

In The Matter Of:
Board of Commerce and Industry Meeting v.

Meeting
January 14, 2022

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STATE OF LOUISIANA
BOARD OF COMMERCE & INDUSTRY

The above-entitled meeting was held at
the LaSalle Building 617 North 3rd Street,
Floor 1 - LaBelle Room, Baton Rouge,
Louisiana, beginning at 9:33 a.m., on
January 14, 2022.

BEFORE:
Lori B. Overland
Certified Court Reporter
In and For the State of
Louisiana

A P P E A R A N C E S

BOARD MEMBERS:

Jerald Jones, Chair
Travis Holley
Stuart Moss
Secretary Don Pierson
Yvette Cola
Representative Vincent St. Blanc
Sandra McQuain
Senator R.L. Allain, II
Brandon Burris
Guy McInnis
Adam Eitmann
Rick Ward, III
Marshall Simien, Jr.
Naheem Nassar, Jr.
Darrel Saizan, Jr.

STAFF:

Deborah Simmons
Anne Villa
Tam Bourgeois
Stephanie LeGrange
Hud Usie
Kristin Cheng
Becky Lambert
Joyce Metoyer
Michaela Adegbe
Tedra Cheatham

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I N D E X

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EXHIBITS:

None

REPORTER'S PAGE 79

REPORTER'S CERTIFICATE 80

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1 * * * * *

2 MR. JONES:

3 Good morning, everyone. We will
4 call the meeting to order of the
5 Louisiana's Board of Commerce and
6 Industry for January 14, 2022. Happy New
7 Year. Hope everyone had a good holiday
8 season. It's good to be back in the
9 swing of things.

10 One thing that's just a matter of
11 housekeeping, I'm going to ask that as
12 you speak -- as you come to speak,
13 whether here or at the -- at the board
14 level or the people who come to speak at
15 the table, please be sure to speak into
16 the mic. We have a little -- we had a
17 little bit of trouble in one of our
18 meetings transcribing some of the -- the
19 minutes. Just make sure you speak
20 clearly and into the mic. And if you're
21 not doing so, then I have to call you
22 down and you don't want me to do that.

23 So anyway, it's good to see everyone
24 this morning. And, Ms. Simmons, will you
25 role -- call role, make sure we have a

1 quorum.

2 MS. SIMMONS:

3 Good morning, everyone. Happy New
4 Year. Brandon Burriss, proxy for the
5 Lieutenant Governor?

6 MR. BURRIS:

7 Here.

8 MS. SIMMONS:

9 Mayor David Toups?
10 (No response.)

11 MS. SIMMONS:

12 Yvette Cola?

13 MS. COLA:

14 Here.

15 MS. SIMMONS:

16 Don McInnis?

17 MR. MCINNIS:

18 Here.

19 MS. SIMMONS:

20 Rickey Fabra?

21 (No response.)

22 MS. SIMMONS:

23 Manual Fajardo?

24 (No response.)

25 MS. SIMMONS:

1 Stuart Moss?

2 MR. MOSS:

3 Here.

4 MS. SIMMONS:

5 Representative Vincent St. Blanc,
6 proxy for Paula Davis?

7 MR. ST. BLANC:

8 Here.

9 MS. SIMMONS:

10 Senator Rick Ward?

11 MR. WARD:

12 Here.

13 MS. SIMMONS:

14 Kenneth Havard?

15 (No response.)

16 MS. SIMMONS:

17 Jerald Jones?

18 MR. JONES:

19 Here.

20 MS. SIMMONS:

21 Sandra McQuain?

22 MS. MCQUAIN:

23 Here.

24 MS. SIMMONS:

25 Senator Rhett Allain?

1 MR. ALLAIN:

2 Here.

3 MS. SIMMONS:

4 Representative Stuart Bishop?

5 (No response.)

6 MS. SIMMONS:

7 Jan Moller?

8 (No response.)

9 MS. SIMMONS:

10 Secretary Don Pierson?

11 MR. PIERSON:

12 Present.

13 MS. SIMMONS:

14 George Nassar?

15 MR. NASSAR:

16 Here.

17 MS. SIMMONS:

18 Darrel Saizan?

19 (No response.)

20 MS. SIMMONS:

21 Marshall Simien, Jr.?

22 MR. SIMIEN:

23 Here.

24 MS. SIMMONS:

25 Ronnie Slone?

1 (No response.)

2 MS. SIMMONS:

3 Adam Eitmann, proxy for Dr. Shawn
4 Wilson?

5 MR. EITMANN:

6 Here.

7 MS. SIMMONS:

8 Dr. Woodrow Wilson?

9 (No response.)

10 MS. SIMMONS:

11 Travis Holley?

12 MR. HOLLEY:

13 Here.

14 MS. SIMMONS:

15 Dr. Beverly Thompson?

16 (No response.)

17 MS. SIMMONS:

18 We have a quorum.

19 MR. JONES:

20 Thank you, Ms. Simmons.

21 Let's see, we have minutes from the
22 October 27th meeting. Board members,
23 hope you've had a chance to review those.
24 If so, I will take a motion to approve.

25 MR. MOSS:

1 So moved.

2 MR. JONES:

3 We have a motion from Mr. Moss.

4 Second?

5 MR. SIMIEN:

6 Second.

7 MR. JONES:

8 Second, Mr. Simien. Any questions

9 or comments from the Board?

10 (No response.)

11 MR. JONES:

12 Any comments from the public?

13 (No response.)

14 MR. JONES:

15 There being none, all in favor say,

16 aye.

17 (All indicated aye.)

18 MR. JONES:

19 Any opposition?

20 (No response.)

21 MR. JONES:

22 There being none, the motion

23 carries.

24 Now, let's move to the Quality Jobs

25 Program. Ms. Adegbe? How are you --

1 MS. ADEGBE:

2 Good morning.

3 MR. JONES:

4 How are you this morning?

5 MS. ADEGBE:

6 Well. And yourself?

7 MR. JONES:

8 Doing well, thank you. Please, lead
9 us through.

10 MS. ADEGBE:

11 There's one new application.
12 20190333, Click Here Publishing, L.L.C.,
13 East Baton Rouge Parish.

14 This concludes new applications.

15 MR. JONES:

16 Okay. Do we have a motion on this
17 one application?

18 MR. MOSS:

19 So moved.

20 MR. JONES:

21 We have a motion from Mr. Moss.

22 MR. NASSAR:

23 Second.

24 MR. JONES:

25 Second from Mr. Nassar. Any

1 questions or comments from the Board?

2 (No response.)

3 MR. JONES:

4 Any comments from the public?

5 (No response.)

6 MR. JONES:

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

9 (All indicated aye.)

10 MR. JONES:

11 Any opposition?

12 (No response.)

13 MR. JONES:

14 There being none, the motion
15 carries.

16 MS. ADEGBE:

17 Two renewal applications, 20161667

18 AxoSim, Inc., Orleans Parish. 20161807

19 HR Nu Blu Energy, LLC., West Baton Rouge
20 Parish.

21 This concludes renewals.

22 MR. JONES:

23 Okay. Entertain a motion?

24 MR. MOSS:

25 I move.

1 MR. JONES:

2 A motion from Mr. Moss. Second?

3 MS. COLA:

4 Second.

5 MR. JONES:

6 Second from Ms. Cola. Any questions
7 or comments from the Board?

8 (No response.)

9 MR. JONES:

10 Any comments from the public?

11 (No response.)

12 MR. JONES:

13 Hearing none, all in favor say, aye.

14 (All indicated aye.)

15 MR. JONES:

16 Any opposition?

17 (No response.)

18 MR. JONES:

19 There being none, the motion
20 carries.

21 MS. ADEGBE:

22 Two change of project physical
23 location. 20170637, Ampirical Solutions,
24 LLC. Previous address 4 Sanctuary
25 Boulevard, Suite 100, Mandeville,

1 Louisiana. Previous Parish, St. Tammany.
2 New address 1654 Ochsner Boulevard,
3 Covington. New Parish, St. Tammany.
4 20141138 CGI Federal Inc. Previous
5 address 538 Cajundome Boulevard,
6 Lafayette Parish. New address 102
7 Versailles Boulevard, Lafayette Parish.

8 This concludes change of project
9 location.

10 MR. JONES:

11 Okay. Entertain a motion?

12 MR. NASSAR:

13 So moved.

14 MR. JONES:

15 Have a motion from Mr. Nassar.

16 MR. SIMIEN:

17 Second.

18 MR. JONES:

19 A second from Mr. Simien. Any
20 questions or comments from the Board?

21 (No response.)

22 MR. JONES:

23 Any comments from the public?

24 (No response.)

25 MR. JONES:

1 Hearing none, all in favor say, aye.

2 (All indicated aye.)

3 MR. JONES:

4 Any opposition?

5 (No response.)

6 MR. JONES:

7 There being none, the motion
8 carries.

9 MS. ADEGBE:

10 One full transfer of ownership to
11 new company. 20161807, HR Nu Blu Energy,
12 LLC. New Company, Stabilism LNG Port
13 Allen, LLC., West Baton Rouge Parish.

14 This concludes transfer of
15 ownership.

16 MR. JONES:

17 All right. Have a motion?

18 MS. COLA:

19 So moved.

20 MR. JONES:

21 Have a motion from Ms. Cola.

22 Second?

23 MR. MOSS:

24 Second.

25 MR. JONES:

1 Second from Mr. Moss. Any questions
2 or comments from the Board?

3 (No response.)

4 MR. JONES:

5 Any comments from the public?

6 (No response.)

7 MR. JONES:

8 Hearing none, all in favor say, aye.

9 (All indicated aye.)

10 MR. JONES:

11 Any opposition?

12 (No response.)

13 MR. JONES:

14 There being none, the motion
15 carries.

16 MS. ADEGBE:

17 This concludes Quality Jobs.

18 MR. JONES:

19 Thank you, Ms. Adegbe.

20 MS. ADEGBE:

21 Thank you.

22 MS. JONES:

23 Good morning, Ms. Lambert. How are
24 you today?

25 MS. LAMBERT:

1 Good morning. I'm fine. Thank you.

2 MR. JONES:

3 Doing great. Take us through the
4 enterprise -- oh, restoration tax
5 exempts. I'm sorry.

6 MS. LAMBERT:

7 Right. We have one application for
8 the Restoration Tax Abatement Program.
9 It's 20161122. Company is 111 Iberville,
10 LLC. in New Orleans.

11 MR. JONES:

12 All right. We entertain a motion on
13 the Restoration Tax Abatement?

14 MR. NASSAR:

15 So moved.

16 MR. JONES:

17 Have a motion from Mr. Nassar.

18 MR. SIMIEN:

19 Second.

20 MR. JONES:

21 Mr. Simien. Question or comments
22 from the Board?

23 (No response.)

24 MR. JONES:

25 Any comments from the public?

1 (No response.)

2 MR. JONES:

3 Hearing none all in favor say, aye.

4 (All indicated aye.)

5 MR. JONES:

6 Any opposition?

7 (No response.)

8 MR. JONES:

9 There is none, the motion carries.

10 MS. LAMBERT:

11 This concludes the activity for RTA

12 at this time.

13 MR. JONES:

14 Thank you, ma'am.

15 Morning, Ms. Metoyer. How are you

16 today?

17 MS. METOYER:

18 Morning. I'm good. How are you?

19 MR. JONES:

20 We're -- we're doing well, thank

21 you. I -- let's walk us through

22 Enterprise Zone.

23 MS. METOYER:

24 I have 14 new applications.

25 20210222, 1507 Magazine Owner, LLC,

1 Orleans Parish. 20190388, Allpax
2 Products, LLC, St. Tammany Parish.
3 20200216, Cajun Traditions Food
4 Processors, LLC, Acadia Parish.
5 20190361, Kennedy Rice Mill, LLC,
6 Morehouse Parish. 20190093, Neighbors,
7 LLC, Ouachita Parish. 20190240, PMG OPCO
8 - Alpine, LLC, Lincoln Parish. 20190241,
9 PMG OPCO - Bradford, LLC, Caddo Parish.
10 20190245, PMG OPCP - Colonial, LLC,
11 Bossier Parish. 20190248, PMG OPCO -
12 Guest House, LLC, Caddo Parish.
13 20190238, PMG OPCO - Pil -- Pilgrim, LLC,
14 Bossier Parish. 20190242, PMG OPCO -
15 Shreveport, LLC, Caddo Parish. 20190247,
16 PMG OPCO - Springlake, LLC, Caddo Parish.
17 20190246, PMG OPCO - Washington, LLC,
18 Caddo Parish. And 20200544, Southern
19 Textile Services, Rapides Parish.

20 MR. JONES:

21 Great. Do we have a motion for
22 these Enterprise Zone Applications?

23 MR. NASSAR:

24 So moved.

25 MR. JONES:

1 Have a motion Mr. Nassar.

2 MR. MOSS:

3 Second.

4 MR. JONES:

5 Second, Mr. Moss. Questions or
6 comments from Board?

7 (No response.)

8 MR. JONES:

9 Hearing none, any comments from the
10 public?

11 (No response.)

12 MR. JONES:

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

15 (All indicated aye.)

16 MR. JONES:

17 Any opposition?

18 (No response.)

19 MR. JONES:

20 Hearing none, the motion carries.

21 Go right ahead.

22 MS. METOYER:

23 Contract terminations. 20160812,

24 Columbia/HCA of New Orleans, Inc.,

25 Orleans Parish. The existing contract is

1 09/13/17 to 09/12/2022. The requested
2 term date is March 12, 2020. The program
3 requirements have been met. No
4 additional jobs are anticipated.

5 20170218, Electric Depot, LLC, East Baton
6 Rouge Parish. The existing contract is
7 May 5th, 2017 to May 4th, 2022. The
8 requested term date is November 4, 2019.

9 The program requirements have been met.

10 No additional jobs are anticipated.

11 20161482, IP Avanti Covington OPCO, LLC,
12 St. Tammany Parish. The existing
13 contract is June 2nd, 2016 to June 1st,
14 2021. The requested term date is June 1,
15 2019. The program requirements have been
16 met. No additional jobs are anticipated.

17 MR. JONES:

18 All right. We have a motion?

19 MS. COLA:

20 Motion.

21 MR. JONES:

22 Motion from Ms. Cola. Second?

23 MR. SIMIEN:

24 Second.

25 MR. JONES:

1 Second from Mr. Simien. Any
2 questions or comments from the Board?

3 (No response.)

4 MR. JONES:

5 Any comments from the public?

6 (No response.)

7 MR. JONES:

8 Hearing none, all in favor say, aye.

9 (All indicated aye.)

10 MR. JONES:

11 Any opposition?

12 (No response.)

13 MR. JONES:

14 No opposition, the motion carries.

15 MS. METOYER:

16 That concludes Enterprise Zone.

17 MR. JONES:

18 Thank you, ma'am.

19 All right. Ms. -- Ms. Cheng and Mr.

20 Usie, how are you -- how are you all
21 today?

22 MS. CHENG:

23 We're great.

24 MR. JONES:

25 This is always our favorite part of

1 the meeting. With your mask on, I can't
2 -- I can't measure the level of your
3 enthusiasms.

4 All right. Let's get started. Who
5 wants to go first?

6 MR. USIE:

7 We have five Pre-EO new
8 applications. 20121092, Honeywell
9 International, Ascension Parish.
10 20121215, Honeywell International,
11 Ascension Parish. 20121215-A, Honeywell
12 International Ascension Parish.
13 20121215-B, Honeywell International,
14 Ascension Parish. And 20151722,
15 Honeywell International, East Baton Rouge
16 Parish.

17 MR. JONES:

18 Okay. Do we have a motion on these
19 Pre-EO applications for Honeywell? We
20 have a motion?

21 MR. MOSS:

22 So moved.

23 MR. NASSAR:

24 Second.

25 MR. JONES:

1 We have a motion from Mr. Moss.
2 Second from Mr. Nassar. Any questions or
3 comments from the Board?

4 (No response.)

5 MR. JONES:

6 Any comments from the public?

7 (No response.)

8 MR. JONES:

9 Hearing none, all in favor say, aye.

10 (All indicated aye.)

11 MR. JONES:

12 Any opposition?

13 (No response.)

14 MR. JONES:

15 Hearing none, the motion carries.

16 MR. USIE:

17 Next, we have four new applications

18 following the Post-EO 2017 rules.

19 20180199-A, Citadel Completions, LLC,

20 Calcasieu Parish. 20180199-B, Citadel

21 Completions, LLC, Calcasieu Parish.

22 20180158, Southside Machine Works, Inc.,

23 Calcasieu Parish. And 20180142-A,

24 Taminco US, LLC, Iberville Parish.

25 MR. JONES:

1 All right. Any motion from the
2 Board?

3 MR. SIMIEN:

4 Motion

5 MR. JONES:

6 Motion from Mr. Simien.

7 MR. NASSAR:

8 Second.

9 MR. JONES:

10 Second from Mr. Nassar. Any
11 questions or comments from the Board?

12 (No response.)

13 MR. JONES:

14 Any comments from the public?

15 (No response.)

16 MR. JONES:

17 Hearing none, all in favor say, aye.

18 (All indicated aye.)

19 MR. JONES:

20 Any opposition?

21 (No response.)

22 MR. JONES:

23 Hearing none the motion carries.

24 Thank you.

25 MR. USIE:

1 Next, we have 12 new Post-EO
2 applications following the 2018 rules.
3 Two companies have requested deferral.
4 The first is 20200214, Plastipak
5 Packaging Inc., in Rapides Parish, and
6 20170622, Vidalia Industrial Facilities,
7 LLC, in Concordia Parish.

8 MR. JONES:

9 Okay. First, let's take up a motion
10 on whether to defer Plastipak Packaging
11 and Vidalia Industrial Facilities. Is
12 there a motion?

13 MS. COLA:

14 So moved.

15 MR. JONES:

16 We have a motion from Ms. Cola to
17 defer those two applications.

18 MR. MCINNIS:

19 Second.

20 MR. JONES:

21 I have a second from Mr. -- Mr.
22 McInnis. Any questions or comments from
23 the Board?

24 (No response.)

25 MR. JONES:

1 Any comments from the public?

2 (No response.)

3 MR. JONES:

4 Hearing none, all in favor say, aye.

5 (All indicated aye.)

6 MR. JONES:

7 Any opposition?

8 (No response.)

9 MR. JONES:

10 There being none, the motion
11 carries. Those two items are deferred to
12 the next meeting.

13 MR. USIE:

14 20210435, Air Products Blue Energy,
15 LLC, Ascension Parish. 20210399, CSP
16 DeRidder, LLC, Beauregard Parish.
17 20190349, Custom Metal Works Inc., East
18 Baton Rouge Parish. 20210266, Fisher
19 Manufacturing Services, LLC, Tangipahoa
20 Parish. 20180148-B, Flopam Inc.,
21 Iberville Parish. 20200052, Hood
22 Container of Louisiana, LLC, West
23 Feliciana Parish. 20170492-B, Louisiana
24 Sugar Cane Cooperative, Inc., in St.
25 Martin Parish. 20180283, M.A. PATOUT &

1 SON LIMITED, LLC, Iberia Parish.

2 20210516, Venture Global CP2 LNG, LLC, in

3 Cameron Parish. And 20210532, Venture

4 Global CP2 LNG, LLC, in Cameron Parish.

5 MR. JONES:

6 All right. Do we have a motion for
7 these applications?

8 MR. ALLAIN:

9 Motion.

10 MR. JONES:

11 Motion from -- from Senator Allain.

12 MR. MOSS:

13 Second.

14 MR. JONES:

15 Second from Mr. Moss. Any questions
16 or comments from the Board?

17 (No response.)

18 MR. JONES:

19 Any comments from the public?

20 (No response.)

21 MR. JONES:

22 Hearing none, all in favor say, aye.

23 (All indicated aye.)

24 MR. JONES:

25 Any opposition?

1 (No response.)

2 MR. JONES:

3 There being none, the motion
4 carries.

5 MR. USIE:

6 Next, we have 39 renewals. Two are
7 requesting -- well, three companies are
8 request -- two companies are requesting
9 deferral, three contracts. The first is
10 20151210, Plastipak Packaging, Inc., in
11 Rapides Parish. 20141452, Sasol
12 Chemicals (USA) LLC, in Calcasieu Parish
13 and 20141453, Sasol Chemicals (USA) LLC,
14 in Calcasieu Parish.

15 MR. JONES:

16 Okay. Let's first take up whether
17 we want to defer those three requests.
18 Is there a motion to defer the Plastipak
19 Packaging and the two Sasol contracts?

20 MR. WARD:

21 Motion.

22 MR. JONES:

23 We have a motion. A motion from Mr.
24 -- Senator Ward. Do we have a second?

25 MR. NASSAR:

1 Second.

2 MR. JONES:

3 Second from Mr. Nassar. Any
4 questions or comments from the Board?

5 MR. SIMIEN:

6 Mr. Chair, I -- I have recused
7 myself on Sasol.

8 MR. JONES:

9 Thank you, Mr. Simien. Mr. Simien
10 will be rescuing himself from any
11 discussion or action on the Sasol
12 Chemicals Contracts.

13 Any other questions or comments from
14 the Board?

15 (No response.)

16 MR. JONES:

17 Any comments from the public?

18 (No response.)

19 MR. JONES:

20 Hearing none, all in favor say, aye.

21 (All indicated aye.)

22 MR. JONES:

23 Any opposition?

24 (No response.)

25 MR. JONES:

1 Hearing none, the motion carries.

2 Those items are deferred to the next
3 meeting.

4 MR. USIE:

5 20141412, Arkema, Inc., St. Charles
6 Parish. 20160033, Axiall, LLC, Iberville
7 Parish. 20150970, Crying Eagle Brewing
8 Company, LLC, Calcasieu Parish.
9 20150267, Denbury Onshore, LLC, Richland
10 Parish. 20141149-A-PT, Dis-Tran Steel,
11 LLC, St. Landry Parish. 20120848, Dow
12 Chemical Company, West Baton Rouge
13 Parish. 20140993, Dow Chemical Company,
14 Iberville Parish. 20150368, Dow Chemical
15 Company, West Baton Rouge Parish.
16 20151167, Dow Chemical Company, West
17 Baton Rouge Parish. 201501189, Epic
18 Piping, LLC, Livingston Parish.
19 20130125, Equilon Enterprises, LLC, (dba
20 Shell Oil Products US), St. Charles
21 Parish. 20140815, Equilon Enterprises,
22 LLC, (dba Shell Oil Products US), St.
23 Charles Parish. 20152019, Exxon Mobil
24 Corp dba Exxon Mobil Corp (Chemical),
25 East Baton Rouge Parish. 20152014, Exxon

1 Mobil Corporation (Lubes), West Baton
2 Rouge Parish. 20150 -- 2015, Exxon Mobil
3 Corporation (Lubes), West Baton Rouge
4 Parish. 20152018, Exxon Mobil
5 Corporation (Plastics), East Baton Rouge
6 Parish. 20152017, Exxon Mobil
7 Corporation (Polyolefins), East Baton
8 Rouge Parish. 20152016, Exxon Mobile
9 Corporation (Refinery), East Baton Rouge
10 Parish. 20160034, Georgia Gulf Lake
11 Charles, LLC, Calcasieu Parish.
12 20152053, Georgia Pacific Consumer
13 Operations, LLC, East Baton Rouge Parish.
14 20120977-B, Haynes International Inc.,
15 Bienville Parish. 20150303, McIlhenny
16 Company, Iberia Parish. 20141150-B,
17 Millennium Glavanizing, LLC, St. James
18 Parish. 20111182-A, Nutrition &
19 Biosciences USA 1, LLC, Iberville Parish.
20 20160700, PBF Holding Company, LLC, St.
21 Bernard Parish. 20141270-A, Performance
22 Energy Services, LLC, Terrebonne Parish.
23 20141344-A, Reagent Chemical & Research
24 Inc., Ascension Parish. 20130770, Shell
25 Chemical Company, LP, St. Charles Parish.

1 20141576, Shell Chemical Company, LP, St.
2 Charles Parish. 20141577, Shell Chemical
3 Company, LP, St. Charles Parish.
4 20141578, Shell Chemical Company, LP, St.
5 Charles Parish. 20152032, Stuller, Inc.,
6 Lafayette Parish. 20140795, Syngenta
7 Crop Protection, LLC, Iberville.
8 20120041-A, Union Carbide Corporation,
9 St. Charles Parish. 20140991, Union
10 Carbide Corporation, St. Charles Parish.
11 And 20152058, W.R. Grace & Co., East
12 Baton Rouge Parish.

13 And that concludes the renewals.

14 MR. JONES:

15 Very good. Do we have a motion on
16 these renewals?

17 MR. NASSAR:

18 Motion.

19 MR. JONES:

20 Motion to approve from Mr. Nassar.

21 MR. MCINNIS:

22 Second.

23 MR. JONES:

24 Second from Mr. McInnis. Any
25 questions or comments from the Board

1 about any of these renewals?

2 (No response.)

3 MR. JONES:

4 Any comments from the public?

5 (No response.)

6 MR. JONES:

7 Hearing none, all in favor say, aye.

8 (All indicated aye.)

9 MR. JONES:

10 Any opposition?

11 (No response.)

12 MR. JONES:

13 Hearing none, motion carries.

14 MR. USIE:

15 Next, we have one late renewal.

16 20161048, Hunting Energy Services, Inc.,

17 in Terrebonne Parish. The initial

18 contract expiration date was 12/31 of

19 2020. The late renewal request date was

20 October 8th of 2021.

21 MR. JONES:

22 Do we have anyone here from Hunting

23 Energy Services? Anyone here to speak

24 for the company?

25 (No response.)

1 MR. JONES:

2 Have we heard from them at all, Mr.

3 --

4 MR. USIE:

5 I did receive a call from their
6 consultant saying that she didn't think
7 anyone could make it here from the
8 company or herself. And I told her we
9 needed a request in writing in order for
10 it to be deferred to the next meeting.
11 And I did not receive that request.

12 MR. JONES:

13 All right then. Ladies and
14 gentlemen, our -- our past back practice,
15 which is not necessarily holding, but our
16 past practice has been, when there's not
17 someone here to help us understand the
18 reason for the late renewal is that the
19 world is your oyster and the Board can do
20 what it pleases with this renewal. We
21 can reduce, we can terminate or refuse to
22 renew. Is -- what is the pleasure of the
23 Board? I -- I -- Ms. -- Ms. Cola?

24 MS. COLA:

25 Yeah. Just could you remind us in

1 the past what we've done in terms of --

2 MR. JONES:

3 When -- usually some -- and -- and
4 this is not about -- we haven't talked
5 about it in a while, so it's not a bad --
6 bad idea to discuss it. When there's a
7 late renewal, basically someone has
8 failed or refused to file for renewal
9 timely. I tell -- it's probably the most
10 valuable incentive programs the State of
11 Louisiana offers. And it has been the
12 practice of the Board that if someone is
13 -- is not going to be paying attention --
14 close enough attention to that contract
15 to file a renewal in a timely way, then
16 it -- it is this Board's interest to know
17 why. Many times, it's because there's
18 been a change in administration, there's
19 been a change in -- in leadership or
20 there's been a change in the person
21 responsible for filing the applications.
22 Sometimes, it's the fault of a
23 consultant, but generally, we have
24 someone here to help us understand what
25 happened. And when someone is not here

1 to explain, it has been the past practice
2 of this Board, frankly, to deny the
3 renewal. If someone is here to explain,
4 and we are satisfied with that
5 explanation, then they are generally
6 penalized one year for each month that it
7 is late. So --

8 MS. CHENG:

9 It's -- it's a year for every year.

10 MR. JONES:

11 I'm sorry. Forgive me. I mis-
12 spoke. Thank you. Keep me between the
13 ditches, Ms. Cheng. Thank you.

14 All right. So that's -- that's kind
15 of been our practice. That has been
16 where we have been. What is the Board's
17 pleasure today? They have -- this
18 company was told they needed to be here.
19 They were told that if -- if they cannot
20 be here, they have the option to defer.
21 They did not take the opportunity to
22 request a deferral.

23 MR. MOSS:

24 Make a motion to reduce it by a
25 year.

1 MR. JONES:

2 Okay. There's a motion from Mr.
3 Moss to -- to approve the renewal but
4 with a one year penalty. Is that --

5 MR. MOSS:

6 Yes, sir.

7 MR. JONES:

8 -- is that fair?

9 MR. MOSS:

10 That's fair.

11 MR. JONES:

12 That's the motion from Mr. Moss. Is
13 there a second?

14 MR. WARD:

15 Second.

16 MR. JONES:

17 We have a second from Senator Ward.

18 Any questions or comments from the Board?

19 (No response.)

20 MR. JONES:

21 All right. Any comments from the
22 public?

23 (No response.)

24 MR. JONES:

25 Hearing none, all in favor say, aye.

1 (All indicated aye.)

2 MR. JONES:

3 Any opposition?

4 (No response.)

5 MR. JONES:

6 There being none, the motion
7 carries. Next?

8 MR. USIE:

9 Next, we have one change in
10 location. Westlake Polymers, LP,
11 20131140. Previous location, 900 HWY.
12 108, Sulphur, Louisiana 70665 in
13 Calcasieu Parish. New location, 3525
14 Cities Services HWY., Sulphur, Louisiana
15 70665 in Calcasieu Parish.

16 MR. JONES:

17 All right. Do we have a motion to
18 approve?

19 MR. MOSS:

20 So moved. So moved.

21 MR. SIMIEN:

22 Second.

23 MR. JONES:

24 Motion from Mr. Moss. Second from
25 Mr. Simien. Any questions or comments

1 from the Board?

2 (No response.)

3 MR. JONES:

4 Any comments from the public?

5 (No response.)

6 MR. JONES:

7 Hearing none, all in favor say, aye.

8 (All indicated aye.)

9 MR. JONES:

10 Any opposition?

11 (No response.)

12 MR. JONES:

13 There being none, the motion
14 carries.

15 MR. USIE:

16 Next, we have six special requests.

17 They're from Centric Pipe, LLC.

18 (Contracts 20081221-B, 20140501,

19 20141008, 20180516, 20180516-A and

20 20200026): LED -- LED received

21 notification from the Bossier Parish

22 Assessor that the manufacturing

23 establishment located at 430 Hamilton

24 Road, Bossier City, Louisiana was not

25 currently operational. ITEP Rules

1 require any changes in operations at the
2 contract site to be reported to the Board
3 of Commerce and Industry.

4 LED subsequently received a letter
5 from Centric Pipe stating that
6 manufacturing at the facility was
7 temporarily idled on August 21st, 2021.
8 They are requesting that the Board of
9 Commerce and Industry consider keeping
10 their active contracts in place while
11 their facility is temporarily idle. The
12 company is expecting to reopen the mill
13 in Q1 of 2022.

14 MR. JONES:

15 Do we have anyone here from Centric
16 Pipe?

17 MR. PLUMBER:

18 Right here?

19 MR. JONES:

20 Yeah. That'd be fine.

21 MR. PLUMBER:

22 Good morning.

23 MR. JONES:

24 Good morning. Could you just state
25 your name, your position with the

1 company, please, for the record?

2 MR. PLUMBER:

3 Jeff Plumber. I'm the CFO at
4 Centric Pipe.

5 MR. JONES:

6 Right. Tell us what's going on, Mr.
7 Plumber.

8 MR. PLUMBER:

9 Well, I wrote a letter. We were
10 contacted by the local taxing authorities
11 saying that we were out of compliance
12 with the contracts that we had in place
13 for -- for the tax abatements, I think --
14 I'm not an expert in this area by any
15 means.

16 But, you know, we're a small company
17 and we're in the steel and energy
18 industry. So we've had kind of a --
19 until lately a -- a pretty rough time of
20 it. So we had to idle that facility in
21 August. Since then -- we're going to
22 start the mill back up in March and
23 rehire about 50 people back in that area.
24 Most of these people have worked with us
25 for a long time.

1 In my letter, you know, I'm not here
2 to say that we did it correctly, okay?
3 I'm just here to say that this help would
4 -- would really help us get the facility
5 back up and running and re-employee the
6 people and all this kind of stuff. And
7 internally, what we've done is, put in
8 place a better process where I'm the
9 contact person and we can stay on top of
10 this.

11 I mean, that's -- that's essentially
12 what happened.

13 MR. JONES:

14 So -- to make sure I understand. So
15 on August 31, the company had to make the
16 decision to go idle due to demand --
17 market demand?

18 MR. PLUMBER:

19 Yeah. In our industry -- so we --
20 we weld -- we do ERW pipe, which is --
21 which is -- it -- it's an oil and gas
22 OCTG tubing and casing that goes down oil
23 wells. And so anybody that's in that
24 industry there -- there's a CRU index for
25 hot rolled coils. So that per ton cost

1 went up from year -- every year from like
2 \$700 to \$1,900.

3 So effectively, like if you go back
4 and look at like Tenaris, the biggest one
5 in the world that does this, the CEO got
6 on there and said, well, there's no one
7 that's going to be producing this
8 domestically in the US without some help.

9 And so everybody was kind of in the
10 same condition. We had the pandemic
11 going, we had people not in the office,
12 all this kind of stuff going on, so we
13 idled the mill.

14 We -- we retained our core
15 employees, you know, the general manager
16 and these kind of people. The long-term
17 production people that we had there,
18 which most of these people have been
19 there for ten plus years, we acquired it
20 in 2013, but they were there even before
21 that, we -- some of them, we found
22 temporary jobs. We tried to place them
23 in different -- you know, help them out
24 and everything.

25 And so now, they have \$82 oil and

1 the price of the coils have gone down to
2 about \$1,100. But what's happened is,
3 because no one produced any pipe for so
4 long, there's a big shortage, so the
5 margins have increased dramatically so it
6 makes sense for us to put the mill back
7 on the line, and that's what we're doing.
8 So --

9 MR. JONES:

10 Couple more questions, just to give
11 us some better insight into the company.
12 How long has the company been in
13 operation?

14 MR. PLUMBER:

15 Well, we acquired it from a company
16 based in Portland, Oregon called North
17 West Pipe in 2013. Before that, I think
18 they were there like ten years. And
19 before that, the mill was actually built
20 in like 1972.

21 MR. JONES:

22 So it's been around for a long time.

23 MR. PLUMBER:

24 Yeah. So these -- so these
25 production employees, you know, the

1 foremen and everything and like that,
2 they've been there for a long, long time.

3 So --

4 MR. JONES:

5 How many total employees does the
6 facility have?

7 MR. PLUMBER:

8 Well, we're -- we -- we -- you know,
9 it was on a downturn, so we had 50. So
10 we had to reduce it down to about --
11 well, we -- we laid off 50 in August. We
12 had some shipping people there and stuff
13 that still shipped out pipe that was
14 still in the yard and stuff like that.
15 So we're -- we're putting back on the
16 first shift at the end of March, which
17 will be the 50 people coming back. But
18 the -- but the market's so good that
19 we're probably going to put on a second
20 shift and maybe a third. So in total,
21 you could see 100, 120 people.

22 MR. JONES:

23 All right. Any other questions
24 concerning this -- and again, what
25 they're essentially asking with --

1 they're -- what -- what happens folks,
2 under -- under the rules, when a company
3 goes idle, there's supposed to be a
4 notification so that -- so that LED
5 understands that they have in fact gone
6 idle.

7 So essentially what's happened here,
8 they failed to do so. Should have done
9 so, failed to do so. And so that's what
10 brings us here today.

11 The way LED found out about it is,
12 the tax assessor realized it had happened
13 and -- and actually contacted us. So --
14 so now, we -- I think -- I think what Mr.
15 --

16 MR. PLUMBER:

17 Plumber.

18 MR. JONES:

19 Thank you. Is -- is telling us is,
20 now we realize we should have done it and
21 we're -- we're about to go back into
22 operations at the end of this quarter,
23 sometime in March. So the -- your
24 alternatives, as I see them, you can --
25 we can shut down the contract. That is

1 one option, because they failed to follow
2 the rules, or we can waive that and allow
3 them to continue under the contract
4 because of the situation.

5 MR. NASSAR:

6 I make a motion that we waive --
7 that we waive it and we allow them to
8 continue under the contract.

9 MR. JONES:

10 Okay. We have a motion to allow the
11 contract to continue.

12 MR. SAIZAN:

13 SECOND:

14 MR. JONES:

15 We have a second from Mr. Saizan.
16 Any questions or comments from the Board?

17 MR. EITMANN:

18 I have -- I have a question.

19 MR. JONES:

20 Sure. Go right ahead. Please,
21 speak into the mic.

22 MR. EITMANN:

23 Thank you. How long have ya'll been
24 participating in the ITEP program?

25 MR. PLUMBER:

1 When we made the acquisition, there
2 were already some contracts in place,
3 because I think the contracts -- the
4 nomenclature, the ID's, are like the
5 year. So like even on this list, it's
6 like 2008. And so you can see when we
7 came in here, 2014 and 2018 and 2020, but
8 they had some even before that, I think.

9 MR. EITMANN:

10 And you feel comfortable today
11 saying that -- that -- that the company
12 has taken steps to ensure that the -- the
13 local assessor won't have to notify this
14 Board of noncompliance again?

15 MR. PLUMBER:

16 Or it -- I -- I can assure you on
17 that, because now, I'm personally involve
18 -- now, I know the assessor's personally
19 and everything. I can assure you that we
20 will be in compliance.

21 MR. EITMANN:

22 All right. Thank you, Mr. Chairman.
23 Thank you.

24 MR. JONES:

25 Thank you. Any other questions or

1 comments from the Board?

2 (No response.)

3 MR. JONES:

4 Good. Any comments from the public?

5 (No response.)

6 MR. JONES:

7 Hearing none, we have a motion to
8 waive the penalty and allow the contract
9 continue. All in favor say, aye.

10 (All indicated aye.)

11 MR. JONES:

12 Any opposition?

13 (No response.)

14 MR. JONES:

15 Hearing none, the motion carries.

16 MR. PLUMBER:

17 Thank you very much.

18 MR. JONES:

19 Thank you. Appreciate you being
20 here today. Get those people back to
21 work.

22 MR. PLUMBER:

23 That's right. That's what we're
24 doing.

25 MR. JONES:

1 All right. Next.

2 MR. USIE:

3 Next, we have one noncompliant
4 contract that follows the 2017 rules. It
5 is for Inferno Manufacturing, 20161891,
6 in Caddo Parish. The reporting period
7 was for 2017. The company was required
8 to create three jobs with a total of
9 200,000 in payroll. They created the
10 three jobs, but only created 56,910 in
11 payroll.

12 MR. JONES:

13 Okay.

14 MR. USIE:

15 LED received notification from the
16 two entities that approved the contract
17 initially. The parish and police jury
18 chose to defer to the Board. The School
19 Board didn't approve the exemption. The
20 sheriff didn't approve the exemption
21 initially. The municipality, they were
22 notified, and we did not receive any
23 response.

24 MR. JONES:

25 When you say they did not approve

1 the exemption initially, is that on --
2 the -- the very first --

3 MR. USIE:

4 The original contract, so they
5 didn't need to be notified of
6 noncompliance because it was never
7 approved from the start.

8 MR. JONES:

9 Okay. And the -- the two that did
10 approve -- or the parish police jury,
11 they actually deferred us to -- defer to
12 the Board?

13 MR. USIE:

14 Correct.

15 MR. JONES:

16 Okay. Thank you very much. Do we
17 have someone here from the company?
18 Please come forward. If you'll state
19 your name and position with the company,
20 please?

21 MR. ORGANICK:

22 Good morning, my name is Allen
23 Organick. I'm the president and owner of
24 Inferno.

25 MR. JONES:

1 Okay. So essentially what we have
2 here, you -- under the original contract,
3 you have an obligation or responsibility
4 to create three jobs, which apparently
5 you did under the rules, but there was a
6 -- a shortfall in the total payroll for
7 those three jobs. Can you kind of tell
8 us what -- what happened here?

9 MR. ORGANICK:

10 Yes. We bought the machine in
11 December of 2016 and completed the
12 installation a couple of weeks later. So
13 LED calculates that our first year of
14 obligation is 2017, but it took us six
15 months before we hired the first person
16 and then in a couple of months later, we
17 hired another and then another. And so
18 the payroll numbers reflect that, less
19 than a full year -- less than a full
20 calendar year. In addition, the -- when
21 we -- when we made our application, we
22 made it for in two phases. One phase in
23 2016 and the next phase the next year.
24 And during the application process, for
25 the first go around, the application

1 guide, computer software, gave us
2 messages saying that this is phase one
3 and we -- we put down two new employees,
4 \$145,000. So our numbers don't agree
5 with the -- the contract.

6 MR. JONES:

7 Okay. All right. Ms. Bourgeois,
8 you've come to the table, so I have a
9 feeling you want to tell me something.

10 MS. BOURGEOIS:

11 I really just have it in a recap,
12 because I know we talked a lot about this
13 last time.

14 I'm Tam Bourgeois, Counsel for the
15 Board. There's a lot of discussion, so I
16 just wanted to briefly summarize that
17 they're here today because of
18 noncompliance in their first year. They
19 created the jobs but not the payroll.
20 And it -- it is because they hired those
21 employees midyear. It wasn't caught in
22 the contracting process that that was,
23 you know, the actual plan. The contract
24 is the contract.

25 As of now, as I understand it,

1 they're employing more people than they
2 originally promised. And just to expand
3 upon -- I know the -- the letter from the
4 police jury says that they fully endorse
5 the company's continued participation in
6 the program. So I just wanted to kind of
7 --

8 MR. JONES:

9 Well, one thing -- for -- for the
10 Board, just to -- and this is something
11 that I -- I'm not real crazy about, about
12 the program, but it's -- it's the way it
13 works and I'm -- I'm not -- there may be
14 a better way to do it, but I'm not smart
15 enough to figure it out. But when we --
16 when -- when these companies have to
17 estimate the -- the payroll, basically
18 the -- it's a 12 month payroll. And so
19 if you hire someone in July, I mean,
20 you're paying them a \$100,000, well,
21 you're -- you've committed yourself to a
22 \$100,000 payroll, but yet, you only pay
23 50 because they came in midyear. So
24 while from a -- from an employers
25 perspective they -- they hired the

1 employee that they agreed to hire. They
2 paid them the salaries they agreed to pay
3 them, and based on their math, yeah, we -
4 - we've got three employees making what
5 we promised to pay them, but yet, because
6 we hired them later in the year, the
7 total payroll for that year falls short.

8 So I -- I -- and -- and staff stop
9 me if I'm -- if I'm out of bounds here,
10 but I think that's the -- the pothole
11 we've found ourselves in, in this
12 situation; is that correct? Is that
13 correct, staff?

14 MR. USIE:

15 (Indicated a positive response.)

16 MR. JONES:

17 Yes, okay. All right. Now, Mr.
18 Organick, you had something else you
19 wanted to add?

20 MR. ORGANIC:

21 Yes. The way LED treats our -- the
22 audit, they give us -- they give us
23 credit for all three people that we
24 hired, but they don't give us credit for
25 the payroll dollar, so it's -- it's

1 inconsistent. Why give us three credits
2 if we -- if they average out less than
3 three --

4 MR. JONES:

5 Yeah. And I -- like I say, under --
6 it's actually -- it's actually amounts
7 paid during the year and when you hire
8 people late in the year, you might --
9 they're not going to get a 100 percent of
10 the salary, because they got hired late
11 in the year. So I understand the
12 problem. Great thing about coming before
13 the Board is that we have an opportunity
14 to do what may be the right thing, if --
15 if that is the Board's desire.

16 And -- and we -- so we have a
17 situation where the -- that the company
18 met the obligation to hire the people and
19 they agreed -- and they're paying them
20 the salary they agreed to pay them. It's
21 just that first year, they didn't come in
22 until later in the year, so -- Mr.
23 Pierson?

24 MR. PIERSON:

25 Just want to add the comment to the

1 record that we are not inconsistent. We
2 are very consistent. We don't make the
3 numbers. We read the numbers. The
4 payroll figures come to us through
5 another branch of government, Department
6 of Revenue. We see the salaries paid,
7 and the staff is just required to tell
8 you what the numbers are. So I didn't
9 want to let a floating comment about, you
10 know, we have three people, but we have
11 56,000 in payroll. We're just telling
12 you what the numbers reflect.

13 MR. JONES:

14 Great. All right. So the -- we
15 have an opportunity here to -- we can
16 penalize the company or we can waive the
17 penalty and allow the contract to move
18 forward without penalty. What is the
19 pleasure of the Board? Do we have a
20 motion?

21 MR. NASSAR:

22 I make a motion we waive the
23 penalty.

24 MR. JONES:

25 I have a motion from Mr. Nassar to

1 waive the penalty.

2 MR. SIMIEN:

3 Second.

4 MR. JONES:

5 We have a second. Was that Mr.

6 Simien?

7 MR. SIMIEN:

8 (Indicated a positive response.)

9 MR. JONES:

10 Got a second from Mr. Simien. Any

11 questions or comments from the Board?

12 (No response.)

13 MR. JONES:

14 Any comments from the public?

15 (No response.)

16 MR. JONES:

17 Hearing none, all in favor say, aye.

18 (All indicated aye.)

19 MR. JONES:

20 Any opposition?

21 (No response.)

22 MR. JONES:

23 There being none, the motion

24 carries.

25 MR. ORGANICK:

1 Thank you.

2 MR. JONES:

3 Thank you, Mr. Organick. Good to
4 see you, sir.

5 MR. ORGANICK:

6 Thank you.

7 MR. JONES:

8 Thank you, sir.

9 All right. What do we have next?

10 MR. USIE:

11 Next, we have noncompliant contracts
12 following the 2018 rules. The first
13 company is A.O.U.O.P.S., Inc., in East
14 Carroll Parish. It is two contracts,
15 20170103 and 201701030-A. 20170103, the
16 first year of noncompliance is the 2018
17 year. They were required to create five
18 jobs with 50,000 in payroll. They only -
19 - they created four jobs with salaries of
20 88,191 in payroll. And the local
21 entities were notified. And the parish
22 police juries, school board and sheriff
23 all made recommendations to defer to the
24 Board.

25 The next contract is 2017013 again.

1 This one is for the 2020 reporting
2 period. They were required to create
3 five jobs. They had a ramp up in
4 payroll, so it was now 125,000 in
5 payroll. The actual jobs created were
6 zero with no payroll and the sheriff --
7 sheriff, school board and parish --
8 parish all defer to Board for that year
9 as well.

10 The last year is for the contract
11 20170103-A for the 2020 calendar year.
12 They were required the five jobs at
13 125,000. And it was zero and zero jobs
14 and payroll actually created. And the
15 parish, police jury, school board and
16 sheriff defer to Board for that year as
17 well.

18 MR. JONES:

19 All right. Do we have anyone here
20 from A.O.U.O.P.S.?

21 (No response.)

22 MR. JONES:

23 All right. You -- you -- I think
24 each of you -- the Board members should
25 have at your desk a copy of an email

1 chain, actually from the ownership of the
2 company. And actually this was sent in
3 preparation for the December meeting,
4 which did not take place. This is from
5 the secretary treasurer -- I don't know
6 if that's a Mr. or Ms. Lee --

7 MR. USIE:

8 Ms.

9 MR. JONES:

10 Ms. -- Ms. Lee Shumate. And I'll --
11 I'll let you read it yourself, but
12 essentially, the -- this is a -- they --
13 they cannot -- because they are a small
14 company, they simply cannot come to Baton
15 Rouge for the meeting. They -- they've
16 had some illness issues. They had a
17 facility that actually burned down when
18 they -- and as they were trying to
19 rebuild, they ran into issues there in
20 East Carroll Parish, which they say is a
21 poor parish and they're having frankly a
22 difficult time getting people back to --
23 to come to work, which has led to the
24 situation. And then compound, in 2020,
25 of course, Covid made the whole situation

1 that much more complicated.

2 So I'll let you read the emails
3 yourself, but that is the essence of --
4 of -- of what they're saying. They have
5 been -- basically, said we can't come to
6 the meetings, but we're asking for a
7 reprieve the Board.

8 Ms. Bourgeois, do you have anything
9 to add, or you're just here to answer
10 questions?

11 MS. BOURGEOIS:

12 I'm here to answer questions.

13 MR. JONES:

14 Great. Thank you so much.

15 So what is the pleasure of the
16 Board?

17 MR. HOLLEY:

18 I have a question.

19 MR. JONES:

20 Yes, sir. Mr. Holley?

21 MR. HOLLEY:

22 Ms. -- Ms. Bourgeois, was there any
23 one year that they were in compliance?

24 MR. USIE:

25 They were in -- in compliance for

1 the 2019 year. So that's why you'll see
2 the first one was 2018. They were short
3 one job, which made them noncompliant.
4 2019 is not shown on here for either
5 contract, because they were compliant for
6 that year. And then they went back to
7 noncompliant for the 2020 year for both
8 contracts. And both of those contracts
9 cover one project. The age just
10 indicates that it's a phase. So as -- as
11 we're placing the service in two
12 different calendar years, but it was one
13 project, one set of job creation
14 requirements.

15 MR. JONES:

16 So apparently, they -- the way I
17 interrupt that -- and stop me if I'm
18 wrong. But the way I interrupt that in
19 27 or 20 -- excuse me -- 2018, they were
20 starting up with -- with under the
21 contract. They were obligated to -- to
22 hire five people. They hired four, but
23 they exceeded the payroll obligation.
24 2019, they met their obligations. Both
25 five -- they had five employees at over -

1 - what, 125,000 --

2 MR. USIE:

3 Correct.

4 MR. JONES:

5 -- in -- in salary. And then 2020

6 hit with Covid and --

7 MR. USIE:

8 Took a downturn.

9 MR. JONES:

10 -- took a downturn.

11 MR. USIE:

12 Correct.

13 MR. JONES:

14 And that's where we are.

15 MR. USIE:

16 Yes.

17 MR. JONES:

18 Does that answer your question, Mr.

19 Holley?

20 MR. HOLLEY:

21 Yes, sir.

22 MR. JONES:

23 Any other questions or comments from

24 the Board?

25 (No response.)

1 MR. JONES:

2 Folks, I -- I think one of the
3 things that we are dealing with and --
4 and as we -- you know, we're -- we're
5 relatively new into the compliance game
6 as a Board. Ya'll know that we've only --
7 - it's only the third -- second or third
8 meeting that we've actually had
9 compliance items on the agenda that we've
10 had to deal with. This is not -- this is
11 the first time we've seen Covid being
12 raised at the level it's being raised,
13 but I don't believe it'll be the last
14 time.

15 So for whatever that's worth, it --
16 it's something that -- and -- and again,
17 I think we -- when we started this
18 process of dealing with compliance, we
19 had much discussion at this Board about
20 arbitrary and capricious and -- but at
21 the same time, we don't want to have
22 cookie cutter answers because every
23 project is different. Every situation is
24 different. And that's why it's important
25 for us to delve into what the facts are

1 and what happened and why it happened.

2 Some -- some reasons for meeting the
3 contract are appropriately excused, some
4 reason are not. And it is -- it's up to
5 this Board to make those determinations.

6 So you have a set of facts in front
7 of you, based on the emails and
8 discussions we've had this morning, so we
9 need to make a decision. What is the
10 pleasure of the Board?

11 MR. HOLLEY:

12 May I ask one more question, please?

13 MR. JONES:

14 Sure.

15 MR. HOLLEY:

16 If I understand it, no taxing
17 authority has opposed the continuation of
18 this program; is that correct?

19 MR. USIE:

20 That's correct. All they did was --
21 they did all send the response. Their
22 response was just to defer to the Board
23 for the decision.

24 MR. HOLLEY:

25 Okay.

1 MR. NASSAR:

2 Make a motion that we grant a
3 reprieve for the company.

4 MR. JONES:

5 All right. And we have a motion
6 from Mr. Nassar to grant the reprieve and
7 allow the contract to go on, but continue
8 without penalty.

9 MR. MOSS:

10 Second.

11 MR. JONES:

12 We have a second from Mr. Moss. Any
13 questions or comments from the Board?

14 (No response.)

15 MR. JONES:

16 Any comments from the public?

17 (No response.)

18 MR. JONES:

19 Hearing none, all in favor say, aye.

20 (All indicated aye.)

21 MR. JONES:

22 Any opposition?

23 (No response.)

24 MR. JONES:

25 There being none, the motion

1 carries. And you will communicate that
2 to the -- Ms. Shumate?

3 MR. USIE:

4 (Indicated a positive response.)

5 MR. JONES:

6 Thank you.

7 MR. USIE:

8 The next company is Oil & Grit, LLC
9 in East Feliciana Parish. Contract
10 20170302.

11 The first noncompliant reporting
12 period is the 2019 year. The company was
13 required to create six new jobs with
14 266,000 in payroll. The actual jobs
15 created were five and the payroll was
16 153,460. And the local entities were
17 notified. The parish, the school board
18 and the sheriff. No response was
19 received.

20 For the 2020 reporting period for
21 the same contract 20170302, they were
22 required to create six jobs, 266,000 in
23 payroll. The local entities were
24 notified and the jobs and salary are
25 unknown because the company did not sub -

1 - submit annual compliance for that year
2 for it to be determined.

3 MR. JONES:

4 Okay. Do we have anyone here from
5 Oil & Grit, LLC.? Ms. Boatner? Please
6 state your name and your relationship
7 with the company, please.

8 MS. BOATNER:

9 Rhonda Boatner, Didier Consultants.
10 We are the consultant for this company.

11 Unfortunately, because of Covid,
12 this facility has closed down. They are
13 not operational. That's the reason we
14 don't have any reporting for 2020 is
15 because they no longer have any
16 employees.

17 So based on the rules of the program
18 -- and they have no plans to re-open the
19 facility. They are -- they are hoping to
20 sell it. So based on the program rules,
21 you know, it's -- it's the Board's
22 decision as to whether or not we should
23 continue with the ITEP.

24 MR. JONES:

25 All right. There we go. What is

1 the pleasure of the Board?

2 MR. HOLLEY:

3 I -- I move that we terminate the
4 program.

5 MR. JONES:

6 We have a motion to terminate.

7 MR. SIMIEN:

8 Second.

9 MR. JONES:

10 We have a second from Mr. Simien.

11 Any questions or comments from the Board?

12 (No response.)

13 MR. JONES:

14 Any comments from the public?

15 MS. BOATNER:

16 I would like to make one more
17 comment, please.

18 Just for clarification purposes, the
19 total investment is the 3.2 million, not
20 the sum. Because if you look at the
21 totals number at the bottom, it seems to
22 reflect that they invested six million
23 dollars, and in fact, it's only 3.2
24 million.

25 MR. JONES:

1 Good. Thank you. All right. We
2 have a motion and a second to terminate
3 the contract. Any other questions or
4 comments from the Board?

5 (No response.)

6 MR. JONES:

7 Any comment form the public?

8 (No response.)

9 MR. JONES:

10 Hearing none, all in favor say, aye.

11 (All indicated aye.)

12 MR. JONES:

13 Any opposition?

14 (No response.)

15 MR. JONES:

16 There is no opposition, the motion
17 carries. Thank you, Ms. Boatner.

18 MS. BOATNER:

19 Thank you.

20 MR. USIE:

21 And that concludes the ITEP portion
22 of the agenda.

23 MR. JONES:

24 Thank you. Thank you both.

25 All right. Do we have any other

1 business?

2 (No response.)

3 MR. JONES:

4 Hearing none, Mr. Pierson, the floor
5 is yours. Bring us up to date.

6 MR. PIERSON:

7 Thank you, Mr. Chairman. And I'll
8 be brief, but appreciate the opportunity
9 to update the -- the Board.

10 We are finishing up, as you know,
11 2021, and we've had a remarkable year.
12 Remarkable in that, sustaining hurricanes
13 and major storms. Remarkable in the
14 backdrop of the pandemic impacting
15 companies, as you've heard here today.
16 But despite that, a record year for
17 economic development in our state.
18 Projects in 31 parishes. 6,700 new
19 direct jobs creating 11,400 indirect
20 jobs. 9,700 retained jobs through
21 projects that we can point to and a
22 committed capital investment in our state
23 of 20.6 billion. So just things headed
24 in a very favorable direction,
25 particularly the construction industries

1 and a wide portfolio of opportunities out
2 there.

3 Notably, awarded by US Department of
4 Commerce two Build Back Better Phase One
5 application for awards. 529 communities
6 across the nation submitting. 60 being
7 selected. And Louisiana having two of
8 those. One around the energy pivot and
9 the formation of the hydrogen economy,
10 reliance more so on renewables, reduction
11 in greenhouse gases and wind, solar and
12 other renewables coming together to help
13 power that. That will be lead by the
14 Greater New Orleans, Inc., but it's a
15 regional program.

16 Also, the second one will be led by
17 the New Orleans Bio Innovation Center,
18 but it's around a health corridor that
19 stretches from Baton Rouge, Pennington
20 Health District to New Orleans Tulane
21 Medical School, Louisiana Health Science
22 Center, New Orleans Bio Innovation
23 Center and -- and all the rural areas in
24 this -- in this region. Though these two
25 awards carried a \$500,000 reward to

1 further define, develop plans going
2 forward, but importantly, represent the
3 opportunity to compete for the phase two
4 award. These 60 communities will be
5 narrowed to 30 final award winners that
6 can receive up to 100 million dollars, so
7 we're -- we're being seen nationally for
8 some excellence being represented through
9 these programs.

10 The other very significant event
11 that is upon us here in 2022 in a
12 favorable way is funds that will be
13 awarded by the US Treasury where we've
14 submitted application for and have an
15 allocation of 74 million dollars, and
16 that number may be enhanced, that is
17 being provided in order to accelerate
18 entrepreneurship and support of small
19 businesses across the state. Those funds
20 will be deployed through Louisiana
21 Economic Development Corporation, which
22 is a segment of LED's management that
23 works with a board appointed by the
24 Governor. And the funds have been
25 awarded once, not too long ago, 09 and

1 10 in the post building housing bubble
2 burst where the economy was struggling
3 and funds were awarded. And Louisiana
4 did a great job of the deployment of
5 those funds, largely through our banks
6 where we participated with Louisiana
7 Banks on a loan guarantee program, but
8 also placing money in Venture Capital
9 funds that were established.

10 We've been in strong conversation
11 with stakeholders and preparing for this
12 next round of investment by the Treasury.
13 And so a significant of influx of funds
14 will hopefully arrive later in the
15 summertime or thereabouts.

16 We'll be able to again, make some
17 Venture Capital investments. We will be
18 able to reinforce our loan guarantee
19 program. And importantly, whenever you
20 take federal monies, they come with the
21 federal reporting requirements and other
22 guidance that you have to comply with,
23 but one of the elements here will be to
24 try to reach out to a lot of underserved
25 populations or distressed small business

1 across our state and come with what we'll
2 call micro lending, smaller less
3 documentation, easier to support and even
4 some collateral substitution programs
5 where funds can be put up so that a
6 company that's strapped for assets may
7 not have collateral and may typically be
8 turned down by the bank will -- will
9 qualify.

10 So I think for hard hit areas from
11 the storm damage, such as the Southwest
12 Louisiana, a lot of recovery ongoing down
13 the bayou, we're going to have some great
14 opportunities to support and assist these
15 small businesses. It'll be a -- a new
16 feature. Not specifically new, I told
17 you we'd been awarded funding of this
18 nature before, but the segment of micro
19 lending and I think a more focused
20 approach for distressed segments of our
21 economy are going to be new features
22 that'll be developed and deployed.

23 So with that, I'll conclude my
24 remarks. And if you have any questions,
25 I'd be happy to try to answer them.

1 MR. JONES:

2 Thank you, Mr. Pierson. Great
3 report. Good to know that some of our
4 D.C. dollars are coming back.

5 All right. Anything else for the
6 good of the order today?

7 (No response.)

8 MR. JONES:

9 Thank you all, ladies and gentlemen.
10 Hope you have a great weekend. And to
11 the public, thank you very much for being
12 here. We are -- oh, I guess I need to
13 get a motion. Do I have a motion to
14 adjourn?

15 MR. NASSAR:

16 Motion.

17 MR. JONES:

18 Motion from Mr. Nassar.

19 MS. MCQUAIN:

20 Second.

21 MR. JONES:

22 Second from Ms. McQuain. All in
23 favor say, aye.

24 (All indicated aye.)

25 MR. JONES:

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We are adjourned. Thank you.

THE MEETING CONCLUDED AT 10:34 A.M.

* * * * *

1 R E P O R T E R ' S P A G E

2 I, Lori B. Overland, Certified Court
3 Reporter, in and for the State of Louisiana,
4 the officer, as defined in Rule 28 of the
5 Federal Rules of Civil Procedure and/or
6 Article 1434(b) of the Louisiana code of
7 Civil Procedure, before whom this sworn
8 testimony was taken, do hereby state on the
9 Record

10 That due to the interaction in the
11 spontaneous discourse of this proceeding,
12 dashes (--) have been used to indicate
13 pauses, changes in thought, and/or talk
14 overs; that same is the proper method for a
15 Court Reporters's transcription of
16 proceeding, and that the dashes (--) do not
17 indicated that words or phrases have been
18 left out of this transcript;

19 That any words and/or names which could
20 not be verified through reference material
21 have been denoted with the phrase
22 "(inaudible)."

23
24 _____
Lori Overland, C.C.R.

25 # 97083

C E R T I F I C A T I O N

I, Lori B. Overland, Certified Court Reporter in and for the State of Louisiana, as the officer before whom this testimony was taken, do hereby certify that the above referenced individual to whom oath was administered, after having been duly sworn by me upon authority of R.S. 37:2554, did testify as hereinbefore set forth in the foregoing pages, that this testimony was reported by me in the stenomask reporting method, was prepared and transcribed by me or under my personal direction and supervision, and is a true and correct transcript to the best of my ability and understanding; that the transcript has been prepared in compliance with transcript format guidelines required by statute or by rules of the board, that I have acted in compliance with the prohibition on contractual relationships, as defined by Louisiana Code of Civil Procedure Article 1434 and in rules and advisory opinions of the board; that I am not related to counsel or to the parties herein, nor am I otherwise interested in the outcome of this matter.

Lori Overland C.C.R.

97083

	77:14	Appreciate (2)	30:6	31:19
\$	adjourned (1)	49:19;72:8	AxoSim (1)	Bishop (1)
\$1,100 (1)	78:1	approach (1)	11:18	7:4
44:2	administration (1)	76:20	aye (42)	bit (1)
\$1,900 (1)	35:18	appropriately (1)	9:16,17;11:8,9;	4:17
43:2	again (5)	66:3	12:13,14;14:1,2;15:8,	Blanc (2)
\$100,000 (2)	45:24;48:14;59:25;	approve (8)	9:17.3.4;19:14,15;	6:5,7
54:20,22	65:16;75:16	8:24;32:20;37:3;	21:8,9;23:9,10;24:17,	Blu (2)
\$145,000 (1)	age (1)	38:18;50:19,20,25;	18;26:4,5;27:22,23;	11:19;14:11
53:4	63:9	51:10	29:20,21;33:7,8;	Blue (1)
\$500,000 (1)	agenda (2)	approved (2)	37:25;38:1;39:7,8;	26:14
73:25	65:9;71:22	50:16;51:7	49:9,10,58:17,18;	Board (60)
\$700 (1)	ago (1)	arbitrary (1)	67:19,20;71:10,11;	4:5,13;8:22;9:9;
43:2	74:25	65:20	77:23,24	11:1;12:7;13:20;15:2;
\$82 (1)	agree (1)	area (2)		16:22;19:6;21:2;23:3;
43:25	53:4	41:14,23	B	24:2,11;25:23;27:16;
	agreed (4)	areas (2)		29:4,14;32:25;34:19;
	55:1,2;56:19,20	73:23;76:10	back (15)	23;35:12;36:2;37:18;
A	ahead (2)	Arkema (1)	4:8;34:14;41:22,23;	39:1;40:2,8;47:16;
	19:21;47:20	30:5	42:5;43:3;44:6;45:15,	48:14;49:1;50:18,19;
Abatement (2)	Air (1)	around (4)	17:46;21;49:20;	51:12;53:15;54:10;
16:8,13	26:14	44:22;52:25;73:8,	61:22;63:6;73:4;77:4	56:13;57:19;58:11;
abatements (1)	Allain (4)	18	backdrop (1)	59:22,24;60:7,8,15,
41:13	6:25;7:1;27:8,11	arrive (1)	72:14	16,24;62:7,16;64:24;
able (2)	Allen (2)	75:14	bad (2)	65:6,19;66:5,10,22;
75:16,18	14:13;51:22	Article (1)	35:5,6	67:13;68:17;70:1,11;
Acadia (1)	allocation (1)	79:6	bank (1)	71:4;72:9;74:23
18:4	74:15	Ascension (6)	76:8	Board's (4)
accelerate (1)	allow (6)	22:9,11,12,14;	banks (2)	35:16;36:16;56:15;
74:17	47:2,7,10;49:8;	26:15;31:24	75:5,7	69:21
acquired (2)	57:17;67:7	Assessor (3)	based (5)	Boatner (6)
43:19;44:15	Allpax (1)	39:22;46:12;48:13	44:16;55:3;66:7;	69:5,8,9;70:15;
acquisition (1)	18:1	assessor's (1)	69:17,20	71:17,18
48:1	Alpine (1)	48:18	basically (3)	Bossier (4)
across (3)	18:8	assets (1)	35:7;54:17;62:5	18:11,14;39:21,24
73:6;74:19;76:1	alternatives (1)	76:6	Baton (19)	both (4)
action (1)	46:24	assist (1)	10:13;11:19;14:13;	63:7,8,24;71:24
29:11	always (1)	76:14	20:5;22:15;26:18;	bottom (1)
active (1)	21:25	assure (2)	30:12,15,17,25;31:1,	70:21
40:10	amounts (1)	48:16,19	3,5,7,9,13;32:12;	bought (1)
activity (1)	56:6	attention (2)	61:14;73:19	52:10
17:11	Ampirical (1)	35:13,14	bayou (1)	Boulevard (4)
actual (3)	12:23	audit (1)	76:13	12:25;13:2,5,7
53:23;60:5;68:14	and/or (3)	55:22	Beauregard (1)	bounds (1)
actually (10)	79:5,13,19	August (4)	26:16	55:9
44:19;46:13;51:11;	annual (1)	40:7;41:21;42:15;	Bernard (1)	Bourgeois (6)
56:6,6;60:14;61:1,2,	69:1	45:11	31:21	53:7,10,14;62:8,11,
17;65:8	anticipated (3)	authorities (1)	better (4)	22
Adam (1)	20:4,10,16	41:10	42:8;44:11;54:14;	Bradford (1)
8:3	AOUOPS (2)	authority (1)	73:4	18:9
add (3)	59:13;60:20	66:17	Beverly (1)	branch (1)
55:19;56:25;62:9	apparently (2)	Avanti (1)	8:15	57:5
addition (1)	52:4;63:16	20:11	Bienville (1)	Brandon (1)
52:20	application (8)	average (1)	31:15	5:4
additional (3)	10:11,17;16:7;	56:2	big (1)	Brewing (1)
20:4,10,16	52:21,24,25;73:5;	award (2)	44:4	30:7
address (4)	74:14	74:4,5	biggest (1)	brief (1)
12:24;13:2,5,6	applications (11)	awarded (5)	43:4	72:8
Adegbe (10)	10:14;11:17;17:24;	73:3;74:13,25;75:3;	billion (1)	briefly (1)
9:25;10:1,5,10;	18:22;22:8,19;23:17;	76:17	72:23	53:16
11:16;12:21;14:9;	25:2,17;27:7;35:21	awards (2)	Bio (2)	Bring (1)
15:16,19,20	appointed (1)	73:5,25	73:17,22	72:5
adjourn (1)	74:23	Axiall (1)	Biosciences (1)	brings (1)

46:10 bubble (1) 75:1 Build (1) 73:4 building (1) 75:1 built (1) 44:19 burned (1) 61:17 Burris (2) 5:4,6 burst (1) 75:2 business (2) 72:1;75:25 businesses (2) 74:19;76:15	19:20;21:14;23:15; 24:23;26:11;28:4; 30:1;33:13;38:7; 39:14;49:15;58:24; 68:1;71:17 Carroll (2) 59:14;61:20 casings (1) 42:22 caught (1) 53:21 CCR (1) 79:24 Center (3) 73:17,22,23 Centric (4) 39:17;40:5,15;41:4 CEO (1) 43:5 Certified (1) 79:2 CFO (1) 41:3 CGI (1) 13:4 chain (1) 61:1 Chair (1) 29:6 Chairman (2) 48:22;72:7 chance (1) 8:23 change (6) 12:22;13:8;35:18, 19,20;38:9 changes (2) 40:1;79:13 Charles (10) 30:5,20,23;31:11, 25;32:2,3,5,9,10 Chemical (10) 30:12,13,14,16,24; 31:23,25;32:1,2,4 Chemicals (3) 28:12,13;29:12 Cheng (4) 21:19,22;36:8,13 chose (1) 50:18 Citadel (2) 23:19,20 Cities (1) 38:14 City (1) 39:24 Civil (2) 79:5,7 clarification (1) 70:18 clearly (1) 4:20 Click (1)	10:12 close (1) 35:14 closed (1) 69:12 Co (1) 32:11 code (1) 79:6 coils (2) 42:25;44:1 Cola (12) 5:12,13;12:3,6; 14:18,21;20:19,22; 25:13,16;34:23,24 collateral (2) 76:4,7 Colonial (1) 18:10 Columbia/HCA (1) 19:24 comfortable (1) 48:10 coming (4) 45:17;56:12;73:12; 77:4 comment (4) 56:25;57:9;70:17; 71:7 comments (44) 9:9,12;11:1,4;12:7, 10;13:20,23;15:2,5; 16:21,25;19:6,9;21:2, 5;23:3,6;24:11,14; 25:22;26:1;27:16,19; 29:4,13,17;32:25; 33:4;37:18,21;38:25; 39:4;47:16;49:1,4; 58:11,14;64:23; 67:13,16;70:11,14; 71:4 Commerce (4) 4:5;40:3,9;73:4 committed (2) 54:21;72:22 communicate (1) 68:1 communities (2) 73:5;74:4 companies (5) 25:3;28:7,8;54:16; 72:15 company (41) 14:11,12;16:9;30:8, 12,13,15,16;31:16,20, 25;32:1,3,4;33:24; 34:8;36:18;40:12; 41:1,16;42:15;44:11, 12,15;46:2;48:11; 50:7;51:17,19;56:17; 57:16;59:13;61:2,14; 67:3;68:8,12,25;69:7, 10;76:6	company's (1) 54:5 compete (1) 74:3 completed (1) 52:11 Completions (2) 23:19,21 compliance (8) 41:11;48:20;62:23, 25;65:5,9,18;69:1 compliant (1) 63:5 complicated (1) 62:1 comply (1) 75:22 compound (1) 61:24 computer (1) 53:1 concerning (1) 45:24 conclude (1) 76:23 CONCLUDED (1) 78:2 concludes (9) 10:14;11:21;13:8; 14:14;15:17;17:11; 21:16;32:13;71:21 Concordia (1) 25:7 condition (1) 43:10 consider (1) 40:9 consistent (1) 57:2 construction (1) 72:25 consultant (3) 34:6;35:23;69:10 Consultants (1) 69:9 Consumer (1) 31:12 contact (1) 42:9 contacted (2) 41:10;46:13 Container (1) 26:22 continuation (1) 66:17 continue (6) 47:3,8,11;49:9; 67:7;69:23 continued (1) 54:5 Contract (29) 19:23,25;20:6,13; 33:18;35:14;40:2;	46:25;47:3,8,11;49:8; 50:4,16;51:4;52:2; 53:5,23,24;57:17; 59:25;60:10;63:5,21; 66:3;67:7;68:9,21; 71:3 contracting (1) 53:22 contracts (12) 28:9,19;29:12; 39:18;40:10;41:12; 48:2,3;59:11,14;63:8, 8 conversation (1) 75:10 cookie (1) 65:22 Cooperative (1) 26:24 copy (1) 60:25 core (1) 43:14 Corp (2) 30:24,24 Corporation (8) 31:1,3,5,7,9;32:8, 10;74:21 correctly (1) 42:2 corridor (1) 73:18 cost (1) 42:25 Counsel (1) 53:14 Couple (3) 44:10;52:12,16 course (1) 61:25 Court (2) 79:2,15 cover (1) 63:9 Covid (4) 61:25;64:6;65:11; 69:11 Covington (2) 13:3;20:11 CP2 (2) 27:2,4 crazy (1) 54:11 create (6) 50:8;52:4;59:17; 60:2;68:13,22 created (7) 50:9,10;53:19; 59:19;60:5,14;68:15 creating (1) 72:19 creation (1) 63:13
C				
Caddo (6) 18:9,12,15,16,18; 50:6 Cajun (1) 18:3 Cajundome (1) 13:5 Calcasieu (9) 23:20,21,23;28:12, 14;30:8;31:11;38:13, 15 calculates (1) 52:13 calendar (3) 52:20;60:11;63:12 call (5) 4:4,21,25;34:5;76:2 called (1) 44:16 came (2) 48:7;54:23 Cameron (2) 27:3,4 can (16) 34:19,21,21;42:9; 46:24,25;47:2;48:6, 16,19;52:7;57:15,16; 72:21;74:6;76:5 Cane (1) 26:24 capital (3) 72:22;75:8,17 capricious (1) 65:20 Carbide (2) 32:8,10 carried (1) 73:25 carries (20) 9:23;11:15;12:20; 14:8;15:15;17:9;				

credit (2) 55:23,24	42:16,17	55:25	69:16	63:19
credits (1) 56:1	Denbury (1) 30:9	dollars (4) 70:23;74:6,15;77:4	employers (1) 54:24	excused (1) 66:3
Crop (1) 32:7	denoted (1) 79:21	domestically (1) 43:8	employing (1) 54:1	exemption (3) 50:19,20;51:1
CRU (1) 42:24	deny (1) 36:2	Don (2) 5:16;7:10	end (2) 45:16;46:22	exempts (1) 16:5
Crying (1) 30:7	Department (2) 57:5;73:3	done (4) 35:1;42:7;46:8,20	endorse (1) 54:4	existing (3) 19:25;20:6,12
CSP (1) 26:15	deployed (2) 74:20;76:22	Dow (4) 30:11,13,14,16	Energy (8) 11:19;14:11;26:14; 31:22;33:16,23; 41:17;73:8	expand (1) 54:2
currently (1) 39:25	deployment (1) 75:4	down (10) 4:22;42:22;44:1; 45:10;46:25;53:3; 61:17;69:12;76:8,12	enhanced (1) 74:16	expecting (1) 40:12
Custom (1) 26:17	Depot (1) 20:5	downturn (3) 45:9;64:8,10	enough (2) 35:14;54:15	expert (1) 41:14
cutter (1) 65:22	DeRidder (1) 26:16	Dr (3) 8:3,8,15	ensure (1) 48:12	expiration (1) 33:18
D	desire (1) 56:15	dramatically (1) 44:5	enterprise (4) 16:4;17:22;18:22; 21:16	explain (2) 36:1,3
damage (1) 76:11	desk (1) 60:25	due (2) 42:16;79:10	Enterprises (2) 30:19,21	explanation (1) 36:5
Darrel (1) 7:18	despite (1) 72:16	during (2) 52:24;56:7	Entertain (3) 11:23;13:11;16:12	Exxon (7) 30:23,24,25;31:2,4, 6,8
dashes (2) 79:12,16	determinations (1) 66:5	E	enthusiasms (1) 22:3	F
date (6) 20:2,8,14;33:18,19; 72:5	determined (1) 69:2	Eagle (1) 30:7	entities (4) 50:16;59:21;68:16, 23	Fabra (1) 5:20
David (1) 5:9	develop (1) 74:1	easier (1) 76:3	entrepreneurship (1) 74:18	Facilities (2) 25:6,11
Davis (1) 6:6	developed (1) 76:22	East (13) 10:13;20:5;22:15; 26:17;30:25;31:5,7,9, 13;32:11;59:13; 61:20;68:9	Epic (1) 30:17	facility (8) 40:6,11;41:20;42:4; 45:6;61:17;69:12,19
dba (3) 30:19,22,24	development (2) 72:17;74:21	economic (2) 72:17;74:21	Equilon (2) 30:19,21	fact (2) 46:5;70:23
DC (1) 77:4	Didier (1) 69:9	economy (3) 73:9;75:2;76:21	ERW (1) 42:20	facts (2) 65:25;66:6
deal (1) 65:10	different (4) 43:23;63:12;65:23, 24	effectively (1) 43:3	essence (1) 62:3	failed (4) 35:8;46:8,9;47:1
dealing (2) 65:3,18	difficult (1) 61:22	either (1) 63:4	essentially (5) 42:11;45:25;46:7; 52:1;61:12	fair (2) 37:8,10
December (2) 52:11;61:3	direct (1) 72:19	Eitmann (6) 8:3,5;47:17,22; 48:9,21	established (1) 75:9	Fajardo (1) 5:23
decision (4) 42:16;66:9,23; 69:22	direction (1) 72:24	Electric (1) 20:5	establishment (1) 39:23	falls (1) 55:7
defer (11) 25:10,17;28:17,18; 36:20;50:18;51:11; 59:23;60:8,16;66:22	discourse (1) 79:11	elements (1) 75:23	estimate (1) 54:17	fault (1) 35:22
deferred (4) 26:11;30:2;34:10; 51:11	discussion (3) 29:11;53:15;65:19	else (2) 55:18;77:5	even (4) 43:20;48:5,8;76:3	favor (21) 9:15;11:7;12:13; 14:1;15:8;17:3;19:13; 21:8;23:9;24:17;26:4; 27:22;29:20;33:7; 37:25;39:7;49:9; 58:17;67:19;71:10; 77:23
define (1) 74:1	discussions (1) 66:8	email (1) 60:25	event (1) 74:10	favorable (2) 72:24;74:12
defined (1) 79:4	Dis-Tran (1) 30:10	emails (2) 62:2;66:7	everybody (1) 43:9	favorite (1) 21:25
delve (1) 65:25	distressed (2) 75:25;76:20	employee (1) 55:1	everyone (4) 4:3,7,23;5:3	feature (1) 76:16
demand (2)	District (1) 73:20	employees (8) 43:15;44:25;45:5; 53:3,21;55:4;63:25;	exceeded (1) 63:23	features (1)
	ditches (1) 36:13		excellence (1) 74:8	
	documentation (1) 76:3		excuse (1)	
	dollar (1)			

76:21 Federal (4) 13:4;75:20,21;79:5 feel (1) 48:10 feeling (1) 53:9 Feliciana (2) 26:23;68:9 figure (1) 54:15 figures (1) 57:4 file (2) 35:8,15 filing (1) 35:21 final (1) 74:5 fine (2) 16:1;40:20 finishing (1) 72:10 first (17) 22:5;25:4,9;28:9, 16:45;16:51;2:52;13, 15,25;53:18;56:21; 59:12,16;63:2;65:11; 68:11 Fisher (1) 26:18 five (8) 22:7;59:17;60:3,12; 63:22,25,25;68:15 floating (1) 57:9 floor (1) 72:4 Flopam (1) 26:20 focused (1) 76:19 folks (2) 46:1;65:2 follow (1) 47:1 following (3) 23:18;25:2;59:12 follows (1) 50:4 Food (1) 18:3 foremen (1) 45:1 Forgive (1) 36:11 form (1) 71:7 formation (1) 73:9 forward (3) 51:18;57:18;74:2 found (3)	43:21;46:11;55:11 four (3) 23:17;59:19;63:22 frankly (2) 36:2;61:21 front (1) 66:6 full (3) 14:10;52:19,19 fully (1) 54:4 funding (1) 76:17 funds (8) 74:12,19,24;75:3,5, 9,13;76:5 further (1) 74:1	Greater (1) 73:14 greenhouse (1) 73:11 Grit (2) 68:8;69:5 guarantee (2) 75:7,18 guess (1) 77:12 Guest (1) 18:12 guidance (1) 75:22 guide (1) 53:1 Gulf (1) 31:10	52:15,17;53:20; 54:25;55:6,24;56:10; 63:22 hit (2) 64:6;76:10 Holding (2) 31:20;34:15 holiday (1) 4:7 Holley (11) 8:11,12;62:17,20, 21;64:19,20;66:11,15, 24;70:2 Honeywell (6) 22:8,10,11,13,15,19 Hood (1) 26:21 Hope (3) 4:7;8:23;77:10 hopefully (1) 75:14 hoping (1) 69:19 hot (1) 42:25 House (1) 18:12 housekeeping (1) 4:11 housing (1) 75:1 HR (2) 11:19;14:11 Hunting (2) 33:16,22 hurricanes (1) 72:12 HWY (2) 38:11,14 hydrogen (1) 73:9	65:24 importantly (2) 74:2;75:19 inaudible (1) 79:22 Inc (16) 11:18;13:4;19:24; 23:22;25:5;26:17,20, 24;28:10;30:5;31:14, 24;32:5;33:16;59:13; 73:14 incentive (1) 35:10 inconsistent (2) 56:1;57:1 increased (1) 44:5 index (1) 42:24 indicate (1) 79:12 indicated (25) 9:17;11:9;12:14; 14:2;15:9;17:4;19:15; 21:9;23:10;24:18; 26:5;27:23;29:21; 33:8;38:1;39:8;49:10; 55:15;58:8,18;67:20; 68:4;71:11;77:24; 79:17 indicates (1) 63:10 indirect (1) 72:19 Industrial (2) 25:6,11 industries (1) 72:25 Industry (6) 4:6;40:3,9;41:18; 42:19,24 Inferno (2) 50:5;51:24 influx (1) 75:13 initial (1) 33:17 initially (3) 50:17,21;51:1 Innovation (2) 73:17,22 insight (1) 44:11 installation (1) 52:12 interaction (1) 79:10 interest (1) 35:16 internally (1) 42:7 International (6) 22:9,10,12,13,15;	
	G	H			
	game (1) 65:5 gas (1) 42:21 gases (1) 73:11 gave (1) 53:1 general (1) 43:15 generally (2) 35:23;36:5 gentlemen (2) 34:14;77:9 George (1) 7:14 Georgia (2) 31:10,12 Glavanizing (1) 31:17 Global (2) 27:2,4 goes (2) 42:22;46:3 Good (19) 4:3,7,8,23;5:3;10:2; 15:23;16:1;17:18; 32:15;40:22,24; 45:18;49:4;51:22; 59:3;71:1;77:3,6 government (1) 57:5 Governor (2) 5:5;74:24 Grace (1) 32:11 grant (2) 67:2,6 great (10) 16:3;18:21;21:23; 56:12;57:14;62:14; 75:4;76:13;77:2,10	Hamilton (1) 39:23 happened (8) 35:25;42:12;44:2; 46:7,12;52:8;66:1,1 happens (1) 46:1 Happy (3) 4:6;5:3;76:25 hard (1) 76:10 Havard (1) 6:14 Haynes (1) 31:14 headed (1) 72:23 health (3) 73:18,20,21 heard (2) 34:2;72:15 Hearing (25) 12:13;14:1;15:8; 17:3;19:9,20;21:8; 23:9,15;24:17,23; 26:4;27:22;29:20; 30:1;33:7,13;37:25; 39:7;49:7,15;58:17; 67:19;71:10;72:4 help (7) 34:17;35:24;42:3,4; 43:8,23;73:12 hereby (1) 79:8 herself (1) 34:8 himself (1) 29:10 hire (5) 54:19;55:1;56:7,18; 63:22 hired (8)	I	Iberia (2) 27:1;31:16 Iberville (7) 16:9;23:24;26:21; 30:6,14;31:19;32:7 idea (1) 35:6 idle (5) 40:11;41:20;42:16; 46:3,6 idled (2) 40:7;43:13 ID's (1) 48:4 illness (1) 61:16 impacting (1) 72:14 important (1)	

31:14 interrupt (2) 63:17,18 into (8) 4:15,20;44:11; 46:21;47:21;61:19; 65:5,25 invested (1) 70:22 investment (3) 70:19;72:22;75:12 investments (1) 75:17 involve (1) 48:17 IP (1) 20:11 issues (2) 61:16,19 items (3) 26:11;30:2;65:9 ITEP (4) 39:25;47:24;69:23; 71:21	28:2,15,22;29:2,8,16, 19,22,25;32:14,19,23; 33:3,6,9,12,21;34:1, 12;35:2;36:10;37:1,7, 11,16,20,24;38:2,5, 16,23;39:3,6,9,12; 40:14,19,23;41:5; 42:13;44:9,21;45:4, 22;46:18;47:9,14,19; 48:24;49:3,6,11,14, 18,25;50:12,24;51:8, 15,25;53:6;54:8; 55:16;56:4;57:13,24; 58:4,9,13,16,19,22; 59:2,7;60:18,22;61:9; 62:13,19;63:15;64:4, 9,13,17,22;65:1; 66:13;67:4,11,15,18, 21,24;68:5;69:3,24; 70:5,9,13,25;71:6,9, 12,15,23;72:3;77:1,8, 17,21,25 Jr (1) 7:21 July (1) 54:19 June (3) 20:13,13,14 juries (1) 59:22 jury (4) 50:17;51:10;54:4; 60:15	largely (1) 75:5 last (3) 53:13;60:10;65:13 late (7) 33:15,19;34:18; 35:7;36:7;56:8,10 lately (1) 41:19 later (5) 52:12,16;55:6; 56:22;75:14 lead (2) 10:8;73:13 leadership (1) 35:19 LED (10) 39:20,20;40:4;46:4, 11;50:15;52:13; 55:21;61:23;73:16 LED's (1) 74:22 Lee (2) 61:6,10 left (1) 79:18 lending (2) 76:2,19 less (4) 52:18,19;56:2;76:2 letter (4) 40:4;41:9;42:1; 54:3 level (3) 4:14;22:2;65:12 Lieutenant (1) 5:5 LIMITED (1) 27:1 Lincoln (1) 18:8 line (1) 44:7 list (1) 48:5 little (2) 4:16,17 Livingston (1) 30:18 LLC (51) 10:12;11:19;12:24; 14:12,13;16:10; 17:25;18:2,4,5,7,8,9, 10,12,13,15,16,17; 20:5,11;23:19,21,24; 25:7;26:15,16,19,22; 27:1,2,4;28:12,13; 30:6,8,9,11,18,19,22; 31:11,13,17,19,20,22; 32:7;39:17;68:8;69:5 LNG (3) 14:12;27:2,4 loan (2)	75:7,18 local (5) 41:10;48:13;59:20; 68:16,23 located (1) 39:23 location (5) 12:23;13:9;38:10, 11,13 long (8) 41:25;44:4,12,22; 45:2,2;47:23;74:25 longer (1) 69:15 long-term (1) 43:16 look (2) 43:4;70:20 Lori (2) 79:2,24 lot (4) 53:12,15;75:24; 76:12 Louisiana (15) 13:1;26:22,23; 35:11;38:12,14; 39:24;73:7,21;74:20; 75:3,6;76:12;79:3,6 Louisiana's (1) 4:5 LP (5) 31:25;32:1,3,4; 38:10 Lubes (2) 31:1,3	Many (2) 35:17;45:5 March (4) 20:2;41:22;45:16; 46:23 margins (1) 44:5 market (1) 42:17 market's (1) 45:18 Marshall (1) 7:21 Martin (1) 26:25 mask (1) 22:1 material (1) 79:20 math (1) 55:3 matter (1) 4:10 May (8) 20:7,7;54:13;56:14; 66:12;74:16;76:6,7 maybe (1) 45:20 Mayor (1) 5:9 McIlhenny (1) 31:15 McInnis (6) 5:16,17;25:18,22; 32:21,24 McQuain (4) 6:21,22;77:19,22 mean (2) 42:11;54:19 means (1) 41:15 measure (1) 22:2 Medical (1) 73:21 meeting (11) 4:4;8:22;22:1; 26:12;30:3;34:10; 61:3,15;65:8;66:2; 78:2 meetings (2) 4:18;62:6 members (2) 8:22;60:24 messages (1) 53:2 met (5) 20:3,9,16;56:18; 63:24 Metal (1) 26:17 method (1) 79:14
J				
James (1) 31:17 Jan (1) 7:7 January (1) 4:6 Jeff (1) 41:3 Jerald (1) 6:17 job (3) 63:3,13;75:4 Jobs (24) 9:24;15:17;20:4,10, 16,43;22;50:8,10; 52:4,7;53:19;59:18, 19;60:3,5,12,13; 68:13,14,22,24;72:19, 20,20 JONES (205) 4:2;6:17,18;8:19; 9:2,7,11,14,18,21; 10:3,7,15,20,24;11:3, 6,10,13,22;12:1,5,9, 12,15,18;13:10,14,18, 22,25;14:3,6,16,20, 25;15:4,7,10,13,18, 22;16:2,11,16,20,24; 17:2,5,8,13,19;18:20, 25;19:4,8,12,16,19; 20:17,21,25;21:4,7, 10,13,17,24;22:17,25; 23:5,8,11,14,25;24:5, 9,13,16,19,22;25:8, 15,20,25;26:3,6,9; 27:5,10,14,18,21,24;	K			
	Keep (1) 36:12 keeping (1) 40:9 Kennedy (1) 18:5 Kenneth (1) 6:14 kind (8) 36:14;41:18;42:6; 43:9,12,16;52:7;54:6			
	L			
	Ladies (2) 34:13;77:9 Lafayette (3) 13:6,7;32:6 laid (1) 45:11 Lake (1) 31:10 Lambert (4) 15:23,25;16:6; 17:10 Landry (1) 30:11			
			M	
			MA (1) 26:25 ma'am (2) 17:14;21:18 Machine (2) 23:22;52:10 Magazine (1) 17:25 major (1) 72:13 makes (1) 44:6 making (1) 55:4 management (1) 74:22 manager (1) 43:15 Mandeville (1) 12:25 Manual (1) 5:23 Manufacturing (4) 26:19;39:22;40:6; 50:5	

Metoyer (5) 17:15,17,23;19:22; 21:15	20:23;1,15;24:1,4,6, 23;25:9,12,16;26:10; 27:6,9,11;28:3,18,21, 23,23;30:1;32:15,18, 20;33:13;36:24;37:2, 12;38:6,17,24;39:13; 47:6,10;49:7,15; 57:20,22,25;58:23; 67:2,5,25;70:6;71:2, 16;77:13,13,16,18	17,20,22;76:15,16,21	off (1) 45:11	55:20
mic (3) 4:16,20;47:21		Next (19) 23:17;25:1;26:12; 28:6;30:2;33:15; 34:10;38:7,9;39:16; 50:1,3;52:23,23;59:9, 11,25;68:8;75:12	offers (1) 35:11	ORGANICK (7) 51:21,23;52:9; 55:18;58:25;59:3,5
micro (2) 76:2,18		nomenclature (1) 48:4	office (1) 43:11	original (2) 51:4;52:2
midyear (2) 53:21;54:23		noncompliance (4) 48:14;51:6,53:18; 59:16	officer (1) 79:4	originally (1) 54:2
might (1) 56:8	move (4) 9:24;11:25;57:17; 70:3	noncompliant (5) 50:3;59:11;63:3,7; 68:11	Oil (7) 30:20,22;42:21,22; 43:25;68:8;69:5	Orleans (9) 11:18;16:10;18:1; 19:24,25;73:14,17,20, 22
Mill (6) 18:5;40:12;41:22; 43:13;44:6,19	moved (10) 9:1;10:19;13:13; 14:19;16:15;18:24; 22:22;25:14;38:20,20	none (40) 9:15,22;11:7,14; 12:13,19;14:1,7;15:8, 14;17:3,9;19:9,13,20; 21:8;23:9,15;24:17, 23;26:4,10;27:22; 28:3;29:20;30:1;33:7, 13;37:25;38:6;39:7, 13;49:7,15;58:17,23; 67:19,25;71:10;72:4	once (1) 74:25	Ouachita (1) 18:7
Millennium (1) 31:17		North (1) 44:16	One (32) 4:10,17;10:11,17; 14:10;16:7;33:15; 36:6;37:4;38:9;43:4, 6;44:3;47:1;50:3; 52:22;53:2;54:9;60:1; 62:23;63:2,3,9,12,13; 65:2;66:12;70:16; 73:4,8,16;75:23	ourselves (1) 55:11
million (5) 70:19,22,24;74:6, 15	much (6) 49:17;51:16;62:1, 14;65:19;77:11	Notably (1) 73:3	ongoing (1) 76:12	out (10) 41:11;43:23;45:13; 46:11;54:15;55:9; 56:2;73:1;75:24; 79:18
minutes (2) 4:19;8:21	municipality (1) 50:21	notification (3) 39:21;46:4;50:15	only (6) 50:10;54:22;59:18; 65:6,7;70:23	over (1) 63:25
mis- (1) 36:11	myself (1) 29:7	notified (5) 50:22;51:5;59:21; 68:17,24	Onshore (1) 30:9	Overland (2) 79:2,24
Mobil (6) 30:23,24;31:1,2,4,6	N	notify (1) 48:13	OPCO (8) 18:7,9,11,13,14,16, 17;20:11	overs (1) 79:14
Mobile (1) 31:8	name (4) 40:25;51:19,22; 69:6	November (1) 20:8	OPCP (1) 18:10	Owner (2) 17:25;51:23
Moller (1) 7:7	names (1) 79:19	Nu (2) 11:19;14:11	operation (1) 44:13	ownership (3) 14:10,15;61:1
money (1) 75:8	narrowed (1) 74:5	number (2) 70:21;74:16	operational (2) 39:25;69:13	oyster (1) 34:19
monies (1) 75:20	Nassar (25) 7:14,15;10:22,25; 13:12,15;16:14,17; 18:23;19:1;22:23; 23:2;24:7,10;28:25; 29:3;32:17,20;47:5; 57:21,25;67:1,6; 77:15,18	numbers (6) 52:18;53:4;57:3,3, 8,12	Operations (3) 31:13;40:1;46:22	P
month (2) 36:6;54:18	nation (1) 73:6	Nutrition (1) 31:18	opportunities (2) 73:1;76:14	Pacific (1) 31:12
months (2) 52:15,16	nationally (1) 74:7	O	opportunity (5) 36:21;56:13;57:15; 72:8;74:3	Packaging (4) 25:5,10;28:10,19
more (7) 44:10;54:1;62:1; 66:12;70:16;73:10; 76:19	nature (1) 76:18	obligated (1) 63:21	operational (2) 39:25;69:13	paid (3) 55:2;56:7;57:6
Morehouse (1) 18:6	necessarily (1) 34:15	obligation (4) 52:3,14;56:18; 63:23	Operations (3) 31:13;40:1;46:22	parish (2) 43:10;72:14
morning (13) 4:3,24;5:3;10:2,4; 15:23;16:1;17:15,18; 40:22,24;51:22;66:8	need (3) 51:5;66:9;77:12	obligations (1) 63:24	opportunities (2) 73:1;76:14	Parish (100) 10:13;11:18,20; 13:1,3,6,7;14:13;18:1, 2,4,6,7,8,9,11,12,14, 15,16,18,19;19:25; 20:6,12;22:9,11,12, 14,16;23:20,21,23,24; 25:5,7;26:15,16,18, 20,21,23,25;27:1,3,4; 28:11,12,14;30:6,7,8, 10,11,13,14,15,17,18, 21,23,25;31:2,4,6,8, 10,11,13,15,16,18,19, 21,22,24,25;32:2,3,5, 6,9,10,12;33:17; 38:13,15;39:21;50:6, 17;51:10;59:14,21; 60:7,8,15;61:20,21; 68:9,17
Moss (25) 6:1,2;8:25;9:3; 10:18,21;11:24;12:2; 14:23;15:1;19:2,5; 22:21;23:1;27:12,15; 36:23;37:3,5,9,12; 38:19,24;67:9,12	needed (2) 34:9;36:18	Ochsner (1) 13:2	operation (1) 44:13	
most (3) 35:9;41:24;43:18	Neighbors (1) 18:6	OCTG (1) 42:22	operational (2) 39:25;69:13	
motion (75) 8:24;9:3,22;10:16, 21;11:14,23;12:2,19; 13:11,15;14:7,17,21; 15:14;16:12,17;17:9; 18:21;19:1,20;20:18, 20,22;21:14;22:18,	New (27) 4:6;5:3;10:11,14; 13:2,3,6;14:11,12; 16:10;17:24;19:24; 22:7;23:17;25:1; 38:13;53:3;65:5; 68:13;72:18;73:14,	October (2) 8:22;33:20	opposed (1) 66:17	

parishes (1) 72:18	63:10;73:4;74:3	31:7	Products (4) 18:2;26:14;30:20, 22	ran (1) 61:19
part (1) 21:25	phases (1) 52:22	poor (1) 61:21	Program (15) 9:25;16:8;20:2,9, 15;47:24;54:6,12; 66:18;69:17,20;70:4; 73:15;75:7,19	Rapides (3) 18:19;25:5;28:11
participated (1) 75:6	phrase (1) 79:21	populations (1) 75:25	Port (1) 14:12	reach (1) 75:24
participating (1) 47:24	phrases (1) 79:17	Port (1) 14:12	portfolio (1) 73:1	read (3) 57:3;61:11;62:2
participation (1) 54:5	physical (1) 12:22	portfolio (1) 73:1	portion (1) 71:21	Reagent (1) 31:23
particularly (1) 72:25	Pierson (7) 7:10,11;56:23,24; 72:4,6;77:2	Portland (1) 44:16	Portland (1) 44:16	real (1) 54:11
past (4) 34:14,16;35:1;36:1	Pil (1) 18:13	position (2) 40:25;51:19	position (2) 40:25;51:19	realize (1) 46:20
PATOUT (1) 26:25	Pilgrim (1) 18:13	positive (3) 55:15;58:8;68:4	positive (3) 55:15;58:8;68:4	realized (1) 46:12
Paula (1) 6:6	Pipe (8) 39:17;40:5,16;41:4; 42:20;44:3,17;45:13	post (1) 75:1	post (1) 75:1	really (2) 42:4;53:11
pauses (1) 79:13	Piping (1) 30:18	Post-EO (2) 23:18;25:1	Post-EO (2) 23:18;25:1	reason (3) 34:18;66:4;69:13
pay (4) 54:22;55:2,5;56:20	pivot (1) 73:8	pothole (1) 55:10	pothole (1) 55:10	reasons (1) 66:2
paying (3) 35:13;54:20;56:19	place (6) 40:10;41:12;42:8; 43:22;48:2;61:4	power (1) 73:13	power (1) 73:13	rebuild (1) 61:19
payroll (22) 50:9,11;52:6,18; 53:19;54:17,18,22; 55:7,25;57:4,11; 59:18,20;60:4,5,6,14; 63:23;68:14,15,23	placing (2) 63:11;75:8	practice (5) 34:14,16;35:12; 36:1,15	practice (5) 34:14,16;35:12; 36:1,15	recap (1) 53:11
PBF (2) 31:20	plan (1) 53:23	Pre-EO (2) 22:7,19	Pre-EO (2) 22:7,19	receive (4) 34:5,11;50:22;74:6
penalize (1) 57:16	plans (2) 69:18;74:1	preparation (1) 61:3	preparation (1) 61:3	received (4) 39:20;40:4;50:15; 68:19
penalized (1) 36:6	Plastics (1) 31:5	preparing (1) 75:11	preparing (1) 75:11	recommendations (1) 59:23
penalty (7) 37:4;49:8;57:17,18, 23;58:1;67:8	Plastipak (4) 25:4,10;28:10,18	Present (1) 7:12	Present (1) 7:12	record (4) 41:1;57:1;72:16; 79:9
Pennington (1) 73:19	please (10) 4:15;10:8;41:1; 47:20;51:18,20; 66:12;69:5,7;70:17	president (1) 51:23	president (1) 51:23	recovery (1) 76:12
people (19) 4:14;41:23,24;42:6; 43:11,16,17,18;45:12, 17,21;49:20;54:1; 55:23;56:8,18;57:10; 61:22;63:22	pleases (1) 34:20	pretty (1) 41:19	pretty (1) 41:19	recused (1) 29:6
per (1) 42:25	pleasure (6) 34:22;36:17;57:19; 62:15;66:10;70:1	Previous (4) 12:24;13:1,4;38:11	Previous (4) 12:24;13:1,4;38:11	reduce (3) 34:21;36:24;45:10
percent (1) 56:9	PLUMBER (16) 40:17,21;41:2,3,7, 8;42:18;44:14,23; 45:7;46:16,17;47:25; 48:15;49:16,22	price (1) 44:1	price (1) 44:1	reduction (1) 73:10
Performance (1) 31:21	plus (1) 43:19	probably (2) 35:9;45:19	probably (2) 35:9;45:19	re-employee (1) 42:5
period (4) 50:6;60:2;68:12,20	PMG (8) 18:7,9,10,11,13,14, 16,17	problem (1) 56:12	problem (1) 56:12	reference (1) 79:20
person (3) 35:20;42:9;52:15	point (1) 72:21	Procedure (2) 79:5,7	Procedure (2) 79:5,7	Refinery (1) 31:9
personally (2) 48:17,18	police (5) 50:17;51:10;54:4; 59:22;60:15	proceeding (2) 79:11,16	proceeding (2) 79:11,16	reflect (3) 52:18;57:12;70:22
perspective (1) 54:25	Polymers (1) 38:10	process (4) 42:8;52:24;53:22; 65:18	process (4) 42:8;52:24;53:22; 65:18	refuse (1) 34:21
phase (6) 52:22,23;53:2;	Polyolefins (1)	Processors (1) 18:4	Processors (1) 18:4	refused (1) 35:8
		produced (1) 44:3	produced (1) 44:3	region (1) 73:24
		producing (1) 43:7	producing (1) 43:7	regional (1) 73:15
		production (2) 43:17;44:25	production (2) 43:17;44:25	rehire (1) 41:23
				reinforce (1)
			Q	
			Q1 (1) 40:13	
			qualify (1) 76:9	
			Quality (2) 9:24;15:17	
			quarter (1) 46:22	
			quorum (2) 5:1;8:18	
			R	
			raised (2) 65:12,12	
			ramp (1) 60:3	

75:18 relationship (1) 69:6 relatively (1) 65:5 reliance (1) 73:10 remarkable (3) 72:11,12,13 remarks (1) 76:24 remind (1) 34:25 renew (1) 34:22 renewables (2) 73:10,12 renewal (10) 11:17;33:15,19; 34:18,20;35:7,8,15; 36:3;37:3 renewals (5) 11:21;28:6;32:13, 16;33:1 reopen (1) 40:12 re-open (1) 69:18 report (1) 77:3 reported (1) 40:2 Reporter (1) 79:3 Reporters's (1) 79:15 reporting (6) 50:6;60:1;68:11,20; 69:14;75:21 represent (1) 74:2 Representative (2) 6:5;7:4 represented (1) 74:8 reprieve (3) 62:7;67:3,6 request (5) 28:8;33:19;34:9,11; 36:22 requested (4) 20:1,8,14;25:3 requesting (3) 28:7,8;40:8 requests (2) 28:17;39:16 require (1) 40:1 required (7) 50:7;57:7;59:17; 60:2,12;68:13,22 requirements (5) 20:3,9,15;63:14;	75:21 rescuing (1) 29:10 Research (1) 31:23 response (83) 5:10,21,24;6:15; 7:5,8,19;8:1,9,16; 9:10,13,20;11:2,5,12; 12:8,11,17;13:21,24; 14:5;15:3,6,12;16:23; 17:1,7;19:7,11,18; 21:3,6,12;23:4,7,13; 24:12,15,21;25:24; 26:2,8;27:17,20;28:1; 29:15,18,24;33:2,5, 11,25;37:19,23;38:4; 39:2,5,11;49:2,5,13; 50:23;55:15;58:8,12, 15,21;60:21;64:25; 66:21,22;67:14,17,23; 68:4,18;70:12;71:5,8, 14;72:2;77:7 responsibility (1) 52:3 responsible (1) 35:21 restoration (3) 16:4,8,13 retained (2) 43:14;72:20 Revenue (1) 57:6 review (1) 8:23 reward (1) 73:25 Rhett (1) 6:25 Rhonda (1) 69:9 Rice (1) 18:5 Richland (1) 30:9 Rick (1) 6:10 Rickey (1) 5:20 right (32) 14:17;16:7,12; 19:21;20:18;21:19; 22:4;24:1;27:6;34:13; 36:14;37:21;38:17; 40:18;41:6;45:23; 47:20;48:22;49:23; 50:1;53:7;55:17; 56:14;57:14;59:9; 60:19,23;67:5;69:25; 71:1,25;77:5 Road (1) 39:24 role (2)	4:25,25 rolled (1) 42:25 Ronnie (1) 7:25 Rouge (19) 10:13;11:19;14:13; 20:6;22:15;26:18; 30:12,15,17,25;31:2, 3,5,8,9,13;32:12; 61:15;73:19 rough (1) 41:19 round (1) 75:12 RTA (1) 17:11 Rule (1) 79:4 rules (11) 23:18;25:2;39:25; 46:2;47:2;50:4;52:5; 59:12;69:17,20;79:5 running (1) 42:5 rural (1) 73:23	19:3,5;20:22,24;21:1; 22:24;23:2;24:8,10; 25:19,21;27:13,15; 28:24;29:1,3;32:22, 24;37:13,15,17;38:22, 24;45:19;47:13,15; 58:3,5,10;65:7;67:10, 12;70:8,10;71:2; 73:16;77:20,22 Secretary (2) 7:10;61:5 seems (1) 70:21 segment (2) 74:22;76:18 segments (1) 76:20 selected (1) 73:7 sell (1) 69:20 Senator (5) 6:10,25;27:11; 28:24;37:17 send (1) 66:21 sense (1) 44:6 sent (1) 61:2 service (1) 63:11 Services (6) 18:19;26:19;31:22; 33:16,23;38:14 set (2) 63:13;66:6 Shawn (1) 8:3 Shell (6) 30:20,22;31:24; 32:1,2,4 sheriff (6) 50:20;59:22;60:6,7, 16;68:18 shift (2) 45:16,20 shipped (1) 45:13 shipping (1) 45:12 short (2) 55:7;63:2 shortage (1) 44:4 shortfall (1) 52:6 shown (1) 63:4 Shreveport (1) 18:15 Shumate (2) 61:10;68:2	shut (1) 46:25 significant (2) 74:10;75:13 Simien (23) 7:21,22;9:5,8; 13:16,19;16:18,21; 20:23;21:1;24:3,6; 29:5,9,9;38:21,25; 58:2,6,7,10;70:7,10 Simmons (27) 4:24;5:2,8,11,15,19, 22,25;6:4,9,13,16,20, 24;7:3,6,9,13,17,20, 24;8:2,7,10,14,17,20 simply (1) 61:14 site (1) 40:2 situation (6) 47:4;55:12;56:17; 61:24,25;65:23 six (5) 39:16;52:14;68:13, 22;70:22 Slone (1) 7:25 small (5) 41:16;61:13;74:18; 75:25;76:15 smaller (1) 76:2 smart (1) 54:14 software (1) 53:1 solar (1) 73:11 Solutions (1) 12:23 someone (8) 34:17;35:7,12,24, 25;36:3;51:17;54:19 sometime (1) 46:23 Sometimes (1) 35:22 SON (1) 27:1 sorry (2) 16:5;36:11 Southern (1) 18:18 Southside (1) 23:22 Southwest (1) 76:11 speak (7) 4:12,12,14,15,19; 33:23;47:21 special (1) 39:16 specifically (1)
		S		
		Saizan (3) 7:18;47:12,15 salaries (3) 55:2;57:6;59:19 salary (4) 56:10,20;64:5; 68:24 same (4) 43:10;65:21;68:21; 79:14 Sanctuary (1) 12:24 Sandra (1) 6:21 Sasol (5) 28:11,13,19;29:7, 11 satisfied (1) 36:4 saying (5) 34:6;41:11;48:11; 53:2;62:4 School (6) 50:18;59:22;60:7, 15;68:17;73:21 Science (1) 73:21 season (1) 4:8 Second (52) 9:4,6,8;10:23,25; 12:2,4,6;13:17,19; 14:22,24;15:1;16:19;		

76:16 spoke (1) 36:12 spontaneous (1) 79:11 Springlake (1) 18:16 St (19) 6:5,7;13:1,3;18:2; 20:12;26:24;30:5,11, 20,22;31:17,20,25; 32:1,3,4,9,10 Stabilism (1) 14:12 staff (3) 55:8,13;57:7 stakeholders (1) 75:11 start (2) 41:22;51:7 started (2) 22:4;65:17 starting (1) 63:20 State (10) 35:10;40:24;51:18; 69:6;72:17,22;74:19; 76:1;79:3,8 stating (1) 40:5 stay (1) 42:9 Steel (2) 30:10;41:17 steps (1) 48:12 still (2) 45:13,14 stop (2) 55:8;63:17 storm (1) 76:11 storms (1) 72:13 strapped (1) 76:6 stretches (1) 73:19 strong (1) 75:10 struggling (1) 75:2 Stuart (2) 6:1;7:4 stuff (4) 42:6;43:12;45:12, 14 Stuller (1) 32:5 sub (1) 68:25 submit (1) 69:1	submitted (1) 74:14 submitting (1) 73:6 subsequently (1) 40:4 substitution (1) 76:4 Sugar (1) 26:24 Suite (1) 12:25 Sulphur (2) 38:12,14 sum (1) 70:20 summarize (1) 53:16 summertime (1) 75:15 support (3) 74:18;76:3,14 supposed (1) 46:3 sure (6) 4:15,19,25;42:14; 47:20;66:14 sustaining (1) 72:12 swing (1) 4:9 sworn (1) 79:7 Syngenta (1) 32:6	ten (2) 43:19;44:18 Tenaris (1) 43:4 term (3) 20:2,8,14 terminate (4) 34:21;70:3,6;71:2 terminations (1) 19:23 terms (1) 35:1 Terrebonne (2) 31:22;33:17 testimony (1) 79:8 Textile (1) 18:19 That'd (1) 40:20 that'll (1) 76:22 thereabouts (1) 75:15 third (3) 45:20;65:7,7 Thompson (1) 8:15 Though (1) 73:24 thought (1) 79:13 three (12) 28:7,9,17;50:8,10; 52:4,7;55:4,23;56:1, 3;57:10 timely (2) 35:9,15 times (1) 35:17 today (10) 15:24;17:16;21:21; 36:17;46:10;48:10; 49:20;53:17;72:15; 77:6 together (1) 73:12 told (4) 34:8;36:18,19; 76:16 ton (1) 42:25 took (3) 52:14;64:8,10 top (1) 42:9 total (6) 45:5,20;50:8;52:6; 55:7;70:19 totals (1) 70:21 Toups (1) 5:9	Traditions (1) 18:3 transcribing (1) 4:18 transcript (1) 79:18 transcription (1) 79:15 transfer (2) 14:10,14 Travis (1) 8:11 treasurer (1) 61:5 Treasury (2) 74:13;75:12 treats (1) 55:21 tried (1) 43:22 trouble (1) 4:17 try (2) 75:24;76:25 trying (1) 61:18 tubing (1) 42:22 Tulane (1) 73:20 turned (1) 76:8 Two (18) 11:17;12:22;25:3, 17;26:11;28:6,8,19; 50:16;51:9;52:22; 53:3;59:14;63:11; 73:4,7,24;74:3 typically (1) 76:7	upon (2) 54:3;74:11 USA (3) 28:12,13;31:19 used (1) 79:12 Usie (27) 21:20;22:6;23:16; 24:25;26:13;28:5; 30:4;33:14;34:4;38:8; 39:15;50:2,14;51:3, 13;55:14;59:10;61:7; 62:24;64:2,7,11,15; 66:19;68:3,7;71:20 usually (1) 35:3
	T			V
	table (2) 4:15;53:8 talk (1) 79:13 talked (2) 35:4;53:12 Tam (1) 53:14 Taminco (1) 23:24 Tammany (4) 13:1,3;18:2;20:12 Tangipahoa (1) 26:19 tax (5) 16:4,8,13;41:13; 46:12 taxing (2) 41:10;66:16 telling (2) 46:19;57:11 temporarily (2) 40:7,11 temporary (1) 43:22			valuable (1) 35:10 Venture (4) 27:2,3;75:8,17 verified (1) 79:20 Versailles (1) 13:7 Vidalia (2) 25:6,11 Vincent (1) 6:5
				W
				waive (7) 47:2,6,7;49:8; 57:16,22;58:1 walk (1) 17:21 wants (1) 22:5 Ward (6) 6:10,11;28:20,24; 37:14,17 Washington (1) 18:17 way (8) 35:15;46:11;54:12, 14;55:21;63:16,18; 74:12 weekend (1) 77:10 weeks (1) 52:12 weld (1) 42:20 wells (1) 42:23 West (9) 11:19;14:13;26:22; 30:12,15,16;31:1,3; 44:17 Westlake (1)
			U	
			under (8) 46:2,2;47:3,8;52:2, 5;56:5;63:20 underserved (1) 75:24 understands (1) 46:5 Unfortunately (1) 69:11 Union (2) 32:8,9 unknown (1) 68:25 up (12) 25:9;28:16;41:22; 42:5;43:1;60:3;63:20; 66:4;72:5,10;74:6; 76:5 update (1) 72:9	

38:10 what's (3) 41:6;44:2;46:7 whenever (1) 75:19 whole (1) 61:25 wide (1) 73:1 Wilson (2) 8:4,8 wind (1) 73:11 winners (1) 74:5 without (3) 43:8;57:18;67:8 Woodrow (1) 8:8 words (2) 79:17,19 work (2) 49:21;61:23 worked (1) 41:24 Works (4) 23:22;26:17;54:13; 74:23 world (2) 34:19;43:5 worth (1) 65:15 WR (1) 32:11 writing (1) 34:9 wrong (1) 63:18 wrote (1) 41:9	60:6,13,13 Zone (3) 17:22;18:22;21:16 0 09 (1) 74:25 09/12/2022 (1) 20:1 09/13/17 (1) 20:1 1 1 (2) 20:14;31:19 10 (1) 75:1 10:34 (1) 78:2 100 (4) 12:25;45:21;56:9; 74:6 102 (1) 13:6 108 (1) 38:12 11,400 (1) 72:19 111 (1) 16:9 12 (3) 20:2;25:1;54:18 12/31 (1) 33:18 120 (1) 45:21 125,000 (3) 60:4,13;64:1 14 (2) 4:6;17:24 1434b (1) 79:6 1507 (1) 17:25 153,460 (1) 68:16 1654 (1) 13:2 1972 (1) 44:20 1st (1) 20:13 2 20 (1) 63:19 20.6 (1) 72:23 200,000 (1) 50:9	2008 (1) 48:6 20081221-B (1) 39:18 20111182-A (1) 31:18 20120041-A (1) 32:8 20120848 (1) 30:11 20120977-B (1) 31:14 20121092 (1) 22:8 20121215 (1) 22:10 20121215-A (1) 22:11 20121215-B (1) 22:13 2013 (2) 43:20;44:17 20130125 (1) 30:19 20130770 (1) 31:24 20131140 (1) 38:11 2014 (1) 48:7 20140501 (1) 39:18 20140795 (1) 32:6 20140815 (1) 30:21 20140991 (1) 32:9 20140993 (1) 30:13 20141008 (1) 39:19 20141138 (1) 13:4 20141149-A-PT (1) 30:10 20141150-B (1) 31:16 20141270-A (1) 31:21 20141344-A (1) 31:23 20141412 (1) 30:5 20141452 (1) 28:11 20141453 (1) 28:13 20141576 (1) 32:1 20141577 (1) 32:2 20141578 (1)	32:4 2015 (1) 31:2 20150 (1) 31:2 201501189 (1) 30:17 20150267 (1) 30:9 20150303 (1) 31:15 20150368 (1) 30:14 20150970 (1) 30:7 20151167 (1) 30:16 20151210 (1) 28:10 20151722 (1) 22:14 20152014 (1) 30:25 20152016 (1) 31:8 20152017 (1) 31:6 20152018 (1) 31:4 20152019 (1) 30:23 20152032 (1) 32:5 20152053 (1) 31:12 20152058 (1) 32:11 2016 (3) 20:13;52:11,23 20160033 (1) 30:6 20160034 (1) 31:10 20160700 (1) 31:20 20160812 (1) 19:23 20161048 (1) 33:16 20161122 (1) 16:9 20161482 (1) 20:11 20161667 (1) 11:17 20161807 (2) 11:18;14:11 20161891 (1) 50:5 2017 (5) 20:7;23:18;50:4,7; 52:14 20170103 (2)	59:15,15 201701030-A (1) 59:15 20170103-A (1) 60:11 2017013 (1) 59:25 20170218 (1) 20:5 20170302 (2) 68:10,21 20170492-B (1) 26:23 20170622 (1) 25:6 20170637 (1) 12:23 2018 (6) 25:2;48:7;59:12,16; 63:2,19 20180142-A (1) 23:23 20180148-B (1) 26:20 20180158 (1) 23:22 20180199-A (1) 23:19 20180199-B (1) 23:20 20180283 (1) 26:25 20180516 (1) 39:19 20180516-A (1) 39:19 2019 (6) 20:8,15;63:1,4,24; 68:12 20190093 (1) 18:6 20190238 (1) 18:13 20190240 (1) 18:7 20190241 (1) 18:8 20190242 (1) 18:14 20190245 (1) 18:10 20190246 (1) 18:17 20190247 (1) 18:15 20190248 (1) 18:11 20190333 (1) 10:12 20190349 (1) 26:17 20190361 (1) 18:5
Y				
ya'll (2) 47:23;65:6 yard (1) 45:14 Year (36) 4:7;5:4;36:6,9,9,25; 37:4;43:1,1;48:5; 52:13,19,20,23;53:18; 55:6,7;56:7,8,11,21, 22;59:16,17;60:8,10, 11,16;62:23;63:1,6,7; 68:12;69:1;72:11,16 years (3) 43:19;44:18;63:12 Yvette (1) 5:12				
Z				
zero (3)				

<p>20190388 (1) 18:1</p> <p>2020 (10) 20:2;33:19;48:7; 60:1,11;61:24;63:7; 64:5;68:20;69:14</p> <p>20200026 (1) 39:20</p> <p>20200052 (1) 26:21</p> <p>20200214 (1) 25:4</p> <p>20200216 (1) 18:3</p> <p>20200544 (1) 18:18</p> <p>2021 (4) 20:14;33:20;40:7; 72:11</p> <p>20210222 (1) 17:25</p> <p>20210266 (1) 26:18</p> <p>20210399 (1) 26:15</p> <p>20210435 (1) 26:14</p> <p>20210516 (1) 27:2</p> <p>20210532 (1) 27:3</p> <p>2022 (4) 4:6;20:7;40:13; 74:11</p> <p>21st (1) 40:7</p> <p>266,000 (2) 68:14,22</p> <p>27 (1) 63:19</p> <p>27th (1) 8:22</p> <p>28 (1) 79:4</p> <p>2nd (1) 20:13</p>	<p>12:24;20:8</p> <p>430 (1) 39:23</p> <p>4th (1) 20:7</p> <p>5</p> <p>50 (5) 41:23;45:9,11,17; 54:23</p> <p>50,000 (1) 59:18</p> <p>529 (1) 73:5</p> <p>538 (1) 13:5</p> <p>56,000 (1) 57:11</p> <p>56,910 (1) 50:10</p> <p>5th (1) 20:7</p> <p>6</p> <p>6,700 (1) 72:18</p> <p>60 (2) 73:6;74:4</p> <p>7</p> <p>70665 (2) 38:12,15</p> <p>74 (1) 74:15</p> <p>8</p> <p>88,191 (1) 59:20</p> <p>8th (1) 33:20</p> <p>9</p>			
<p>3</p> <p>3.2 (2) 70:19,23</p> <p>30 (1) 74:5</p> <p>31 (2) 42:15;72:18</p> <p>3525 (1) 38:13</p> <p>39 (1) 28:6</p>	<p>9,700 (1) 72:20</p> <p>900 (1) 38:11</p> <p>97083 (1) 79:25</p>			
<p>4</p>				
<p>4 (2)</p>				