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STATE OF LOUISIANA
BOARD OF COMMERCE & INDUSTRY
BEING HELD ON WEDNESDAY, APRIL 26, 2023
AT THE LASALLE BUILDING
617 North Third Street, FLOOR 1, LABELLE ROOM
Baton Rouge, Louisiana

REPORTED BY: KELLY S. PERRIN, C.C.R.

COURT REPORTERS OF LOUISIANA, LLC
9522 BROOKLINE AVENUE, SUITE 217
BATON ROUGE, LOUISIANA 70809

PHONE: (225) 201-9650 * FAX: (225) 201-9651

E-MAIL: depos@courtreportersla.com

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Page 2	Page 4
<p>1 APPEARANCES:</p> <p>2 BOARD MEMBERS PRESENT:</p> <p>3 CHAIRMAN JERALD JONES</p> <p>4 RONNIE SLONE (ABSENT)</p> <p>5 DR. BEVERLY B. THOMPSON</p> <p>6 STUART A. MOSS</p> <p>7 JOSEPH HOLLINS, DESIGNEE FOR GOVERNOR</p> <p>8 KENNETH HAVARD (ABSENT)</p> <p>9 REPRESENTATIVE LES FARNUM, PROXY FOR STUART J.</p> <p>10 BISHOP</p> <p>11 JAN K. MOLLER</p> <p>12 RICKEY L. FABRA (ABSENT)</p> <p>13 SENATOR BARRY MILLIGAN, PROXY FOR SENATOR MIKE</p> <p>14 REESE (ABSENT)</p> <p>15 DEPUTY SECRETARY BRAD LAMBERT, PROXY FOR</p> <p>16 SECRETARY DON PIERSON</p> <p>17 SANDRA MCQUAIN</p> <p>18 DR. WOODROW WILSON, JR.</p> <p>19 REPRESENTATIVE VINCENT ST. BLANC (ABSENT)</p> <p>20 MAYOR DAVID H. TOUPS</p> <p>21 YVETTE COLA</p> <p>22 GUY S. MCINNIS</p> <p>23 NAHEEM "GEORGE" NASSAR, JR.</p> <p>24 BRANDON BURRIS, DESIGNEE FOR LIEUTENANT GOVERNOR</p> <p>25 MANUEL "MANNY" FAJARDO (ABSENT)</p>	<p>1 COMPANY</p> <p>2 SPEAKERS FROM THE PUBLIC CONTINUED:</p> <p>3 RACHEL PROCTOR, FINANCE AND PLANNING MANAGER,</p> <p>4 WEYERHAEUSER NR COMPANY</p> <p>5 DEANO ORR, PUBLIC AFFAIRS MANAGER, WEYERHAEUSER NR</p> <p>6 COMPANY</p> <p>7 RHONDA BOATNER, DIDIER CONSULTANTS, INC.</p> <p>8 CHRIS WHITE, CFO, KEROTEST MANUFACTURING</p> <p>9 CORPORATION</p> <p>10 TRA NGUYEN, CFO, LAPCO MANUFACTURING, INC.</p> <p>11 BECKY PULLIN, DIRECTOR OF FINANCE PROJECTS, LASALLE</p> <p>12 BIOENERGY, LLC</p> <p>13 RONLYN FLEURY, DIDIER CONSULTANTS, INC.</p> <p>14 WILLIAM FISH, FINANCE MANAGER, MAUSER USA, LLC</p> <p>15 RUSSELL RICHARDSON, BATON ROUGE AREA CHAMBER</p> <p>16 TIM HARRIS, SITE MANAGER, TAMINCO US, LLC</p> <p>17 JIMMY LEONARD, ADVANTOUS CONSULTING, INC.</p> <p>18 REUBEN RANGEL, ADVANTOUS CONSULTING, INC.</p> <p>19 CHAD FOSTER, PRESIDENT, GATOR MILLWORKS, INC.</p> <p>20 JESSE BRODERICK, SUMIT CREDITS, LLC</p> <p>21 PAULA TRAHAN, MANAGER, GRAVOIS ALUMINUM BOATS, LLC</p> <p>22</p> <p>23 REPORTED BY:</p> <p>24 KELLY S. PERRIN, CERTIFIED COURT REPORTER</p> <p>25</p>
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1 PROCEEDINGS
2 CHAIRMAN JONES:
3 All right. Ladies and Gentlemen, we have
4 a quorum. So let's make it official. I call
5 the April 2023 meeting of the Board of
6 Commerce and Industry to order. It's good to
7 see everyone today.
8 Before we get into the business of the
9 meeting, I think it's appropriate, the Board,
10 LED, the State of Louisiana lost a friend in
11 the last few weeks. Don Briggs used to be a
12 member of this Board for a time. And for
13 those of you who know that he passed on in
14 early April at the age of 82 peacefully in his
15 home, but please remember Gifford and the
16 family and keep Don's family in your prayers
17 because Don was a fixture in this State for a
18 long, long time and did a lot for the oil and
19 gas community in particularly, but he was a
20 valuable member of this Board as well. So
21 hope you will remember him well.
22 So, Ms. Brenda (sic), if you will call
23 the roll, let's confirm our quorum.
24 MS. SIMMONS:
25 Deborah. Good morning. Brandon Burris?

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1 MR. BURRIS:
2 Here.
3 MS. SIMMONS:
4 Mayor David Toups?
5 MAYOR TOUPS:
6 Here.
7 MS. SIMMONS:
8 Yvette Cola?
9 MS. COLA:
10 Here.
11 MS. SIMMONS:
12 Guy McInnis?
13 MR. MCINNIS:
14 Here.
15 MS. SIMMONS:
16 Ricky Fabra?
17 (No response.)
18 MS. SIMMONS:
19 Stuart Moss?
20 MR. MOSS:
21 Here.
22 MS. SIMMONS:
23 Manuel Fajardo?
24 (No response.)
25 MS. SIMMONS:

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1 Representative Paula Davis?
2 (No response.)
3 MS. SIMMONS:
4 Senator Mike Reese?
5 (No response.)
6 MS. SIMMONS:
7 Kenneth Havard?
8 (No response.)
9 MS. SIMMONS:
10 Jerald Jones?
11 CHAIRMAN JONES:
12 Here.
13 MS. SIMMONS:
14 Sandra McQuain?
15 MS. MCQUAIN:
16 Here.
17 MS. SIMMONS:
18 Senator Bret Allain?
19 (No response.)
20 MS. SIMMONS:
21 Representative Les Farnum --
22 REPRESENTATIVE FARNUM:
23 Here.
24 MS. SIMMONS:
25 -- for Stuart Bishop?

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1 Jan Moller?
2 MR. MOLLER:
3 Here.
4 MS. SIMMONS:
5 Deputy Secretary Brad Lambert?
6 DEPUTY SECRETARY LAMBERT:
7 Here.
8 MS. SIMMONS:
9 George Nassar?
10 MR. NASSAR:
11 Here.
12 MS. SIMMONS:
13 Darrel Saizan?
14 (No response.)
15 MS. SIMMONS:
16 Marshall Simien?
17 (No response.)
18 MS. SIMMONS:
19 Ronnie Slone?
20 (No response.)
21 MS. SIMMONS:
22 Dr. Woodrow Wilson?
23 DR. WILSON:
24 Here.
25 MS. SIMMONS:

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1 Travis Holley?
2 (No response.)
3 MS. SIMMONS:
4 Dr. Beverly Thompson?
5 DR. THOMPSON:
6 Here.
7 MS. SIMMONS:
8 We have a quorum.
9 CHAIRMAN JONES:
10 Thank you. Board Members, you have
11 received a copy of the minutes from our March
12 1 meeting. I hope you've had an opportunity
13 to review them. If so, I would entertain a
14 motion to approve. We have a motion from Mr.
15 Moss; second from Mr. Nassar. Any questions
16 or comments from the Board?
17 Hearing none, any comments from the
18 public?
19 Hearing none, all in favor, say aye.
20 ALL:
21 Aye.
22 CHAIRMAN JONES:
23 Any opposition?
24 There being none, the motion carries.
25 Ms. Adegbe, how are you this morning?

1 CHAIRMAN JONES:
2 Any opposition?
3 There is none the motion carries.
4 MS. ADEGBE:
5 There's one renewal, 20180199, Citadel
6 Completions, LLC, Calcasieu Parish.
7 CHAIRMAN JONES:
8 All right. Is there a motion to approve
9 on the renewal? Motion to approve from Dr.
10 Wilson; second from Mr. Moss. Any questions
11 or comments from the Board?
12 Hearing none, any comments from the
13 public?
14 There being none, all in favor, say aye.
15 ALL:
16 Aye.
17 CHAIRMAN JONES:
18 Any opposition?
19 There is none, the motion carries.
20 MS. ADEGBE:
21 This concludes Quality Jobs.
22 CHAIRMAN JONES:
23 Thank you, ma'am.
24 MS. ADEGBE:
25 Thank you.

1 MS. ADEGBE:
2 Good morning. Doing well, and yourself?
3 CHAIRMAN JONES:
4 Good. Walk us through the Quality Jobs
5 Program, please.
6 MS. ADEGBE:
7 We have six new applications, 20200371,
8 Gulf Island Works, LLC, Terrebonne Parish;
9 20210440, Host Terminals, LLC, Plaquemines
10 Parish; 20210050 IMTT, Orleans Parish;
11 20200525, L3Harris Autonomous Surface
12 Vehicles, LLC, Lafayette Parish; 20200458,
13 Laship, LLC, Terrebonne Parish; 20210256,
14 Methanex USA Services, LLC, Ascension Parish.
15 CHAIRMAN JONES:
16 Very good. Do we have a motion for these
17 Quality Job applications?
18 We have a motion from Mayor Toups; second
19 from Mr. Moss. Any questions or comments from
20 the Board?
21 Hearing none, any comments from the
22 public?
23 There being none, all in favor, say aye.
24 ALL:
25 Aye.

1 CHAIRMAN JONES:
2 You have a great day. Restoration Tax
3 Abatement Program? Mr. Favaloro, it's good to
4 see you this morning.
5 MR. FAVALORO:
6 Thank you, Mr. Chairman.
7 CHAIRMAN JONES:
8 Thank you for your help today in getting
9 us a quorum.
10 MR. FAVALORO:
11 Yes, sir.
12 CHAIRMAN JONES:
13 First of all, Ms. Lambert has retired.
14 MR. FAVALORO:
15 Yes, sir, she has.
16 CHAIRMAN JONES:
17 And you are going to be taking her place?
18 MR. FAVALORO:
19 No, sir, I'm not.
20 CHAIRMAN JONES:
21 Chicken.
22 MR. FAVALORO:
23 Yes. And on that comment, I would like
24 to introduce Travis Rosenberg. He's right
25 behind me. He's going to be taking over the

1 duties of Becky Lambert as Program
 2 Administrator forward.
 3 CHAIRMAN JONES:
 4 That's great. Welcome to the team, Mr.
 5 Rosenberg.
 6 MR. ROSENBERG:
 7 Thank you.
 8 CHAIRMAN JONES:
 9 Thank you very much. Good deal. All
 10 right. Frank, show him how it's done.
 11 MR. FAVALORO:
 12 Yes, sir. Don't follow my lead.
 13 Restoration Tax Abatement has one new
 14 application, 20200060, Aura, LLC in Orleans
 15 Parish, total investment of \$454,010. That
 16 concludes the RTA new applications.
 17 CHAIRMAN JONES:
 18 We have a motion to approve? The motion
 19 is from Ms. Cola; second from Dr. Wilson. Any
 20 questions or comments from the Board?
 21 Hearing none, any comments from the
 22 public?
 23 There being none, all in favor say aye.
 24 ALL:
 25 Aye.

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1 CHAIRMAN JONES:
 2 Any opposition?
 3 There being none, the motion carries.
 4 MR. FAVALORO:
 5 There are two Special Requests for the
 6 Restoration Tax Abatement Program transfer of
 7 ownership, 20130919, 333 Commerce, LLC to
 8 Commerce on Laurel, LLC in East Baton Rouge
 9 Parish; and 20160702, former owner, Supreme
 10 Bright New Orleans, II, LLC; the new owner is
 11 Summit NCI JV 182-183, LLC in Orleans Parish.
 12 That concludes the transfer of ownerships.
 13 CHAIRMAN JONES:
 14 Great. Motion to approve from
 15 Mr. Nassar. Second? Second from Mr. Moss.
 16 Any questions or comments from the Board?
 17 Hearing none, any comments from the
 18 public?
 19 There being none, all in favor, say aye.
 20 ALL:
 21 Aye.
 22 CHAIRMAN JONES:
 23 Any opposition?
 24 There is none, the motion carries.
 25 MR. FAVALORO:

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1 We have one Special Request, Ash
 2 Brothers, LLC, 20220448. On 10/6/2022, Ash
 3 Brothers filed an advance for a boat and rv
 4 storage facility project indicating major
 5 renovations of several buildings. On
 6 10/31/2022, Ash timely filed one application
 7 and corresponding \$500 application fee.
 8 However, because the project included multiple
 9 structures and program rules require separate
 10 applications per structure, LED staff listed
 11 the project status as information required in
 12 Fastlane and advised Ash that additional
 13 applications should be filed detailing
 14 investments and renovations per structure;
 15 likely, four additional applications at a
 16 minimum additional cost of \$500 per
 17 application.
 18 Ash appealed this decision to LED and was
 19 denied. Representative Schexnayder on behalf
 20 of Ash now appeals this matter to the BC&I.
 21 CHAIRMAN JONES:
 22 This is just for the Board's continuing
 23 edification, because I had to dig into this a
 24 little bit to understand that apparently the
 25 rules for the Restoration Tax Abatement, just

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1 as a reminder, the Tax Abatement is a
 2 structure-oriented program. What it's
 3 intended to do is to help people take older
 4 buildings and restore them, hence the name
 5 Restoration Tax Abatement gives them an
 6 abatement to help recoup the costs of bringing
 7 the older buildings in some of our communities
 8 back to good form and board. The rules for
 9 time immemorial have required that for every
 10 separate structure requires a separate
 11 application with a separate application fee.
 12 Jones speaking, that makes no sense to
 13 me, but that's the way those rules are. And I
 14 am being told by LED staff that they are doing
 15 a pretty sincere look at our Restoration Tax
 16 Abatement rules to see how we might bring them
 17 into the year 2023; much likely, trying to
 18 bring the buildings back to the year 2023.
 19 But in any event, right now, the rules do
 20 require separate applications. The appeal has
 21 been made to this Board to allow Ash Brothers,
 22 LLC to continue under one application under
 23 the rules. It allows this Board to provide
 24 that exception, if that is the will of the
 25 Board. So the request by Ash Brothers is that

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1 they be allowed to proceed under one
 2 application with one application fee,
 3 although, they're separate structures instead
 4 of having to file separate.
 5 MR. FAVALORO:
 6 Beautifully said.
 7 CHAIRMAN JONES:
 8 I'm sorry?
 9 MR. FAVALORO:
 10 Beautifully said. You should work here.
 11 CHAIRMAN JONES:
 12 Thank you, Mr. Favaloro.
 13 MR. FAVALORO:
 14 Yes, sir.
 15 CHAIRMAN JONES:
 16 I can't tell you how much that means to
 17 me. In any event, so it is up to the Board on
 18 how you wish to handle this. From my
 19 perspective, I see no impediment to proceeding
 20 as requested, but it's up to the Board.
 21 George, you look puzzled. What's your
 22 question?
 23 MR. NASSAR:
 24 No, I'm not puzzled, I just, I have a
 25 little issue going against the rules a little.

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1 I just have an issue with going against the
 2 LED rules.
 3 CHAIRMAN JONES:
 4 So the rules allow the Board to waive,
 5 and if that is the wish, but it doesn't
 6 require the Board to waive.
 7 MR. NASSAR:
 8 I see.
 9 CHAIRMAN JONES:
 10 So I don't want you to feel as though
 11 you're being pushed to do so.
 12 MR. NASSAR:
 13 No, no, I understand. But I feel like
 14 once it was appealed to LED and then LED
 15 denied it and now it comes to the Board, we
 16 can overrule that denial, I understand. My
 17 only statement is that I feel -- I don't feel
 18 like we should overrule LED on the rules on
 19 this.
 20 MR. BURRIS:
 21 Let's be sure --
 22 MR. NASSAR:
 23 I'm not going to make that motion right
 24 now, but I --
 25 CHAIRMAN JONES:

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1 I understand. I want to be sure that
 2 we're clear. The appeal is not to LED; it's
 3 to the Board, is that correct?
 4 MR. FAVALORO:
 5 That is correct, yeah.
 6 CHAIRMAN JONES:
 7 It was -- the appeal went to LED, but LED
 8 does not have the authority to grant such an
 9 appeal, even if it were made to them. So it's
 10 not as though -- it's not that LED considered
 11 the request and denied it. It simply said, we
 12 don't have that authority. It's only up to
 13 this Board.
 14 MR. NASSAR:
 15 Okay. Because it's saying Ash appealed
 16 this decision to LED and was denied.
 17 CHAIRMAN JONES:
 18 Yeah, that's what it says. Sometimes
 19 people forget words have meaning.
 20 MR. NASSAR:
 21 Okay. I hear ya. I understand.
 22 CHAIRMAN JONES:
 23 Yes, sir?
 24 MR. MCINNIS:
 25 Chairman, I just want to make sure I

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1 understand. Is it too late for them to file
 2 for the Abatement or are we just going to
 3 allow them or make them follow the rules and
 4 file the applications?
 5 CHAIRMAN JONES:
 6 No, there's -- it all depends on what the
 7 Board wants to do. The Board can require them
 8 to go by the rules and file a separate
 9 application for each one.
 10 MR. MCINNIS:
 11 And it's not too late --
 12 CHAIRMAN JONES:
 13 Or we can waive that, but there's nothing
 14 that impedes their ability to move forward.
 15 MR. MCINNIS:
 16 Okay.
 17 CHAIRMAN JONES:
 18 Mr. Moller?
 19 MR. MOLLER:
 20 What's the value of the Abatement?
 21 CHAIRMAN JONES:
 22 Fair question. Mr. Favaloro, you're
 23 going to have to help me with that.
 24 MR. FAVALORO:
 25 The investment, total investment is

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1 \$454,000. So I'm trying to find the -- here
 2 it is. About over five years, \$33,000.
 3 MR. MOLLER:
 4 And what's the time commitment? What's
 5 the burden on the applicant if they have to
 6 fill out three more applications and pay
 7 another \$1500 to get this \$33,000 Tax
 8 Abatement?
 9 MR. FAVALORO:
 10 Correct.
 11 MR. MOLLER:
 12 What's the -- I mean I'm trying to
 13 understand what the burden would be if we say
 14 no, and they have to fill out this --
 15 CHAIRMAN JONES:
 16 How extensive are the applications?
 17 MR. FAVALORO:
 18 I don't think they're extensive, but each
 19 one requires documentation. The documentation
 20 submitted on the current application could
 21 apply to the multiple set of applications,
 22 yes.
 23 MS. COLA:
 24 Is there a reason -- I'm sorry.
 25 MR. MOLLER:

1 I just want to be clear. So we're asking
 2 them to fill out some additional paperwork and
 3 pay \$1500. And in exchange for that, they get
 4 a \$33,000 tax break?
 5 MR. FAVALORO:
 6 Over five years, yes, sir.
 7 MR. MOLLER:
 8 Okay. Thank you.
 9 CHAIRMAN JONES:
 10 Ms. Cola?
 11 MS. COLA:
 12 I'm just wanting to be clear, is there a
 13 reason that Ash did not file the additional
 14 applications? Did they provide a reason?
 15 MR. FAVALORO:
 16 I can't speak specifically for Ash
 17 Brothers, but they filed one application on
 18 multiple structures, and we informed them that
 19 multiple applications were due for multiple
 20 structures.
 21 CHAIRMAN JONES:
 22 Is there anyone here from Ash Brothers?
 23 Why don't you come forward, please.
 24 Step right there in front of the mic.
 25 Just pull the mic close so that to be sure

1 to -- it helps the court reporter.
 2 MR. ROBERT:
 3 Okay. Thank you.
 4 CHAIRMAN JONES:
 5 State your name and position with the
 6 company, please.
 7 MR. ROBERT:
 8 Steve Robert, one of the owners.
 9 CHAIRMAN JONES:
 10 Great. And tell us what the situation
 11 is, Mr. Robert.
 12 MR. ROBERT:
 13 Okay. This is a 6.75 acre facility.
 14 They have seven buildings on it. One of them
 15 is to be torn down, one of them is just a
 16 lean-to shed, and the other three we're going
 17 to renovate. Filled out application for
 18 something that's going to be torn down, a
 19 shed, I don't know about that either. That's
 20 the problem that we have. We don't -- it's
 21 one building is going to be one business.
 22 It's not going to be seven different
 23 businesses. You know, there's seven buildings
 24 on it, but two of them are really not
 25 buildings to amount to anything, and that's

1 our concern about filling out the applications
 2 and paying a fee for them, you know.
 3 MR. FAVALORO:
 4 If they're not applying for an Abatement
 5 on a specific structure, they would not have
 6 to file an application for that structure.
 7 CHAIRMAN JONES:
 8 Yeah, it seems like the lean-to, you're
 9 going to tear it down, correct?
 10 MR. ROBERT:
 11 One of them, yes.
 12 CHAIRMAN JONES:
 13 One of them.
 14 MR. ROBERT:
 15 Yes, sir.
 16 CHAIRMAN JONES:
 17 Okay. And but the main building is the
 18 only one you're going to actually restore?
 19 MR. ROBERT:
 20 Well, there's going to be -- actually,
 21 it's going to be five buildings we're going to
 22 restore.
 23 CHAIRMAN JONES:
 24 Okay.
 25 MR. ROBERT:

1 But the property taxes are on all of the
 2 facilities. They're not divided. I don't
 3 know --
 4 CHAIRMAN JONES:
 5 Right.
 6 MR. ROBERT:
 7 -- how would you determine.
 8 CHAIRMAN JONES:
 9 And I mean I understand your confusion
 10 there, but the way our rules read is each
 11 structure requires a -- it's not based on Tax
 12 Assessor records.
 13 MR. ROBERT:
 14 Okay.
 15 CHAIRMAN JONES:
 16 It's based on the buildings themselves.
 17 And I can -- I can speculate on why the rules
 18 were written the way they are because,
 19 perhaps, maybe one building deserves
 20 restoration more than another. I'm
 21 speculating. But in any event, the way the
 22 rules read right now, that for each building,
 23 a separate application so they can be
 24 considered individually rather than in globo.
 25 And so I think what the Board is wrestling

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1 with just listening to it right now is what's
 2 the holdup of just filing the other two
 3 applications?
 4 MR. ROBERT:
 5 Well, we did this a couple of years ago
 6 in Bayou Plaza Shopping Center in Gonzales.
 7 It was an old dilapidated shopping center. We
 8 renovated it. We got a bowling alley, movie
 9 theater, 10, 12, and we just filled out one
 10 application. And I guess that's --
 11 CHAIRMAN JONES:
 12 Just one building? It was one building.
 13 MR. ROBERT:
 14 Well, no.
 15 CHAIRMAN JONES:
 16 Just one shopping center, right?
 17 MR. ROBERT:
 18 Yeah, one shopping center, yeah. I guess
 19 that's the difference.
 20 CHAIRMAN JONES:
 21 Tell me what the building right now, what
 22 is it -- or what was it, should I say?
 23 MR. ROBERT:
 24 It was Thomas Marine. The front, it was
 25 a retail dealer for boats and the back was

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1 warehouses to warehouse the boats, and another
 2 one part of it was an old manufacturing
 3 building.
 4 CHAIRMAN JONES:
 5 So what's the plan for the property?
 6 MR. ROBERT:
 7 Making a RV type of storage, a
 8 multi-storage facility and, you know, putting
 9 all the buildings together.
 10 CHAIRMAN JONES:
 11 All right. Mr. Moller, does that give
 12 you a little bit more color to the situation?
 13 MR. MOLLER:
 14 Yeah.
 15 CHAIRMAN JONES:
 16 Okay. Any other questions from the
 17 Board? Do we have a motion?
 18 So let me get back and restate it. The
 19 motion is to do deny the special request and
 20 require the additional applications. Okay.
 21 That is the motion. Do we have a second? We
 22 have a second from Dr. Thompson. Any other
 23 questions or comments from the board?
 24 Any comments from the public?
 25 Mr. Robert, anything else from you?

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1 MR. ROBERT:
 2 No, just thank y'all. I appreciate
 3 y'all's time.
 4 CHAIRMAN JONES:
 5 Absolutely. All right. There being no
 6 other comments from the public no other
 7 comments or questions from the Board, all in
 8 favor of the motion, say aye.
 9 ALL:
 10 Aye.
 11 CHAIRMAN JONES:
 12 Any opposition?
 13 There being none, the motion carries.
 14 Thank you, sir.
 15 MR. ROBERT:
 16 Thank you.
 17 MR. FAVALORO:
 18 And that concludes Restoration Tax
 19 Abatement.
 20 CHAIRMAN JONES:
 21 Thank you, sir.
 22 MR. FAVALORO:
 23 Thank you, sir.
 24 CHAIRMAN JONES:
 25 Mr. Rosenberg, we look forward to seeing

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1 you at the next meeting.
 2 MR. ROSENBERG:
 3 Thank you.
 4 CHAIRMAN JONES:
 5 All right.
 6 MS. METOYER:
 7 Good morning.
 8 CHAIRMAN JONES:
 9 Good morning, Ms. Metoyer.
 10 MS. METOYER:
 11 I have nine new applications.
 12 CHAIRMAN JONES:
 13 This is the --
 14 MS. METOYER:
 15 Enterprise Zone Program.
 16 CHAIRMAN JONES:
 17 -- Enterprise Zone Program. Please walk
 18 us through them.
 19 MS. METOYER:
 20 20180046, Hunt Forest Products, LLC,
 21 LaSalle Parish; 20200405, Legacy Logistical
 22 Solutions, LLC, Jefferson Parish; 20200415,
 23 NOLA Logistics, LLC, Jefferson Parish;
 24 20180165, Performance Contractors,
 25 Incorporated, East Baton Rouge Parish;

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1 20180491, Performance Contractors,
 2 Incorporated, West Baton Rouge Parish;
 3 20210016, Rich's of Gentilly, LLC, Orleans
 4 Parish; 20190367, Savoie's Sausage and Food
 5 Production -- Processing, Incorporated, St.
 6 Landry Parish; 20200381, Second Line
 7 Logistics, LLC in Jefferson Parish; and
 8 20200280, Triad Electric & Control,
 9 Incorporated, East Baton Rouge Parish.
 10 CHAIRMAN JONES:
 11 Very good. We have a motion? A motion
 12 to approve from Mr. Moss; second from Dr.
 13 Wilson. Any questions or comments from the
 14 Board on these Enterprise Zone Applications?
 15 Hearing none, any comments from the
 16 public?
 17 Hearing none, all in favor, say aye.
 18 ALL:
 19 Aye.
 20 CHAIRMAN JONES:
 21 Any opposition?
 22 There being none, the motion carries.
 23 Next?
 24 MS. METOYER:
 25 I have two Specials.

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1 CHAIRMAN JONES:
 2 Okay.
 3 MS. METOYER:
 4 Contract 20190249, Cardiovascular
 5 Institute of the South in Terrebonne Parish
 6 changed to Cardiovascular Institute of the
 7 South, LLC on January 23, 2023.
 8 CHAIRMAN JONES:
 9 All right. Do we have a motion to
 10 approve this change? Just a change of name or
 11 a change of ownership?
 12 MS. METOYER:
 13 That's the second part.
 14 CHAIRMAN JONES:
 15 Okay.
 16 MS. METOYER:
 17 This is just the name change.
 18 CHAIRMAN JONES:
 19 Okay. This is just the name change. We
 20 have a motion from Mr. Moss to approve the
 21 name change; second from Ms. Cola. Any
 22 questions or comments from the Board?
 23 Hearing none, any comments from the
 24 public?
 25 There being none, all in favor, say aye.

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1 ALL:
 2 Aye.
 3 CHAIRMAN JONES:
 4 Any opposition?
 5 There is none, the motion carries.
 6 MS. METOYER:
 7 As a result of the Schedule I owners has
 8 changed from 44 to 1 and the documentation is
 9 attached.
 10 CHAIRMAN JONES:
 11 Okay. So this would be the change in
 12 ownership that we would be doing at this
 13 point?
 14 MS. METOYER:
 15 Yes, sir.
 16 CHAIRMAN JONES:
 17 So do I have a motion to change the --
 18 approve the change in ownership? A motion
 19 from Dr. Wilson; second from Mr. Moller. Any
 20 questions or comments from the Board?
 21 Hearing none, any comments from the
 22 public?
 23 There being none, all in favor, say aye.
 24 ALL:
 25 Aye.

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1 CHAIRMAN JONES:
2 Any opposition?
3 There is none, the motion carries.
4 MS. METOYER:
5 The second special is on August 2019,
6 East Baton Rouge Parish submitted resolution
7 #54412 requesting Census Tract/Block Group
8 Swap of 36.01/3 to 36.01/1. The request was
9 approved at the June 2020 Board Meeting.
10 However, the Swap was reversed in error. We
11 are -- this is basically a housekeeping issue
12 of mine. 36.01/1 should be the existing
13 Census Tract/Block Group and 36.01/3 should be
14 the proposed new Census Tract and Block Group.
15 Therefore, the correct swap should be 36.01/1
16 to 36.01/3, and the supporting documents are
17 attached.
18 CHAIRMAN JONES:
19 So you're asking the Board just to
20 approve this to clean up the typo?
21 MS. METOYER:
22 Yes, to clean up my mistake.
23 CHAIRMAN JONES:
24 Mr. Moss is quickly making the motion to
25 clean up your mistake; second from Mr. Moller.

1 CHAIRMAN JONES:
2 Let's start walking through the
3 Industrial Tax Exemptions.
4 MS. CHENG:
5 We have two new 2017 Rules Applications,
6 20180174, Air Liquide Large Industries US, LP
7 in Ascension Parish; and 20170067-L, WestRock
8 CP, LLC in Jackson Parish.
9 CHAIRMAN JONES:
10 All right. And do we have a motion to
11 approve? From Ms. Cola; second from Dr.
12 Wilson. Any questions or comments from the
13 Board?
14 Hearing none, any comments from the
15 public?
16 There being none, all in favor, say aye.
17 ALL:
18 Aye.
19 CHAIRMAN JONES:
20 Any opposition?
21 There is none, the motion carries.
22 MS. CHENG:
23 Next, we have 15 Post EO 2018 Rules
24 Applications. We do have three deferrals
25 requested by the company. That's 20230059,

1 This is the reason we make pencils with
2 erasers.
3 MS. METOYER:
4 That's right.
5 CHAIRMAN JONES:
6 All right. Any questions or comments
7 from the Board?
8 There being none, any comments from the
9 public?
10 Hearing none, all in favor, say aye.
11 ALL:
12 Aye.
13 CHAIRMAN JONES:
14 Any opposition?
15 There being none, the motion carries.
16 MS. METOYER:
17 That concludes EZ. Thank you.
18 CHAIRMAN JONES:
19 Thank you. You have a great day.
20 MS. METOYER:
21 You too.
22 CHAIRMAN JONES:
23 Good morning, Ms. Cheng, Mr. Usie.
24 MS. CHENG:
25 Good morning.

1 APF River Partners, LLC in Jefferson Parish;
2 20210227, Inferno Manufacturing Corporation in
3 Caddo Parish; and 20210227-A, Inferno
4 Manufacturing Corporation in Caddo Parish.
5 CHAIRMAN JONES:
6 I would entertain a motion to defer those
7 three. We have a motion from Mr. Moss; second
8 from Mayor Toups. Any questions or comments
9 from the Board?
10 Hearing none, any comments from the
11 public?
12 There being none, all in favor, say aye.
13 ALL:
14 Aye.
15 CHAIRMAN JONES:
16 Any opposition?
17 There is none, the motion carries.
18 MS. CHENG:
19 20200524, Alexander/Ryan Marine & Safety,
20 LLC of Louisiana in Terrebonne Parish;
21 20220460, Asahi/America, Inc. in St. James
22 Parish; 20180496, Honeywell International,
23 Inc. in Ascension Parish; 20220235-A LACC, LLC
24 US in Calcasieu Parish; 20200348, LaSalle
25 BioEnergy, LLC in LaSalle Parish; 20210114,

1 LaSalle BioEnergy, LLC in LaSalle Parish;
 2 20220465, Louisiana Spirits, LLC in Jefferson
 3 Davis Parish; 20210538, Louisiana Sugar
 4 Refining, LLC in St. James Parish; 20230016,
 5 Mexichem Fluor, Inc. in Iberville Parish;
 6 20230017, Mexichem Fluor, Inc. in Iberville
 7 Parish; 20180047, Stolthaven New Orleans, LLC
 8 in Plaquemines Parish; and 20200136,
 9 Stolthaven New Orleans, LLC in Plaquemines
 10 Parish.
 11 CHAIRMAN JONES:
 12 Very good. Do we have a motion on these
 13 2018 Rules applications? We have a motion
 14 from Mr. Nassar; second from Ms. McQuain. Any
 15 questions or comments from the Board?
 16 MR. NASSAR:
 17 Mr. Jones? The government entities in
 18 St. James Parish are in support of the two
 19 from St. James, Asahi and LSR.
 20 CHAIRMAN JONES:
 21 Very good. Thank you, sir. Any other
 22 comments or questions from the Board?
 23 Hearing none, any comments from the
 24 public?
 25 There being none, all in favor, say aye.

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1 ALL:
 2 Aye.
 3 CHAIRMAN JONES:
 4 Any opposition?
 5 There being none, the motion carries.
 6 MS. CHENG:
 7 Next, we have the PRE-EO timely renewals.
 8 20100198-C, Sabine Pass LNG, LP in Cameron
 9 Parish; 20110659-D, Sabine Pass Liquefaction,
 10 LLC in Cameron Parish; 20110659-E Sabine Pass
 11 Liquefaction, LLC in Cameron Parish; and
 12 20151505-PT Triton West, LLC in St. Charles
 13 Parish.
 14 CHAIRMAN JONES:
 15 So we have these renewals dating back to
 16 prior to the Executive Order, some \$4 billion
 17 in investment. Do we have a motion to
 18 approve? We have a motion from Mr. Moss. Do
 19 I have a second? Second from Dr. Wilson. Any
 20 questions or comments from the Board?
 21 Hearing none, any comments from the
 22 public?
 23 Hearing none, all in favor, say aye.
 24 ALL:
 25 Aye.

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1 CHAIRMAN JONES:
 2 Any opposition?
 3 There is none, the motion carries.
 4 MS. CHENG:
 5 The next item is eight PRE-EO late
 6 renewals. 20160660, Air Liquide Large
 7 Industries US, LP in St. Charles Parish. You
 8 want me to go through all of these?
 9 CHAIRMAN JONES:
 10 No.
 11 MS. CHENG:
 12 Okay.
 13 CHAIRMAN JONES:
 14 Let's take them one at a time. Do we
 15 have anyone here from Air Liquide? Please
 16 come forward, please.
 17 Good morning, please state your name and
 18 your position with the company.
 19 MR. NGO:
 20 Good morning, Board. My name is David
 21 Ngo. I'm the Director for Property Taxes at
 22 Air Liquide.
 23 CHAIRMAN JONES:
 24 Great. Thank you very much. Appreciate
 25 you for being here. Any time we have these

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1 late renewals, we're curious what happened for
 2 a couple of reasons, we want people to
 3 understand how this can happen, we want to
 4 minimize this happening in the future for both
 5 your company and, frankly, as well as other
 6 companies. And so tell us what happened.
 7 MR. NGO:
 8 Sure. We had a retirement and a
 9 transfer. In addition to that, we moved our
 10 North America corporate office from a previous
 11 location. And in addition, we were going
 12 through our pandemic work arrangement.
 13 CHAIRMAN JONES:
 14 Oh, so --
 15 MR. NGO:
 16 So that is the root cause.
 17 CHAIRMAN JONES:
 18 A perfect storm of events, I understand.
 19 And, Board, just to remind you, under preEO
 20 that we do not have any prescribed penalties
 21 for late renewals. We can either approve the
 22 renewals without penalty, we can approve with
 23 a penalty, or we can deny the request for
 24 renewal all together.
 25 Historically, it has been our custom that

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1 for every year late that it's basically a
 2 one-year penalty on the -- on the renewal. So
 3 instead of getting a five-year renewal, it
 4 would only be a four-year renewal in this
 5 particular situation.
 6 So what is the pleasure of the Board for
 7 the Air Liquide situation? What is the
 8 pleasure?
 9 MAYOR TOUPS:
 10 I would make a motion to renew with a
 11 one-year penalty.
 12 CHAIRMAN JONES:
 13 We have a motion to renew with a one-year
 14 penalty.
 15 DR. WILSON:
 16 Second.
 17 CHAIRMAN JONES:
 18 Second from Dr. Wilson. Any questions or
 19 comments from the Board?
 20 Any comments from the public?
 21 Hearing none, all in favor, say aye.
 22 ALL:
 23 Aye.
 24 CHAIRMAN JONES:
 25 Any opposition?

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1 There being none, the motion carries.
 2 Thank you, sir.
 3 MR. NGO:
 4 Thank you.
 5 CHAIRMAN JONES:
 6 Thank you for continuing to invest in
 7 Louisiana.
 8 MS. CHENG:
 9 Next, we have 20131175, Dow Chemical
 10 Company, West Baton Rouge Parish; 20131176,
 11 Dow Chemical Company, Iberville Parish;
 12 20141521, Dow Chemical Company, Iberville
 13 Parish; 20161431, Dow Chemical Company,
 14 Iberville Parish; 20161432, Dow Chemical
 15 Company, West Baton Rouge Parish; 20141522,
 16 Union Carbide Corporation, St. Charles Parish;
 17 and 20161444, Union Carbide Corporation in St.
 18 Charles Parish.
 19 CHAIRMAN JONES:
 20 Do we want to take the Dows separately?
 21 MS. CHENG:
 22 I believe they're the same company.
 23 CHAIRMAN JONES:
 24 That's what I wanted to be sure. Do we
 25 have anybody here from Dow Chemical?

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1 Good morning. If you would state your
 2 name and your position with the company, and
 3 speak into the mic so that the court reporter
 4 can hear everything.
 5 MS. DAIGLE:
 6 Yes, sir. Rona Daigle, Senior Tax Leader
 7 for Dow Chemical.
 8 CHAIRMAN JONES:
 9 Very good. Tell us what happened here.
 10 MS. DAIGLE:
 11 It all stems from the Governor's
 12 signature being postponed from the 2018
 13 approval to this year -- or '22. So we didn't
 14 get signatures on all of these until sometime
 15 late 2022, and then we were late filing after
 16 the Governor's signature. We received his
 17 signature -- you can't renew until you get the
 18 signature.
 19 CHAIRMAN JONES:
 20 Okay. So you didn't get the Governor's
 21 signature until when?
 22 MS. DAIGLE:
 23 Well, some of them were September, some
 24 of them were November 30th, and a couple of
 25 them were December 15th.

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1 CHAIRMAN JONES:
 2 Oh, okay. Now, the ones that were filed
 3 in December, I would take it those are the
 4 earlier --
 5 MS. CHENG:
 6 I'm sorry. There's a typo on two of
 7 them. They were -- all of them initially
 8 expired 12/31 of '22.
 9 CHAIRMAN JONES:
 10 If I had realized there weren't 31 days
 11 in February, I probably wouldn't have gone
 12 there.
 13 MS. CHENG:
 14 I think the one was cut off.
 15 CHAIRMAN JONES:
 16 Ms. Metoyer, that's why they have pencils
 17 with erasers, right. Okay. Thank you. So
 18 all of them, again, that the Governor's
 19 signature was late, but help me understand why
 20 it was a delay in filing for the renewal.
 21 MS. DAIGLE:
 22 Our personnel, who is a consulting
 23 corporate did not -- they filed it when they
 24 did.
 25 CHAIRMAN JONES:

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1 Okay. All right. Very good. And what's
 2 the pleasure of the Board? Again, we have an
 3 option of denying the appeal all together,
 4 renewing without penalty, or renewing with a
 5 one-year penalty. What is the pleasure?
 6 MAYOR TOUPS:
 7 So I'm trying to understand about the
 8 Governor's signature again.
 9 CHAIRMAN JONES:
 10 Okay. So what that means is that the
 11 Governor has to approve the contracts. And,
 12 apparently, it did not get to the company
 13 until late in a five-year term. And now, why?
 14 I can't speak to why that would be necessary.
 15 That's above my paygrade. Everything is above
 16 my paygrade for this job, but I can't answer
 17 your question there.
 18 MAYOR TOUPS:
 19 So it doesn't --
 20 MS. CHENG:
 21 It does not affect --
 22 MAYOR TOUPS:
 23 It doesn't delay --
 24 MS. CHENG:
 25 It does not affect them being able to

1 file for renewal, no. We just can't process
 2 it until we have a fully executed contract,
 3 but it would have been -- they could have
 4 still filed timely.
 5 MS. DAIGLE:
 6 My understanding is the consultants that
 7 we had doing it said they couldn't put it in
 8 the system. So you're saying --
 9 MS. CHENG:
 10 That's not correct.
 11 MS. DAIGLE:
 12 So --
 13 CHAIRMAN JONES:
 14 So you're -- Kristin, the mic didn't pick
 15 up what you said.
 16 MS. CHENG:
 17 I said that's not correct. They are able
 18 to file. Us at LED, we just won't process and
 19 push it through to y'all until after we have a
 20 fully executed contract.
 21 CHAIRMAN JONES:
 22 Okay. Let's be sure we're clear on this
 23 chronology here. So the contract was
 24 submitted in. And when we say the contract,
 25 which contract are you talking about?

1 MS. CHENG:
 2 We're talking about the initial contract.
 3 CHAIRMAN JONES:
 4 I'm sorry.
 5 MS. CHENG:
 6 The initial contract.
 7 CHAIRMAN JONES:
 8 So the initial contract goes back. It's
 9 five years old? If we're in a renewal
 10 situation, is this contract five years old?
 11 MS. CHENG:
 12 Yes, sir.
 13 CHAIRMAN JONES:
 14 So you're telling me that we didn't get
 15 the Governor's approval until four and a half
 16 years into a five-year contract?
 17 MS. CHENG:
 18 I believe some were just left unsigned.
 19 CHAIRMAN JONES:
 20 I'm sorry?
 21 MS. CHENG:
 22 Some were just left unsigned. I can't
 23 tell you why that happened.
 24 CHAIRMAN JONES:
 25 Okay. And so the late, in the fourth

1 quarter of 2022, we finally get the approvals
 2 for the first year. And then for the first
 3 five-year contract, that's done. They get the
 4 notice. And from a procedure perspective from
 5 LED's perspective, as soon as it's entered
 6 into y'all's system, the renewal can be filed?
 7 MS. CHENG:
 8 No, procedural they can file the renewal
 9 whenever.
 10 CHAIRMAN JONES:
 11 Even without the Governor's signature?
 12 MS. CHENG:
 13 Yes, sir. We -- LED --
 14 CHAIRMAN JONES:
 15 Hold on. Hold on. Hold on. How can you
 16 renew something that is not yet a contract?
 17 MS. CHENG:
 18 Well, that's what I'm saying, we can't.
 19 We don't process it until we have the
 20 contract, we as in LED.
 21 CHAIRMAN JONES:
 22 Oh, what you are saying is they could
 23 have filed it, you would not have processed it
 24 until the -- so you basically could have had
 25 their renewals sitting in the wings until the

1 approval from the Governor's Office.
 2 MS. CHENG:
 3 Yes, sir.
 4 CHAIRMAN JONES:
 5 And y'all would have processed it then,
 6 is that what you're saying?
 7 MS. DAIGLE:
 8 That was not my understanding. My
 9 understanding was we had to wait for the
 10 Governor's signature to file a renewal.
 11 CHAIRMAN JONES:
 12 Well, at the very least, we have a
 13 misunderstanding. I have no idea what really
 14 happens in the ethernet of FASTLANE. I don't.
 15 But -- but now, I better understand what the
 16 situation is. Does that clear up your
 17 question, Mayor Toups?
 18 I still have a question on how a contract
 19 sat around for four and half years, I still
 20 don't understand that.
 21 MR. USIE:
 22 So some of these, when they were
 23 initially approved, were paper contracts and
 24 then we migrated over to FASTLANE. The next
 25 year, they became electronic contracts. So

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1 because the company never returned the paper
 2 contracts timely, we had to issue electronic
 3 contracts to be signed towards the end of the
 4 five-year period.
 5 CHAIRMAN JONES:
 6 What do you mean they never returned the
 7 paper contracts? What does that mean?
 8 MS. CHENG:
 9 When we had paper contracts, we sent a
 10 paper or the document version. They had to
 11 return paper contracts signed by the company
 12 to LED. And at that point, LED would send the
 13 paper contract physically to the Governor's
 14 Office. But we never received paper versions
 15 back from the company when originally
 16 approved, so we had to resend them to the
 17 company via FASTLANE today because we don't do
 18 paper contracts anymore.
 19 CHAIRMAN JONES:
 20 So you're saying that the four and half
 21 years, some of that could have been because
 22 the applicant, I'm using sat on, that sounds
 23 pejorative, I don't mean it. But for some
 24 reason, the paper contracts were not returned
 25 to LED. At what point did you switch over to

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1 electronic documents? What year did you do
 2 that?
 3 MS. CHENG:
 4 In 2018.
 5 CHAIRMAN JONES:
 6 2018. So that was a half year into this
 7 thing.
 8 MS. DAIGLE:
 9 I think it was around the same time, they
 10 switched.
 11 CHAIRMAN JONES:
 12 Okay.
 13 MS. DAIGLE:
 14 I think it's a matter of timing whether
 15 the paper was sent out versus sent back in or
 16 if it was electronic.
 17 CHAIRMAN JONES:
 18 The important thing is the picture that
 19 I've painted as it sat around the Governor's
 20 desk is not accurate at all.
 21 MS. CHENG:
 22 No.
 23 CHAIRMAN JONES:
 24 That's not accurate at all. This is an
 25 internal system that it sat, is that --

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1 MS. CHENG:
 2 The paper contract probably sat. And
 3 when they realized they did not have a fully
 4 executed contract, we had to reissue as an
 5 electronic contract.
 6 CHAIRMAN JONES:
 7 The electronic version.
 8 MS. CHENG:
 9 Yes, so that you could get a fully
 10 executed contract.
 11 CHAIRMAN JONES:
 12 Okay. They executed the electronic
 13 version, got it back to you, and then it went
 14 in to the Governor's office?
 15 MS. CHENG:
 16 Yes, sir.
 17 CHAIRMAN JONES:
 18 Got it.
 19 MS. DAIGLE:
 20 I'd like to interject.
 21 CHAIRMAN JONES:
 22 Yeah, I --
 23 MS. DAIGLE:
 24 We also have two more that we are waiting
 25 for the Governor's signature that it's been

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1 longer than 90 days.
2 CHAIRMAN JONES:
3 From?
4 MS. DAIGLE:
5 The Governor's signature, there's two
6 more that's not here today, but will be in
7 your next agenda.
8 CHAIRMAN JONES:
9 The same situation?
10 MS. DAIGLE:
11 Same situation. We do not have the
12 Governor's signature to go forward.
13 CHAIRMAN JONES:
14 Okay.
15 MS. COLA:
16 Just so that I'm clear, not having a
17 signature don't preclude you from filing, did
18 I understand that correctly?
19 MS. CHENG:
20 That's correct. You can always file.
21 But we just won't process it, review it, move
22 it on to y'all's consideration until after we
23 have a fully executed contract.
24 MS. COLA:
25 And filing them would not make them

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1 susceptible to any penalties?
2 MS. CHENG:
3 Yeah.
4 MS. DAIGLE:
5 I respectfully disagree that we were
6 under the understanding that we could not file
7 until we had a signed contract.
8 MAYOR TOUPS:
9 So -- so --
10 MS. COLA:
11 And --
12 CHAIRMAN JONES:
13 Whoa, whoa, whoa, whoa. Slow down. One
14 at a time.
15 MR. HOLLINS:
16 So then the question I have is, if you
17 believe that the Governor's signature
18 precludes you from filing, it does not
19 preclude you from having your application in
20 an orderly manner to submit as soon as you get
21 the signature, right?
22 MS. DAIGLE:
23 It's my understanding that -- we were
24 under the understanding in the system, we
25 couldn't put our renewal into the system until

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1 we had the contract signed. Now, I will let
2 you know that of these, there are some that
3 were received in September, so we had time to
4 file --
5 MR. HOLLINS:
6 Right.
7 MS. DAIGLE:
8 -- when we didn't and we were late. Some
9 we received November 30th, so we had maybe two
10 weeks to file. We couldn't even get on the
11 agenda for December, which was pushed to, I
12 think, January. But the ones that were
13 received on December 15th, we should have
14 filed. We would have had to have filed
15 beginning of January, but Hud can probably
16 tell you the due date, but we were also not
17 filed until, I think, February, late February.
18 So we were late there too.
19 MR. HOLLINS:
20 So I guess my question is, did you wait
21 to get the Governor's signature --
22 MS. DAIGLE:
23 Absolutely.
24 MR. HOLLINS:
25 -- to start your application?

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1 MS. DAIGLE:
2 Absolutely.
3 MS. COLA:
4 And my question is, in terms of your
5 appreciation for the process, where did you
6 gain that from? Was it from the staff or from
7 your --
8 MS. DAIGLE:
9 From the regulations, the rules behind
10 it.
11 MS. COLA:
12 And you --
13 MS. DAIGLE:
14 You can't -- you're not supposed to be
15 able to renew a contract until you have a
16 contract.
17 DR. THOMPSON:
18 So my question, and I want to be clear,
19 is that, is there a reasonable expectation
20 that you would not renew a contract until you
21 have a fully executed contract?
22 MS. DAIGLE:
23 Absolutely.
24 DR. THOMPSON:
25 So you did not have a fully executed

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1 contract, so it is reasonable to expect that
 2 you don't renew a contract without having an
 3 executed contract; is that what you're saying?
 4 MS. DAIGLE:
 5 That is correct, and along with we talked
 6 to all three Parishes, and that was what their
 7 understanding was.
 8 DR. THOMPSON:
 9 That is a reasonable expectation.
 10 MS. DAIGLE:
 11 Thank you.
 12 CHAIRMAN JONES:
 13 Mr. Moller?
 14 MR. MOLLER:
 15 You said it was your understanding that
 16 you couldn't file for renewal. We're talking
 17 about \$15 million in tax forgiveness here.
 18 Did anybody call LED and check, double check
 19 this?
 20 MS. DAIGLE:
 21 I believe the consultants made contact
 22 with either Hud or someone in LED. I'm not --
 23 that's -- they are consultants in our
 24 corporate office.
 25 MR. MOLLER:

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1 It seems like something that you would
 2 want to be sure about if you had that much
 3 money at stake.
 4 MR. USIE:
 5 Yeah, there was a lot of stuff discussed
 6 regarding the missing contracts, the fully
 7 executed contracts that we needed. I'm not
 8 sure where the misunderstanding came from, but
 9 the fact that you don't have a fully executed
 10 contract doesn't prevent you from filing a
 11 renewal application in the system. So if you
 12 knew that contract was going to be expired
 13 after -- well, before it was executed by the
 14 Governor, you could have still filed an
 15 application in the system to be processed once
 16 you're fully executed contract is received.
 17 CHAIRMAN JONES:
 18 Okay. I need to understand, and the fact
 19 that we're having to go this far into the
 20 weeds concerns me, but I'm going to have to
 21 climb into these weeds. How does one prepare
 22 and submit a renewal application? Is it a
 23 purely electronic exercise?
 24 MS. CHENG:
 25 Yes.

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1 CHAIRMAN JONES:
 2 Okay. I'm sorry.
 3 MS. CHENG:
 4 Yes.
 5 CHAIRMAN JONES:
 6 Yes, okay, for the record. Thank you.
 7 So if I go into FASTLANE and there is no
 8 contract, where do I find what I am renewing?
 9 MS. CHENG:
 10 The project --
 11 CHAIRMAN JONES:
 12 If --
 13 MS. CHENG:
 14 The project number is still listed in the
 15 project list because you had an application
 16 and it was filed and it was Board approved.
 17 CHAIRMAN JONES:
 18 So the application --
 19 MS. CHENG:
 20 It's in the same place.
 21 CHAIRMAN JONES:
 22 If I go into FASTLANE and I fill out the
 23 application online, it's all electronic,
 24 there's no paper application at all; is that
 25 correct?

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1 MS. CHENG:
 2 Yes, sir.
 3 CHAIRMAN JONES:
 4 Okay. So if I go into FASTLANE and I
 5 fill out my application online, have it ready
 6 to go, and I hit send, FASTLANE will accept
 7 it?
 8 MS. CHENG:
 9 Yes.
 10 CHAIRMAN JONES:
 11 Even without --
 12 MS. CHENG:
 13 It will --
 14 CHAIRMAN JONES:
 15 -- a contract --
 16 MS. CHENG:
 17 It will tell you --
 18 CHAIRMAN JONES:
 19 Let me -- even without a contract being
 20 in place, it will still accept the application
 21 for renewal?
 22 MS. CHENG:
 23 Yes, sir. A renewal application option
 24 will not show if the AFC and PCR aren't filed.
 25

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1 CHAIRMAN JONES:
 2 Okay. You just used acronyms.
 3 MS. CHENG:
 4 I'm sorry, Affidavit of Final Costs and
 5 Project Completion Report. If those two
 6 documents have not been filed, the renewal
 7 application option will not show in the forms.
 8 CHAIRMAN JONES:
 9 So could it be that those had not yet
 10 been filed?
 11 MS. CHENG:
 12 Possibly.
 13 CHAIRMAN JONES:
 14 So what I think I'm hearing then is there
 15 is a circumstance --
 16 MS. CHENG:
 17 But to file a renewal application, you
 18 must have already filed your Affidavit of
 19 Final Costs and Project Completion Report.
 20 CHAIRMAN JONES:
 21 Without a contract?
 22 MS. DAIGLE:
 23 Which I believe that's generally filed
 24 after the contract.
 25 MR. BURRIS:

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1 We can assure as a Board here, this is
 2 just a one-off based upon a very extraneous
 3 situation probably; correct?
 4 MR. USIE:
 5 There are very few has fallen in -- and
 6 the fact that we don't have a paper contract
 7 and it's up for renewal. We have had
 8 companies that never returned paper contracts,
 9 but their initial five years wasn't up for
 10 renewal when they contacted us.
 11 CHAIRMAN JONES:
 12 Okay. You keep using words like never,
 13 which connotes something to me that,
 14 apparently, if the contract expiration date
 15 was 12/31/22, that means the contract
 16 initiation date was sometime in 2017; is that
 17 correct? And FASTLANE came on board in 2018?
 18 MS. DAIGLE:
 19 Let's see.
 20 CHAIRMAN JONES:
 21 And FASTLANE came on board in 2018?
 22 MS. CHENG:
 23 It was July of 2018.
 24 CHAIRMAN JONES:
 25 So, basically -- I don't know. What was

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1 Mr. Chairman, may I?
 2 CHAIRMAN JONES:
 3 Yes, please.
 4 MR. BURRIS:
 5 I just want clarification and try to
 6 understand the whole process here. How often
 7 has this occurred where we have a renewal in
 8 place that's been timely and then trying to
 9 get to a timely renewal place, but a contract
 10 has not been signed, is it a common occurrence
 11 for you guys?
 12 MR. USIE:
 13 Not -- not really. It all stems from the
 14 fact that the paper contracts, when we were
 15 issuing contracts in paper form, those were
 16 never returned to us. And when the company
 17 picked up the consultant, the consultant went
 18 over the FASTLANE NextGen records, determined,
 19 oh, we don't have fully executed contracts,
 20 contacted Kristin and I, and we said this is
 21 what you need to do, you need to get an
 22 electronic contract issued. So it was delayed
 23 from the fact that we never had the paper
 24 contracts on file.
 25 MR. BURRIS:

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1 -- do you have your initiation?
 2 MS. DAIGLE:
 3 Yes, I think it was most of them were 3
 4 of '18.
 5 CHAIRMAN JONES:
 6 Well --
 7 MS. DAIGLE:
 8 The applications were mostly 3 of '18.
 9 CHAIRMAN JONES:
 10 So how is the expiration date 12/22?
 11 That's only four years. It's less than four
 12 years.
 13 MS. CHENG:
 14 I believe that she's saying she filed the
 15 application in March of 2018, so the
 16 contract's effective dates were 12/31 of 2017.
 17 CHAIRMAN JONES:
 18 Okay. All right. So this paper contract
 19 that never got submitted, we're not talking
 20 about four years, we're talking about six
 21 months. There was a period of time between
 22 December '17 and mid 2018 when FASTLANE came
 23 on Board. So there was a period of about six
 24 months this paper contract didn't get
 25 submitted, right?

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1 MS. DAIGLE:
 2 I think July was the date. And if there
 3 was paper, they weren't accepting it after a
 4 period of time.
 5 CHAIRMAN JONES:
 6 My point is, when you say we never got
 7 it, I had in my mind, for four years, it was
 8 sitting around somewhere --
 9 MR. USIE:
 10 Well, correct, we didn't. They didn't
 11 reach out to us until recent years until 2022.
 12 CHAIRMAN JONES:
 13 All right. Hud, you're answering a
 14 question I didn't ask. I'm focusing on the
 15 fact that there wasn't a paper contract
 16 sitting on somebody's desk at LED or at Dow
 17 for four years?
 18 MR. USIE:
 19 It was on Dow's desk.
 20 MS. CHENG:
 21 It was on Dow's desk because we never got
 22 it back. We didn't get it back, so we
 23 couldn't send it to the Governor's Office.
 24 Just because FASTLANE launched in -- FASTLANE
 25 NextGen launched in July of 2018, we didn't

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1 automatically switch all of the paper
 2 contracts that were out, out waiting for
 3 signatures to electronic. We started
 4 electronic going forward from July of '18.
 5 CHAIRMAN JONES:
 6 So when did you contact -- when did you
 7 realize you did not have a contract from Dow
 8 and you contacted them? When was that?
 9 MS. CHENG:
 10 Their consultant contacted us.
 11 CHAIRMAN JONES:
 12 And when was that?
 13 MS. CHENG:
 14 Beginning of last year probably.
 15 CHAIRMAN JONES:
 16 So last year being 2022?
 17 MS. CHENG:
 18 Yes, sir.
 19 CHAIRMAN JONES:
 20 So it did sit around from 2017 to at
 21 least 2022 when the consultant got engaged?
 22 MS. CHENG:
 23 Yes.
 24 MS. DAIGLE:
 25 And I believe it's 2018; not '17.

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1 CHAIRMAN JONES:
 2 I'm frustrated at about 12 different
 3 levels right now, and I'm trying to figure out
 4 which one to hang my hat on, and I don't know.
 5 I guess, are there any other questions or
 6 comments from the Board or are y'all as
 7 thoroughly confused as I am?
 8 MAYOR TOUPS:
 9 I'm ready to make a motion whenever it's
 10 proper.
 11 CHAIRMAN JONES:
 12 Well, Mr. Mayor, at least that will give
 13 us something to work from. Let's do that.
 14 MAYOR TOUPS:
 15 I'll make a motion to approve the
 16 applications without penalties.
 17 DR. THOMPSON:
 18 I'll second.
 19 CHAIRMAN JONES:
 20 Okay. We have a motion from Mr. Touns;
 21 second from President McInnis. We've got
 22 another second from Dr. Thompson. All right.
 23 We have a motion and a second to approve
 24 without penalty. Do we have any other
 25 comments or questions from the Board?

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1 Any comments from the public?
 2 There being none, all in favor, say aye.
 3 (AYES BY ALL, EXCLUDING MR. MOLLER AND
 4 MS. COLA)
 5 CHAIRMAN JONES:
 6 Any opposition?
 7 MR. MOLLER:
 8 No.
 9 MS. COLA:
 10 No.
 11 CHAIRMAN JONES:
 12 We have one, two. I think the motion
 13 carries. All in favor -- okay. We don't need
 14 to do that again. We have a motion that
 15 carries with two no votes, so the application
 16 is approved, the renewal application is
 17 approved without penalty.
 18 Thank you very much.
 19 MS. DAIGLE:
 20 Thank you.
 21 CHAIRMAN JONES:
 22 All right.
 23 MS. CHENG:
 24 We have one change in name only contract
 25 amendment request, Plug Power, Inc. 20220171.

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1 The new name is Hidrogenii, LLC. That's in
 2 Iberville Parish.
 3 CHAIRMAN JONES:
 4 All right. Do we have a motion to
 5 approve this change in name?
 6 MR. MOSS:
 7 So moved.
 8 CHAIRMAN JONES:
 9 We have a motion from Mr. Moss; second
 10 from Dr. Wilson. Any questions or comments
 11 from the Board?
 12 Hearing none, any comments from the
 13 public?
 14 Hearing none, all in favor, say aye.
 15 ALL:
 16 Aye.
 17 CHAIRMAN JONES:
 18 Any opposition?
 19 There being none, the motion carries.
 20 MAYOR TOUPS:
 21 Mr. Chairman? I think we might have
 22 missed the two Union Carbide Corporations.
 23 CHAIRMAN JONES:
 24 No, they were all together. Union
 25 Carbide is part of Dow, so we were taking all

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1 those together.
 2 MAYOR TOUPS:
 3 Oh, okay. I'm sorry.
 4 CHAIRMAN JONES:
 5 Since you made the motion, was that your
 6 intent with the motion?
 7 MAYOR TOUPS:
 8 Yes, I apologize.
 9 CHAIRMAN JONES:
 10 All right. Okay. All right.
 11 MS. CHENG:
 12 We have one change in location contract
 13 amendment request, Iris Solar, LLC, 20180147.
 14 The original location on the contract was
 15 30.78184, -90.19536b in Franklinton, Louisiana
 16 70438 in Washington Parish. The new location,
 17 which it's not moving, we're just getting a
 18 street address on the contract is 303 CC Road,
 19 Franklinton, Louisiana 70438 in Washington
 20 Parish.
 21 CHAIRMAN JONES:
 22 Okay. So, actually, this is a change in
 23 address, not a change in location?
 24 MS. CHENG:
 25 Correct.

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1 CHAIRMAN JONES:
 2 Thank you. I have a motion from
 3 Mr. Moss; second from Dr. Wilson. Any
 4 questions or comments from the Board?
 5 Hearing none, any comments from the
 6 public?
 7 Hearing none, all in favor, say aye.
 8 ALL:
 9 Aye.
 10 CHAIRMAN JONES:
 11 Any opposition?
 12 There is none, the motion carries.
 13 MS. CHENG:
 14 We have four transfer of tax exemption
 15 contract amendments, Orion Instruments, LLC,
 16 20130525, 20140269, 20150639, and 20160763.
 17 They are transferring to Ametek Magnetrol USA,
 18 LLC in East Baton Rouge Parish.
 19 CHAIRMAN JONES:
 20 And do we have a motion to approve these
 21 transfers? Motion from Mr. Moss; second from
 22 Mayor Toups. Any questions or comments from
 23 the Board?
 24 Any comments from the public?
 25 Hearing none, all in favor, say aye.

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1 ALL:
 2 Aye.
 3 CHAIRMAN JONES:
 4 Any opposition?
 5 Motion carries. Is this the same Orion
 6 Instruments that was in the news yesterday or
 7 day before about closing the location?
 8 MS. CHENG:
 9 Yes, sir.
 10 CHAIRMAN JONES:
 11 Okay. Is it these contracts?
 12 MS. CHENG:
 13 We have -- yes, we have notified them
 14 that these contracts will be canceled due to
 15 nonmanufacturing, but they've notified us and
 16 said they will be manufacturing through 12/31
 17 of '23.
 18 CHAIRMAN JONES:
 19 Okay. Good. Thank you very much for
 20 that.
 21 MS. CHENG:
 22 We have two cancellation of contracts,
 23 Avant Organics, LLC, 20210035. Company
 24 requests cancellation, Rapides Parish. And
 25 K&B Machine Works, LLC, 20170624, company

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1 request cancellation in Terrebonne Parish.
2 CHAIRMAN JONES:
3 All right. Motion to approve the
4 cancellation? Motion from Dr. Wilson; second
5 from Mr. Moller. Any questions or comments
6 from the Board?
7 Hearing none, any comments from the
8 public?
9 Hearing none, all in favor, say aye.
10 ALL:
11 Aye.
12 CHAIRMAN JONES:
13 Any opposition?
14 There is none, the motion carries.
15 MS. CHENG:
16 We have four special requests, but we
17 have a request from Citadel Completions, LLC
18 to defer the special request for 20180199-A
19 and 20180199-B.
20 CHAIRMAN JONES:
21 Okay. Help me understand what's going on
22 here.
23 MS. CHENG:
24 We are requesting deferral --
25 CHAIRMAN JONES:

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1 In order to cover the A and B contract
2 phases, which were not accounted for.
3 MS. CHENG:
4 They want to defer it.
5 CHAIRMAN JONES:
6 I'm sorry. Forgive me, I was too busy
7 reading. And if I had listened, it would
8 help; wouldn't it. We have a motion to defer.
9 All right. We have a motion by Mr. Moss;
10 second from Dr. Wilson. All in favor -- any
11 questions or comments? I'm so flustered now.
12 I was just trying to understand what the heck
13 is going on. Any questions or comments from
14 the Board?
15 There is none, any comments from the
16 public?
17 There being none, all in favor, say aye.
18 ALL:
19 Aye.
20 CHAIRMAN JONES:
21 Any opposition?
22 There is none, the motion carries.
23 MS. CHENG:
24 We have a special request from
25 Weyerhaeuser NR Company, Contract 20200065.

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1 They're requesting to amend their Exhibit A
2 agreement for this contract to add an
3 additional year to the project in order to
4 account for an additional year of assets
5 coming in to service. There were unforeseen
6 supply chain delays encountered during the
7 project period that were not accounted for
8 when filing their "front-end" application in
9 2021.
10 CHAIRMAN JONES:
11 Do we have somebody from Weyerhaeuser?
12 Good morning. If you would state your
13 name and your position with the company,
14 please.
15 MS. PROCTOR:
16 Rachel Proctor, Finance and Planning
17 Manager.
18 CHAIRMAN JONES:
19 Great.
20 MR. ORR:
21 Deano Orr, Public Affairs Manager.
22 CHAIRMAN JONES:
23 Thank you very much. Tell us what's
24 happened here and what we're trying to fix.
25 MS. CHENG:

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1 I might be able to explain the what we're
2 trying to fix part.
3 CHAIRMAN JONES:
4 Okay. Whoever is the appropriate person,
5 I just want to understand it here.
6 MS. CHENG:
7 The Exhibit A --
8 CHAIRMAN JONES:
9 We're not trying to defer it; are we?
10 MS. CHENG:
11 No.
12 CHAIRMAN JONES:
13 Okay.
14 MS. CHENG:
15 The Exhibit A has a Section 4.02 that
16 lays out the requirements for compliance
17 filing and only the year -- years that they --
18 only accounted for the years that assets were
19 going to go into service. And now that the
20 project is delayed, we need to add an
21 additional year of compliance to chart in
22 Section 4.02.
23 CHAIRMAN JONES:
24 What is the reason for the delay in the
25 project?

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20 (Pages 74 - 77)

1 MS. PROCTOR:
 2 So the part of the project is a control
 3 upgrade. There is electrical components that
 4 are -- we've not received yet from the vendor.
 5 So that project can't begin until those
 6 components are received.
 7 CHAIRMAN JONES:
 8 So this is a supply chain, and how long
 9 has this been going on now?
 10 MS. PROCTOR:
 11 This is -- our planned installation date
 12 was the beginning of Q4 of 2022.
 13 CHAIRMAN JONES:
 14 Okay. And you still haven't gotten the
 15 components?
 16 MS. PROCTOR:
 17 No, they still have not been received.
 18 CHAIRMAN JONES:
 19 So is the entire facility then not in
 20 operation waiting for the components?
 21 MS. PROCTOR:
 22 It's not the entire facility. It's one
 23 of five presses that we have.
 24 CHAIRMAN JONES:
 25 And how does that -- if you've got four

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1 out of five -- four out of five are working,
 2 but we -- how do we handle adding another year
 3 only on one, only on one inoperable?
 4 MS. CHENG:
 5 I think this was a contract for an
 6 overall project. That portion is just the
 7 portion that's not complete yet. So that's
 8 where it puts assets into service later, which
 9 needs an additional year of compliance.
 10 CHAIRMAN JONES:
 11 Okay. But this is what I'm wrestling
 12 with is --
 13 MS. CHENG:
 14 There have been phase applications filed
 15 for other portions that did --
 16 CHAIRMAN JONES:
 17 Oh, okay. Okay. So this is just --
 18 MS. CHENG:
 19 This is for the remainder.
 20 CHAIRMAN JONES:
 21 Okay. Okay. That was my confusion.
 22 Ms. Boatner, can you?
 23 MS. BOATNER:
 24 Rhonda Boatner, Didier Consultants. So
 25 this project was to add a new or press line

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1 press in that they'd gotten part of it online
 2 in service, but they're waiting on this other
 3 piece of equipment. And so we've done phase
 4 applications for those previous years' assets.
 5 CHAIRMAN JONES:
 6 I got it.
 7 MS. BOATNER:
 8 Yeah.
 9 CHAIRMAN JONES:
 10 So we're not tacking four or five years
 11 on stuff that's already operational?
 12 MS. BOATNER:
 13 No, no.
 14 CHAIRMAN JONES:
 15 Okay. Got it. Because that was my
 16 concern.
 17 MS. BOATNER:
 18 Yeah, it's just a delay in them receiving
 19 these last few components that they -- we were
 20 expecting to receive last year, and they
 21 haven't been received yet.
 22 CHAIRMAN JONES:
 23 So the extension would only apply to this
 24 one that's not yet in operation?
 25 MS. BOATNER:

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1 Correct.
 2 CHAIRMAN JONES:
 3 Okay. That's what I need to understand.
 4 We have a motion from Mr. Moss to approve.
 5 DR. WILSON:
 6 Second.
 7 CHAIRMAN JONES:
 8 We have a second from Dr. Wilson. Any
 9 questions or comments from the Board?
 10 Hearing none, any comments from the
 11 public?
 12 Hearing none, all in favor, say aye.
 13 ALL:
 14 Aye.
 15 CHAIRMAN JONES:
 16 Thank you very much.
 17 MS. BOATNER:
 18 Thank you.
 19 CHAIRMAN JONES:
 20 The motion carries.
 21 MS. PROCTOR:
 22 Thank you.
 23 MR. USIE:
 24 Next, we have a noncompliant contracts
 25 following the 2017 ITEP rules. We have one

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1 Contract 20180076 for Kerotest Manufacturing
 2 Corporation in Avoyelles Parish that is
 3 noncompliant for the 2021 reporting period.
 4 The Exhibit A agreement for the 2021 year
 5 required the company create and maintain 185
 6 jobs with \$634,890 in new job payroll, 155
 7 jobs were to be retained, 30 new jobs were to
 8 be created. The retained jobs payroll was to
 9 be \$4,468,000.
 10 The actual jobs for the reporting year
 11 were 86 jobs with \$4,085,963 in payroll. The
 12 Parish, the School Board and the Sheriff did
 13 not respond with recommendations. The Town of
 14 Mansura issued a recommendation to the Board
 15 of Commerce and Industry stating, at the town
 16 council meeting, Mayor Pickett and the Board
 17 of Aldermen decided to make a recommendation
 18 to cancel the contract. Motion was passed
 19 unanimously.
 20 CHAIRMAN JONES:
 21 Do we have someone here from Kerotest?
 22 Pull the mic close to your mouth and state
 23 your name and position with the company,
 24 please.
 25 MR. WHITE:

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1 Good morning. My name is Chris White.
 2 I'm CFO for Kerotest Manufacturing
 3 Corporation.
 4 CHAIRMAN JONES:
 5 Thank you very much. Tell us what's
 6 happened here.
 7 MR. WHITE:
 8 You have to go back and look at the
 9 history of the overall project. We began this
 10 project in 2018. In 2018, we invested
 11 \$5,309,000 in our plant in Mansura. We also
 12 had revenue of approximately \$41,750. We
 13 also, and at that period, employed 163
 14 employees in Mansura. In 2019, we had a
 15 number of contracts that were delayed or
 16 canceled, and we suffered a reduction in our
 17 overall revenue of about \$13 million or about
 18 32 percent of our gross revenue from the
 19 previous year.
 20 So we stabilized in 2019, and then the
 21 pandemic hit in 2020. In 2020, again, we
 22 stabilized our revenue at about \$28 million,
 23 but we did increase our employment back to 127
 24 employees. And in 2021, we continued to
 25 recover, our revenue grew to about

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1 \$35 million. We, again, had 127 employees,
 2 but we also had 49 contract employees that
 3 were contract to hire or contract to
 4 permanent. Our preference is to bring people
 5 in through employment agencies to reduce our
 6 rate costs associated with hiring and things
 7 of that nature.
 8 So if you add our full time and our
 9 contract employees at the end of 2021, we had
 10 175 employees, our target was for 185. In
 11 '22, we continued to recover. Our revenue
 12 grew to \$39,000,401. We were still about five
 13 and a half percent short of what our record
 14 was in 2018. But again, we had a total
 15 headcount of 171 employees that included 161
 16 full-time employees and another 10 contract
 17 employees.
 18 Going into 2023, we're very optimistic,
 19 we're on pace for a record year. We
 20 anticipate revenue being about \$59 million
 21 through a combination of reduction of our
 22 record backlog, pricing increases we've been
 23 able to pass to our customers, and easing the
 24 supply chain issues and things of that nature.
 25 So our target for 2023, again, is \$59 million

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1 in gross revenue and a total employment level
 2 of 203 full-time employees and 8 temporary on
 3 contract to hire employees. So we anticipate
 4 at year end to have 211 full-time employees in
 5 Mansura. We expect the hiring process to
 6 begin in May and continue through July.
 7 CHAIRMAN JONES:
 8 I think I know, but what do you all
 9 manufacture?
 10 MR. WHITE:
 11 We are a valve manufacturer. We -- our
 12 three primary product lines are industrial gas
 13 valves, insulating joints, and electrofusion
 14 fittings. We service the gas industry,
 15 primarily in the distribution. So we deal a
 16 lot with utilities and distributors.
 17 CHAIRMAN JONES:
 18 All right. So going into -- going into
 19 2019, you were still below --
 20 MR. WHITE:
 21 In 2019, is when we ran into
 22 difficulties. We had a number of projects
 23 that were canceled and it resulted in
 24 approximately one-third reduction of our gross
 25 revenue.

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1 CHAIRMAN JONES:
 2 What was the reason for the cancellation
 3 of the projects?
 4 MR. WHITE:
 5 We really don't have that visibility into
 6 our customers' accounts; alls we know is that
 7 they were canceled. And then we got into the
 8 COVID period with '21 and '22. We did begin
 9 to see strengthening of a backlog in late '21
 10 and continuing into '22. In fact, we finished
 11 with a record backlog at the end of '22 for
 12 approximately \$18 million, which was an
 13 all-time record for us. And that's why we're
 14 so optimistic in '23 of hitting our revenue
 15 goal.
 16 CHAIRMAN JONES:
 17 All right. Ladies and Gentlemen, our
 18 options here are -- again, any time we have a
 19 noncompliance issue, we send these to the
 20 locals for their input. The Police Jury,
 21 School Board, and Sheriff have chosen not to
 22 provide that input. The municipality, the
 23 Town of Mansura has, and they have recommended
 24 termination of the contract. So what is the
 25 pleasure of the Board?

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1 Mr. Moller?
 2 MR. MOLLER:
 3 Forgive my ignorance here, it's something
 4 I don't understand. The application we have
 5 in front of us says 185 jobs and zero created
 6 or retained, and I just heard this gentleman
 7 say there was going to be 203 jobs.
 8 CHAIRMAN JONES:
 9 I was looking at the wrong piece of
 10 paper.
 11 MR. WHITE:
 12 No, we expect that to be at the end of
 13 2023.
 14 MR. MOLLER:
 15 But either -- you're at 171 or something
 16 right now.
 17 MR. WHITE:
 18 Correct.
 19 MR. MOLLER:
 20 So that's still a lot more than zero, so
 21 I want to understand why.
 22 MR. USIE:
 23 So the way their Exhibit A agreement is
 24 written is it outlines a retained number of
 25 jobs, which is 155 and new jobs, which is 30.

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1 And the payroll you see \$634,890 is for the 30
 2 new jobs. That is how their chart is outlined
 3 in Section 4.02 of the Exhibit A agreement.
 4 So for the 2021 year, the total number of
 5 active jobs were 86 jobs with \$4,085,963 in
 6 payroll. They just didn't hit the threshold
 7 to where we can start counting the new jobs,
 8 which is why it's zero, zero on the summary.
 9 MR. MOLLER:
 10 Thank you.
 11 CHAIRMAN JONES:
 12 Thank you for asking the question, Mr.
 13 Moller. All right. What is the pleasure of
 14 the Board?
 15 The Chair has an opinion which I'll be
 16 happy to share. Mr. Moller, do you --
 17 MR. MOLLER:
 18 From local government here, I mean I'd
 19 like to understand why the -- yeah, why the --
 20 was it the Town of Many or --
 21 CHAIRMAN JONES:
 22 Mansura.
 23 MR. MOLLER:
 24 Mansura voted to terminate.
 25 MAYOR TOUPS:

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1 So and that would be my question too.
 2 Not too often that a municipality has a say.
 3 So with Mansura, do they have ad valorem tax,
 4 apparently, that they have a voice? Because,
 5 usually, it's at the Parish level, so I'm just
 6 trying --
 7 MR. USIE:
 8 Yes, they're in town limits, so yes, they
 9 do have a voice, but that's all that he wrote
 10 in this letter.
 11 CHAIRMAN JONES:
 12 But to your point, Mayor, they have a
 13 voice. Whether or not they can collect ad
 14 valorem tax is another issue entirely. They
 15 may only collect sales tax and they still have
 16 a voice. So I guess the question then
 17 becomes, if Mansura cancels -- asks us to
 18 cancel the contract as to the Town of Mansura,
 19 is it a no harm, no foul? I don't know. I
 20 don't know if Mansura has ad valorem taxes or
 21 not.
 22 MR. MOLLER:
 23 And we can't cancel a contract just for
 24 --
 25 MS. CHENG:

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1 Right. For ad valorem, we can't just
 2 cancel --
 3 MR. MOLLER:
 4 We can't just cancel it. If we cancel
 5 it, we cancel for everybody.
 6 MS. CHENG:
 7 Correct.
 8 MR. MOLLER:
 9 And the others don't seem to care.
 10 CHAIRMAN JONES:
 11 I could not have put it more succinctly,
 12 Mr. Moller.
 13 MR. MOLLER:
 14 I'd love to hear your opinion,
 15 Mr. Chairman.
 16 CHAIRMAN JONES:
 17 Well, again, nothing -- there's a lot of
 18 things that bother me more, but in this
 19 context, there's very little that bothers me
 20 more when we ask municipalities and parishes
 21 and school boards and sheriffs to render
 22 opinions, and they simply ignore us; or right
 23 second to that is when they defer to us. I
 24 mean I -- we're asking opinions because we
 25 want their feedback. And we're, under the new

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1 system for ITEP, we're required to consider
 2 their ITEP -- excuse me, their input, but
 3 they've chosen not to give it to us.
 4 And in my mind, that simply means they
 5 don't care. And if they don't care, then why
 6 should I? I hate to be that again, but that's
 7 the way I feel about it.
 8 Mr. Moller?
 9 MR. MOLLER:
 10 And I'm in the same place. I will always
 11 lean to honoring the wishes of the
 12 municipalities. And if they had weighed in, I
 13 think I would be inclined to follow their
 14 wishes, but I'm like you, I'm disappointed
 15 that the other municipalities and local
 16 authorities didn't weigh in.
 17 MAYOR TOUPS:
 18 Well, as a representative of local
 19 government, I think everybody knows where I'm
 20 standing, because we've finally got somebody
 21 that has said what their voice is.
 22 CHAIRMAN JONES:
 23 And it's an interesting -- I would love
 24 to know if Mansura has ad valorem taxes. I
 25 mean I really would.

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1 MAYOR TOUPS:
 2 I mean, really, that's important to me to
 3 know. Because, otherwise, just like me, I'm
 4 very involved with my Parish, of course. I
 5 know --
 6 CHAIRMAN JONES:
 7 Right.
 8 MAYOR TOUPS:
 9 And so I have my voice with them, but I
 10 really...
 11 CHAIRMAN JONES:
 12 Because truly, I mean guys, here we are,
 13 if Mansura has no ad valorem taxes and we say
 14 they bothered to tell us and we ought to
 15 follow what they do, but they don't collect ad
 16 valorem taxes, it's a no harm no foul for
 17 them; but yet, they've just -- they've just
 18 killed it for everybody else and for this
 19 company. And that, to me, is troublesome.
 20 I'm going to ask -- Ms. Cola, did you have
 21 something?
 22 MS. COLA:
 23 Just a question, can we defer making a
 24 decision 'til we are able to understand if
 25 Mansura is --

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1 CHAIRMAN JONES:
 2 Yes, we can do that, or we can have a
 3 motion to that effect.
 4 MS. COLA:
 5 I can make it. Yeah, I'll make the
 6 motion.
 7 CHAIRMAN JONES:
 8 We have a motion from Ms. Cola to defer.
 9 We have a second from Dr. Wilson. And what
 10 that means is we simply need to get some more
 11 information before we make a decision and this
 12 would come back at the next meeting. I'd hate
 13 for you to make another trip, but it might be
 14 appropriate to do so.
 15 MR. WHITE:
 16 Okay.
 17 CHAIRMAN JONES:
 18 And it might be appropriate to talk to
 19 your local governing authorities on their
 20 wishes and desires as well.
 21 MR. WHITE:
 22 We can do that.
 23 CHAIRMAN JONES:
 24 Thank you very much. So I have a motion
 25 and a second to defer. Any other comments or

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1 questions from the Board?
 2 Any comments from the public?
 3 There being none, all in favor, say aye.
 4 ALL:
 5 Aye.
 6 CHAIRMAN JONES:
 7 Any opposition?
 8 There being none, the motion carries.
 9 MR. WHITE:
 10 Thank you very much.
 11 CHAIRMAN JONES:
 12 Yes, indeed. And, Hud, Kristin, I
 13 just -- somebody needs to run down the issue
 14 of ad valorem taxes.
 15 MS. CHENG:
 16 We'll contact the Assessor.
 17 CHAIRMAN JONES:
 18 That would be great. Thank you. Next?
 19 MR. USIE:
 20 Next, we have one contract, 20180075 for
 21 LAPCO Manufacturing, Inc. in St. Mary Parish
 22 that is noncompliant for the 2019, 2020, and
 23 2021 reporting periods. The Exhibit A
 24 required the company create and retain seven
 25 jobs with \$175,000 in payroll. The actual

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1 jobs created for 2019 was 11 jobs with
 2 \$302,131 in payroll. The filing is
 3 noncompliant due to the late filing only. The
 4 compliance was due September 20th, 2021 but
 5 was not received until June 22nd, 2022.
 6 The actual jobs created for the 2020 year
 7 was two jobs with \$175,934 in payroll. The
 8 filing was noncompliant for the jobs, the
 9 payroll, and the late filing. The filing was
 10 due September 20, 2021, but not received until
 11 June 22, 2022, and the actual jobs created for
 12 the 2021 year were seven jobs with \$116,685 in
 13 payroll.
 14 This filing is noncompliant for the
 15 payroll portion only and the late filing. The
 16 due date was April 30th, 2022, but it was not
 17 received until June 22nd, 2022. Three locals,
 18 the Parish Council, the Sheriff, and the City
 19 of Morgan City did not respond. The School
 20 Board submitted a recommendation stating:
 21 In a unanimous decision, The St. Mary
 22 Parish School Board approved a motion to defer
 23 any decision regarding the company's
 24 noncompliance to the Louisiana Board of
 25 Commerce and Industry.

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1 CHAIRMAN JONES:
 2 All right. Do we have anyone here from
 3 LAPCO Manufacturing?
 4 Good morning. Can you state your name
 5 and your position with the company, please?
 6 MS. NGUYEN:
 7 Good morning, my name is Tra Nguyen, the
 8 new CFO of LAPCO.
 9 CHAIRMAN JONES:
 10 Great. Thank you very much. And what do
 11 you all manufacture?
 12 MS. NGUYEN:
 13 We are manufacturing FR, which is fire
 14 resistant clothing for oil field, for
 15 electrical companies.
 16 CHAIRMAN JONES:
 17 Great. Thank you very much. Tell us
 18 what happened because it appears as though in
 19 2019, you met your job and payroll
 20 requirements, you simply had a late filing.
 21 Tell me first about why the late filings.
 22 MS. NGUYEN:
 23 Yes, the late filings for all of those
 24 three years, because we have a transition in
 25 the leadership, the owners, and also the CEO

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1 and the CFO signed a contract in
 2 February 2019, but they stepped out in
 3 September of 2019 and the information wasn't
 4 passed along. So I wasn't aware up until
 5 somewhere in March or June 2022 when Hud
 6 contacted us.
 7 CHAIRMAN JONES:
 8 Okay. So in 2019, jobs and payroll were
 9 filed and you simply, had a late filing due
 10 apparently to the transition. Tell me what
 11 happened in 2020 and 2021.
 12 MS. NGUYEN:
 13 Yes, in 2020, that's when COVID hit. Our
 14 sales dropped 25 percent. We tried to
 15 maintain our employees and keep them on staff,
 16 but we can only pay them up to 30 hours, so
 17 that disqualified them from being a full-time
 18 employee. So that hurt the count and also
 19 that also hurt the payroll numbers, so that's
 20 what happened. In 2021, our sales went back
 21 up to 29 percent increase and we did create
 22 some new jobs, but those jobs were added at
 23 the fourth quarter of 2021. So that explain
 24 why we have enough number of employees but
 25 don't have enough payroll because they were

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1 added later on during the year.
 2 CHAIRMAN JONES:
 3 Okay. All right. So we see where we are
 4 with late filings due to transition and
 5 leadership. And then 2020 and 2021, largely
 6 related, it sounds like, to COVID and the
 7 cutbacks there. What is the pleasure of the
 8 -- oh, and by the way, everybody has either
 9 not responded or deferred to us. So whatever
 10 we do is right y'all.
 11 I would entertain a motion for no
 12 penalty, to approve with no penalty.
 13 DR. WILSON:
 14 Approve.
 15 CHAIRMAN JONES:
 16 I have a motion from Mr. Wilson. Second?
 17 Second from Mr. Farnum. Any questions or
 18 comments from the Board?
 19 Hearing none, any comments from the
 20 public?
 21 There being none, the motion carries.
 22 Thank you very much.
 23 MS. NGUYEN:
 24 Thank you.
 25 MS. CHENG:

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1 Next, we have one contract for LaSalle
 2 BioEnergy, LLC 20170239, they're in LaSalle
 3 Parish. They're noncompliant for the 2019,
 4 2020, and 2021 reporting periods. The Exhibit
 5 A requires that the company create and
 6 maintain 37 jobs with \$1,742,300 in payroll.
 7 The actual jobs that were created in 2019 was
 8 19 jobs and \$1,398,278 in payroll. This
 9 filing is noncompliant due to not meeting
 10 jobs, payroll, and for late filing.
 11 In 2020, the actual jobs created was 26
 12 jobs and \$1,675,171 in payroll. This filing
 13 is noncompliant only due to not meeting the
 14 jobs. The payroll did meet the 90 percent
 15 threshold of required payroll. And in 2021,
 16 the actual jobs created was 19 jobs and
 17 \$1,505,563 in payroll. This filing is
 18 noncompliant due to not meeting jobs and
 19 payroll.
 20 LED did not receive a response from the
 21 LaSalle Police Jury, School Board, nor the
 22 Sheriff. However, we did receive a letter
 23 from the Parish Assessor stating:
 24 I have reviewed the notices of this
 25 noncompliance record. I also discussed these

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1 issues at great length with the LaSalle
 2 BioEnergy, the LaSalle Parish School Board,
 3 the LaSalle Parish Police Jury, and the
 4 LaSalle Parish Sheriff collectively. They
 5 have all decided to give no response. This is
 6 not to be construed as a negative response.
 7 All local parties are pleased LaSalle Biomass
 8 has located here and look forward to
 9 expansions in the future.
 10 CHAIRMAN JONES:
 11 Do we have someone here from LaSalle
 12 BioEnergy?
 13 State your name and your position with
 14 the company.
 15 MS. PULLIN:
 16 Good morning. My name is Becky Pullin,
 17 Director of Finance Projects.
 18 CHAIRMAN JONES:
 19 Okay. Thank you.
 20 MS. FLEURY:
 21 Ronlyn Fleury, Didier Consultants.
 22 CHAIRMAN JONES:
 23 Okay. Thank you. So tell us what
 24 happened here.
 25 MS. PULLIN:

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1 Yes, sir. So first, I'll start with the
 2 late filing. So this was before we had
 3 engaged Didier Consultants, so we do
 4 acknowledge that we were late and we have
 5 since engaged Didier, and we will plan to not
 6 be late again.
 7 CHAIRMAN JONES:
 8 Thank you.
 9 MS. PULLIN:
 10 And then the jobs, Ms. Ronlyn?
 11 MS. FLEURY:
 12 There was a misunderstanding when --
 13 CHAIRMAN JONES:
 14 Pull the mic a little bit closer to your
 15 mouth.
 16 MS. FLEURY:
 17 There was a misunderstanding when LaSalle
 18 prepared their application. When they
 19 prepared the application, Didier wasn't
 20 associated with them at this time, and they
 21 felt they were going to hire the 37 new jobs
 22 that they put on their application. And they
 23 felt that their baseline was going to be 28
 24 employees because they purchased the facility
 25 from German Pellets in 2017, April 2017. The

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1 contract starts April 2017, and LED has
 2 required them to have the baseline worksheet
 3 completed with the German Pellets's suitor
 4 reports using the four months prior to April
 5 from German Pellets's headcount for those
 6 prior four months. And the median baseline
 7 comes out to 52 employees.
 8 LaSalle -- you know, and also, those
 9 headcounts included employees that they were
 10 terminating due to the sale of that to occur.
 11 So when LaSalle did not have employees until
 12 April of 2017, and they did take 28 employees
 13 from German Pellets and they are very aware
 14 that those 28 employees are not net new jobs.
 15 They consider those baseline employees.
 16 So when LaSalle prepared their
 17 application, they felt their baseline would be
 18 28 and that they would create the 37 net new
 19 each year. But by the time the contract is
 20 processed and these compliance reports are
 21 due, that is when it was all finalized that
 22 the baseline was 52 instead of 28. So LaSalle
 23 was still having troubles feeling that that is
 24 not necessarily correct. But going forward,
 25 that is why their headcount is lower than

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1 their anticipated 37 because they are trying
 2 to maintain that 52 baseline rather than the
 3 28 baseline they thought they were going to be
 4 dealing with. Does that make sense?
 5 CHAIRMAN JONES:
 6 I think I'm following. I think I'm
 7 following. So if the -- where does -- what
 8 I'm not understanding is it appears as though
 9 the 37 jobs is what's in the contract, is that
 10 right; not 52?
 11 MS. FLEURY:
 12 Correct.
 13 MS. CHENG:
 14 Well, that's over 52. That's 37 new.
 15 CHAIRMAN JONES:
 16 Oh, 37 new jobs over the 52.
 17 MS. FLEURY:
 18 They're saying -- LaSalle is saying that
 19 they're going to hire an additional net new 37
 20 each year, and they are completely happy and
 21 okay with their Exhibit A being like that.
 22 CHAIRMAN JONES:
 23 So to make sure I understand then, so
 24 when we say you have actual job creation at 19
 25 for 2019, that means you have 52 plus 19?

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1 MS. FLEURY:
 2 Yes, sir.
 3 CHAIRMAN JONES:
 4 Well over the 37.
 5 MS. FLEURY:
 6 Yes, sir.
 7 CHAIRMAN JONES:
 8 If you go back to your interpretation,
 9 the 37 is going to be the baseline.
 10 MS. FLEURY:
 11 Twenty-eight.
 12 CHAIRMAN JONES:
 13 I understand. I understand. So the and
 14 the payroll is the same situation, the
 15 additional payroll is the same situation tied
 16 to a different number being the baseline.
 17 MS. FLEURY:
 18 Well, the 37 employees, if they can get
 19 the 37 employees, that they feel that they
 20 will make the payroll.
 21 CHAIRMAN JONES:
 22 So help me understand, what was the
 23 situation with requiring the German Pellets 52
 24 number; what was that about? Why did we
 25 require that number rather than their own

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1 baseline number of 37? Do you know?
 2 MS. CHENG:
 3 I believe it had something to do with
 4 when the Exhibit A was being drafted. I can't
 5 speak for Tam Bourgeois, who is no longer
 6 here, but --
 7 CHAIRMAN JONES:
 8 Oh, okay. We don't know?
 9 MS. CHENG:
 10 But looking back at the correspondence
 11 from back then, I think that was something she
 12 had picked out.
 13 CHAIRMAN JONES:
 14 Okay.
 15 MS. FLEURY:
 16 And LaSalle has tried to argue that
 17 baseline from day one --
 18 CHAIRMAN JONES:
 19 Right.
 20 MS. FLEURY:
 21 -- when they found that out until they've
 22 engaged us --
 23 CHAIRMAN JONES:
 24 Yeah.
 25 MS. FLEURY:

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1 -- and, you know, haven't had it be able
 2 to be changed.
 3 CHAIRMAN JONES:
 4 Well, obviously, you have -- if the Tax
 5 Assessor's letter is correct, you have the
 6 Parish entities are pleased with the work that
 7 you're doing and pleased with what's going on
 8 there. And adhering to the Jones corollary
 9 that no response means I don't care, and that
 10 may not be absolutely true here, but I think
 11 given where we are, I would entertain a motion
 12 to approve without penalty.
 13 MR. MOSS:
 14 So moved.
 15 CHAIRMAN JONES:
 16 I have a motion from Mr. Moss; a second
 17 from Dr. Wilson. Any other questions or
 18 comments from the Board?
 19 Any other comments from the public?
 20 Hearing none, all in favor, say aye.
 21 ALL:
 22 Aye.
 23 CHAIRMAN JONES:
 24 Any opposition?
 25 There being none, the motion carries.

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1 Thank you very much.
 2 MS. PULLIN:
 3 Thank you.
 4 CHAIRMAN JONES:
 5 Continue to do good work in LaSalle.
 6 MS. CHENG:
 7 We have one contract for Mauser USA, LLC,
 8 20170070, and Talon Industrial, LLC, 20170234
 9 in Ascension Parish. They are noncompliant
 10 for the 2021 reporting period. Talon
 11 Industrial is the owner of the building only,
 12 with Mauser USA, LLC, being the manufacturer
 13 located within the building. These contracts
 14 cover one project at the same site and share
 15 an Exhibit A agreement outlining the required
 16 annual jobs and payroll to be created and
 17 maintained by Mauser USA, LLC. The Exhibit A
 18 requires that Mauser USA create and maintain
 19 28 new jobs with \$1,750,993 in payroll. The
 20 actual jobs for the 2021 reporting period were
 21 24 jobs with \$1,548,317 in payroll. The
 22 filing is noncompliant due to not meeting the
 23 required jobs in payroll.
 24 The Ascension Parish Council, Ascension
 25 School Board, and the Ascension Parish --

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1 well, the Council and School Board submitted
 2 resolutions and the Sheriff submitted a letter
 3 requesting that the Board of Commerce and
 4 Industry penalize Mauser USA, LLC and Talon
 5 Industrial, LLC a one-year rejection
 6 percentage of 11 percent in the final year of
 7 their contract reducing the incentive from 80
 8 percent to 69 percent for the 2025 ad valorem
 9 tax year.
 10 CHAIRMAN JONES:
 11 Okay. I want to be sure I understand
 12 this, because I went back and read that letter
 13 -- those letters and those resolutions a
 14 couple of times, a one-year reduction of
 15 11 percent?
 16 MS. CHENG:
 17 So the amount they are able to be abated
 18 is 69 percent in the last year of their
 19 contract.
 20 CHAIRMAN JONES:
 21 Okay. Do we have someone here from
 22 Mauser, first of all?
 23 Yes, sir? And while he's coming up, do
 24 we have someone here from Ascension Parish?
 25 Anybody here from Ascension? Okay. I'm just

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1 curious about the 11 percent. All right.
 2 Hold up just a second. I want to hear about
 3 that as well.
 4 All right. State your name and your
 5 position with the company, please.
 6 MR. FISH:
 7 William Fish, Finance Manager for Mauser
 8 USA.
 9 CHAIRMAN JONES:
 10 Okay. Tell us what happened with the
 11 failure to meet your goals.
 12 MR. FISH:
 13 I'm sorry. Could you repeat that?
 14 CHAIRMAN JONES:
 15 Please tell us what happened with your
 16 failure to meet your goals here.
 17 MR. FISH:
 18 Well, 2021 was really when we started to
 19 recover from the pandemic, the year of 2020.
 20 CHAIRMAN JONES:
 21 Right.
 22 MR. FISH:
 23 We actually increased our payroll by over
 24 \$200,000 in 2021 from \$1.3 million to over
 25 \$1.5. Our unit volume increased by about

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1 18 percent. In terms of our headcount, we
 2 averaged a headcount of about 21 in the first
 3 quarter of the year and gradually ramped up to
 4 27 by the final quarter of the year. So it
 5 was really the start of the recovery. It took
 6 a while to get going, probably didn't really
 7 kick in until about the second quarter of
 8 2021.

9 Another -- a few external factors that
 10 impacted our results were that, if you may
 11 recall, Hurricane Ida came through in 2021.
 12 Our plant was impacted by that storm. We
 13 actually lost six days of production due to
 14 power outages and flooding in the area. Had
 15 we been able to produce over that time period,
 16 that would have been an additional nearly
 17 \$21,000 of payroll that we would have been
 18 able to apply. We're still feeling the impact
 19 of COVID in 2021 in terms of employees testing
 20 positive and being forced to quarantine. Our
 21 policy was a minimum of ten days after testing
 22 positive unpaid. And, you know, had those
 23 employees been able to work during that time,
 24 that was an additional \$8,200 of payroll that
 25 we would have been able to earn during that

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1 time.

2 So while we, you know, while it appears
 3 we missed the target, you know, the '21 target
 4 was \$1,750,000 and change, we actually came in
 5 at \$1,548,000. That was about 88 percent of
 6 the State target. Per the language in the
 7 Cooperative Endeavor Agreement, we actually
 8 have, I believe, an allowance to come within
 9 90 percent of that target. And if we had
 10 added the lost wages from the Hurricane Ida
 11 outage and the COVID absences, we would have
 12 come in at \$1,577,000, which actually would
 13 have gotten us over that 90 percent threshold.
 14 So, you know, just asking for some
 15 consideration for that.

16 And in terms of the headcount, again, we
 17 just weren't able to -- it just took us a
 18 while to get up to the point that we needed to
 19 get to, but we still actually still fell short
 20 overall, you know. Throughout '22, we
 21 generally were above that 28-employee
 22 threshold. And we actually just resubmitted
 23 our filing for the year 2022, and we had over
 24 \$1.7 million of payroll for that year.

25 CHAIRMAN JONES:

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1 Okay. All right. Thank you.
 2 Somebody from Ascension?
 3 MR. RICHARDSON:
 4 Good morning. I'm Russell Richardson
 5 with the Baton Rouge Area Chamber. Kate
 6 McArthur with Ascension Economic Development
 7 Corporation asked me to come in for her. She
 8 was not able to be here today, but I'm here to
 9 confer the 11 percent for the final year is
 10 what she told me to make sure it was
 11 communicated.

12 CHAIRMAN JONES:
 13 Right. Help us. Do you know how -- why
 14 11 percent? That seems like a random number
 15 to me, but help me understand it.

16 MR. RICHARDSON:
 17 I don't know the reason behind it, but I
 18 was looking at the payroll reduction on the
 19 application here, and it's 11 percent from
 20 them.

21 CHAIRMAN JONES:
 22 So you think it's tied to the amount of
 23 --

24 MR. RICHARDSON:
 25 Yeah, it looks like they tied it to the

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1 number. I wasn't involved in the discussion,
 2 but that's what it looks like.

3 CHAIRMAN JONES:
 4 Okay. Were you in the discussions with
 5 any of the Parish entities?
 6 MR. FISH:
 7 Not directly, but that was my
 8 understanding as well that it was an 11
 9 percent versus the target for the year.

10 CHAIRMAN JONES:
 11 Okay. All right. Thank you. And I
 12 apologize for having to make us walk through
 13 all that, but I think it's important to create
 14 a record to understand for posterity why in
 15 the world, if we approve an 11 percent cut in
 16 the final year, where in the hell did the 11
 17 percent come from? So I think it's important
 18 to create that record. We have a -- for the
 19 first time, I think we have a joint
 20 recommendation from all the related entities,
 21 and so I would entertain a motion to approve
 22 the renewal (sic) with a penalty in the last
 23 year of 11 percent.

24 MR. MOLLER:
 25 I'll make that motion.

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1 CHAIRMAN JONES:
2 We have a motion from Mr. Moller; second
3 from Dr. Wilson. Any questions or comments
4 from the Board?
5 Any comments from the public?
6 There being none --
7 MR. FISH:
8 May I clarify something?
9 CHAIRMAN JONES:
10 Absolutely.
11 MR. FISH:
12 I don't believe this was a renewal.
13 CHAIRMAN JONES:
14 I'm sorry. Did I say renewal?
15 MR. FISH:
16 Yeah.
17 CHAIRMAN JONES:
18 I apologize. The application itself.
19 It's got me not thinking clear. Thank you for
20 making that clear.
21 MR. FISH:
22 Thank you.
23 CHAIRMAN JONES:
24 Any -- are we ready to vote? All in
25 favor, say aye.

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1 ALL:
2 Aye.
3 CHAIRMAN JONES:
4 Any opposition?
5 There is none, the motion carries.
6 Thank you, sir. Appreciate you being
7 here today.
8 MR. FISH:
9 Thank you.
10 CHAIRMAN JONES:
11 Thank you, Mr. Richardson for your help.
12 MR. USIE:
13 Next, we have one contract, 20180142-A
14 for Taminco US, LLC in Iberville Parish that
15 is noncompliant for the 2021 reporting period.
16 The Exhibit A for the contract requires the
17 company create and maintain five jobs with
18 zero in payroll. The actual jobs created was
19 zero.
20 The Parish sent in a resolution stating
21 the Iberville Parish Council decided to defer
22 any decision or action on the company's
23 noncompliance to the Board of Commerce and
24 Industry.
25 The School Board issued a resolution

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1 stating that ITEP Contract Number 20180142-A
2 for Taminco not be terminated as it relates to
3 the Iberville Parish School Board for
4 noncompliance by failing to satisfy the
5 requirements of said contract for the 2021
6 year.
7 The Sheriff issued a letter stating:
8 After discussions with Taminco, company
9 representatives and after review of the facts
10 and circumstances resulting in Taminco's
11 receipt of notice of noncompliance, I request
12 that the Board of Commerce and Industry take
13 the following action: Number 1, approve
14 Taminco's continued participation in ITEP;
15 number two, do not impose any penalties on
16 Taminco's ITEP participation.
17 And the City of St. Gabriel did not
18 respond.
19 CHAIRMAN JONES:
20 All right. Do we have anyone here from
21 Taminco?
22 Can you state your name and position?
23 MR. HARRIS:
24 Good morning. Tim Harris, I'm the site
25 manager.

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1 CHAIRMAN JONES:
2 Great. And what do you all make?
3 MR. HARRIS:
4 We make amines. So we make all the
5 products that make your daily life possible.
6 I could go on, but we start with your clean
7 drinking water, the foods you eat, the
8 cellphone, the soap, shampoo, body wash that
9 you used this morning. Those are the kind of
10 products we make.
11 CHAIRMAN JONES:
12 All right. Thank you very much. And
13 tell us what happened why we did not -- were
14 unable to create the jobs in 2021.
15 MR. HARRIS:
16 So we believe that we're here because of
17 a contract technicality, and I prepared some
18 remarks. And so I'll just read them, if you
19 will indulge me. We built the asset we
20 planned to build. We built it when we planned
21 to build it, and we created the jobs we
22 promised despite numerous challenges. We came
23 before this Board in 2018 with a potential
24 project, Eastman. And to be clear, Taminco
25 was a wholly-owned subsidiary of Eastman. So

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1 if you drive in front of the site, you'll see
 2 a big sign that says Eastman.
 3 But Eastman was looking to add a new
 4 product line in one of its facilities, either
 5 in Louisiana, Texas, Florida, or Europe. And
 6 the process was very competitive and the
 7 approval and support that we received for ITEP
 8 was a factor in us winning the project. This
 9 project consisted of three parts, and I
 10 believe this is where some of the confusion
 11 is. These parts needed to be completed in
 12 sequence in order to create the jobs and
 13 become operational. So first was to build a
 14 new control room and a laboratory building,
 15 second was to install in that control room a
 16 new control system for the entire plant, and
 17 then finally build a new production unit that
 18 needed that control system to run.
 19 So we applied for ITEP during the site
 20 selection process. We worked to finalize
 21 designs and plans in support of that final
 22 investment decision. That final investment
 23 decision was made in 2018. And during
 24 construction, we managed through COVID and two
 25 very active hurricane seasons. We completed

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1 the project on time despite all that in the
 2 Summer of 2021.
 3 At the end of 2021, due to the
 4 retirements, post project turnover, and
 5 workforces challenges associated with COVID,
 6 we were at 98 employees, which is the zero
 7 committee. By the end of 2022, the year after
 8 we completed the project, we were at 111. So
 9 we met all of our requirements. And that was
 10 the year we expected from the beginning to
 11 have to meet our requirements.
 12 So we worked through the challenges with
 13 our applicable local governing authorities and
 14 we're here today to seek your continued
 15 support for our project in Iberville Parish.
 16 Thank you.
 17 CHAIRMAN JONES:
 18 So why was there confusion about creation
 19 of five new jobs in 2021? Where did that come
 20 from?
 21 MR. HARRIS:
 22 I have no idea.
 23 MR. USIE:
 24 So this contract follows the 2017 ITEP
 25 rules which required that whenever a company

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1 submits their application, they submitted the
 2 Exhibit Bs, which are the local resolutions
 3 approving the project and the exemption. And
 4 in those resolutions, under the 2017 rules,
 5 the locals stipulate the jobs and payroll to
 6 be created and maintained. And in those
 7 resolutions, they stated five with zero in
 8 payroll for the first year.
 9 CHAIRMAN JONES:
 10 Okay. So that's where the five is coming
 11 from.
 12 MR. USIE:
 13 Correct.
 14 CHAIRMAN JONES:
 15 From the locals.
 16 MR. USIE:
 17 And then next year, the payroll would be
 18 added as a ramp-up.
 19 CHAIRMAN JONES:
 20 So this wasn't a requirement --
 21 basically, LED included the local's
 22 requirement into the contract; is that
 23 correct?
 24 MR. USIE:
 25 The Exhibit B resolutions argues to be

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1 inputted into the Exhibit A agreement by LED.
 2 CHAIRMAN JONES:
 3 Yes, sir.
 4 Mr. Leonard, did you have something?
 5 MR. LEONARD:
 6 Jimmy Leonard, Advantous Consulting.
 7 This was one of the very first Exhibit As
 8 coming from LED. This was an early on project
 9 here. And as HUD explained correctly, we do
 10 have resolutions from the local communities
 11 indicating five in '21. However, the
 12 confusion comes in as the actual contract that
 13 was executed by Taminco has a provision in
 14 there that states that the job commitments
 15 began following the commencement of
 16 operations. And what we have here is we have
 17 the control building go on an application in a
 18 phased status, but yet we don't have the new
 19 line in production yet. So we don't have the
 20 need for any employment at that time.
 21 And so with, I will just say early
 22 Exhibit As, the way the resolutions read, the
 23 way Exhibit A reads, we ran into some
 24 challenges. We have worked with the local
 25 taxing authorities. And as you can see, we've

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1 got support to keep things as are.
 2 CHAIRMAN JONES:
 3 Okay.
 4 MR. MOLLER:
 5 I want to honor the wishes of the local
 6 authorities to make a motion to approve
 7 without penalty.
 8 CHAIRMAN JONES:
 9 I have a motion from Mr. Moller; second
 10 from Mayor Toups. Any questions or comments
 11 from the Board?
 12 Hearing none, any comments from the
 13 public?
 14 There being none, all in favor, say aye.
 15 ALL:
 16 Aye.
 17 CHAIRMAN JONES:
 18 Any opposition?
 19 The motion carries.
 20 MR. HARRIS:
 21 Thank you.
 22 CHAIRMAN JONES:
 23 Thank you, sir.
 24 MR. USIE:
 25 Next, we have noncompliant contracts

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1 following the 2018 ITEP rules. We have one
 2 contract, Number 20190355-A for CF Industries
 3 Nitrogen, LLC in Ascension Parish that was
 4 noncompliant for the 2021 reporting period.
 5 The Exhibit A agreement required the company
 6 create and retain seven jobs with \$700,000 in
 7 payroll. The actual jobs created for 2021 was
 8 seven jobs with \$876,446 in payroll. The
 9 filing is noncompliant due to the late filing
 10 only.
 11 The compliance was due September 20th of
 12 2022 but not received until November 10th of
 13 2022. The Parish Council and the School Board
 14 both submitted their resolutions stating their
 15 request that the Board of Commerce and
 16 Industry not penalize CF Industries Nitrogen,
 17 LLC.
 18 The Sheriff submitted a letter stating:
 19 I respectfully request the Board of
 20 Commerce and Industry take no penalizing
 21 action on this contract.
 22 CHAIRMAN JONES:
 23 Ladies and Gentleman, I could call CF
 24 Industries up here and we could here why they
 25 filed their application late, but in light of

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1 the take no action from all the effective
 2 local entities, I would entertain a motion to
 3 approve without penalty.
 4 We have a motion from Mr. Moss; second
 5 from Mayor Toups. Any questions or comments
 6 from the Board?
 7 Any comments from the public?
 8 Whoever is here for CF Industries, I
 9 apologize for not making you come up here and
 10 talk to me.
 11 There being no comments, all in favor,
 12 say aye.
 13 ALL:
 14 Aye.
 15 CHAIRMAN JONES:
 16 Any opposition?
 17 There being none, the motion carries.
 18 Next?
 19 MR. USIE:
 20 Next, we have one Contract 20170416 for
 21 Cornerstone Chemical Company in Jefferson
 22 Parish that is noncompliant for the 2021
 23 reporting period. The Exhibit A required the
 24 company create and retain eight jobs with
 25 \$838,450 in payroll. The actual jobs created

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1 for 2021 was zero jobs with zero in payroll.
 2 The Parish Council and School Board submitted
 3 resolutions and the Sheriff submitted a
 4 letter, all stating they request that the
 5 Louisiana Board of Commerce and Industry take
 6 no action regarding the ITEP noncompliance.
 7 CHAIRMAN JONES:
 8 In a similar fashion, I would entertain a
 9 motion from Mr. Moss; second from Mayor Toups
 10 that we approve without penalty. Any
 11 questions or comments from the Board?
 12 Hearing none, any comments from the
 13 public?
 14 And similar apologizes to those of you
 15 representing Cornerstone Chemical Company.
 16 All in favor, say aye.
 17 ALL:
 18 Aye.
 19 CHAIRMAN JONES:
 20 Any opposition?
 21 There is none, the motion carries.
 22 MR. USIE:
 23 Next, we have two Contracts 20180149 and
 24 20180149-A for Diversified Foods & Seasonings,
 25 LLC in St. Tammany Parish that are

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1 noncompliant for the 2021 reporting period.
 2 The Exhibit A for both contracts requires the
 3 company create and maintain 44 jobs with
 4 \$1,245,200 in payroll. The Parish, School
 5 Board, nor Sheriff submitted a recommendation.
 6 CHAIRMAN JONES:
 7 Do we have anybody here from Diversified?
 8 State your name and position with the
 9 company.
 10 MR. RANGEL:
 11 Yes, sir. Good morning. Reuben Rangel,
 12 Advantous Consulting.
 13 CHAIRMAN JONES:
 14 Tell us what happened here.
 15 MR. RANGEL:
 16 Sure. I've got a statement here from
 17 Diversified. I'd like to read it on their
 18 behalf.
 19 CHAIRMAN JONES:
 20 Okay.
 21 MR. RANGEL:
 22 Chairman and Members of the Board, thank
 23 you for this opportunity to speak regarding
 24 Diversified Foods & Seasonings jobs and
 25 payroll noncompliance for Contracts 20180149

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1 and 20180149-A. As with many businesses
 2 throughout our State and local communities,
 3 Diversified Food was impacted significantly by
 4 the COVID-19 Pandemic. Perhaps most
 5 devastating for our business operations were
 6 mass employee resignations and an absence of
 7 new qualified applicants. It is extremely
 8 important to note that our employment
 9 shortfalls were and are not due to any company
 10 mandated workforce reductions or salary cuts.
 11 In fact, we actively sought to replace
 12 employees as soon as possible. We utilized
 13 recruiting services, job fairs, secondary
 14 schools, trade schools, online job postings,
 15 advertising, and employee referral incentives.
 16 We have also implemented sign-on bonuses, and
 17 increased our base wage in an attempt to
 18 attract qualified candidates. We have
 19 required overtime hours and utilized contract
 20 labor to also fill the gap. Despite our best
 21 efforts, we are still struggling to find and
 22 hire additional qualified employees to fill
 23 our open positions or to meet our Exhibit A
 24 thresholds.
 25 Therefore, we now feel that it is in the

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1 best interest of both Diversified Foods and
 2 local taxing bodies that we cancel Contracts
 3 20180149 and 20180149-A. We have also been in
 4 contact with the local taxing bodies regarding
 5 our decision to X the program, hence the no
 6 responses from the Parish Council, School
 7 Board, and Sheriff. And, in fact, the
 8 contract cancellation request has been
 9 submitted to LED here back in the beginning of
 10 2023.
 11 Sincerely, Darren James, Director of
 12 Manufacturing of Diversified Foods &
 13 Seasonings.
 14 CHAIRMAN JONES:
 15 So it appears, perhaps, the proven course
 16 here is if there is a pending request for
 17 cancellation, perhaps defer any action on this
 18 until we see whether we get the cancellation.
 19 MR. USIE:
 20 And Reuben can clarify, my understanding
 21 is the cancellation is to be effective 12/31
 22 of '22, which means 2022 compliance would have
 23 to be reviewed --
 24 MR. RANGEL:
 25 Yes.

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1 MR. USIE:
 2 -- and submitted.
 3 CHAIRMAN JONES:
 4 Oh, I see what you're saying. Very good.
 5 Okay. Well put. All right. So we still have
 6 the issue of the noncompliance in 2021, and
 7 may have a noncompliance in 2022 as well.
 8 MR. RANGEL:
 9 Yes, sir.
 10 CHAIRMAN JONES:
 11 But as a practical matter, they're
 12 wanting to cancel the contract effective --
 13 MR. USIE:
 14 12/31/2022 is what they're wishing for.
 15 CHAIRMAN JONES:
 16 Correct. So we still need to deal with
 17 the situation. And we have no response from
 18 any of the local entities. So I would
 19 entertain a motion to approve without penalty.
 20 MR. NASSAR:
 21 So moved.
 22 CHAIRMAN JONES:
 23 We have a motion from Mr. Nassar; second
 24 from Dr. Wilson. Any questions or comments
 25 from the Board?

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1 There being none, all in favor, say aye.
 2 ALL:
 3 Aye.
 4 CHAIRMAN JONES:
 5 Any opposition?
 6 There being none, the motion carries.
 7 Thank you very much.
 8 MR. RANGEL:
 9 Thank you.
 10 CHAIRMAN JONES:
 11 Next?
 12 MS. CHENG:
 13 We have one contract for Gator Millworks,
 14 Inc. in Livingston Parish, 20180108. They're
 15 noncompliant for the 2021 reporting period.
 16 The Exhibit A requires the company to create
 17 and maintain five jobs and \$250,000 in
 18 payroll. The actual jobs created were zero
 19 jobs and \$126,318 in payroll. The filing is
 20 noncompliant due to the required jobs and
 21 payroll not being met. The Parish Council,
 22 Livingston School Board, and Livingston
 23 Sheriff did not respond.
 24 CHAIRMAN JONES:
 25 Anyone here from Gator Millworks?

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1 Thank you. If you'd just state your name
 2 and your position with the company, please.
 3 MR. FOSTER:
 4 Chad Foster, I'm President.
 5 CHAIRMAN JONES:
 6 Tell us what happened in 2021.
 7 MR. FOSTER:
 8 We moved into the facility a year before,
 9 and then we experienced in 2021 resignations,
 10 like many others, and just couldn't maintain
 11 positions or staff.
 12 CHAIRMAN JONES:
 13 What is the original date of the
 14 contract? I'm trying to -- I don't see it in
 15 any of the information I have in front of me.
 16 Is it 2020 or 2021?
 17 MR. BRODERICK:
 18 I believe it's 2020.
 19 MS. CHENG:
 20 I think the contract effective date was
 21 12/31 of 2020 in the first --
 22 MR. BRODERICK:
 23 Yes.
 24 MS. CHENG:
 25 -- in the first reporting period.

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1 MR. BRODERICK:
 2 Yes, it went into service 6/30 of 2020.
 3 CHAIRMAN JONES:
 4 Okay. So were you able to meet the
 5 requirements in 2020?
 6 MR. FOSTER:
 7 We did.
 8 CHAIRMAN JONES:
 9 Okay. What about --
 10 MS. CHENG:
 11 There were no requirements in 2020.
 12 CHAIRMAN JONES:
 13 Because it was the first year.
 14 MS. CHENG:
 15 Because the first year of the exemption
 16 is 2021.
 17 CHAIRMAN JONES:
 18 Got it. What about 2022? Have you met
 19 the requirements of 2022? Do you have the
 20 jobs and the payroll?
 21 MR. FOSTER:
 22 We have not filed that yet.
 23 CHAIRMAN JONES:
 24 I know you have not filed it yet, but do
 25 you have a feel for where you are?

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1 MR. FOSTER:
 2 I think they're close, but I don't know
 3 if they're there.
 4 CHAIRMAN JONES:
 5 Okay. All right. Again, we have a
 6 situation where we have no response from any
 7 of the entities and defer to Board from these
 8 -- excuse me, no response from any of the
 9 entities.
 10 MR. BRODERICK:
 11 May I make a comment?
 12 CHAIRMAN JONES:
 13 Please.
 14 MR. BRODERICK:
 15 This is Jesse Broderick with Sumit
 16 Credits, we work with Gator Millworks. We did
 17 meet with the locals. The locals actually did
 18 have this. They were going to put this on the
 19 agenda for both the School Board and the
 20 Parish. And after meeting with the company
 21 and after having additional discussions, for
 22 whatever reason, they determined that they
 23 were not going to put it on the agenda and
 24 move it forward, but our understanding from
 25 the call that we got was that it was merely as

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1 a way to show that they do approve it, but
 2 they just didn't want to take an action and
 3 put it on the agenda, but they do -- verbally
 4 told us that they do approve that the company
 5 be able to move forward without any kind of
 6 penalty.
 7 CHAIRMAN JONES:
 8 All right. I would entertain a motion to
 9 approve without penalty. Motion from Dr.
 10 Wilson; second from Mayor Toups. Any
 11 questions or comments from the Board?
 12 Hearing none, any comments from the
 13 public?
 14 Hearing none, all in favor, say aye.
 15 ALL:
 16 Aye.
 17 CHAIRMAN JONES:
 18 Any opposition?
 19 There being none, the motion carries.
 20 Thank you, sir.
 21 MR. FOSTER:
 22 Thank you.
 23 MR. USIE:
 24 Next, we have one Contract 20200220 for
 25 Gravois Aluminum Boats, LLC in St. Mary Parish

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1 that is noncompliant for the 2021 reporting
 2 period. The Exhibit A required the company
 3 create and maintain two jobs with \$72,800 in
 4 payroll. The actual jobs created for 2021 was
 5 zero jobs with zero in payroll. In addition
 6 to the jobs and payroll, the company is also
 7 noncompliant due to the late filing. The
 8 compliance was due April 30th of 2022 and
 9 received June 29th of 2022.
 10 Three locals, the Parish Council,
 11 Sheriff, and City of Franklin did not respond.
 12 The School Board submitted a resolution
 13 stating in an unanimous decision, the St. Mary
 14 Parish School Board approved a motion to defer
 15 any decision regarding the company's
 16 noncompliance to the Board of Commerce and
 17 Industry.
 18 CHAIRMAN JONES:
 19 We have someone here from Gravois?
 20 Thank you.
 21 MS. TRAHAN:
 22 Good morning.
 23 CHAIRMAN JONES:
 24 Please state your name and your position
 25 with the company.

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1 MS. TRAHAN:
 2 Paula Trahan, I'm the HR Manager at
 3 Gravois Aluminum Boats.
 4 CHAIRMAN JONES:
 5 Tell me what happened here.
 6 MS. TRAHAN:
 7 Full disclosure on the lateness, we
 8 chose, because of funds, not to hire a
 9 consulting company to do the ITEP information.
 10 I literally did not know what I was doing, so
 11 I had to call Hud 100 times, hoping that he
 12 would take my call and not cut me off. It's
 13 -- FASTLANE is not very easy for me to grasp
 14 ahold of. I finally did, got it turned in,
 15 and was a few months late.
 16 CHAIRMAN JONES:
 17 Okay. What about the jobs and payroll?
 18 MS. TRAHAN:
 19 We, overnight, lost a ferry contract for
 20 the New York area. We were building 250 to
 21 350 passenger boats; literally lost it from a
 22 Friday to a Monday due to COVID. We also had
 23 a hold from the U.S. Navy to do Miracles to
 24 Patrol Vessels. We had 11 on board and we
 25 were only allowed to build five, so we had a

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1 contract hold on that. We are just starting
 2 to recover.
 3 CHAIRMAN JONES:
 4 So were there terminations or just not
 5 adding new people?
 6 MS. TRAHAN:
 7 We did not add anyone. We halted all --
 8 we seized all orientations of any kind, any
 9 trade. We did term some. We had people leave
 10 because they worked from home and liked it.
 11 And we had some retire.
 12 CHAIRMAN JONES:
 13 How many employees do you normally have?
 14 MS. TRAHAN:
 15 We, at the time, had about 326. We were
 16 supposed to keep 285 based upon the formula,
 17 and we did not keep those people. We tried to
 18 keep some by moving them to our Jeanerette
 19 facility, which is on a different contract.
 20 CHAIRMAN JONES:
 21 Right. Okay. And, again, we've heard
 22 from the locals -- no, we haven't with the
 23 exception of the School Board. And so I would
 24 entertain a -- I'm sorry.
 25 Mr. Nassar, you look --

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1 MR. NASSAR:
2 I was going to --
3 CHAIRMAN JONES:
4 We have a motion to approve without
5 penalty.
6 MR. NASSAR:
7 So moved.
8 CHAIRMAN JONES:
9 Okay. We have a motion from Mr. Nassar;
10 second from Mr. Moss. Any questions or
11 comments from the Board?
12 Hearing none, any comments from the
13 public?
14 Hearing none, all in favor, say aye.
15 ALL:
16 Aye.
17 CHAIRMAN JONES:
18 There is no opposition, the motion
19 carries.
20 MS. TRAHAN:
21 Thank you, sir.
22 CHAIRMAN JONES:
23 Thank you very much. Good luck to you.
24 MS. CHENG:
25 We have one more contract for LaSalle

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1 BioEnergy, LLC 20190147 in LaSalle Parish.
2 They're noncompliant for the 2021 reporting
3 period. The Exhibit A required the company to
4 create and maintain two jobs with \$133,748 in
5 payroll. The actual jobs created were zero
6 jobs and zero in payroll. The filing is
7 noncompliant due to not meeting the required
8 jobs and payroll and for a late filing. It
9 was due 4/30 of '20 and it was filed 7/8 of
10 '22.
11 CHAIRMAN JONES:
12 I'm going to assume that if LaSalle
13 BioEnergy came back to the table, they would
14 say the same thing that they said the first
15 time; is that reasonably accurate? Okay.
16 Then, come on. If it's a different story, I
17 need to hear it.
18 MS. CHENG:
19 And it was the same, no response from the
20 Police Jury, School Board, and the Sheriff,
21 but we got another letter from the Parish
22 Assessor stating the same.
23 CHAIRMAN JONES:
24 Okay. Thank you. All right. State your
25 name again for the record, please.

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1 MS. PULLIN:
2 Becky Pullin, Director of Finance
3 Projects.
4 MS. FLEURY:
5 Ronlyn Fleury, Didier Consultants.
6 CHAIRMAN JONES:
7 Okay. What's the situation on this
8 contract?
9 MS. PULLIN:
10 So for the late filing, our application
11 was actually filed at the end of April. We
12 did get an extension to file the compliance
13 report to the end of June, so we were about a
14 week late on that. And then for the jobs, we,
15 just like the other companies, have struggled
16 to keep and maintain employees from the
17 Pandemic. So we have been able to retain our
18 baseline of 72 employees, but being able to
19 get the two new employees has been a struggle
20 for us.
21 MS. FLEURY:
22 And there is no question on the baseline.
23 All that is okay for this one. And I just
24 wanted to reiterate that at the end of 2021,
25 they did have three employees that would have

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1 been net new jobs when they only needed two,
2 but one was termed in the third quarter and
3 then -- I'm sorry, two were termed in the
4 third quarter and one was termed in the fourth
5 quarter of 2021. So, of course, they're not
6 active and it became zero.
7 CHAIRMAN JONES:
8 Yeah.
9 MS. FLEURY:
10 So they were very close.
11 CHAIRMAN JONES:
12 Okay. All right. I'll entertain a
13 motion to approve without penalty. Motion
14 from Dr. Wilson; second from Mayor Toups. Any
15 questions or comments from the Board?
16 Hearing none, any comments from the
17 public?
18 Hearing none, all in favor, say aye.
19 ALL:
20 Aye.
21 CHAIRMAN JONES:
22 Any opposition?
23 There being none, the motion carries.
24 MS. PULLIN:
25 Thank you.

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1 MS. CHENG:
 2 That concludes --
 3 CHAIRMAN JONES:
 4 Hud, Kristin, thank you very much. We
 5 are at the end of our agenda, Ladies and
 6 Gentlemen. Any other business to come before
 7 the Board?
 8 Do we have any comments on behalf of the
 9 Secretary, Mr. Lambert?
 10 DEPUTY SECRETARY LAMBERT:
 11 I think in the interest of time, Chairman
 12 Jones, I'll just say that we are in week three
 13 of the Legislative Session and it is proving
 14 to be a pretty busy fiscal only session where
 15 staff is spending a decent amount of time in
 16 committees, as Secretary Pierson was this
 17 morning, but we are tracking everything that
 18 we need to be tracking when it comes to
 19 incentives and those types of issues.
 20 CHAIRMAN JONES:
 21 There are some issues.
 22 DEPUTY SECRETARY LAMBERT:
 23 Yes, sir.
 24 CHAIRMAN JONES:
 25 There are some --

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1 DEPUTY SECRETARY LAMBERT:
 2 Yes, sir. Thank you very much.
 3 CHAIRMAN JONES:
 4 All right. Thank you very much.
 5 Okay. Anything for the good of the
 6 order?
 7 MR. HOLLINS:
 8 Mr. Chairman?
 9 CHAIRMAN JONES:
 10 Yes?
 11 MR. HOLLINS:
 12 I just wanted to -- I missed the roll
 13 call. I just wanted to for the good of the
 14 order and for the minutes, Joseph Hollins, and
 15 I am filling in as the Governor's designee.
 16 CHAIRMAN JONES:
 17 And thank you for coming. It helps us
 18 out tremendously. We appreciate it.
 19 All right. Motion to adjourn?
 20 All in favor, say aye.
 21 ALL:
 22 Aye.
 23 CHAIRMAN JONES:
 24 We are adjourned.
 25 (WHEREUPON, THE MEETING ADJOURNED.)

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1 REPORTER'S CERTIFICATE
 2 I, KELLY S. PERRIN, a Certified Court
 3 Reporter, Certificate #23035, in good standing with
 4 the State of Louisiana, as the officer before whom
 5 this meeting was taken, do hereby certify that the
 6 foregoing 143 pages;
 7 That this testimony was reported by me in
 8 stenographic machine shorthand by Computer-Aided
 9 Transcription, transcribed by me or under my
 10 personal direction and supervision, and is a true
 11 and correct transcript to the best of my ability
 12 and understanding;
 13 That the transcript has been prepared in
 14 compliance with transcript format guidelines
 15 required by statute or by rules of the Board, that
 16 I have acted in compliance with the prohibition on
 17 contractual relationships, as defined by Louisiana
 18 Code of Civil Procedure Article 1434 and in rules
 19 and advisory opinions of the Board; that I am not
 20 of counsel nor related to any person participating
 21 in this cause and am in no way interested in the
 22 outcome of this event.
 23
 24
 25

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1 This certification is valid only for a
 2 transcript accompanied by my handwritten or digital
 3 signature and the image of my State-authorized seal
 4 on this page.
 5 Signed:
 6
 7 KELLY S. PERRIN,CCR
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