical  
5 College System and SOWELA Technical Community College  
6 have been key partners in developing new programs  
7 locally for high-demand curriculum. Sasol also  
8 partnered with McNeese State University's Engineering  
9 Department for employee training and development  
10 courses. The support of Louisiana Workforce Commission  
11 has been so tremendous. It's workforce investment  
12 council has created specialized industry workforce  
13 online application. The Louisiana Department of  
14 Education as well as Calcasieu Parish School Board  
15 supports a career track diploma option for high school  
16 students. This is vital to our workforce pipeline. So  
17 whether a component of our CEO, like a training center,  
18 or voluntary community contributions, like our  
19 scholarship program, has awarded close to 200 local  
20 scholarships to date. Sasol's proud to be delivering.  
21 We're delivering new jobs, we're delivering  
22 opportunities in Southwest Louisiana. We are delivering  
23 not only directly, but indirectly. So thank you.

24 So in closing, on behalf of Sasol to our  
25 community partners here today, thank you for your

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1 partnership, thank you for supporting us and thank you  
2 for helping us build a better Southwest Louisiana.

3 MR. JONES:

4 Thank you very much.

5 Ms. Kim.

6 MS. CUSIMANO:

7 Hi. Kim Cusimano, Manager of Government  
8 and Public Affairs for Sasol's North America Operations.  
9 I just have a few letters of support from some of our  
10 partners in Southwest Louisiana that I'd like to just  
11 acknowledge and read into the record. I'll submit them  
12 formally in just a second.

13 But Sara Judson, the President and CEO  
14 of the Community Foundation of Southwest Louisiana;  
15 President and Dr. Daryl Burckel, President of McNeese  
16 State University; Dr. Neil Aspinwall, SOWELA Technical  
17 Community College Chancellor; Stephanie Seemion, the  
18 Workforce Development Director for the Louisiana  
19 Workforce Commission; and George Swift with the  
20 Southwest Louisiana Chamber Alliance. So they also are  
21 in support of our application for renewal today. And  
22 thank you. And we're happy to take any questions from  
23 the Board.

24 MR. JONES:

25 Absolutely. You want to submit those



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1 into the record?

2 MS. CUSIMANO:

3 Yes.

4 MR. JONES:

5 If you will give those to Ms. Booker,  
6 please, I'd appreciate that.

7 Any questions for this group from the  
8 Board?

9 Mr. Devillier.

10 MR. DEVILLIER:

11 Thank you, Mr. Chairman.

12 I've had the privilege to actually visit  
13 your expansion site, and it's pretty incredible. I just  
14 have a couple of questions, and it's just, I guess, for  
15 those outside who haven't been able to understand what  
16 Sasol is, can you kind of just summarize what is Sasol?

17 MS. CUSIMANO:

18 So we are a global international  
19 chemical and energies company based in Johannesburg,  
20 South Africa. We designated our North American growth  
21 hub to be in Southwest Louisiana at our Lake Charles  
22 site. It's a multi-asset site. It's the second largest  
23 to our South Africa site, and it's certainly an area of  
24 strategic growth for us for the long term.

25 MR. DEVILLIER:



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1                   Okay. I heard you mention it was  
2 several years ago, almost a decade, when y'all entered  
3 this agreement with the state, so it wasn't most recent,  
4 but are y'all actually online yet?

5                   MS. CUSIMANO:

6                   Good question. So we're getting there.  
7 We have three of our seven units online today. The  
8 fourth will come online before the end of this year, and  
9 then the remaining three in calendar year 2020. Once we  
10 have the fourth online, we'll reach about 85 percent of  
11 production capacity for the whole project.

12                  MR. DEVILLIER:

13                  Do y'all see any future investments as  
14 far as additional growth?

15                  MS. CUSIMANO:

16                  Certainly. We hope. And certainly the  
17 three of us hope that that future investment is here in  
18 Louisiana.

19                  MR. DEVILLIER:

20                  And what is the biggest challenge you  
21 face as far as being in Louisiana?

22                  MS. CUSIMANO:

23                  We've had a tremendous amount of success  
24 operating and working in Louisiana. We've been a  
25 corporate citizen of Southwest Louisiana for almost 20



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1 years now, and we have grown our site from just a  
2 seven-unit legacy facility to our head research and  
3 development facility for North America and now with this  
4 more than \$12-billion expansion. So we've had a great  
5 great deal of successes in large part to the  
6 partnerships we've mentioned here today.

7 Challenges, certainly workforce was  
8 something that we were concerned about early on, but we  
9 really have had a success due in large part to these  
10 partnerships.

11 MR. DEVILLIER:

12 Great. Thank y'all. Thank y'all for  
13 what y'all do for the state.

14 MS. CUSIMANO:

15 Thank you.

16 MR. JONES:

17 Any other questions or comments from the  
18 Board?

19 (No response.)

20 MR. JONES:

21 Thank y'all for your comments this  
22 morning. It's a fantastic success sorry, and we like to  
23 think we're pretty good at what we're doing, but we're  
24 only as good as those who choose to invest here in  
25 Louisiana, and we thank you for doing so. Thank you



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1 very much.

2 All right. We have a motion on the  
3 floor, and it has been properly seconded, for approval  
4 of these Quality Jobs renewals.

5 All in favor, say "aye."

6 (Several members respond "aye.")

7 MR. JONES:

8 Any opposed?

9 (No response.)

10 MR. JONES:

11 There is no opposition. Motion carries.

12 MS. BOOKER:

13 Next we have two Quality Jobs special  
14 requests, one change in project physical location,  
15 Project ID 20131061, Fabricari, LLC, previous address 6  
16 East 3rd Street in Kenner, Louisiana 70062, previous  
17 parish Jefferson, new address 18 West 3rd Street,  
18 Kenner, Louisiana 70062 in Jefferson Parish.

19 MR. JONES:

20 I'll entertain a motion to approve.

21 From Dr. Wilson; second from the other  
22 Dr. Wilson.

23 Any questions or comments from the  
24 Board?

25 (No response.)



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MR. JONES:

Any questions or comments from the public?

(No response.)

MR. JONES:

There being none, all in favor, say "aye."

(Several members respond "aye.")

MR. JONES:

Any opposed?

(No response.)

MR. JONES:

There being none, that motion carries.

MS. BOOKER:

Next we have a change of affiliate and ownership, Project ID 20141061, Fabricari, LLC in Jefferson Parish, old affiliates and LLC members Jonathan Kernion, Daryl Schloz, Donald McDaniel, J. Michael Hebert and Francis Guidry, new affiliates and LLC members, Jonathan Kernion, Donald McDaniel, J. Michael Hebert, Francis Guidry.

MR. JONES:

Do I have a motion to approve this change in affiliate and owner?

Motion from Mr. Windham; second from Ms.



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1 Malone.

2 Any questions or comments from the  
3 Board?

4 (No response.)

5 MR. JONES:

6 There being none, any questions or  
7 comments from the public?

8 (No response.)

9 MR. JONES:

10 There being none, all in favor, say  
11 "aye."

12 (Several members respond "aye.")

13 MR. JONES:

14 Any opposed?

15 (No response.)

16 MR. JONES:

17 There is none. That motion carries.

18 MS. BOOKER:

19 That concludes Quality Jobs. Thank you.

20 MR. JONES:

21 Thank you for your help today.

22 All right. Ms. Lambert, help us to walk  
23 through the Restoration Tax Abatement Program.

24 MS. LAMBERT:

25 Good morning. We have five new



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1 application for the Restoration Tax Abatement Program.  
2 First one is Application Number 20170232, 546 Carondelet  
3 Partners, LLC as lessee & Hebbler Properties, LLC, et al  
4 in New Orleans; 20161557, 640 Magazine Street, LLC,  
5 Orleans; 20190020, Hotel Lincoln, LLC, East Baton Rouge;  
6 20190230, Monroe Development, LLC in Ouachita; 20161883,  
7 Urban Magazine Street Hotel, LLC in Orleans.

8 This concludes the new applications for  
9 43,835,000 in investment.

10 MR. JONES:

11 Thank you, Ms. Lambert.

12 I'll entertain a motion to approve.

13 Motion from Mr. Coleman; second from Dr.

14 Woody Wilson.

15 Any questions or comments from the  
16 Board?

17 Mr. Devillier.

18 MR. DEVILLIER:

19 Ms. Lambert, what is the Restoration Tax  
20 Abatement Program? Can you explain to us a little bit  
21 how that works?

22 MS. LAMBERT:

23 Yes. This program allows for companies  
24 and individual homeowners to receive property tax  
25 abatement on improvements they make to existing



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1 structures.

2 MR. DEVILLIER:

3 And this may be a question for LED or  
4 you, does the state have a return on that investment?

5 MS. LAMBERT:

6 We don't record it as such. I'm certain  
7 there is as far as -- but it's not the state. It's the  
8 local property taxes and the local parishes that give  
9 the abatement, so I know that they know what their  
10 return is.

11 MR. DEVILLIER:

12 So it's a local property tax?

13 MS. LAMBERT:

14 Correct.

15 MR. DEVILLIER:

16 Okay. Thank you.

17 It's my understanding that there's  
18 federal dollars also that follow this; is that correct?

19 MS. LAMBERT:

20 There are other programs that provide  
21 benefits, such as Historic Preservation, and there are  
22 others -- I can't think of the other one, but there are  
23 two historic federal programs. One is managed by the  
24 state Office of Culture, Recreation and Tourism. We  
25 manage this one that allows for local property tax



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1 relief.

2 MR. DEVILLIER:

3 Is it capped?

4 MS. LAMBERT:

5 No.

6 MR. DEVILLIER:

7 Thank you.

8 MR. JONES:

9 Thank you.

10 Any other questions or comments from the  
11 Board?

12 (No response.)

13 MR. JONES:

14 There being none, any questions or  
15 comments from the public?

16 (No response.)

17 MR. JONES:

18 Seeing none, all in favor, say "aye."

19 (Several members respond "aye.")

20 MR. JONES:

21 Any opposed?

22 (No response.)

23 MR. JONES:

24 There is no opposition. The motion  
25 carries.



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1                   Thank you very much, Ms. Lambert. I  
2 appreciate your help.

3                   MS. LAMBERT:

4                   We have two renewal applications. One  
5 is for 20101115, 139 Huey P. Long Avenue, LLC in  
6 Jefferson, and the other one is for 20121256, Oakwood  
7 Shopping Center, LLC in Jefferson for a total of two  
8 renewal applications, \$16-million investment.

9                   This concludes the renewal applications.

10                  MR. JONES:

11                  Thank you.

12                  Motion to approve these two renewals of  
13 the Restoration Tax Abatement.

14                  Ms. Gilbert-Baker motions; second by  
15 Mr. Carmody.

16                  Any questions or comments from the  
17 Board?

18                  (No response.)

19                  MR. JONES:

20                  Any questions or comments from the  
21 public?

22                  (No response.)

23                  MR. JONES:

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



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1 (Several members respond "aye.")

2 MR. JONES:

3 Any opposed?

4 (No response.)

5 MR. JONES:

6 There is none. That motion carries.

7 Thank you, Ms. Lambert. I appreciate  
8 your help this morning.

9 Ms. Metoyer, how are you this morning?

10 MS. METOYER:

11 I'm good. How are you?

12 MR. JONES:

13 Good. Thank you.

14 MS. METOYER:

15 I have seven new applications.

16 MR. JONES:

17 Give me just a second here. My pages  
18 are a little out of order.

19 Okay. I'm with you now.

20 MS. METOYER:

21 21160890, Exxon Mobile Corporation, East  
22 Baton Rouge Parish; 20151343, Louisiana Fish Fry  
23 Products, LTD, East Baton Rouge Parish; 20160870, Om  
24 Shanti Om Six, LLC, Lafayette Parish; 20141082,  
25 Opelousas Hotel Group, LLC, St. Landry Parish; 20161875,



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1 Our Lady of the Lake Regional Medical Center, East Baton  
2 Rouge Parish; 20160765, Placid Refining Company, LLC,  
3 West Baton Rouge Parish; and 20141574, Vidalia Hotel  
4 Group, LLC, Concordia Parish.

5 MR. JONES:

6 I have a motion to approve by  
7 Mr. Carmody; second from Dr. Woody Wilson.

8 Any questions or comments from the  
9 Board?

10 MS. MALONE:

11 I would like to recuse myself from  
12 Application Number 20141574.

13 MR. JONES:

14 Okay. Would that recusal of Ms. Heather  
15 Malone be noted for the record.

16 Any other questions or comments from the  
17 Board?

18 (No response.)

19 MR. JONES:

20 Any questions or comments from the  
21 public?

22 (No response.)

23 MR. JONES:

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



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1 (Several members respond "aye.")

2 MR. JONES:

3 Any opposition?

4 (No response.)

5 MR. JONES:

6 There being none, that motion carries.

7 MS. METOYER:

8 We have seven terminations. 20111258,  
9 Domain Cos. Management, LLC, Orleans Parish. The  
10 existing contract is May 1, '15 to April 30, 2020. The  
11 request term date is 10/31/2015. The contract  
12 requirements were met; 20131048, Heritage Manor West,  
13 LLC, Caddo Parish. Existing contract, July 14 of 2014  
14 to July 13 of 2019. The requested term date is  
15 7/31/2017. Contract requirements met; 20081110, Our  
16 Lady Of Lourdes Regional Medical Center, Incorporated,  
17 Lafayette Parish. Existing contract 1/1/09 to 12/31 of  
18 '13. The requested term date is 12/13 of 2011.  
19 Contract requirements were met; 20161395, Southern  
20 Designs & Gifts, LLC, Concordia Parish. Existing  
21 contract is April 22 of 2016 to April 21 of 2020. The  
22 requested term date is April 21 of 2019. The contract  
23 requirements were met; 20151293, Sunrise Hospitality,  
24 VI, LLC, Lincoln Parish. The existing contract is July  
25 16 of 2015 to July 15 of 2020. The requested term date



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1 is August 1, 2018. Contract requirements met; 20130905,  
2 Willis Knighton Medical Center, Incorporated, Bossier  
3 Parish. The existing contract is June 7, 2013 to June 6  
4 of 2018. The requested term date is January 1, 2016.  
5 Contract requirements were met; and 20130904, Willis  
6 Knighton Medical Center, Incorporated, Caddo Parish.  
7 The existing contract is June 7, 2013 to June 6 of 2018.  
8 The requested term date is January 1, 2016. The  
9 contract requirements were met.

10 MR. JONES:

11 Ms. Metoyer, the third -- I think it was  
12 the third one that's not -- that you mentioned is not on  
13 the list that we have at the podium. What was the third  
14 one that you mentioned? I think it was Lafayette.

15 MS. METOYER:

16 Our Lady of Lourdes Regional Medical  
17 Center?

18 MR. JONES:

19 Correct.

20 MS. METOYER:

21 Oh, that was an older one.

22 MR. JONES:

23 Okay.

24 MS. METOYER:

25 That was an older one. In the rules,



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1 it's not specific in the rules when you have to term.

2 MR. JONES:

3 Okay. Well, my more immediate question  
4 is --

5 MS. METOYER:

6 It's not on the list.

7 MR. JONES:

8 Okay. Was it on the original agenda  
9 that was published for this meeting? That would be my  
10 question.

11 MS. METOYER:

12 I think it was. That's why --

13 MR. JONES:

14 Let's do this, just to keep to record  
15 straight, I would entertain a motion to amend the agenda  
16 to add this. I'm going to ask you to read the  
17 information once again. Let's get the information, and  
18 then we'll have the motion.

19 And so, Board, so you'll understand  
20 where I'm going with this, we can amend the agenda with  
21 a unanimous vote of the Board. If you do not want to.  
22 I'm not putting any pressure on you. I'm just trying to  
23 keep the record clear.

24 Let's read the information to us.

25 MS. METOYER:



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1           Okay. And this one was on there, and we  
2 took it off so there wouldn't be questions, but some of  
3 them will wait a while before they ask for it, a term.

4           MR. JONES:

5           Okay. All right. Let's go ahead and  
6 read the information on that one again, please.

7           MS. METOYER:

8           20081110, Our Lady of the Lourdes  
9 Regional Medical Center, Lafayette Parish. The existing  
10 contract is January 1, 2009 to 12/31/2013. The  
11 requested term date is December 31 of 2011. The  
12 contract requirements were met.

13          MR. JONES:

14          Okay. So I have a motion to add that to  
15 the agenda from Mr. Carmody; second for Dr. Woody  
16 Wilson.

17          All in favor of the motion to amend the  
18 agenda to add this entry.

19          (Several members respond "aye.")

20          MR. JONES:

21          Any opposed?

22          (No response.)

23          MR. JONES:

24          All right. So we have unanimously voted  
25 to amend the agenda to add --



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1 MS. METOYER:

2 Thank you.

3 MR. JONES:

4 -- this. No worries. No worries. When  
5 you read it, I was going "Wait. Either I've got the  
6 wrong sheet in front of me or I" -- I want to be sure  
7 we're clear.

8 Okay. Now we have a complete list of  
9 those contract termination requests?

10 MS. METOYER:

11 Yes, sir.

12 MR. JONES:

13 Then I will entertain a motion to  
14 approve the terminations.

15 Motion from Mr. Coleman; second from Mr.  
16 Windham.

17 Any comments or questions from the  
18 Board?

19 (No response.)

20 MR. JONES:

21 Any comments or questions from the  
22 public?

23 Ms. Guess?

24 Okay. All right. Any comments or  
25 questions from the public? I apologize for the



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1 confusion this morning, but I think we've waded through  
2 it.

3 (No response.)

4 MR. JONES:

5 All right. All in favor, say "aye."

6 (Several members respond "aye.")

7 MR. JONES:

8 Any opposed?

9 (No response.)

10 MR. JONES:

11 There being none, motion carries.

12 Thank you, Ms. Metoyer.

13 All right. We have a change in name.

14 MR. METOYER:

15 Yes, sir. 20160703, the existing name  
16 is SB Nola Subtenant, LLC, and the new name is Supreme  
17 Bright NOLA II Subtenant, LLC and this is in Orleans  
18 Parish.

19 MR. JONES:

20 All right. I'll entertain a motion to  
21 approve.

22 From Ms. Cola; second from Mr. Saizan.

23 Any questions or comments from the  
24 Board?

25 (No response.)



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MR. JONES:

Any questions or comments from the public?

(No response.)

MR. JONES:

I see none. All in favor, say "aye."  
(Several members respond "aye.")

MR. JONES:

Any opposed?  
(No response.)

MR. JONES:

There being none, that motion carries.

MS. METOYER:

That concludes Enterprise Zone.

MR. JONES:

Thank you so much.  
Good morning.

MR. USIE:

Good morning.

MR. JONES:

Ms. Cheng, Mr. Usie, let's walk through the Enterprise Zone Program.

MR. USIE:

ITEP.

MR. JONES:



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1                   Excuse me. Thank you. Takes a village  
2 to raise me as well. So let's walk through the ITEP  
3 program.

4                   MR. USIE:

5                   We have seven pre-Executive Order  
6 applications: 20160001, C&C Marine and Repair, LLC,  
7 Plaquemines Parish; 20121343, Entergy Louisiana, LLC -  
8 Waterford 3, St. Charles Parish; 20161519, Entergy New  
9 Orleans, LLC - Michaud, Orleans Parish; 20161546,  
10 International Paper Company, De Soto Parish; 20161550,  
11 Methanex Louisiana, LLC, Ascension Parish; 20161549,  
12 Methanex USA, LLC, Ascension Parish; 20160666-A,  
13 Westlake Vinyls Company, LP, Ascension Parish.

14                  MR. JONES:

15                  All right. We have a motion to approve  
16 these pre-Executive Order applications for the ITEP from  
17 Dr. Woody Wilson; second from Mr. Carmody.

18                  Any questions or comments from the  
19 Board?

20                  (No response.)

21                  MR. JONES:

22                  Any questions or comments from the  
23 public?

24                  (No response.)

25                  MR. JONES:



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

3                   (Several members respond "aye.")

4                   MR. JONES:

5                   Any opposed?

6                   (No response.)

7                   MR. JONES:

8                   There is no opposition. That motion  
9 carries.

10                  MR. USIE:

11                  Next we have four post-Executive Order  
12 applications following the 2017 rules: 201703233, AIT  
13 MACHINE, LLC, Terrebonne Parish; 20170390, Champion Home  
14 Builders, Inc., Vernon Parish; 20180075, LAPCO  
15 Manufacturing, Inc., St. Mary Parish; 20170239, LaSalle  
16 BioEnergy, LLC, La Salle Parish.

17                  MR. JONES:

18                  Do we have a motion to approve?

19                  By Mr. Fajardo.

20                  Can we have a second?

21                  From Ms. Malone.

22                  Any questions or comments for the Board?

23                  We have on the -- for the information of  
24 the Board and the public, on Number 20180075, LAPCO  
25 Manufacturing, this has been hold over for a couple of



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1 meetings. Mr. Windham and I met with the LED leadership  
2 and staff on this matter. There was some question as to  
3 application of the rules and concerning the interplay of  
4 the advanced notification and the ITEP application. I  
5 think it's been determined that the recommendation, at  
6 least from the Chair to the Board, is that we not  
7 penalize LAPCO with what the normal penalty would be  
8 under the situation because of the interplay of those  
9 rules. But we would ask that LAPCO provide to LED staff  
10 within 30 days proof of completion of construction or  
11 commencement of operations. If you could do that within  
12 30 days, then we would approve to continue upon that  
13 provision.

14 I know that Mr. Triche and Mr. Fink have  
15 signed to speak on this matter. Is that the acceptable?

16 MR. FINK:

17 Yeah, absolutely.

18 MR. JONES:

19 Thank you very much, Mr. Fink. Thank  
20 you so much. And you understand what we need within 30  
21 days? Just written proof that commencement of operation  
22 or completion of construction.

23 MR. FINK:

24 Right.

25 MR. JONES:



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1 All right. So with that, I would ask  
2 that the motion that we made be amended to incorporate  
3 the contingency on LAPCO.

4 And we have a motion from Mr. Carmody;  
5 second from Mr. Windham to allow for that modification  
6 to the LAPCO.

7 Any questions? I understand if you have  
8 any questions on that, feel free to ask.

9 Anything from the Board?

10 (No response.)

11 MR. JONES:

12 Anything from the public?

13 (No response.)

14 MR. JONES:

15 There being none, all in favor of the  
16 amended motion, say "aye."

17 (Several members respond "aye.")

18 MR. JONES:

19 Any opposed?

20 (No response.)

21 MR. JONES:

22 There being none, those pre-EO  
23 applications are approved.

24 MR. USIE:

25 Post-EO applications.



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1 MR. JONES:

2 Post. Thank you. I'm looking right at  
3 it too.

4 Post-EO applications are approved with  
5 the special contingency on the LAPCO application. Thank  
6 you very much.

7 MR. USIE:

8 Next we have 15 post-Executive Order  
9 applications following the 2016 rules: 20190376, Air  
10 Products and Chemicals, Inc., Iberville Parish;  
11 20170416, Cornerstone Chemical Company, Jefferson  
12 Parish; 20180171, Cornerstone Chemical Company,  
13 Jefferson Parish; 20180045, Hunt Forest Products, LLC;  
14 Grant Parish; 20190324, Huntsman International, LLC,  
15 Ascension Parish; 20180087-A, LaSalle Lumber Company,  
16 LLC, La Salle Parish; 20170492, Louisiana Sugar Cane  
17 Cooperative, Inc., St. Martin Parish; 20180365, Marathon  
18 Petroleum Company, LP, St. John the Baptist Parish;  
19 20161839, Nalco Company, LLC, St. John the Baptist  
20 Parish; 20170302, Oil & Grit, LLC, East Feliciana  
21 Parish; 20190250, PCS Nitrogen Fertilizer, LP, Ascension  
22 Parish; 20190251, PCS Nitrogen Fertilizer, LP, Iberville  
23 Parish; 20170377-A, Pala Interstate, LLC, Livingston  
24 Parish; 20190325, Rubicon, LLC, Ascension Parish; and  
25 20170205, Westlake Vinyls Company, LP, Ascension Parish.



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MR. JONES:

Motion to approve.

I have one from Mr. Briggs; second from Mr. Devillier.

Any questions or comments from the Board?

MR. DEVILLIER:

I do have a comment.

MR. JONES:

Comment from Mr. Devillier.

MR. DEVILLIER:

I just wanted to recognize that staff did add the column again that showed what was the estimate on the taxes that will be paid now, and it's almost \$4-million. So I do appreciate y'all showing that estimate, and I'm sure the locals will appreciate that as well.

MR. JONES:

Good information. Thank you.

Anyone else, questions or comments from the Board?

(No response.)

MR. JONES:

Any from the public?

(No response.)



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

4 (Several members respond "aye.")

5 MR. JONES:  
6 Any opposed?

7 (No response.)

8 MR. JONES:  
9 No opposition. That motion carries.

10 MR. USIE:  
11 Next we have 151 renewal applications.  
12 Two have requested deferral. They are 20131327, Folger  
13 Coffee Company, Orleans Parish, and 20141383, Folger  
14 Coffee Company in Orleans Parish.

15 MR. JONES:  
16 All right. First I would entertain a  
17 motion to defer those two applications.

18 Motion from Dr. Shawn Wilson; second  
19 from Dr. Woody Wilson.

20 Any questions or comments from the Board  
21 on that?

22 (No response.)

23 MR. JONES:  
24 There being none, any questions or  
25 comments from the public?



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MR. JONES:

Those two application are deferred.

I would now entertain a motion to consider the remaining applications -- excuse me -- the remaining renewals in globo if that does not preclude any discussion on any specific application.

MR. USIE:

I'm sorry. I forgot one more withdrawal. It's actually not a deferral. It's a withdrawal. The location was closed, but they had already filed their renewal, so we were notified after.

MR. JONES:

Okay. Which one is that?

MR. USIE:

It's 20150851, International Paper Company in Webster Parish, and we were notified after the renewal was filed that the location was closed, so they're withdrawing the application.

MR. JONES:

They're withdrawing the application altogether?

MR. USIE:

Altogether.

MR. JONES:

Do we need to act on that withdrawal or



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1 is it deemed as it's never been there?

2 MR. USIE:

3 It's just approved as it; right? It's  
4 withdrawing it from consideration altogether.

5 MR. JONES:

6 Let's just make sure that -- let's make  
7 sure the record's clear.

8 I will entertain a motion to recognize  
9 the withdrawal of that particular application.

10 Motion from Mr. Carmody; second from Dr.  
11 Woody Wilson.

12 Any questions or comments from the  
13 Board?

14 (No response.)

15 MR. JONES:

16 There are none. Questions or comments  
17 from the audience?

18 (No response.)

19 MR. JONES:

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

22 (Several members respond "aye.")

23 MR. JONES:

24 Okay. So we have two deferrals, we have  
25 one withdrawal. We have all of the remaining



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1 applications, do we have a motion to consider them in  
2 globo? We're not acting on them yet. We're simply  
3 moving to consider them in globo.

4 Motion from Mr. Carmody; second from Dr.  
5 Woody Wilson.

6 Any questions or comments from the  
7 Board?

8 (No response.)

9 MR. JONES:

10 There being none, all in favor, say  
11 "aye."

12 (Several members respond "aye.")

13 MR. JONES:

14 Any opposed?

15 (No response.)

16 MR. JONES:

17 All right. Now I will entertain a  
18 motion on approval of them in globo.

19 Motion from Mr. Coleman; second from Ms.  
20 Cola.

21 Any questions or comments from the  
22 Board? Again, this does not preclude consideration of  
23 any specific application if you wish to.

24 (No response.)

25 MR. JONES:



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1                   No comments or questions from the Board.

2   Any from the public?

3                   (No response.)

4           MR. JONES:

5                   Okay. All in favor, say "aye."

6                   (Several members respond "aye.")

7           MR. JONES:

8                   Any opposed?

9                   (No response.)

10          MR. JONES:

11                   There being none, that motion carries.

12          MR. USIE:

13                   Next we have 16 late renewals, and we  
14   have 11 that requested deferral to the December agenda.

15   Those are for International Paper. 20120045,

16   International Paper, De Soto Parish; 20140338,

17   International Paper, De Soto Parish; 20140339,

18   International Paper, De Soto Parish; 20140340.

19   International Paper, De Soto Parish; 20140341,

20   International Paper, De Soto Parish; 20140342,

21   International Paper Company, De Soto Parish; 20140343,

22   International Paper, De Soto Parish; 20140344,

23   International Paper Company, De Soto Parish; 20130345,

24   International Paper Company, De Soto Parish; 20140346,

25   International Paper Company, De Soto Parish; and



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1 20140754, International Paper Company, Lafayette Parish.

2 MR. JONES:

3 All right. I'll entertain a motion to  
4 defer those International Paper late renewals.

5 Motion from Mr. Carmody; second from Dr.  
6 Woody Wilson.

7 Questions or comments from the Board?

8 (No response.)

9 MR. JONES:

10 Question or comments from the public?

11 (No response.)

12 MR. JONES:

13 There being none, all in favor, say  
14 "aye."

15 (Several members respond "aye.")

16 MR. JONES:

17 Any opposed?

18 (No response.)

19 MR. JONES:

20 No opposition. The motion carries.  
21 Those are deferred.

22 MR. USIE:

23 20110294, Begneaud Manufacturing, Inc.,  
24 Lafayette Parish; 20120199, Begneaud Manufacturing,  
25 Inc., Lafayette Parish; 20130164, Begneaud



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1 Manufacturing, Inc., Lafayette Parish; and 20140249,  
2 Begneaud Manufacturing, Lafayette Parish.

3 MR. JONES:

4 Do we have a representative from  
5 Begneaud Manufacturing with us today?

6 MS. BROUSSARD:

7 Yes, sir.

8 MR. JONES:

9 Would you please come forward, please.

10 MS. BROUSSARD:

11 Sure.

12 MR. JONES:

13 Have a seat right there by the mic. If  
14 you'd state your name and your position with the  
15 company, please.

16 MS. BROUSSARD:

17 Denise Broussard.

18 MR. JONES:

19 Let's get the mic a little bit closer.  
20 Just pull it up to you. There we go. Thank you.

21 MS. BROUSSARD:

22 Denise Broussard. I'm the accountant  
23 over there.

24 MR. JONES:

25 Great. Thank you, ma'am.



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1 MS. BROUSSARD:

2 Thank you.

3 MR. JONES:

4 Just looking at the information we have  
5 in front of us, it appears we have initial contract  
6 expiring dates going back to 2015, and it looks like  
7 someone determined that the renewals had not been filed  
8 and they were all filed on September 11th, 2019. Can  
9 you tell us how we got to where we are?

10 MS. BROUSSARD:

11 Initially whenever we started the  
12 program way back when, there was mechanisms that you did  
13 this, this happened, you did this, this happened, and  
14 then they had a change that I was not aware of that the  
15 company was responsible to initiate the renewals. And  
16 when our assessor's office starting assessing those  
17 applications, they kind of said "Did y'all renew?" I go  
18 "I'm sure we did. You know, it's five years." And so  
19 looking into it, that's when I contacted these guys over  
20 here and they walked me through what I needed to do to  
21 get everything cleaned up and within accordance with the  
22 rules and everything. So it is my responsibility, and I  
23 did not keep up with it like I should have, you know.

24 MR. JONES:

25 I understand. Well, and we're just



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1 trying to understand.

2 MS. BROUSSARD:

3 When those changes happened, I was not  
4 aware of it, and, you know, I do take responsibility for  
5 that, you know, so it just happened.

6 MR. JONES:

7 And under the rules, we have an  
8 obligation to -- when there are late penalties, we have  
9 an obligation to penalize unless there's a reason not to  
10 or we can change those penalties, but that's the reason  
11 we want to hear from the applicant as to what happened  
12 so we can determine what penalty, if any, to render  
13 here.

14 Mr. Usie, you may want to help me walk  
15 through this since we have four different contracts. As  
16 I appreciate it, for the first one, 20110294, that would  
17 be a four-year penalty on that one.

18 MR. USIE:

19 Correct.

20 MR. JONES:

21 The next one, 20120199, a three-year  
22 penalty.

23 MR. USIE:

24 Correct.

25 MR. JONES:



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1                   20130164 would be a two-year penalty.

2                   MR. USIE:

3                   Correct.

4                   MR. JONES:

5                   And 20140249 a one-year penalty; is that  
6 correct?

7                   MR. USIE:

8                   Correct, yes.

9                   MR. JONES:

10                  I would entertain a motion to approve  
11 the renewal for Begneaud for these four applications  
12 with the noted penalties on each one.

13                  Mr. Fajardo. Thank you. A second from  
14 Mr. Coleman.

15                  Any questions or comments from the  
16 Board?

17                  (No response.)

18                  MR. JONES:

19                  Any questions or comments from the  
20 public?

21                  (No response.)

22                  MR. JONES:

23                  There being none, all in favor, say  
24 "aye."

25                  (Several members respond "aye.")



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MR. JONES:

Any opposed?

(No response.)

MR. JONES:

There is no opposition. The motion carries.

Thank you, Ms. Broussard.

MS. BROUSSARD:

Thank you. Appreciate it.

MR. JONES:

Always, if you have any questions, the staff is always there.

MS. BROUSSARD:

Oh, absolutely. They were amazing.

MR. JONES:

Thank you very much.

MR. USIE:

Next we have 20140285, Kim Kool, Inc., Calcasieu Parish. Initial contract expiration 12/31 of 2018, and renewal request date 9/26 of 2019.

MR. JONES:

Do we have anyone here from Kim Kool, Inc?

(No response.)

MR. JONES:



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1 Any representative from Kim Kool, Inc.?

2 (No response.)

3 MR. JONES:

4 No? I would entertain a motion to deny  
5 the late renewal motion.

6 From Dr. Wilson; second from Mr. -- I'm  
7 going completely blank -- Saizan. Thank you very much.  
8 I apologize, Mr. Saizan.

9 I want to be sure we don't have a  
10 representative from Kim Kool.

11 (No response.)

12 MR. JONES:

13 Okay. All right. Any questions or  
14 comments from the Board?

15 (No response.)

16 MR. JONES:

17 Any questions or comments from the  
18 public?

19 (No response.)

20 MR. JONES:

21 There being none, the motion to deny the  
22 renewal request from Kim Kool, Inc., all in favor, say  
23 "aye."

24 (Several members respond "aye.")

25 MR. JONES:



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1 Any opposed?

2 (No response.)

3 MR. JONES:

4 There is no opposition. That motion  
5 carries.

6 MR. USIE:

7 Next we have two change in location  
8 requests. The first one is Baker Hughes Oilfield  
9 Operations dba Drilling Services, Contract 20150686,  
10 previous location 1231 Old Spanish Trail, Broussard,  
11 Louisiana 70518 in St. Martin Parish, new location 1058  
12 Baker Hughes Road, Broussard, Louisiana 70518, St.  
13 Martin Parish.

14 The other one is LAD Salvage, LLC,  
15 Contract Number 20150636, 155 Gordy Street, Baldwin,  
16 Louisiana 70514, St. Mary Parish, new location 1046  
17 River Road, Berwick, Louisiana 70342 in St. Mary Parish.

18 MR. JONES:

19 I'll entertain a motion to approve the  
20 change in locations.

21 Mr. Briggs; second from Mr. Carmody.

22 Any questions or comments from the  
23 Board?

24 (No response.)

25 MR. JONES:



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1                   There being none, any questions or  
2 comments from the public?

3                   (No response.)

4                   MR. JONES:

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

7                   (Several members respond "aye.")

8                   MR. JONES:

9                   Any opposed?

10                  (No response.)

11                  MR. JONES:

12                  There is no opposition. Motion carries.

13                  MR. USIE:

14                  We have one cancelation, Frederick's  
15 Machine & Tool Shop, Inc., Contract 20110126, and it in  
16 Iberia parish.

17                  MR. JONES:

18                  I'll entertain a motion to approve this  
19 cancelation.

20                  Mr. Coleman; second from Dr. Shawn Wilson.

21                  Any questions or comments from the  
22 Board?

23                  (No response.)

24                  MR. JONES:

25                  There being none, any questions or



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1 comments from the public?

2 (No response.)

3 MR. JONES:

4 There is none. All in favor, say "aye."

5 (Several members respond "aye.")

6 MR. JONES:

7 Any opposed?

8 (No response.)

9 MR. JONES:

10 There is none. The motion carries.

11 MR. USIE:

12 Next we have four special requests. The  
13 first one is Fabricated Steel Products, LLC. They're  
14 requesting the re-approval of their Application Number  
15 20190168 and corresponding Exhibit A that were  
16 previously approved at the August 28th, 2019 Board  
17 meeting. The two new jobs and 40,000 in total payroll  
18 initially reported has been revised to 10 new jobs with  
19 300,000 in total payroll, and the corrected summary is  
20 displayed below.

21 MR. JONES:

22 Any recommendation from the staff on  
23 this one?

24 (No response.)

25 MR. JONES:



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1                   So I would entertain a motion to approve  
2 this special request from Fabricated Steel Products.

3                   From Ms. Malone, motion; second from Mr.  
4 Windham.

5                   Any questions or comments from the  
6 Board?

7                   MR. WINDHAM:

8                   I have a question. Do we have a  
9 representative from the company here?

10                  MR. JONES:

11                  Do we have a representative from the  
12 company?

13                  MR. WINDHAM:

14                  I just want to know what happened in the  
15 process.

16                  MR. WEGE:

17                  So my name is Robert Wege. I'm a  
18 partner with Sumit Credits, the consulting firm that  
19 helped Fabricated Steel file the application, and at the  
20 time of the application, when we filed it, we were not  
21 aware that East Baton Rouge had set forth guidelines  
22 that as to how many jobs needed to be created in order  
23 for them to approve the application through their  
24 process, so that's why we increased the jobs.

25                  And I would ask, if there's any way



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1 possible that we could, once an application goes through  
2 this Board and is approved, if we raise the limits,  
3 whether it's investment or jobs, having to come back  
4 through this body for a second approval sometimes can be  
5 a little bit burdensome, especially if you've got a  
6 company that's anxious to get started on their project.

7 MR. WINDHAM:

8 All right. So there's a followup to  
9 that. You know there's consequence if you don't meet  
10 the job requirements; correct?

11 MR. WEGE:

12 Yes, sir, absolutely.

13 MR. JONES:

14 So somehow to weave that into the  
15 process may not be such a bad idea, because on the  
16 downside, there is a consequence, but on the upside, if  
17 they meet the minimum threshold to support the  
18 application, I think that should be taken into  
19 consideration and possibly save our time, staff time,  
20 local's time, everyone's time in the process itself.

21 MR. JONES:

22 Secretary Pierson.

23 SECRETARY PIERSON:

24 Well, there's a very valid point before  
25 the Board, and it's not completely illuminated here by



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1 the discussion. He's coming back to actually raise the  
2 number of jobs in this, we applaud that, but what he's  
3 pointing out is that our political subdivisions have  
4 enacted rules, process that are more stringent than what  
5 the Board has the ability to authorize. That's  
6 something we would like to address. We're having those  
7 conversations right now and anticipate that by our next  
8 board meeting, we'll come back with some stronger  
9 language directing political subdivisions to alleviate  
10 this kind of concern.

11 MR. WEGE:

12 Thank you.

13 MR. WINDHAM:

14 If I might add to that too, just for  
15 consideration, you know, some of our industries work in  
16 very fluid operations. So where they may think they're  
17 going to have 10 jobs one year, that first year they may  
18 have that, but because of contracts, you know, changes  
19 in the oil industry, all of the sudden they increase  
20 their jobs to 40, but then the next year or the next  
21 subsequent years, maybe they drop down to eight. Is it  
22 fair to not give them credit for those 40 jobs that were  
23 created for a three-year period due to the economics of  
24 the world?

25 SECRETARY PIERSON:



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1 Well, without taking up too much time, I  
2 would say that certainly there's two elements involved  
3 here. One is the absolute requirement there is a return  
4 back to the state. So if we're going to grant these  
5 exemptions or other kinds of enumeration to the  
6 companies, then we want to confirm that we had  
7 performance. Now, we understand that the performance  
8 may rise and fall, business conditions are difficult, so  
9 typically when we get into the realm of what we might  
10 refer to in industry as "clawbacks," we will recognize  
11 the performance that the company did achieve and not  
12 claw everything back, but proportionate to their  
13 performance is the penalty for failing to meet the  
14 obligation that they entered their contractual  
15 obligation to the state with.

16 MR. WINDHAM:

17 All right. Thank you.

18 MR. JONES:

19 You have some comments?

20 MS. BOURGEOIS:

21 Just to follow up a little bit on that,  
22 Mr. Windham. It will be up to the Board if and when a  
23 company does not meet their required jobs that they had  
24 committed to in Exhibit A as to what the penalty will  
25 be. So that will come back to you for consideration,



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1 and ultimately you decide what the penalty is.

2 MR. WINDHAM:

3 Good. Thank you, Ms. Tam, from LED.

4 MR. JONES:

5 All right. Any other questions or  
6 comment from the Board?

7 (No response.)

8 MR. JONES:

9 Any questions or comments from the  
10 public?

11 (No response.)

12 MR. JONES:

13 There being none, all in favor, say  
14 "aye."

15 (Several members respond "aye.")

16 MR. JONES:

17 Any opposed?

18 (No response.)

19 MR. JONES:

20 There is none. That motion carries.

21 Thank you, sir.

22 MR. USIE:

23 Next special is for Bollinger Shipyards,  
24 LLC. They are requesting the consideration of the below  
25 partial transfer of Contract Number 20151877 to



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1 Bollinger Algiers, LLC. The transfer request was filed  
2 7/31/2019 with a reported effective date of transfer of  
3 5/1/201, which is beyond the three-month time period  
4 allowed for ITEP rule.

5 MR. JONES:

6 To the Board and to the public, on this  
7 particular matter, some information came to me  
8 yesterday, and I'm going to ask that we defer this until  
9 the next meeting. We simply didn't get an opportunity  
10 yesterday to get all of the questions that I had  
11 answered.

12 So I will entertain a motion to defer  
13 the Bollinger Shipyard special request from Contract  
14 Number 20151877.

15 Motion from Mr. Windham; second from Mr.  
16 Coleman.

17 Any question or comments on that issue  
18 from the Board?

19 (No response.)

20 MR. JONES:

21 Any comments or questions from the  
22 public?

23 (No response.)

24 MR. JONES:

25 There being none, all in favor of



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1 deferring the Bollinger Shipyard request, say "aye."

2 (Several members respond "aye.")

3 MR. JONES:

4 Any opposed?

5 (No response.)

6 MR. JONES:

7 No opposition. The motion carries.

8 We'll take that up at the next meeting.

9 MR. USIE:

10 Next we have Precision Cutting  
11 Specialties, LLC requesting consideration of the below  
12 partial transfer of Contract 20141149-A to Dis-Tran  
13 Steel, LLC, an affiliated entity. The transfer request  
14 was filed on 8/21 of 2019 with a reported effective date  
15 of transfer of 5/1 of 2019, which is beyond the  
16 three-month time period allowed per ITEP rule.

17 MR. JONES:

18 Motion to approve, Mr. Devillier; second  
19 from Mr. Windham.

20 Do we have anyone here from Precision  
21 Cutting Specialties?

22 MR. WEGE:

23 Robert Wege with Sumit Credits again.  
24 We represent Precision Cutting, and they are actually a  
25 wholly-owned subsidiary of Crest Industries. And what



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1 happened here is they, both of these entities, are  
2 wholly-owned subsidiaries, and so it was an intercompany  
3 transaction that happened when these assets were  
4 transferred over, and it was not realized by us or  
5 anyone in the company that we needed to file for this  
6 transfer of ownership because it was an intercompany  
7 transaction.

8 MR. JONES:

9 Okay. All right. Do we have a  
10 recommendation from staff on this at all?

11 (No response.)

12 MR. JONES:

13 No recommendation from staff?

14 MR. WINDHAM:

15 If I may, there were no taxes paid on  
16 it?

17 MR. WEGE:

18 No, sir.

19 MR. JONES:

20 I would entertain a motion to approve  
21 the request.

22 Mr. Devillier or Mr. Windham moves;  
23 Mr. Carmody seconds.

24 Any questions or comments from the  
25 Board?



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1 (No response.)

2 MR. JONES:

3 All right. Any questions or comments  
4 from the public?

5 (No response.)

6 MR. JONES:

7 There being none, all in favor, say  
8 "aye."

9 (Several members respond "aye.")

10 MR. JONES:

11 Any opposed?

12 (No response.)

13 MR. JONES:

14 No opposition. Thank you.

15 MR. USIE:

16 Next we have Louisiana Spirits, LLC,  
17 Application Number 20170480. It was approved at the  
18 June 26, 2019 Board meeting. Louisiana Economic  
19 Development posted the approval to their website within  
20 the three-day period required per ITEP rule. The  
21 application was deemed approved, however, the Jefferson  
22 Davis Parish School Board denied the application at it's  
23 August 29, 2019 special meeting, which date falls within  
24 the 60-day period to take action, but not for providing  
25 notice during the initial 30-day window.



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1           LED is referring this matter to the  
2 Board of Commerce and Industry for their consideration,  
3 and there's a chart below outlining the timeframe.

4           MR. JONES:

5           Before we even consider the motion on  
6 this, let me see if I can help the Board on the facts of  
7 this case.

8           We have a situation where the --  
9 basically the local government is given 30 day's notice  
10 or given 30 days to act upon applications. This  
11 particular -- there was no action within the 30-day time  
12 period. After the 30-day time period, the school board  
13 disapproved or disallowed this particular application,  
14 but it was outside the 30 days. It was within the 60  
15 days that is required to act.

16           I understand we have some  
17 representatives here from the Jefferson Davis Parish  
18 School Board, but I understand that there were  
19 extenuating circumstances that led to this. As it  
20 stands right now, the ITEP application from Louisiana  
21 Spirits is approved because the school board disavowal  
22 was untimely, but what we're doing today is a special  
23 request to consider the school board's position.

24           So if we have representatives, I think  
25 Kirk Credeur and Bill Hebert from the school board, if



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1 y'all can come forward and let us know what happened.

2 First of all, if you'll state your name  
3 and your position, please.

4 MR. CREDEUR:

5 Yes, sir. Thank you for the opportunity  
6 to represent the will of my board. My name is Kirk  
7 Credeur. I'm the Superintendent of Jefferson Davis  
8 Parish School Board. Also have with me Mr. Bill Hebert.  
9 He is my Chief Financial Officer.

10 MR. JONES:

11 Fantastic. Thank you very much. And I  
12 believe I've hopefully simplified the facts here for the  
13 Board in an accurate manner.

14 MR. CREDEUR:

15 Very well. Yes, sir, you did.

16 MR. JONES:

17 Let me know what happened. I know there  
18 were some things happening there at the time.

19 MR. CREDEUR:

20 There were. There were several things  
21 that were happening. Number one, since we're a small  
22 rural district, this process of the ITEP, as we very  
23 rarely go through this process, and so there's still  
24 some growing pains from this process from the way it  
25 starts to the way it finishes.



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1           We've been willing to go and wanting to  
2 work with any kind of organization to make sure that we  
3 are open to any business that wants to come in and  
4 receptive to them. This particular process was  
5 interesting because when we did not get the original  
6 information sent to us or anybody contacted us when they  
7 started the process and started meeting with some of the  
8 entities in the school district, so we were alerted a  
9 little bit late.

10           We did, however, answer them within 30  
11 calendar days -- I mean, excuse me, 30 workdays, but not  
12 30 calendar days. So there may have been some  
13 misunderstanding with that. But the main that happened  
14 was is during the process that we're doing, for those  
15 that maybe keep up with the education business and  
16 what's going on with the state, we were hit with a lot  
17 of cyber attacks through the State of Louisiana that  
18 were attacking specifically school systems. During that  
19 process, we were mandated by the Governor of Louisiana  
20 to shut down all of our processes, which includes our  
21 e-mails, our phones, which are voiceover IPs that go  
22 through the computer system, all of our computer  
23 systems, our e-mails, all of our contacts, telephones  
24 and everything was shut down, and we were given a  
25 timeframe in which we had to get back on there with



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1    approvals from the state.  So it was all hands on deck  
2    at that particular time trying to make sure we did not  
3    lose any valuable information, payroll information,  
4    employment information and things like that.  And it was  
5    a very trying period for us at that particular time.

6                    As soon as we were able to, we  
7    immediately contacted and they told us we were out of  
8    the 30-day window.  We understood that, but we also  
9    talked with the council that Ms. Kristin Cheng, I  
10   believe, and then a Tam for the council, and she said go  
11   ahead and put it up before the Board anyway.

12                   We went through the Board, and our board  
13   made the decision unanimously not to approve this  
14   particular thing, but we do understand it was outside  
15   the context of that.  But in a small rural district,  
16   when you're having challenges establishing a procedural  
17   steps through all of the taxing entities, you know,  
18   there were several things that are challenging for all  
19   involved, the other taxing agencies as well as  
20   businesses, which we would like to eliminate, because we  
21   need it to be as efficient as possible for them.  But we  
22   also felt we were not identified and provided this  
23   information in a timely fashion.  We also felt that we  
24   had at no point at all been contacted Bayou Spirits to  
25   represent or present anything to us.  I have still not



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1 had a single call from them or any information from  
2 them.

3 Also in the process, we understand that  
4 they're supposed to give us an opportunity to have a  
5 phone call so that we can coordinate any kind of  
6 misunderstandings. Since we hadn't been -- we weren't  
7 contacted initially, there was no follow-up phone call  
8 for that particular thing either.

9 Now, I'm not blaming them. I just think  
10 it's the uniqueness of the process and the newness of  
11 the process in a very small, rural, agrarian district  
12 that is not used to these processes, that getting  
13 everybody to come together, there were just  
14 communication errors all around, which I think were not  
15 necessarily fair to Bayou Spirits nor to us.

16 So that's kind of the process in a  
17 nutshell out of how it fell.

18 MR. JONES:

19 If I may, do you know the dates that  
20 your -- that the e-mail or cyber --

21 MR. CREDEUR:

22 We were -- if I remember correctly,  
23 approximately July the 5th.

24 MR. HEBERT:

25 We were notified by the Governor's



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1 office on July 29th, Monday, to shut down our e-mail or  
2 internet connections and to begin immediately a series  
3 of six protocol maneuvers that our IT department and  
4 everybody else involved had to go in order to make sure  
5 that we were safe from cyber attacks in the future.

6 MR. JONES:

7 Okay. So you were shut down on July the  
8 29th until when?

9 MR. HEBERT:

10 Yes, sir. And we were not able to get  
11 our systems back up to a barely minimal functional level  
12 until Monday, August the 5th, which is the day that I  
13 then contacted Ms. Cheng.

14 MR. JONES:

15 Now, according to information we have in  
16 front of it us, it appears that LED notified you of the  
17 this Board's approval of the Louisiana Spirits  
18 application on July the 2nd. Did you receive that  
19 e-mail?

20 MR. HEBERT:

21 No, sir, we did not receive an e-mail.  
22 We received a packet of information in the mail via  
23 certified mail. I want to say that we got that around  
24 July 10th.

25 MR. JONES:



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1                   It says here on July the 8th.

2                   MR. HEBERT:

3                   Okay. That...

4                   MR. JONES:

5                   Well, actually that's it was sent. You  
6 may have received it on the 10th.

7                   MR. HEBERT:

8                   Yes, sir.

9                   MR. JONES:

10                  Well, actually it says you received it  
11 on the 15th.

12                  MR. HEBERT:

13                  I'll go with the 15th.

14                  MR. JONES:

15                  I understand.

16                  So as of July 15th you had actual notice  
17 of the Louisiana Spirits application?

18                  MR. HEBERT:

19                  Yes, sir. That's our first  
20 notification.

21                  MR. JONES:

22                  All right. I know this is an unusual  
23 situation, guys, and that's the reason I wanted to spend  
24 a little bit of time digging into the details.

25                  Do we have any other questions or



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1 comments from the Board before we even get to what the  
2 appropriate motion is?

3 Ms. Cola.

4 MS. COLA:

5 I just want a little clarity in terms of  
6 I think I understood you to say that Bayou Spirits had  
7 not contacted you prior to the application process; is  
8 that correct?

9 MR. CREDEUR:

10 I have not been personally contacted by  
11 anyone from Bayou Spirits.

12 MS. COLA:

13 Not only you, but no one with, I guess,  
14 your organization was contacted?

15 MR. CREDEUR:

16 To my knowledge, no, ma'am, but I can't  
17 speak for everyone for the organization. I know I am  
18 the Secretary for the school board as far as getting  
19 things on the agenda. I'm also the Superintendant, and  
20 I have not been contacted by anyone by phone or anything  
21 at this point.

22 MS. COLA:

23 And to date? Okay. Thank you.

24 MR. CREDEUR:

25 Yes, ma'am.



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1 MR. JONES:

2 Mr. Carmody.

3 MR. CARMODY:

4 Being that you did not hear from the  
5 applicant at all, I guess my question for LED is when  
6 applications are made, there has to be now a checklist  
7 as in these are the local taxing authorities that you  
8 need to follow up with and get their approval in order  
9 to get the application processed; correct?

10 MR. USIE:

11 Under the 2018 rules, the applicant is  
12 not required to contact the locals. They can, but that  
13 2017 rules they're required to contact the locals and  
14 get an Exhibit B. Under 2018, the process is reversed  
15 and we notify them. We post the approvals within three  
16 business days to our website, and we notify via e-mail  
17 and certified mail.

18 MR. CARMODY:

19 Okay. Thank you for your clarification.

20 MR. JONES:

21 Any other questions or comments from the  
22 Board?

23 Dr. Wilson.

24 DR. S. WILSON:

25 Just for clarification, the school board



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1 indicated that they received it and your comments  
2 indicate that it was received on the 15th, but it shows  
3 that an e-mail was sent on the 2nd. Do we get a  
4 received or read report or anything like that from those  
5 that are sent?

6 MS. CHENG:

7 I sent it with a read receipt. I can  
8 check my inbox for one, but...

9 DR. S. WILSON:

10 And whose attention was it, an elected  
11 official or a secretary --

12 MS. CHENG:

13 It was to Mr. Hebert.

14 DR. S. WILSON:

15 Mr. Hebert. Okay.

16 MS. COLA:

17 I'm sorry. Just to dovetail on that  
18 question, so there was no bounceback in your e-mail  
19 saying --

20 MS. CHENG:

21 No, ma'am, I did not receive a  
22 bounceback.

23 MR. JONES:

24 Mr. Windham.

25 MR. WINDHAM:



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1 I guess a couple quandaries that I have  
2 within this. You received it on the 15th, you had 14  
3 days before you got notice that you were under attack?

4 MR. CREDEUR:

5 Yes, sir.

6 MR. WINDHAM:

7 Right? So did you know that you were  
8 going to be under attack on that 15th day? So for 14  
9 days there was no action taken?

10 MR. CREDEUR:

11 That's correct.

12 MR. JONES:

13 Obviously. So did you know you were  
14 going to take action on that 30th day?

15 MR. CREDEUR:

16 Did we know we were going to take action  
17 on that 30th day?

18 MR. WINDHAM:

19 Yeah. Did you know that "I'm going to  
20 send an e-mail to tomorrow because we want this to go to  
21 the council"?

22 MR. HEBERT:

23 I can answer that question.

24 The packet was directed to me. I was  
25 busy putting together the budget for the school board.



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1 It was on my desk of things to do. I had a timeline on  
2 it. I knew I had to act by the 31st. Furthermore, with  
3 e-mail communications, it's instantaneous.

4 Now, in hindsight, maybe I should have  
5 acted immediately as soon as I got that letter on the  
6 15th, but it didn't happen that way. And, furthermore,  
7 because of what happened with the Governor's Executive  
8 Order, I wasn't allowed all of the time I was afforded  
9 to under the rules to be able to respond.

10 MR. WINDHAM:

11 I know, you know, this Board and the  
12 public and all of our stakeholders and the economic  
13 developers in the world, across Louisiana's world  
14 anyway, you know, we've gone through a lot of effort to  
15 provide certainty so the company's can make the  
16 investments. They know if they go through the process,  
17 that there's a timeline. There's a timeframe after "X"  
18 point that we don't have to be concerned that we're  
19 going to get restricted on what we've done. So my  
20 indication with this is we put the timelines in place for  
21 a reason.

22 I make the motion that we deny the  
23 appeal by the local school board to reconsider this  
24 because the timeline was not met.

25 MR. JONES:



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1                   We have a motion from Mr. Windham to  
2 deny the request from the school board. Do we have a  
3 second?

4                   (No response.)

5                   MR. JONES:

6                   Motion dies for lack of a second.

7                   Okay. Do we have any other motion to  
8 consider?

9                   MS. MALONE:

10                  I have a question. So the other local  
11 governing bodies, did they respond back? Did they take  
12 anything before their respective boards or did they just  
13 not respond at all?

14                  MR. CREDEUR:

15                  Yeah. It was my knowledge that there  
16 was some hesitation at first by the police jury, and  
17 then they did finally go ahead and approve them the  
18 exemption.

19                  MS. MALONE:

20                  And what about the sheriff?

21                  MR. USIE:

22                  The sheriff did not respond, so it was  
23 automatically approved. But the police jury did, and  
24 they notified us of approval.

25                  MR. JONES:



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1 Do we have anyone here from Louisiana  
2 Spirits?

3 I wanted to be sure that -- first of  
4 all, state your name and your position --

5 MR. BRODERICK:

6 Jesse Broderick with Summit Credits. We  
7 represent Louisiana Spirits and Bayou Rum. I appreciate  
8 the opportunity to share our side of the story.

9 MR. JONES:

10 Let's get in front of the mic a little  
11 bit better. Pull it to you. Thank you.

12 MR. BRODERICK:

13 In working through the process, the new  
14 process, we generally work with the local economic  
15 development individual, and Marion Fox in this instance.  
16 And we were in contact with her and we rely on those  
17 local economic officials to know their jurisdictions and  
18 we relied on her to be the individual to help facilitate  
19 meetings with the appropriate locals that we needed to  
20 meet with.

21 We did have numerous meetings with the  
22 police jury. We were there many, many times, over five  
23 times, in the parish to talk about this project, and our  
24 understanding was the school board, you know, we would  
25 have been notified Marion if we should have contacted



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1 the school board. Hindsight's 20/20. Maybe we should  
2 have reached out on our own and done that, but we did  
3 not.

4 So from our standpoint, you know, our  
5 understanding is that the police jury was the only  
6 individuals that we needed to work with them, we were  
7 there for many meetings and we got the approval. We  
8 were not aware of anything with the school board. We  
9 were not even aware of the special meeting that they  
10 ended up holding. We were not notified of that. LED  
11 was notified at 3 p.m. the day before. The meeting was  
12 held at 5 p.m. the next day, so just over 24 hours. We  
13 didn't know about it. We weren't notified. And the  
14 meeting, we did get the meeting -- the notes from the  
15 meeting, and it was not a unanimous decision. It was a  
16 6-to-4 vote according to minutes that were posted  
17 online. So had we had the opportunity to know about it  
18 and be there, we certainly would have been there, we  
19 certainly would have brought the company and helped make  
20 a presentation and reached out to the school board. And  
21 if we need to do that, we're happy to at this point.  
22 Whatever we need to do.

23 DR. S. WILSON:

24 I have a question for the staff. What  
25 is the value of the exemption?



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1 MR. USIE:

2 We don't have it on this agenda. It was  
3 from the previous June agenda.

4 MR. BRODERICK:

5 I probably have that number myself.  
6 Hold on.

7 Roughly it's about a \$7-million  
8 investment that we're talk about. So if you take about  
9 1 percent of that, that would be about 70, \$80,000 a  
10 year. We've got the application pulled up. One second.  
11 Thank goodness for technology.

12 MR. WINDHAM:

13 Mr. Jones, if I could just interrupt for  
14 one second.

15 So this is just a point for  
16 clarification --

17 MR. BRODERICK:

18 53,000 per year.

19 MR. CARMODY:

20 Total?

21 MR. BRODERICK:

22 Per year. The total over a 10-year  
23 period is estimated to be 535,000.

24 MS. MALONE:

25 But that's for all -- the whole parish,



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1 I mean, the whole --

2 MR. BRODERICK:

3 That's the entire millage, correct, not  
4 just the school board.

5 MR. CARMODY:

6 Thank you.

7 MR. WINDHAM:

8 Real quick question. So if no action is  
9 taken by the Board, then the exemption is enforced?

10 MR. JONES:

11 Exactly.

12 MR. WINDHAM:

13 Okay. I'd like to reconsider my motion.  
14 And I'm not sure exactly how to phrase this, but I go  
15 back to the rules. The rules were 30 days, and I make  
16 the motion that we stick to the rules that we put in  
17 place, which say that any local objection has to be done  
18 within 30 days or the exemption moves forward.

19 So my motion is to move the exemption  
20 forward as approved by this Board.

21 MR. JONES:

22 Do we have a second to that motion?

23 Second from Mr. Devillier.

24 Any other questions or comments from the  
25 Board?



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1 (No response.)

2 MR. JONES:

3 Any questions or comments from the  
4 public including the parties?

5 (No response.)

6 MR. JONES:

7 There being none, all in favor of said  
8 motion, say "aye."

9 (Several members respond "aye.")

10 MR. JONES:

11 Any opposed?

12 (No response.)

13 MR. JONES:

14 No opposition. Louisiana Spirits'  
15 application and approval moves on. Thank you very much.

16 MR. USIE:

17 That concludes the ITEP portion of the  
18 agenda.

19 MR. JONES:

20 All right. Now, do we have any other  
21 business to come before the Board before -- I know that  
22 the Secretary has a few comments, and frankly some very  
23 important comments that I want the public to hear as  
24 well concerning some issues we have. So if there are no  
25 other business before the Board, I'll turn the podium



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1 over to Secretary Pierson.

2 SECRETARY PIERSON:

3 Thank you, Mr. Chairman, and thank you  
4 to this Board. Tough decisions come before you, and we  
5 have your responsibilities to execute those and  
6 appreciate that.

7 There have been some turbulence around  
8 the ITEP the last three and a half years that you've  
9 managed on our behalf. Evidence of that today as we  
10 entertained basically three sets of rules on the ITEP  
11 program, the pre-EO and then the '17 and the '18 set.

12 Looking forward, we would be hopeful  
13 that we will transition from pre-EO projects, those that  
14 filed an advance notification prior that point in June  
15 of '18. Today you still had some that were coming  
16 before you. When an advance notification is filed, it  
17 is to be a genuine commitment of intent to make an  
18 investment, a genuine commitment to create or retain new  
19 jobs. So those advance notifications may be extended,  
20 amended, by moving forward the estimated project  
21 completion date. So a process is in place that  
22 accommodates the flexibility needed by business and  
23 industry as they experience design issues or flooding  
24 may occur, all kind of things that may or may not be in  
25 their control, there's this mechanism to extend the



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1     timeframe.

2                     But now that we are more than three  
3     years past the Governor's changes to ITEP, LED believes  
4     it's a good time to gain an understanding of how many  
5     projects with advance notifications dating prior to the  
6     changes are still in progress, still being considered.  
7     We certainly understand the projects can take multiple  
8     years before being completed or commencing operation,  
9     and we are just gathering information regarding these  
10    projects and they're following the old rules and they  
11    remain in progress. We're hopeful of that. We'd like  
12    to see the investment. We'd like to see the jobs, but  
13    we are going to be asking both in the record today and  
14    in some written documentation for companies who intend  
15    to act on the advance notifications that they have on  
16    file with us or additional applications under a  
17    pre-Executive Order advance notification, notify our  
18    ITEP administrators by the end of the year so they can  
19    compile a listing and report back to you how many active  
20    projects are out there and what their status is.

21                     So particularly to a lot of our  
22    professionals that manage these programs on behalf of  
23    their clients, we certainly would like to see this  
24    inventory of what you consider to be active pre-EO  
25    advances that are out there so that we can bring this



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1 information, a compiled report for the Board of Commerce  
2 and Industry and advise you of the status of the  
3 projects that have expressed this genuine commitment to  
4 make an investment, it will be going on four years ago  
5 by the time you see this, and also advise you of their  
6 status as it pertains to the ITEP Executive Order.

7 SO we'll be sending out a written notice  
8 of this request, but I wanted to mention it publicly now  
9 so that those present, both from the Board's perspective  
10 and professionals that were in this field, will begin to  
11 review their files for active pre-EO advances and allow  
12 us are to consolidate and give you a status report on  
13 that.

14 I have some other comments just in  
15 general, but this was one that was technically  
16 appropriate for the Board to have information regarding.  
17 If there's any questions related to this, I'll be happy  
18 to answer them.

19 MR. JONES:

20 Mr. Secretary, on that information, can  
21 that be just a simple e-mail to the appropriate staff in  
22 the ITEP program? How do you want the information  
23 transmitted?

24 SECRETARY PIERSON:

25 Well, we will look to the department,



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1 but quite likely we have a universe small enough to do  
2 the electronic notification to those that have an  
3 advance and also do the certified mail to them based on  
4 it being a universe small enough that we can manage  
5 that. That's the intent going forward.

6 I'd like to say it's a small number, but  
7 until we've done this inventory and have the input from  
8 the professionals, that will really solidify things. As  
9 you know, at our last meeting we talked about that you  
10 pre-EO application can be phased, so this would also  
11 apply so if you have additional phases that have not yet  
12 executed, then we'd want to have notice of that.

13 All right. Well, Mr. Chairman, I'm just  
14 very pleased to report that the Louisiana economy  
15 remains strong. We're at a 4.3 unemployment rate, the  
16 lowest in 11 years, with more than 2-million people  
17 working in Louisiana today. New Orleans and Baton Rouge  
18 reported that they have achieved record levels of  
19 employment. So glad to see New Orleans back on their  
20 feet. This is their strongest number since Katrina, and  
21 that coincides with my service at the department, so  
22 it's particularly satisfying to see that much progress  
23 made there.

24 GDP is at an all-time high for us,  
25 strong workforce development initiatives. As you know,



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1 we continue to have the Number 1 training program in the  
2 nation through our Louisiana FastStart with winning that  
3 award 10 years in a row. We're certainly continuing  
4 strong partnerships with our educational institutions  
5 across the state. There will be some good news up at  
6 Louisiana Tech a little later today, but it's these  
7 strong partnerships that are really driving a lot of our  
8 success in economic development.

9           Certainly very pleased with our  
10 accredited department, the only one in the nation, that  
11 also received last week the Gold Medal in the highest  
12 percentile of population over 500,000, so the biggest  
13 category, and the Gold Medal came to us for our Small  
14 Business Suite of Services, something we put a lot of  
15 muscle against over the last four years and some  
16 fantastic support representing capacities through these  
17 programs for the small business fabric that backs up all  
18 of our big projects that keeps our existing industry,  
19 the products, services and the things they need the  
20 support from for small business strong. So it's a whole  
21 ecosystem there for us, and to get that recognition for  
22 a part of our department that labors with Small Business  
23 Service Development and Execution, very proud of their  
24 efforts and what we've been able to achieve there.

25           That completes my report.



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1 MR. JONES:

2 Thank you, Mr. Pierson. Great  
3 information.

4 And for all of the times we don't say  
5 it, to all of the members of LED department, we than you  
6 for what you do. We know that when you get here on  
7 these meetings and you present the information that  
8 represents a lot of work on a lot of people's behalf,  
9 and meads extend our gratitude to all of the members of  
10 your team. We appreciate it very, very much. And  
11 congratulations to the work and recognition that LED has  
12 received.

13 Any other comments or questions?

14 (No response.)

15 MR. JONES:

16 I will then entertain a motion to  
17 adjourn.

18 Motions and seconds.

19 All in favor, say "aye."

20 (Several members respond "aye.")

21 MR. JONES:

22 We are adjourned. Thank you.

23 (Meeting concludes at 11:12 a.m.)  
24  
25



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5 of Commerce and Industry, do hereby certify that this  
6 meeting was reported by me in the stenotype reporting  
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17                    That I am not related to counsel or to the  
18 parties herein, nor am I otherwise interested in the  
19 outcome of this matter.

20 Dated this 13th day of November, 2019.  
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<b>10</b> 56:18 59:17	<b>20110126</b> 55:15	<b>20141383</b> 42:13	<b>20170465</b> 8:10
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