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MEETING MINUTES FOR
THE BOARD OF COMMERCE AND INDUSTRY
OF THE
LOUISIANA ECONOMIC DEVELOPMENT CORPORATION
HELD AT
LASALLE BUILDING
617 NORTH 3RD STREET
LABELLE ROOM
BATON ROUGE, LOUISIANA
ON THE 28TH DAY OF JUNE, 2019
COMMENCING AT 9:31 A.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR

1 **Appearances of Board Members Present:**

- 2 Tanita Gilbert-Baker
- 3 Mayor Glenn Brasseaux
- 4 Don Briggs
- 5 Yvette Cola
- 6 Major Coleman
- 7 Phillip Devillier
- 8 Senator Danny Martiny
- 9 Jerald Jones
- 10 Heather Malone
- 11 Charles R. "Robby" Miller
- 12 Jan K. Moller
- 13 Secretary Don Pierson
- 14 Daniel Shexnaydre, Junior
- 15 Ronnie Slone
- 16 Bobby Williams, Jr.
- 17 Dr. Woodrow Wilson, Jr.
- 18 Steve Windham

19 **Staff members present:**

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



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MR. JONES:

It is now 9:30. So welcome to the June 2019 meeting of the Board of Commerce & Industry. It's good to see everyone here today.

If we could begin the meeting with the rollcall, Ms. Simmons.

MS. SIMMONS:

Good morning.

Don Briggs.

MR. BRIGGS:

Here.

MS. SIMMONS:

Representative Phillip Devillier.

(No response.)

MS. SIMMONS:

Tanita Baker.

MS. BAKER:

Here.

MS. SIMMONS:

Mayor Brasseaux.

MAYOR BRASSEAUX:

Here.

MS. SIMMONS:

Representative Thomas Carmody, designee
Paul Hollis.



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1 (No response.)
2 MS. SIMMONS:
3 Yvette Cola.
4 MS. COLA:
5 Here.
6 MS. SIMMONS:
7 Major Coleman.
8 MAJOR COLEMAN:
9 Here.
10 MS. SIMMONS:
11 Rickey Fabra.
12 (No response.)
13 MS. SIMMONS:
14 Manuel Fajardo.
15 (No response.)
16 MS. SIMMONS:
17 Jerald Jones.
18 MR. JONES:
19 Here.
20 MS. SIMMONS:
21 Heather Malone.
22 MS. MALONE:
23 Here.
24 MS. SIMMONS:
25 Senator Danny Martiny.



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1 MR. MARTINY:
2 Here.
3 MS. SIMMONS:
4 Charles Miller.
5 MR. MILLER:
6 Here.
7 MS. SIMMONS:
8 Jan Moller.
9 MR. MOLLER:
10 Here.
11 MS. SIMMONS:
12 Designee Senator Troy Carter.
13 MS. SIMMONS:
14 Secretary Don Pierson.
15 SECRETARY PIERSON:
16 Present.
17 MS. SIMMONS:
18 Scott Richard.
19 (No response.)
20 MS. SIMMONS:
21 Darrel Saizan.
22 (No response.)
23 MS. SIMMONS:
24 Daniel Schexnayder.
25 MR. SCHEXNAYDER:



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Here.

MS. SIMMONS:

Ronnie Slone.

MR. SLONE:

Here.

MS. SIMMONS:

Bobby Williams.

MR. WILLIAMS:

Here.

MS. SIMMONS:

Steve Windham.

MR. WINDHAM:

Here.

MS. SIMMONS:

Dr. Woodrow Wilson.

We have a quorum.

MR. JONES:

Thank you, Ms. Simmons.

You have all have received a copy of the minutes from the last meeting. Are there any changes or edits we need to make to the minutes?

(No response.)

MR. JONES:

Seeing none, I'll entertain a motion to approve.



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1 Dr. Wilson; seconded by Mr. Schexnayder.

2 All in favor, say "aye."

3 (Several members respond "aye.")

4 MR. JONES:

5 Any opposed?

6 (No response.)

7 MR. JONES:

8 There being none, motion passes. The
9 minutes are approved.

10 Ms. Booker, if you could come to the
11 table, let's talk about the Quality Jobs Program.

12 MS. BOOKER:

13 Good morning.

14 I have two new applications.

15 Application Number 20170017, Glovis America, Inc. in
16 Caddo Parish, and 20170335, ISeatz, Inc. In Orleans
17 Parish.

18 That concludes the applications.

19 MR. JONES:

20 Entertain a motion to approve these
21 applications.

22 Mr. Moller; second Mr. Briggs.

23 Do we have any comments or questions
24 from the Board?

25 (No response.)



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MR. JONES:

There being none, do we have any
comments or questions from the audience?

(No response.)

MR. JONES:

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

(Several members respond "aye.")

MR. JONES:

Any opposed?

(No response.)

MR. JONES:

There being none, that motion is
approved.

MS. BOOKER:

I have five Quality Jobs Renewals.
Application Number 20131004, American Midstream, GP, LLC
in Jefferson Parish; 20140831, Beta Engineering, LLC in
Rapides Parish; 20140829, Dis-Tran Packaged Substations,
LLC in Rapides Parish; 20111089, IFG Port Holdings LLC
in Calcasieu Parish; and 20140198, Lubrication
Technologies, Inc. in Caddo Parish.

MR. JONES:

Thank you.

I'll entertain a motion to approve.



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1 Dr. Wilson; Mr. Coleman.
2 Any comments or questions from the
3 Board?

4 (No response.)

5 MR. JONES:

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

8 (No response.)

9 MR. JONES:

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

12 (Several members respond "aye.")

13 MR. JONES:

14 Any opposed?

15 (No response.)

16 MR. JONES:

17 No opposition. That motion passes.

18 MS. BOOKER:

19 I have three special requests and one
20 change to affiliates or LLC members to be deferred.

21 That item is 20151041, Pin Oak Organization, LLC.

22 Full transfer of ownership, I have two.
23 20140198, Lubrication Technologies, Inc. is the current
24 company name. The new company name will be Lube-Tech
25 Services, LLC in Caddo Parish; 20151041, Pin Oak



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1 Organization, LLC is the current company name. New
2 company name being Marathon Petroleum Logistics
3 Services, LLC in St. John the Baptist Parish.

4 That concludes the specials.

5 MR. JONES:

6 Okay. I'll entertain a motion to
7 approve these special requests.

8 MS. BOOKER:

9 Sorry. It's two special requests. One
10 is being deferred.

11 MR. JONES:

12 Which one is being deferred? I'm sorry.

13 MS. BOOKER:

14 The first one.

15 MR. JONES:

16 The first one?

17 MS. BOOKER:

18 20151041.

19 MR. JONES:

20 Thank you for keeping me straight.

21 MS. BOOKER:

22 No problem.

23 MR. JONES:

24 Okay. The project ID is the same, but
25 just that special request is being deferred?



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1 MS. BOOKER:

2 Correct.

3 MR. JONES:

4 Got it.

5 Okay. So just to be clear, we have a
6 motion to approve Lubrication Technologies, Inc. and Pin
7 Oak Organization, LLC company name changes.

8 All right. Are we clear on what the
9 motion is?

10 Do I have a second?

11 Okay. Ms. Cola.

12 Any questions or comments from the
13 Board?

14 (No response.)

15 MR. JONES:

16 There being none, any questions or
17 comments from the public?

18 (No response.)

19 MR. JONES:

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

22 (Several members respond "aye.")

23 MR. JONES:

24 Any opposed?

25 (No response.)



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1 MR. JONES:
2 There is no opposition. That motion
3 passes.

4 Anything else?

5 MS. BOOKER:
6 Thank you. No.

7 MR. JONES:
8 Thank you so much.
9 Next on the agenda is Restoration Tax
10 Abatement Program, Ms. Becky Lambert.

11 MS. LAMBERT:
12 Good morning, everyone.
13 I am pleased to provide you with a list
14 of eight new Restoration Tax Abatement applications.

15 The Application Number 20180179 for 1626
16 OCH, LLC in Orleans; 20190058, DLFP, LLC in
17 Natchitoches; 20180420, Dees Commercial Holdings,
18 Calcasieu; 20141316, Peter and Paul, LLC, Orleans;
19 20160880, RSC Mid City, LLC; 20170066, Sazerac Louisiana
20 Holdings, LLC; 20170308, Universal Printing, LLC; and
21 20170295 Venture International, LLC in Orleans.

22 That's a total of eight new applications
23 with an investment of \$63.8-million.

24 MR. JONES:
25 Thank you, Ms. Lambert.



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1 I'll entertain a motion to approve.
2 Motion from Mayor Brasseaux; second, Mr.
3 Coleman.

4 Any questions or comments from the
5 Board?

6 (No response.)

7 MR. JONES:

8 Any questions or comments from the
9 public?

10 (No response.)

11 MR. JONES:

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

14 (Several members respond "aye.")

15 MR. JONES:

16 Any opposed?

17 (No response.)

18 MR. JONES:

19 There is none, that motion passes.

20 MR. JONES:

21 The renewals, Ms. Lambert.

22 MS. LAMBERT:

23 We have six renewals, and I will retract
24 one thing, with applications, all applications, renewals
25 and new applications go through a vetting process and



1 they also go through the local governing authority
2 approval, and all of these have met all conditions.

3 The first one of the renewals is
4 20110864, 333 Third Street, LLC, East Baton Rouge;
5 20111123, CSH Operations, LLC, d/b/a, Southern Hotel in
6 St. Tammany; 20140823, JD Properties of Lafayette, LLC
7 in Lafayette; 20140293, JD Properties of Lafayette, LLC
8 in Lafayette; 20140822, JD Properties of Lafayette, LLC
9 in Lafayette; and 20120894, MACB, LLC in East Baton
10 Rouge Parish for a total of five contract renewals,
11 \$16-million.

12 MR. JONES:

13 All right. I'll entertain a motion to
14 approve those renewals.

15 I'm sorry. Mr. Slone.

16 MR. SLONE:

17 Did you drop one? There was six listed
18 here.

19 MS. LAMBERT:

20 I'm sorry?

21 MR. SLONE:

22 Maybe I missed it.

23 MR. MILLER:

24 You said five.

25 MS. LAMBERT:



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1 Oh, no, there are six. Excuse me. If I
2 said five, there are six.

3 MR. JONES:

4 Good. Thank you, Mr. Slone.

5 Move to approve, Mr. Windham; second
6 from Mr. Williams.

7 Any questions or comments from the Board
8 on the motion?

9 (No response.)

10 MR. JONES:

11 No questions or comments.

12 Any questions or comments from the
13 public?

14 (No response.)

15 MR. JONES:

16 All in favor, say "aye."

17 (Several members respond "aye.")

18 MR. JONES:

19 All opposed?

20 (No response.)

21 MR. JONES:

22 There is no opposition. That motion
23 passes.

24 MS. LAMBERT:

25 This concludes RTA business.



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MR. JONES:

Thank you, Ms. Lambert. Appreciate your help.

Ms. Metoyer on the Enterprise Zone Program.

MS. METOYER:

Good morning.

MR. JONES:

How are you today?

MS. METOYER:

I'm good.

I have eight new applications for Enterprise Zone. 20150025, Ambassador CP, LLC, Lafayette; 20170075, Exel Inc. d/b/a DHL Supply Chain, Ouachita Parish; 20160851, Halliburton Energy Services, Incorporated, Bossier Parish; 20161946, K&B Machine Works, LLC, Terrebonne Parish; 20180076, Kerotest Manufacturing Corp., Avoyelles Parish; 20150341, Southland Truck Group, LLC, Calcasieu Parish; 20180893, Weatherford U.S. L.P., Lafayette Parish; and 20140249, Woman's Hospital Foundation, East Baton Rouge Parish.

MR. JONES:

All right. I'll entertain a motion to approve these applications.

Dr. Wilson; second from Mr. Slone.



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1 Any questions or comments from the
2 Board?

3 (No response.)

4 MR. JONES:

5 Seeing none, any questions or comments
6 from the public?

7 (No response.)

8 MR. JONES:

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

10 (Several members respond "aye.")

11 MR. JONES:

12 Any opposed?

13 (No response.)

14 MR. JONES:

15 There are none. That motion is
16 approved.

17 You have some terminations, I
18 understand.

19 MS. METOYER:

20 Yes, sir.

21 20150272, Associated Marine Equipment,
22 LLC, St. James Parish. Existing contract period is 3/10
23 of '15 to 3/9 of 2020. The requested term date is March
24 9 of 2018. The contract retirements were met; 20150905,
25 Bankers Avenue Investments, LLC, East Baton Rouge



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1 Parish. The existing contract is 10/1/15 to 9/30/2020.
2 The requested term date is 12/31 of 2018. The contract
3 requirements were met early; 20130003, Creekstone
4 Management, LLC, Livingston Parish. The existing
5 contract is 7/13 of '14 through 7/12 of 2019. The
6 requested term date is 1/12 of 2017. The contract
7 requirements were met early; 20110929, James
8 Construction Group, LLC, East Baton Rouge Parish. The
9 existing contract is May 1, 2015 to April 30 of 2020.
10 The requested term date is 12/31 of 2017. The contract
11 requirements were met early; 20131199, Maison De Fleur
12 Assisted Living, LLC, Livingston Parish, and the
13 existing contract is October 1 of '15 to September 30 of
14 2020. The requested term date is December 31 of 2018.
15 The contract requirements were met early; 20120440,
16 Price Leblanc, LC, East Baton Rouge Parish. The
17 existing contract is March 29 of 2013 through March 28th
18 of 2018. The requested term date is December 31 of
19 2016. The contract requirements were met early;
20 20150897, Primoris Energy Services Corporation, East
21 Baton Rouge Parish, and the existing contract is May 13
22 of 2015 through May 12 of 2020. The requested term date
23 is December 31 of 2017. Contract requirements were met
24 early; 20150193, Providence Classical Academy,
25 Incorporated, Bossier Parish. The existing contract is

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1 March 26 of 2015 to March 25th of 2020. The requested
2 term date is 9/25 of 2017. Contract requirements were
3 met early; 20151079, Raising Cane's Restaurant, LLC,
4 Orleans Parish. The existing contract period is July 25
5 of 2014 through July 24 of 2019. The requested term
6 date is January 24 of 2017. The contract requirements
7 were met early; 20141081, Raising Cane's Restaurant,
8 LLC, Jefferson Parish. The existing contract is July 25
9 of 2014 through July 24 of 2019. The requested term
10 date is January 24 of 2017. Contract requirements were
11 met early; 20151374, Ruston Lodging Partners, LLC,
12 Ouachita Parish. The existing contract is April 4 --
13 I'm sorry -- April 1 of 2016 through March 31 of 2020.
14 The requested term date is March 31 of 2019. The reason
15 for the termination is the contract was met earlier, the
16 requirements; 20141084, The Greater New Orleans
17 Foundations, Orleans Parish. The existing contract is
18 September 1 of '14 to 8/31 of '19. The requested term
19 date is December 19 of 2016. The contract requirements
20 were met early; 20130799, Turner Specialty Services,
21 LLC, Jefferson Parish. The existing contract period is
22 May 1, '14 to April 30 of '19. The requested term date
23 is December 31 of 2017. The contract requirements were
24 met early; and the final termination is 2020130902,
25 Willis-Knighton Medical Center, Incorporated, Caddo



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1 Parish, and the existing contract is June 7, '13 to June
2 6 of 2018. The requested term date is January 1 of
3 2016. The contract requirements were met early.

4 MR. JONES:

5 Thank you very much.

6 We'll entertain a motion to approve.

7 Mr. Slone, motion; seconded by

8 Mr. Briggs.

9 Any questions or comments from the
10 Board?

11 (No response.)

12 MR. JONES:

13 Any questions or comments from the
14 public?

15 (No response.)

16 MR. JONES:

17 There being none, all in favor of the
18 motion, say "aye."

19 (Several members respond "aye.")

20 MR. JONES:

21 Any opposed?

22 (No response.)

23 MR. JONES:

24 No opposition. That motion is approved.

25 And we had one cancellation, as I



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1 understand.

2 MS. METOYER:

3 Yes, sir. It's 20160722, Turner
4 Industries Group, LLC, East Baton Rouge Parish. The
5 company did not meet the EZ Program hiring requirements
6 and they requested cancelation of their contact.

7 MR. JONES:

8 Motion to approve.

9 Mr. Wilson; second, Mr. Coleman.

10 Any questions or comments from the
11 Board?

12 (No response.)

13 MR. JONES:

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

16 (No response.)

17 MR. JONES:

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

20 (Several members respond "aye.")

21 MR. JONES:

22 Any opposition?

23 (No response.)

24 JR. JONES:

25 There is none. That motion is approved.



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1 Thank you, Ms. Metoyer.

2 MS. METOYER:

3 Thank you.

4 MR. JONES:

5 Okay. Ms. Cheng and Mr. Usie,
6 Industrial Tax Exemption.

7 MS. CHENG:

8 Good morning.

9 MR. JONES:

10 Good morning. How are you?

11 MS. CHENG:

12 I'm good.

13 MR. JONES:

14 Good.

15 MS. CHENG:

16 We'll start with we have 12 new
17 pre-Executive Order applications. These had advances
18 filed prior to June 24th of 2016.

19 20151342-A, CB&I Walker, La, LLC in
20 Livingston Parish; 20181534-A, Cabot Corporation in St.
21 Mary Parish; 20161510, Epic Piping, LLC in Livingston
22 Parish; 20140977-B, ExPert Riser Solutions, LLC in
23 Lafourche Parish; 20160708, Flopam, Inc. in Iberville
24 Parish; 20160361-A, Gravois Aluminum Boats, LLC in St.
25 Mary Parish; 20161492, Pod Pack International, LLC in



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1 East Baton Rouge Parish; 20150156-B, Sasol USA
2 Corporation in Calcasieu Parish; 20150945-B, Shell
3 Chemical Corporation LP in Ascension Parish; 20151824,
4 Shell Chemical Company LP in Ascension Parish; 20150910,
5 Shintech Louisiana, LLC in Iberville Parish; and
6 20161478, Shintech Louisiana, LLC, West Baton Rouge
7 Parish for a total investment of \$3,119,851,497 in
8 investment.

9 MR. JONES:

10 Wow. Okay. I know we have some people
11 who've requested comments on some of these, but, first,
12 let's see if we can have a motion to proceed.

13 Do I entertain a motion to approve?

14 Dr. Wilson; second from Mr. Miller.

15 Any questions or comments first from the
16 Board?

17 Yes, sir.

18 MR. DEVILLIER:

19 Thank you. On the pre-Executive Order,
20 I guess the tax relief was 100 percent?

21 MS. CHENG:

22 Correct.

23 MR. JONES:

24 Yes.

25 MR. DEVILLIER:



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1 Thank you, sir.

2 MR. JONES:

3 Ten years, five years with subject to a
4 five-year renewal.

5 MS. CHENG:

6 Yes, sir.

7 MR. DEVILLIER:

8 Thank you.

9 MR. JONES:

10 Okay. Any other questions from the
11 Board?

12 (No response.)

13 MR. JONES:

14 All right. I have cards to speak on the
15 matter of the Sasol USA Corporation, Number 20150156-B,
16 so we have several, actually, cards, so if those of you
17 who want to speak on the Sasol matter, if you would at
18 least move your way closer to the front. And let's --
19 the first I have is Mr. Mike Thomas, Senior Vice
20 President for Sasol.

21 MR. THOMAS:

22 Well, good morning.

23 MR. JONES:

24 Good morning.

25 MR. THOMAS:



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1 My name is Mike Thomas. Yes, I am
2 Sasol's Senior Vice President of North American
3 operations. Thank you for the opportunity to speak to
4 you today.

5 Sasol is an international chemicals and
6 energy company with about 30,000 employees in over 30
7 countries. In Louisiana, we have about 1,100 employees
8 working at our site in Southwest Louisiana in Calcasieu
9 Parish. About 400 of them are at an existing facility,
10 and we currently have about 700 new employees at the new
11 facility that we are under construction now.

12 We have over 6,500 construction workers
13 supporting our project on average every day, and when
14 we're done, we will have about 1,000 contract workers
15 who will remain at our site going into the future. Our
16 new facility has a capital cost estimate of over
17 \$12-billion.

18 Our project is really seven projects.
19 Included are seven brand new, world scale,
20 state-of-the-art manufacturing plant, plus a massive
21 utility system. It is game changer for Sasol, and it is
22 one of largest foreign-direct investments in the United
23 States.

24 I'm here today to do two things. First
25 is to thank you, advocate for approval of Sasol's ITEP



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1 application, and, second is to answer the Board's
2 desires to see the return on the investments such as
3 these.

4 So in 2012, not seven years ago, Sasol
5 and Louisiana entered into a public-private partnership
6 to invest in the state's future. Projects like this are
7 very difficult under the best of circumstances and are
8 rare. In spite of that, Sasol agreed to make the
9 largest capital investment in our company's history in
10 Louisiana and create hundreds of jobs and to return --
11 and in return, the state agreed to a 10-year,
12 100-percent abatement project.

13 With any good business agreement, the
14 terms should benefit both parties. Like many business
15 agreements, numbers were reviewed, contemplated,
16 forecasted. We reviewed many things. Due diligence
17 were provided. We resourced things that you cannot
18 imagine. What I can tell you today is that the benefits
19 of this project achieved, even at this stage, and we're
20 not done building it yet, far outface what we all
21 originally envisioned in the agreement between Sasol and
22 the State of Louisiana.

23 So far we've delivered 700 new direct
24 jobs, 85 percent of those hires in the State of
25 Louisiana. So far -- well, in addition to that, we will



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1 be adding another hundred jobs. That's 800 full-time,
2 high-quality Louisiana manufacturing jobs with an
3 average annual salary of \$80,000, and that doesn't
4 include benefits.

5 We've already delivered more than
6 \$4.3-billion spent with Louisiana businesses. We've
7 already delivered more than 100-million in local sales
8 tax payments and more than 80-million in sales tax
9 payments during the construction period alone. Let
10 me -- you know, those numbers are worth repeating. So
11 we have already hired, created 700 new, high-paying
12 jobs. We have 100 more to go, for a total of 800, 800
13 jobs at \$80,000 pay per job plus benefits. We have
14 already spent \$4.3-billion with Louisiana businesses.
15 We've already delivered more than \$100-million in local
16 sale tax payments. We've already delivered more than
17 80-million in state sale taxes payments just during the
18 construction period. We've delivered more than
19 \$40-million of infrastructure improvements, mostly in
20 the City of Westlake. That includes infrastructure that
21 has already spurred additional economic ripples from
22 other industries. We have paid, and we will continue to
23 pay, property, inventory, ad valorem taxes for project
24 land throughout the ITEP abatement period. So that's
25 about \$2-million a year for 10 years for a total of



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1 \$20-million.

2 And before I close, I do have one
3 forecast to leave you with. By 2057, when this plant
4 will still be running strong, I will be well into my
5 retirement, and most of our employees will be well into
6 their careers by that point, the state will have
7 experienced a 2-to-1 return on its investment with
8 Sasol. A 2-to-1 return on the investment the state has
9 made with Sasol.

10 As I said before, any good business
11 agreement should benefit both parties. This one clearly
12 does. The state has made a very good investment. The
13 returns are already there. And on behalf of the more
14 than 2,000 Louisiana employees and contractors at our
15 Lake Charles facilities, we thank you.

16 MR. JONES:

17 Thank you so much, Mr. Thomas. We do
18 appreciate the presentation this morning and the
19 information. That's valuable information. We don't get
20 to hear that often enough. Thank you very much.

21 I know you have some folks with you.
22 Kim Cusimano.

23 MS. CUSIMANO:

24 I'm just here if there's any questions.

25 MR. JONES:



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1 Great. Thank you.

2 And Nina Stofberg. Great. Any comments
3 from Ms. Stofberg?

4 MS. STOFBERG:

5 No. Just to support the cause.

6 MR. JONES:

7 Great. Do we have any questions or
8 comments from the Board?

9 Mr. Devillier.

10 MR. DEVILLIER:

11 Mr. Mike, when did y'all originally
12 decide to come to Louisiana with this, I guess,
13 increased investment?

14 MR. THOMAS:

15 There's many ways to look at this. We
16 actually began the process many years ago, probably 2010
17 or so, exploring this project, and at that time, you may
18 remember, it was both a gas-to-liquids plant and a big
19 chemicals plant. At the time -- the company has pulled
20 away from gas-to-liquids, but about 2012 is when we
21 truly entered the negotiations with the State of
22 Louisiana, we began acquiring land.

23 The final investment decision by our
24 Board of Directors, after we'd done all of the due
25 diligence and come to an agreement with the State of



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1 Louisiana occurred in 2014. That was the final
2 commitment by our company that we were proceeding, but
3 even at that point, we had already spent hundreds of
4 millions of dollars doing all of the things it takes
5 buying land, hiring some of the people, doing those
6 things. So we had a pretty good idea by then that it
7 would proceed.

8 MR. DEVILLIER:

9 Did the current ITEP rules at the time
10 help make your decision to actually come here and invest
11 those dollars in Louisiana?

12 MR. THOMAS:

13 Absolutely. Absolutely. Without
14 ITEP -- and you know, you know, these are -- massive
15 projects like this is rare, they're complicated, they
16 are difficult. In my lifetime, I can't imagine I'll
17 have another opportunity to participate on a project
18 like this. The competition for projects like these are
19 fierce, and the economics are -- it takes effort to get
20 the economics together.

21 The ITEP incentive was a significant
22 contributor to Sasol choosing Louisiana to build this
23 project. Without ITEP, I have been on record to say
24 it's unlikely we would have built the project here.

25 MR. DEVILLIER:



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1 You mentioned y'all have 1,100 employees
2 for that facility. Is that new employees because of the
3 investment?

4 MR. THOMAS:

5 So of the 700, about 400 were in our
6 legacy operation. We've added 700 more to add up to
7 1,100. We're adding 100 of direct employees. Then we
8 will have 1,000 contractors that will be there every
9 day. They, for all practical purposes, they will appear
10 as Sasol employees, although they work for Turner
11 Industries or other major Louisiana works contractors
12 supporting our plant, and that's our business model. So
13 on site we will have gone from 450 to 2,000, more or
14 less, both Sasol employees and contractor employees that
15 support us full-time.

16 MR. DEVILLIER:

17 Do you have, I guess, an idea of y'all's
18 estimated annual payroll for the 700 additional jobs?

19 MR. THOMAS:

20 I don't, but these people do. We report
21 that from time to time.

22 MR. DEVILLIER:

23 I know Representative Dwight, who is
24 here today, represents that area, and he mentions to me
25 quite often how important that is to Westlake. So just



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1 I'm wondering, you know, what that investment is from
2 Sasol is, and, of course, I would assume those
3 individuals all live in the area.

4 MR. THOMAS:

5 I live in Lake Charles. You know, I'm
6 the head of Sasol's operations in the United States,
7 many different plants, other offices, besides those in
8 Louisiana. I live in Lake Charles; my family lives in
9 Lake Charles. We set out to approach this project in a
10 way that's good for Southwest Louisiana and good for the
11 State of Louisiana, as Representative Dwight would
12 agree, I'm sure. That's how we've approached this from
13 the beginning.

14 I don't have the figures off the top of
15 my head with regards to payroll, but -- and it's not
16 just payroll that we have focused on in terms of being
17 beneficial to Southwest Louisiana. We have job
18 development programs. We have partnered with SOWELA,
19 the local technical college, to increase their ability
20 to train people. We've reached out to the local areas
21 to increase the amount of job training so that others
22 could enter the workforce. We've put a tremendous
23 amount of effort into not just making this good for
24 Sasol and the State of Louisiana, but for Southwest
25 Louisiana and the people close to our plants.



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1 MR. DEVILLIER:

2 I drive through that area, I would say,
3 every week, and you can see the effects of what you guys
4 are doing much further than Westlake and Lake Charles,
5 and I just want to personally thank y'all for what y'all
6 are doing for our state.

7 MR. THOMAS:

8 Thank you very much.

9 MS. STOFBERG:

10 So to give you an idea of the money
11 involved in the payroll, for the 245 people we hired in
12 2018, we pay about \$35-million.

13 MR. DEVILLIER:

14 And those individuals, I'm sure, all pay
15 income tax as well, probably buy stuff around that area
16 and pay sales tax.

17 MR. THOMAS:

18 Every one of them.

19 And that's only those 245, so we -- you
20 know, this is a long project, so we will build this
21 project from 2013, '14 until a year from now.

22 MR. DEVILLIER:

23 I can see all the homes going up in the
24 subdivision, so I'm sure they all pay property tax as
25 well.



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1 MR. THOMAS:

2 Yes, sir.

3 MR. DEVILLIER:

4 Thank you.

5 MR. JONES:

6 Other questions?

7 Mr. Moller.

8 MR. MOLLER:

9 Mr. Thomas, I want to thank you also for
10 the investment you've made in our state. This project
11 was obviously grandfathered in under the old ITEP rules.
12 My question is, I don't know if this is something you
13 can answer in retrospect, but would this project have
14 been feasible, would Sasol still be able to make a
15 profit in Louisiana if the abatement was 80 percent
16 instead of 100 percent, the way it is under the new
17 rules?

18 MR. THOMAS:

19 It's all in retrospect; isn't it? So if
20 I look at the project today, I consider those things, as
21 I said to begin with, these projects are very difficult
22 to justify in any -- under any circumstances, and, quite
23 frankly, back in those days, the approval of the project
24 depended on many things, and one of them was the full
25 ITEP.



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1 Now, if we had proposed a lesser
2 incentive, I'm not certain I can say. I would have to
3 run the numbers, but I would say this: It's much less
4 likely that it would have been.

5 As you know, projects like this are in
6 high demand. There is competition for them. I would be
7 reluctant to tell you that it would be built here, but I
8 can't tell you for a fact that it would.

9 MR. JONES:

10 Any other questions?

11 Mr. Slone.

12 MR. SLONE:

13 Yeah. I just wanted to, Mr. Thomas,
14 thank you for being here, and don't want to kind of
15 belabor the thought, but what you've just done is given
16 us a full explanation of what happens in the breadth of
17 things, and that's important to us.

18 Your 2057, I won't be here, but, anyway,
19 to 2-to-1 return, the multiplier, the infrastructure,
20 all of these things, the jobs. Just one point of
21 clarification, it's five years with renewal of five
22 years, and that's part of the language that used to get
23 us in trouble is 10 years blanket. But it's five years
24 with five years renewal. But we do appreciate it. If
25 there's anywhere else in the State of Louisiana you guys



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1 want to bring something, please bring it to the table.

2 Thank you.

3 MR. THOMAS:

4 Well, I'd be happy to speak for quite
5 some time on that topic, but -- and now that you've
6 allowed me to, I will say this: This site, and this is
7 not an exaggeration, is being built for future growth.
8 It is a massive site. We have only developed half of
9 it. The rest of the plant -- and you can see on Sasol's
10 websites wherever you'd like to study, if you would like
11 to go see for yourself what Sasol has stated publicly,
12 but the Lake Charles site is positioned for future
13 growth up for Sasol. And the conversations as we have
14 today have every bearing on our views into the future of
15 where do we place our investments and do we continue on
16 this strategy or do we do something differently. So
17 thank you. Thank you for the clarification. And I'd
18 just like to make that comment to the Board because we
19 are positioning this site for continued future growth.

20 MR. JONES:

21 Other questions?

22 Mr. Miller.

23 MR. MILLER:

24 Good morning. Again, thank you, like
25 everybody else says, for the explanation. Welcome to



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1 the best state in the country. I don't care what any of
2 those lists say. We are the best state in the country,
3 and you realize that.

4 When you're ready to expand outside of
5 Lake Charles, you can come to the best parish in the
6 state, in Tangipahoa.

7 But in all seriousness, I want to make
8 sure everybody -- I understand, I think you're right,
9 what was on the land prior to Sasol?

10 MR. THOMAS:

11 Ah. Well, let me -- I'm sorry, Kim. I
12 could talk about it quite a long time.

13 So we had -- the site was originally 500
14 acres of developed site with our existing plants, and is
15 now about 2,200 acres. The land that we purchased was a
16 combination of farmland. There were some communities,
17 some houses, just along the perimeter in
18 underdeveloped -- underdeveloped areas. We purchased
19 those homes at a generous price for those people that
20 were in that area.

21 And so to answer your question, it was a
22 combination of those two things, some small, small
23 communities of 10 or 50 homes or -- and then this single
24 home here and there. The majority of it was undeveloped
25 farmland.



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MR. MILLER:

Would you have any idea what the property tax was on that prior to you buying it?

MR. THOMAS:

Oh, my goodness, not off the top of my head. I'm sure we have those records.

MR. MILLER:

Would it be fair to say that you guys pay much more for the land property tax than was being paid before you bought it?

MR. THOMAS:

I'm quite certain that's true, although I am not looking at numbers to tell you what that is.

MR. MILLER:

I believe it's probably considerably more.

Thank you very much.

MR. JONES:

Any questions or comments from the Board?

Mr. Pierson.

SECRETARY PIERSON:

Thank you, Mr. Chairman.

Thank you, Sasol, for your confidence and your investment in our state. As a lead in the



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1 Department of Economic Development, I do want to share
2 with my colleagues just a few things that I note here,
3 that, number one, the investment that has taken place
4 came from an existing Louisiana investment. They spoke
5 about having a plant with 400 jobs and having a great
6 partnership with the state and having the confidence to
7 then bring billions of additional dollars in
8 investments. So we don't want to lose sight of that.
9 We work hard in our department on the existing industry
10 that we have in our state.

11 Certainly this is foreign-direct
12 investment, another technical term in economic
13 development of what we do. This money is coming from
14 South Africa from a corporation that is a global
15 corporation that can choose to invest anywhere. Here is
16 where they've chosen to invest. So we spend a lot of
17 time also focusing on building the confidence of our
18 international investors.

19 I think it's important to point out
20 that, yes, the decision was made a number of years ago,
21 and at that time, it would be a 10-year, 100 percent
22 abatement of taxes. And so that was the word of the
23 state, and it's important, absolutely important, that we
24 honor the word of this state. And that happens across
25 administrations, and I've seen that during my tenure.



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1 We've worked very, very hard to always deliver 100
2 percent on our word as a state entering into that
3 agreement.

4 The other thing that's noteworthy here
5 that I didn't want to pass it by in conversation was
6 just to mention that 85 percent of these new jobs have
7 been filled by Louisiana citizens. That's not by
8 accident, ladies and gentlemen. They didn't run like a
9 national search to see how many people they could get
10 from California, Utah, Montana or wherever. They made a
11 specific, concerted effort to work with Louisiana
12 contractors, to work with Louisiana suppliers and to
13 hire Louisiana residents. And so as this Board
14 considers moving forward with this corporation for the
15 investments that they've made to date and what I hope to
16 be significant investments in the future, I certainly
17 want your full appreciation of all of the elements that
18 are on the table here.

19 So thank you to Sasol for those specific
20 efforts that you've made on behalf of the citizens of
21 Louisiana in honoring the partnership that we have.

22 MR. THOMAS:

23 Thank you, Mr. Secretary.

24 MR. JONES:

25 Any other questions or comments?



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1 Yes, Mr. Coleman.

2 MR. COLEMAN:

3 Good morning. Again, thank you for
4 investing in Louisiana, and I am the parish right next
5 Tangipahoa. So if you overflow, come over to St.
6 Helena.

7 What I want to know and what I want to
8 hear you say is what other thing that brought you to
9 Louisiana other than this ITEP program. I'm sure we had
10 to have something else that was attractive to you other
11 than the tax benefit. I want to hear some of that
12 stuff.

13 MR. THOMAS:

14 Okay. Where can I begin? There are
15 many things. So ITEP is not the first thing we start
16 with. That is that what we look at when we're trying to
17 determine all of the things and whether the numbers make
18 sense for us, but, quite frankly, we find ourselves in a
19 situation -- and I must say, Southwest Louisiana, in
20 particular, is particularly effective and is
21 particularly well-suited for our business, the type of
22 industry we have in terms of the sustainability with our
23 communities. We have a workforce that's very well
24 geared towards the things that we do. So the
25 receptiveness within our space.



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1 Of course, we had an existing site
2 there, so logically we would start to think about adding
3 on to the existing site or expanding in the same place,
4 but that's only a small part of it, I mean, quite
5 frankly.

6 From the very beginning, the
7 receptiveness of our local elected delegation, the
8 receptiveness of the local community, the workforce that
9 exist, the ability that we have and the partnership with
10 the State of Louisiana to do the things that it takes to
11 grow the workforce. If you know much about Southwest
12 Louisiana, you know there's been other expansion there
13 besides ours, and the area has truly rallied behind that
14 in such a way that I think -- I think it's unique. I
15 think Southwest Louisiana is unique with regards to how
16 effective it is in supporting these types of things.

17 Now, we realize this comes with an
18 obligation on our part as well. So we set out to pursue
19 this in a very sustainable way, and I don't say that
20 simply by what Sasol intended to do, but it helps us
21 answer the question that you asked me in terms of how do
22 we reach into the community and enable the community
23 then to support us and how respective is the community
24 in terms of doing those things, allowing a plant like
25 ours to be built and supporting us with infrastructure



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1 and supporting us with the type of workforce that it
2 takes to run a site like ours. It's a big site. It's
3 very complicated, requires very high-skilled workers,
4 and Southwest Louisiana, and Louisiana in general, is
5 well-suited to enable all of these things, but then make
6 it attractive for us.

7 ITEP then is what helps us get the
8 numbers together, but we have to have all of those other
9 things too.

10 MR. COLEMAN:

11 Thank you.

12 MR. JONES:

13 Any other questions?

14 (No response.)

15 MR. JONES:

16 As Chairman, personal privilege, I have
17 a couple questions myself. I want to make sure I
18 understand.

19 The total investment so far. You gave
20 me that number. I didn't write it down.

21 MR. THOMAS:

22 Yeah. The total investment, when this
23 job is finished, has been announced to the market to
24 range between 12.6 and \$12.9-billion dollars, billion US
25 dollars.



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1 MR. JONES:

2 But the investment so far?

3 MR. THOMAS:

4 So far about 11 -- we've spent so far
5 about 11 -- so far, with Louisiana businesses,
6 \$4.3-billion dollars have been spent.

7 MR. JONES:

8 That's where I was going with my
9 question.

10 MR. THOMAS:

11 But we're not done.

12 MR. JONES:

13 So almost half of the money that you
14 have spent on this project has been spent inside
15 Louisiana?

16 MR. THOMAS:

17 In the State of Louisiana, and for a
18 massive, world-scale project like that, like this,
19 that's rather unique, and the point was made earlier,
20 and it is true, we set out with the "Louisiana First"
21 approach. And many people have used that phrase, but in
22 terms of the big contractors that support us are almost
23 all Louisiana-based, which is the ones to whom the
24 4.3-billion go, generally speaking. There are many
25 small businesses in Louisiana, we are hiring Louisiana,



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1 but the 4.3-billion is with Louisiana contractors.

2 We have to spend to go about a billion
3 dollars left to finish the job, and the contractors
4 executing that are Louisiana contractors.

5 MR. JONES:

6 All of whom pay property taxes and
7 income taxes and sales taxes, et cetera, et cetera.

8 MR. THOMAS:

9 I'm sure they do.

10 MR. JONES:

11 If not, we need to speak to the
12 Department of Revenue.

13 Now, I want to get into your business
14 just a little bit, and I want to spring off of Mr.
15 Coleman's question.

16 As I appreciate the petrochemical
17 business, there's four real things you've got to have,
18 and this is not -- before you even get to workforce.
19 You've got to have land mass, you've got to have access
20 to deep water, you've got to have a pipeline
21 infrastructure and you've got to have usually rail and
22 road transportation; is that fair?

23 MR. THOMAS:

24 That's exactly true.

25 MR. JONES:



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1 And especially when you consider the
2 deep water and the pipeline infrastructure, in the
3 United States at least, that narrows down the pickings
4 pretty much to the Gulf Coast, most specifically
5 Louisiana and Texas; is that --

6 MR. THOMAS:

7 Yes, sir.

8 MR. JONES:

9 Now, the question I'm about to ask, and
10 if it's none of my business, you can tell me, were you
11 looking at Texas too?

12 MR. THOMAS:

13 Of course we were.

14 MR. JONES:

15 Thank you very much.

16 MR. THOMAS:

17 Yes, sir.

18 MR. JONES:

19 Once again, we beat Texas as we will
20 this Fall in Austin.

21 I'm sorry, but I had to get there.

22 Truly, this is a great story. We
23 appreciate the investment. We appreciate the -- and we
24 appreciate you taking the time this morning, because,
25 unfortunately, we sit up here as a Board and we hear



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1 these applications, we don't hear the success stories
2 enough, and so we thank you for taking the time to come
3 and talk to us this morning.

4 Anything else from the Board?

5 (No response.)

6 MR. JONES:

7 All right. Thank you very much.

8 We have some others who would like to
9 speak.

10 Representative Stephen Dwight.

11 Representative Dwight, if you'll state
12 your name and address for the record.

13 MR. DWIGHT:

14 Sure. Stephen Dwight, 4832 Cypress Lake
15 Drive, Lake Charles, Louisiana.

16 MR. JONES:

17 Thank you very much.

18 MR. DWIGHT:

19 Thank you, Mr. Chairman. Thank you,
20 Committee. I am the representative that represents
21 Sasol. They're in my district in Westlake, Louisiana,
22 and from the comments that I've heard from the Board, I
23 think everyone acknowledges that this is -- this should
24 be a case study of how ITEP should work. What they have
25 done for Southwest Louisiana and our community is



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1 tremendous. All of our hotels are full, all of our
2 restaurants are full. Our tax collections, the local
3 sales tax collections for the parish, the school board
4 and the sheriff, they're all full. It's -- the only
5 problems we have is with traffic because we have so many
6 employees getting off work and they're actually having
7 to stagger their times. But from Southwest Louisiana
8 standpoint, this was a tremendous impact on not only our
9 area, but other areas, our surrounding areas.

10 I have my son here with me. It will
11 impact him too, and I'm going to be brief because we are
12 actually in route to Florida. We cut our trip a little
13 short because we -- this project was too important, and
14 I wanted to make sure I gave my testimony and ask for
15 this Board's approval because this has impacted South
16 Louisiana in my district and I'm very glad that Sasol
17 chose Southwest Louisiana and Westlake.

18 And I'll be happy to answer any
19 questions if there are any.

20 MR. JONES:

21 Thank you, sir.

22 Any questions or comments from the Board
23 for Representative Dwight?

24 (No response.)

25 MR. JONES:



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1 Thank you, sir. Safe travels.

2 We have Mr. George Swift.

3 MR. SWIFT:

4 Thank you, Mr. Chairman and Members of
5 the Board. I'm George Swift with the Southwest Economic
6 Development Alliance. We are the chamber and the
7 economic development organization for Allen, Beauregard,
8 Calcasieu, Cameron and Jeff Davis, and we wanted to let
9 you know that Sasol is a big part of our development in
10 Southwest Louisiana and a real success story as we've
11 heard today and we're very proud to have Sasol in our
12 region. And the alliance and the Port of Lake Charles
13 were among the first to partner with Sasol in siting
14 this project. We worked with them to recommend a site
15 and to identify a site that would work.

16 And shortly after announcing the
17 project, Sasol partnered with local authorities and
18 funded a regional impact study. It was a seven-figure,
19 comprehensive socioeconomic modeling and analysis of the
20 growth impact on our community, not just Sasol's impact,
21 but the other investment developer that was coming. And
22 we've used that as a guide to work on the issues that
23 are created by growth, and there are many, but the
24 opportunities have increased tremendously.

25 And we still use the report as a



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1 blueprint for our smart growth practices in our area.
2 And that's just one example that Sasol has done to help
3 our community. They also have worked with us on a
4 workforce development guide to allow folks the
5 opportunity to work in industry, what it takes, and also
6 a small business guide to help small businesses, how
7 they can work with industries.

8 So local input and partnership has been
9 Sasol's principle in everything they've done. They've
10 been a great community partner, and we're very glad to
11 have them in Southwest Louisiana.

12 Thank you.

13 MR. JONES:

14 Thank you, Mr. Swift.

15 And, listen, I got to read that report,
16 and it was a great piece of work. And -- but I know
17 you-all are doing a great job of managing the growth,
18 and I applaud. You guys are an example of what we all
19 could follow. Thank you, sir.

20 MR. SWIFT:

21 Thank you.

22 MR. JONES:

23 Any other comments or questions for
24 Mr. Swift?

25 (No response.)



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MR. JONES:

All right. We have a couple others.
Ms. Elaine Alford (sic).

MS. ACHORD:

Good morning.

MR. JONES:

Good morning.

MS. ACHORD:

My name is Elaine Achord.

MR. JONES:

I'm sorry. Achord.

MS. ACHORD:

That's okay. No problem.

Achord, and I am the Unit Manager for one of the new units that is being built at Sasol at the West plant, ethylene oxide/ethylene glycol unit, and this was the second of the two units that started up early this year.

We -- my team makes products that go into a lot of consumer goods, things like polyester to make upholstery and clothing, and several other consumer goods as well. My team is new. We are all one of those 800 new Sasol Louisiana employees. I was hired number 114.

I actually grew up in Lake Charles, but



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1 I left home to go to college out of state. I earned my
2 chemical engineering degree, and then I moved to
3 Houston, actually, for a job. I got married, had kids,
4 but after a few years, we wanted to be home, and the
5 timing worked out. Sasol had just announced their
6 intention to expand, and it drew me back home and I was
7 able to come home and raise my two girls at home with my
8 family in Lake Charles. And so, you know, I applied for
9 a job at Sasol, I got it, and, like I said, not only was
10 I able to come home, raise my kids in a town that I grew
11 up in and be near family, but I was also able to
12 continue to expand my career with a growing company like
13 Sasol.

14 My story is not unique, though, at
15 Sasol. A few of my colleagues are actually here today,
16 and we'll introduce them here in a second. Their faces
17 are the faces of Sasol's Southwest Louisiana progress.
18 They are Louisiana residents, Louisiana educated and
19 Sasol proud. I'm going to introduce them.

20 Number 336, our hired, was Lacey Doxey,
21 and she is a Training Consultant who graduated from
22 McNeese.

23 Number 600 is Christian Jones, a chemist
24 working in our Research and Development group, also
25 graduated McNeese.



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1 Number 559 is Kim G. Williams, who's a
2 laboratory technician and a graduate of SOWELA Technical
3 Training College.

4 Brandon Lewis, who's Number 637, and
5 he's a process controls engineer and a McNeese graduate.
6 He actually started with us as an intern.

7 And Number 182, John Monteith, and
8 Number 190, Joseph Narcisse, both processors and
9 graduates of SOWELA, McNeese and LSU.

10 These Sasol employees are among the
11 250-plus SOWELA and McNeese graduates, partners that we
12 credit in large part for our local hiring success.

13 Sasol is delivering on our "Louisiana
14 First" commitment to hire local, and we are the state's
15 return on the Sasol ITEP investment.

16 Thank you.

17 MR. JONES:

18 Great story.

19 Any comments or questions from the
20 Board?

21 (No response.)

22 MR. JONES:

23 Thank you very much.

24 And we have Mr. Eric Walker.

25 MR. WALKER:



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1 Good morning. My name is Eric Walker,
2 and I'm a Senior Production Manager at Sasol's Lake
3 Charles East plant.

4 Sasol recognized early on that for our
5 project and our operations to be successful, our
6 community had to be successful. Years before we started
7 our construction project in Southwest Louisiana, we made
8 a commitment to prioritize using Louisiana businesses on
9 our project. We also made a commitment to partner with
10 the community to make meaningful investment in the areas
11 of education and small business development. We
12 partnered with eight major Louisiana construction
13 companies and many other Louisiana businesses for our
14 project. As you heard, to date, we have spent
15 \$4.3-billion with those partners.

16 We've also partnered with the community
17 to contribute \$5-million towards education programs and
18 small business development programs, and we're
19 prioritizing our nearest neighbors in Mossville and
20 Westlake communities. The goal is to enable our
21 community members to build their skills and to grow with
22 us.

23 To date, we have reached over 15,000
24 Southwest Louisiana resident through element ary STEM
25 education programs, and our Sasol employees have



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1 contributed over 4,000 on-the-clock volunteer hours in
2 our community. We have given over 175 craft and process
3 technology scholarships with priority given to our
4 nearest neighbors in Mossville and Westlake. We have
5 also facilitated 75 new small business starts through
6 our partnership with McNeese State University.

7 Sasol is delivering on its "Louisiana
8 First" commitment, and these outcomes are the state's
9 return on the Sasol ITEP investment.

10 Thank you.

11 MR. JONES:

12 Thank you, Mr. Walker.

13 Any comments or questions for

14 Mr. Walker?

15 (No response.)

16 MR. JONES:

17 Thank you, sir.

18 That's all the cards I have. Are there
19 any other comments or questions from the public?

20 (No response.)

21 MR. JONES:

22 Okay. Before we go to the -- I'm sorry.

23 Yes, sir.

24 AUDIENCE MEMBER:

25 (Inaudible.)



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1 MR. JONES:

2 On one of the -- we're not to that part
3 of the agenda yet. We'll be there shortly. Thank you
4 very much.

5 One thing I want to say before we move
6 to the motion and to vote on the motion, for the other
7 companies that we're about to vote on, just because
8 you're not investing 14-billion doesn't mean you're not
9 valuable. Now, if you can see your way clear to doing
10 that, we welcome that opportunity. But, truly, this
11 state will only be made up of so many billion-dollar
12 investments. It's those investments at \$200,000,
13 \$300,000 that are just as valuable, just in a different
14 way. We thank you for the investment you guys are
15 making as well.

16 But, Sasol, we appreciate the story
17 today. We look forward to hearing more of these kinds
18 of stories from all of these folks that are doing the
19 construction that's going on. Thank you very much.

20 All right. Now, let's move to vote.

21 All in favor of this motion, say "aye."

22 (Several members respond "aye.")

23 MR. JONES:

24 Any opposed?

25 (No response.)



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MR. JONES:

I dare you.

Did I say that out loud?

Motion passes without opposition. Thank
you very much.

All right. We're not done.

MS. CHENG:

We're moving on to the post-EO
applications, and these are under the 2017 rules. We're
going to request deferral for two of these applications,
20180214, PacTec, Inc., and 20180215, Schilling
Investments, LLC.

MR. JONES:

Motion by Mr. Windham to defer; second
Mr. Slone.

Any comments or questions from the
Board?

(No response.)

MR. JONES:

Any comments or questions from the
public?

(No response.)

MR. JONES:

Motion to defer these two items, all in
favor, say "aye."



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1 (Several members respond "aye.")

2 MR. JONES:

3 Any opposed?

4 (No response.)

5 MR. JONES:

6 No opposition.

7 MS. CHENG:

8 And as these are under the 2017 rules,
9 they already received local support resolutions from
10 their respective locals in the parishes in which they're
11 located.

12 20180164, Air Liquide Advanced
13 Technologies US, LLC in Allen Parish; 20180030, Cortec,
14 LLC, West Baton Rouge Parish; 20180072, Cortec, LLC in
15 Terrebonne Parish; 20170664, Intralox, LLC in Jefferson
16 Parish; 20170652, Laitram Machine Shop, LLC in Jefferson
17 Parish; 20170651, Laitram Machinery, Inc. in Jefferson
18 Parish; 20170653, Laitram, LLC in Jefferson Parish;
19 20180075, LAPCO Manufacturing in St. Mary Parish;
20 20180035 Lapeyre Stair, Inc. in Jefferson Parish;
21 20161576-B, Louisiana Sugar Refining, LLC in St. James
22 parish; 20170465, Syrah Technologies, LLC in Concordia
23 Parish; and 20170067-H, Westrock CP, LLC in Jackson
24 parish. That's a total of 12 new applications.

25 MR. JONES:



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1 Thank you very much.
2 Exercise a motion to approve?
3 Mr. Slone; second from Dr. Wilson.
4 Any comments or questions from the
5 Board?

6 Yes, Mr. Devillier.

7 MR. DEVILLIER:

8 Thank you, Mr. Chairman.

9 On the sheet, it shows an estimate of
10 tax relief.

11 MS. CHENG:

12 Yes, sir.

13 MR. DEVILLIER:

14 I had asked in a prior meeting if we
15 could get the estimate of tax collections.

16 MS. CHENG:

17 We'll have to look into that.

18 MR. DEVILLIER:

19 I'd just like to know with the new rules
20 what the locals are possibly going to be collecting.

21 MS. CHENG:

22 Okay. This is 80 percent, so it would
23 be 20 percent.

24 MR. DEVILLIER:

25 Would it be possible to add a column for



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1 that?

2 MS. CHENG:

3 We can look at that.

4 MR. DEVILLIER:

5 Thank you.

6 MR. JONES:

7 That's really -- that would be
8 interesting information. That would be.

9 All right. Any other questions or
10 comments from the Board?

11 (No response.)

12 MR. JONES:

13 Any questions or comments from the
14 public?

15 (No response.)

16 MR. JONES:

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

19 (Several members respond "aye.")

20 MR. JONES:

21 Any opposed?

22 (No response.)

23 MR. JONES:

24 There being no opposition, the motion
25 passes.



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1 Now, the newest rules -- forgive me.
2 I'm sorry. Yes. Thank you. LAPCO.

3 MR. FINK:

4 I just have some handouts.

5 MS. TRICHE:

6 Good morning.

7 MR. JONES:

8 Okay. I have Ms. Trudy Triche and
9 Mr. Frank Fink.

10 And this is on 20180075, LAPCO
11 Manufacturing?

12 MS. TRICHE:

13 Correct, yes, sir.

14 MR. JONES:

15 All right. Go right ahead.

16 MS. TRICHE:

17 So the reason I'm before you this
18 morning is apparently I have filed my application late.
19 So I think the problem came in the initial Advanced
20 Notification. I only allowed six months of
21 construction, which probably was not fair a time
22 allotment. However, we did not finish it in September.
23 We finished, you know, like in the middle of December
24 sometime, and so when I filed the application, I
25 referred to the rule of Advanced Notification, Section



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1 503, which stated that an application under -- I'm
2 sorry -- 503(c), number 1, "The following may either be
3 concurrent with or after filing the Advanced
4 Notification, but no later than 90 days after the
5 beginning of operation or the end of construction."

6 So when I went to file the application,
7 I read that, and we filed the application in January.
8 However, on the Advanced Notification, the estimated
9 date of completion was put as September of 2018.
10 Therefore, I've been informed that we are going to be
11 penalized with the year, instead of five years, four.
12 And so I was asking, in view of this, these rules that I
13 read, thinking I was doing it correctly, if that can be
14 adjusted somehow.

15 MR. FINK:

16 Thank you for giving me the opportunity
17 to speak.

18 One of the things that in the rules were
19 not clarified was the fact that an Advanced Notification
20 says "may be amended," but it didn't say it "had to be
21 amended," and so we took the rules literally and went
22 exactly by them. And the first page shows you the dates
23 that we had followed. So what we are here to do is
24 just, the confusion in the rules, we apologize for that,
25 but we're asking you-all to approve the ITEP application



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1 without penalty and perhaps maybe the rules would be
2 reconsidered or looked at for future applicants.

3 MR. JONES:

4 All right. I'm a little bit confused
5 perhaps. The LAPCO application that I'm seeing, we're
6 not dealing with a penalty, are we?

7 MS. CHENG:

8 Yes, sir. There's two -- it's denoted
9 with two asterisks on the right --

10 MR. JONES:

11 Oh, the two asterisks. All right.

12 MS. CHENG:

13 -- two asterisks on the right as a late
14 application.

15 MR. JONES:

16 Okay. I see.

17 Is there a response from the staff as to
18 what Ms. Triche and Mr. Fink allege?

19 MR. USIE:

20 The estimated project ending date on the
21 advance can only be amended if the request to extend the
22 project is made prior to that ending date. The ending
23 date was 9/30 of 2018, and they never requested an
24 extension. When they filed their application, their
25 application was filed on February 8th of 2019, and the



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1 application was due 90 days after the end of
2 construction, as stated in the Advance. That's where
3 the application due date comes from, based on the
4 advance ending date.

5 MR. JONES:

6 Yes, sir. Mr. Windham.

7 MR. WINDHAM:

8 When you say "estimated," estimated is
9 not absolute, it's estimated.

10 MR. USIE:

11 Right. So it can be amended since it's
12 an estimation, but it has to be amended prior to that
13 9/30/2018 ending date as stated in the rules.

14 MR. WINDHAM:

15 But then it's not an estimated date,
16 it's an absolute date.

17 MR. USIE:

18 At the time of filing the Advance, it is
19 an estimated date.

20 MS. CHENG:

21 But they knew they were going to go past
22 September 30th before September 30th, I'm sure, so they
23 could have requested an extension to that date when
24 filed before the date we had -- before the date we had
25 on the Advance.



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1 MR. WINDHAM:

2 So when we say "estimated," is there a
3 window of which an estimate is inaccurate before or
4 after?

5 MR. FAVALORO:

6 Frank Favaloro, Manager with Business
7 Incentive Services.

8 This rule has been in place -- since the
9 beginning?

10 -- for as long as I can remember. I'm
11 not aware of any other issue with this rule in the past.

12 MR. JONES:

13 Again, I'm -- this is a fresh set of
14 eyes, and I presume all of y'all have looked at this,
15 but I'm looking at the information that Mr. Fink has
16 passed out and he's quoted, and I've not looked at it,
17 but I presume it's accurate, a comment that's on the LED
18 website that says "Advanced Notification expires unless
19 an application is filed online with LED within 12 months
20 of estimated project end date as stated in the Advanced
21 Notification."

22 According to the timeline, again, that
23 I'm looking at, it appears they did that.

24 MR. USIE:

25 Correct. They -- you can still file an



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1 application if you file it within 12 months of that
2 ending date stated in the Advance, so they can still
3 file their application, as they did. However, in the
4 rules, it states there "shall" be a reduction of one
5 year if it is filed late, and the late filing comes from
6 the timing of the application. It was beyond the 90
7 days that they are given to file an application once
8 construction is complete.

9 MR. JONES:

10 Okay.

11 MR. USIE:

12 I can read the statement from the rules.
13 "The estimated project ending date as stated on the
14 Advanced Notification," in this case, 9/30 of 2018, "may
15 be amended by the applicant if the amendment is made
16 prior to the estimated project ending date," and that
17 estimated ending date given to us the day they filed
18 their Advance was 9/30 of 2018. No extension request
19 was ever made to myself or Kristen during the time of
20 this project being constructed. They just filed their
21 application in February of 2019, and that was it.
22 That's when we reviewed the application. It's
23 considered late because they had 90 days from that
24 September 30th, 2018 ending date to file that
25 application and be considered timely. And any applicant



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1 can still file an application beyond the ending date
2 stated in the Advance if it is done so within 12 months.
3 If it's after 12 months, you cannot file an application
4 because the Advance then expires, and that's stated in
5 the rules as well.

6 MR. JONES:

7 So did they not file within 90 days of
8 completion?

9 MR. USIE:

10 They did not; correct, within 90 days.

11 MR. WINDHAM:

12 So that creates the window then?

13 MR. USIE:

14 That creates the window, the date in the
15 Advance.

16 MS. TRICHE:

17 Excuse me. I think that's where the
18 confusion is.

19 MR. JONES:

20 Okay. Help me.

21 MS. TRICHE:

22 Our completion date was in December, and
23 I believed it was 90 days from the completion date in
24 which we filed and had our application complete in
25 February within the time slot. However, I did not



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1 realize that it was from the date that was estimated
2 back in March on the Advanced Notification. Quite
3 honestly, I never even looked at that. I assumed, from
4 what I read, that it was 90 days from the completion.

5 MR. USIE:

6 I'd also like to add, when we review
7 every Advance that comes in, we also send an
8 acknowledgement letter. At the time, this was prior to
9 our FASTLANE NextGeneration sending them electronically,
10 so an actual letter was e-mailed with the application
11 due date stated in that letter, in the Advanced
12 Acknowledgement Letter to Trudy.

13 MS. TRICHE:

14 And, absolutely, I did receive that
15 letter.

16 MR. JONES:

17 Hold on. We we're not going to have it
18 back and forth. I'm not going to do that. Just a
19 second. I'm trying to -- y'all have slept with this, I
20 have not. Okay? So I need to think this through just a
21 bit.

22 First of all, you keep using February
23 dates. I'm seeing January 28, 2019, so let's throw
24 February out; correct, with this --

25 MR. USIE:



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1 The February date was when they
2 submitted their application to LED, so it is an
3 important date.

4 MR. JONES:

5 It says on this January 28th. Is that
6 not correct?

7 MR. FINK:

8 That was when we had all of the data
9 signed and submitted, and it may take a couple of days
10 to get there. I remember we sent a check and the check
11 was returned and then was re-filed with the -- online.

12 MR. USIE:

13 I can clarify that. I haven't reviewed
14 that page from Frank, but our records -- this was
15 FASTLANE NextGeneration that I spoke about. We did not
16 accept paper documents or checks at the time they
17 submitted their application. Therefore, we had to
18 return it because we had no way of processing it, and
19 they had to re-file it online and pay electronically.

20 MR. JONES:

21 So they did a hard copy submission and
22 you sent that back and did it electronic?

23 MR. USIE:

24 Correct.

25 MR. JONES:



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1 The hard copy was in January, the
2 electronic copy was in February?

3 MR. USIE:
4 February 8th, yes.

5 MR. JONES:
6 Got it. Forgive me, but I've got to get
7 in the weeds just to understand those timelines.

8 You completed construction in December
9 of '18?

10 MS. TRICHE:
11 Correct.

12 MR. JONES:
13 You filed it in early February; is
14 that --

15 MR. USIE:
16 February 8th.

17 MR. JONES:
18 So that was within 90 days of your
19 completion of construction?

20 MS. TRICHE:
21 Right.

22 MR. JONES:
23 Are we in agreement on that?

24 MR. USIE:
25 That's what they stated in their



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1 application, however, that's not --

2 MR. JONES:

3 Okay. I'm not asking you to argue your
4 case. I'm trying to understand the facts.

5 We all agree that they filed within 90
6 days of completion of construction. Does anybody
7 disagree with that?

8 Staff, do y'all disagree with that?

9 MR. USIE:

10 As stated by them, but not as stated in
11 their Advanced Notification, and that is --

12 MR. JONES:

13 We're going to get to that. I promise.
14 I promise you we're going to get to that. I just want
15 to understand.

16 Actual construction, 90 days from actual
17 construction; correct, no argument with that?

18 MR. USIE:

19 That's what the company is telling us;
20 correct.

21 MR. JONES:

22 Okay. But you contend that the actual
23 construction is not the key date; is that accurate? Is
24 that accurate?

25 MS. CHENG:



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1 Correct, because we have the word
2 "estimated" to allow for flexibility to extend the
3 ending date on our Advance -- on the Advance so that --
4 the Advance is a notice for the state to let the state
5 know that a project's occurring. If it's just a wrong
6 date, what's the significance of it if you know that
7 your project is going to go further? Otherwise, we'll
8 never know if an application's coming in or not and if
9 the project's complete or not.

10 MR. JONES:

11 So your contention is that the 90 days
12 starts running as of the estimated construction date in
13 the original application?

14 MR. FAVALORO:

15 Provided that that date has not been
16 extended.

17 MR. JONES:

18 Yes.

19 MR. FAVALORO:

20 Yes.

21 MR. JONES:

22 The application, the estimated date or
23 any extension thereof.

24 MR. FAVALORO:

25 That's correct. The flexibility does



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1 allow an applicant to extend those dates provided that
2 the extension is requested prior to that estimated end
3 date.

4 MR. JONES:

5 Okay. At least I understand the facts.
6 What I would like to do, just as -- the
7 Board, if y'all feel strongly enough, then I'll
8 entertain any motion you wish to. What I'd like to do
9 is go back, and since we're still in the same meeting
10 from a parliamentary standpoint, I think we can do this,
11 is go back and reconsider the approval of the LAPCO
12 Manufacturing and defer it until next meeting. And in
13 between that time, at least myself and whomever else
14 wants to, sit with staff and either Ms. Triche or
15 Mr. Fink and see if we can't at least understand this.
16 I don't want to spend everybody's time trying to get
17 into the rules on this and try to settle this dispute.
18 I don't think that's good use of everybody's time today,
19 but I think it is appropriate that we get to some kind
20 of consensus on the issue. Is that fair?

21 MR. WINDHAM:

22 I'll make that motion.

23 MR. JONES:

24 All right. Mr. Windham.

25 And a second?



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1 All right. Mr. Coleman.

2 And the motion is to go back to the
3 matter of 20180075, LAPCO Manufacturing, to re- -- the
4 first motion is to reconsider our recent approval as
5 provided by the staff. So the first motion is just to
6 reconsider.

7 All in favor, say "aye."

8 (Several members respond "aye.")

9 MR. JONES:

10 Any opposed?

11 (No response.)

12 MR. JONES:

13 There is no opposition.

14 Now, the motion -- I would entertain a
15 motion to defer 20180075 till the next meeting pending
16 conversations over this issue with staff and the
17 applicant.

18 Motion from Mr. Miller; second, Dr.
19 Wilson.

20 Any questions or comments from the
21 Board?

22 (No response.)

23 MR. JONES:

24 Any questions or comments from the
25 audience -- public?



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1 (No response.)

2 MR. JONES:

3 Mr. Fink, does that work for you guys?

4 And staff? We'll figure this out, but I just don't want
5 to have to do it right now. Okay? Fair enough?

6 All in favor, say "aye."

7 (Several member respond "aye.")

8 MR. JONES:

9 Any opposed?

10 (No response.)

11 MR. JONES:

12 There is no opposition.

13 So LAPCO Manufacturing is deferred till
14 to next meeting, and we'll figure this out.

15 MR. FINK:

16 Thank you.

17 MR. JONES:

18 Thank you for your time.

19 All right. Next.

20 MS. CHENG:

21 We have 28 new application under the
22 2018 ITEP rules. There is a request for deferral from
23 20170302, Oil & Grip, LLC.

24 MR. JONES:

25 I'm sorry. Just one?



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MS. CHENG:

Yes, just one.

MR. JONES:

All right. Motion to defer, entertain that motion.

Mr. Miller; second from Dr. Wilson.

Any questions or comments from the public?

(No response.)

MR. JONES:

All in favor, say "aye."

(Several members respond "aye.")

MR. JONES:

Any opposed?

(No response.)

MR. JONES:

No opposition. That motion passes.

Okay.

MS. CHENG:

20161893, Alliance Compressors, LLC in Natchitoches Parish; 20180323, Bagwell Energy Services, Inc. in Iberia Parish; 20190130, Buffalo, LLC in Calcasieu Parish. There is a note on this application that it falls into the definition of Mega-Project, which allows for 93 percent abatement. 20180148, Flopam, Inc.



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1 in Iberville Parish; 20180046, Hunt Forest Products, LLC
2 in La Salle Parish; 20180123, International Mezzo
3 Technologies, Inc. in East Baton Rouge Parish; 20170624,
4 K&B Machine Works, LLC in Terrebonne Parish; 20170480,
5 Louisiana Spirits, LLC in Jefferson Davis Parish;
6 20180424, Ohmstede, Ltd. in Iberville Parish; 20161850,
7 Packaging Corporation of America in Beauregard Parish;
8 20170296, Packaging Corporation of America in Beauregard
9 Parish; 20170297, Packaging Corporation of American in
10 Beauregard Parish; and 20170300, Packaging Corporation
11 of America in Beauregard Parish; 20180014, Procter &
12 Gamble Manufacturing in Rapides Parish; 20180110,
13 Service Machine & Supply, Inc. in Lafayette Parish;
14 20190057, Stupp Bros, Inc. d/b/a Stupp Corporation in
15 East Baton Rouge Parish; and 20180053, W.R. Grace & Co.
16 in St. Charles Parish for a total of 17 new applications
17 under the 2018 rules.

18 MR. JONES:

19 Very good.

20 I'll entertain a motion to approve.

21 Motion by Dr. Wilson; Ms. Malone,

22 second.

23 Any comments or questions from the
24 Board?

25 (No response.)



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MR. JONES:

Any comments or questions from the public?

(No response.)

MR. JONES:

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

(Several members respond "aye.")

MR. JONES:

Any opposed?

(No response.)

MR. JONES:

There is no opposition.

MS. CHENG:

We have one timely renewal of tax exemption contract, and that's from 20140632, Catalyst Old River Hydroelectric, LP in Concordia Parish.

MR. JONES:

Entertain a motion to approve.

Mr. Briggs; second from Mr. Coleman.

Any comments or questions from the Board?

(No response.)

MR. JONES:

Comments or questions from the public?



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1 (No response.)

2 MR. JONES:

3 All in favor, say "aye."

4 (Several members respond "aye.")

5 MR. JONES:

6 Any opposed?

7 (No response.)

8 MR. JONES:

9 There is no opposition. That motion
10 passes.

11 MS. CHENG:

12 We have four late renewal requests:
13 20130380, Custom Metal Works, Inc. in East Baton Rouge
14 Parish. The initial contract expired 12/31 of 2017.
15 The late renewal was requested 5/17 of 2019; 20140485,
16 MK Environmental, Inc. in Caldwell Parish. The initial
17 contract expired 12/31 of 2018. The late renewal was
18 requested 4/5 of 2019; 20140483, Mele Printing Company,
19 LLC in St. Tammany Parish. The contract expired 12/31
20 of 2018, and the late renewal was requested 5/20 of
21 2019; and 20111105, Mr. Mudbug, Inc. in Jefferson
22 Parish. Initial contract expired 12/31 of '18, and the
23 late renewal was requested 1/15 of 2019.

24 MR. JONES:

25 Okay. For those in the audience, and we



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1 take these one-by-one because we want to hear why the
2 renewal request was late. So, first, we'll take --
3 anyone here from Custom Metal Works, Inc.?

4 (No response.)

5 MR. JONES:

6 No one?

7 Were they notified of the hearing?

8 MS. CHENG:

9 Yes, sir, they were.

10 MR. JONES:

11 Okay. I will entertain a motion.

12 Mr. Moller.

13 MR. MOLLER:

14 Motion to reduce the exemption by two
15 years.

16 MR. JONES:

17 That's a motion.

18 Second, Dr. Wilson.

19 Now, let's discuss the motion.

20 Mr. Miller.

21 MR. MILLER:

22 If my recollection is correct, if the
23 company's not here to represent, we typically deny it
24 completely, and if they're here to, we do -- if they're
25 here to explain, we give them a year.



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1 MR. MOLLER:

2 I'll amend my motion.

3 MR. MILLER:

4 Listen, I'm all for whatever you want to
5 do. I just want to make sure we're consistent. I don't
6 want anybody to come back later.

7 MR. JONES:

8 It is the good of the Board, whatever
9 y'all want to do.

10 So your amend --

11 MR. MOLLER:

12 I'll amend my motion to deny.

13 MR. JONES:

14 To deny the application for renewal.

15 Okay. Second?

16 Dr. Wilson accepts that amendment to the
17 motion. So we have a motion to deny the renewal
18 request.

19 Any comments or questions from the
20 Board?

21 (No response.)

22 MR. JONES:

23 Any comments or questions from the
24 public?

25 (No response.)



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MR. JONES:

All in favor, say "aye."

(Several members respond "aye.")

MR. JONES:

All opposed?

(No response.)

MR. JONES:

There is no opposition. The renewal request from Custom Metal Works is denied.

Anyone here from MK Environmental?

Sir, please come forward.

Could you state your name and position with MK Environmental?

MR. GARON:

I'm Mark Garon. I'm the manager of MK Environmental in Caldwell Parish.

MR. JONES:

Okay. What we need to hear is the reason for the late renewal request.

MR. GARON:

I cannot give you a specific, real reason other than the fact that we missed it, and we were actually investigating trying to get some -- we're expanding our facility now, and we're speaking with Kristin and the people here about what to do for



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1 potential new tax credits that we can get for the
2 facility we're expanding and realized that this one
3 lapsed and are now trying to late file for it. It's for
4 equipment we purchased five years ago, and I just
5 honestly don't think we realized we needed to extend it.

6 MR. JONES:

7 Okay. Have you done anything within
8 your system now to make sure that these kind of matters
9 are diaried or flagged so that these kind of application
10 periods are not missed in the future?

11 MR. GARON:

12 Yes, sir.

13 MR. JONES:

14 And so you'll know what happens when we
15 have a late renewal request, we have a pretty standard
16 response, but one of the things that we don't like
17 particularly is, number one, ignoring the opportunity to
18 come here and explain, and, number two, we really don't
19 like when it happens a second time. So I encourage you
20 to figure it out to make sure it doesn't happen a second
21 time.

22 MR. GARON:

23 Yes, sir.

24 MR. JONES:

25 Understood.



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MR. GARON:

Appreciate that. Yes, sir.

MR. JONES:

All right. Normally -- this is a one-year. Usually we attach a one-year penalty to an application of this late, so I would entertain a motion for a one-year penalty.

From Mr. Slone; second from Mr. Miller.

Any questions or comments from the Board?

(No response.)

MR. JONES:

Any questions or comments from the public?

(No response.)

MR. JONES:

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

(Several members respond "aye.")

MR. JONES:

Any opposition?

(No response.)

MR. JONES:

There is none. Motion carries.

Thank you for being here this morning.

MR. GARON:



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1 Thank you for your time.

2 MR. JONES:

3 Mele -- Mele -- I don't know how you
4 pronounce that -- Printing Company. Mele.

5 MR. AMBEAU:

6 How are you? My name is Jason Ambeau
7 with A2Z Consultants, La, and this is Mr. Mallery Mele,
8 the owner of Mele Printing.

9 Mr. Chairman, I would just like to say
10 thank you, by the way, for your comments about small
11 business. Happens to be my niche. And I used to work
12 for the Ascension Parish Assessors Office for 10 years,
13 so I dealt with the really large contracts, and the
14 small business owners get missed out on an awful lot in
15 this process where the large manufacturers get all of
16 the hype and the credit in the press.

17 The new process, as I'm sure all of
18 y'all know, has changed and changed and changed and
19 changed, and it's been difficult to keep up, even for
20 someone like me, who that's what I do for a living. As
21 a small manufacturer in St. Tammany, it's really
22 difficult to keep up with all of the processes and the
23 changes and the new rules, et cetera, et cetera. In
24 fact, recently, I remember thankfully received an e-mail
25 from Hud and Kristin that specifically said, "Look, the



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1 last set of instructions for this thing was really
2 confusing. We apologize. Here's some clarification and
3 some help and some support to try and get this done." I
4 think that was just a couple of weeks ago for one of my
5 other clients that we received. So I would just beg
6 your consideration for that idea.

7 It's difficult. Small business owners
8 don't have billions of dollars of resources to dedicate
9 to such things. There is just one person in Mr.
10 Mallery's office that handles that. Now, he has done
11 some things to remedy these situations. He's engaged
12 myself to try to help get these things done.

13 Quite frankly, I have been around the
14 state educating parish councils, you know, the school
15 board, et cetera, about this process. They have no idea
16 and they're totally lost, and so part of our process is
17 not just making the argument, but it's actually
18 educating them on this. And then we come back months
19 later, "By the way, what we taught you last night,
20 that's done. It's a whole new thing now." Right? And
21 this has just happened over and over again. So it's
22 really been an amazingly and cumbersome process.

23 Other than that, quite frankly, and I'll
24 let Mr. Mele speak to this, we don't have a great
25 excuse. I mean, we just don't, except to say that very



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1 fact that it's really cumbersome, it's real difficult,
2 and, again, just the resources that a small business
3 has. You know, the people at the plant are busy doing
4 their jobs, and then they have to do this other brand
5 new process and that gets added. And, again, it has
6 changed frequently. So we just ask you for your
7 consideration for that. And 30 days would be great. We
8 can deliver this to you. They're working on it already
9 and, you know, putting these numbers together. I'm
10 putting some numbers together for some other companies
11 right now, so I know how difficult it is for them to get
12 this data together, much less to have the resources to
13 address it.

14 So I just ask for your consideration.
15 And I would love for Mr. Mallery to be able to speak to
16 you.

17 MR. MELE:

18 Thank you very much. I'm Mallery Mele.
19 I live in Covington, owner of Mele Printing, 619 North
20 Tyler in Covington.

21 There is no excuse. We've been through
22 this renewal already. I've been renewed on another
23 application before. I thank y'all very much. My person
24 feels horrible about it. She's my direct report. She's
25 very good. She's at the top of her game, but we're



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1 still growing at a very rapid rate. We're up almost 12
2 percent this year, and we continue to keep making
3 investments. This one got by us. I apologize for that.
4 It will not happen again.

5 MS. CHENG:

6 I did want to mention, the renewal
7 process has not changed since even before all of the
8 rule changes, so just want to make that clear.

9 MR. JONES:

10 Understood.

11 Okay. And, again, the practice of the
12 Board has been a fairly standard and across-the-board
13 treatment of late renewals, and your renewal was, what,
14 five months late, so that basically calls for a one-year
15 penalty. So you'll still get, you know, 80 percent of
16 the benefit, but you'll lose the one year of it.

17 So with that -- that's assuming the
18 Board does what it normally does. Okay? I would
19 entertain a motion for a one-year penalty.

20 Mr. Miller; second from Mayor Brasseaux.

21 Any questions or comments from the
22 Board?

23 (No response.)

24 MR. JONES:

25 There being none, any further comments



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1 from the public?

2 (No response.)

3 MR. JONES:

4 There being none, all in favor of
5 one-year penalty, say "aye."

6 (Several members respond "aye.")

7 MR. JONES:

8 Any opposed?

9 (No response.)

10 MR. JONES:

11 There being none.

12 Thank y'all for being here today.

13 MR. AMBEAU:

14 Thank you for your consideration.

15 MR. JONES:

16 You bet.

17 Mr. Mudbug, Inc., anyone here?

18 State your name and your position with
19 the company.

20 MR. D'ANGELO:

21 Anthony D'Angelo, CEO.

22 MR. JONES:

23 Okay. Can you tell us what happened?

24 MR. D'ANGELO:

25 Pardon?



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MR. JONES:

Can you tell us what happened with the late renewal?

MR. D'ANGELO:

Like the gentleman before me, I accept full responsibility for it. It's -- the ball is in my court to make sure that doesn't happen again, and I promise you it will not.

MR. JONES:

Okay. Any comments or questions from the Board for Mr. D'Angelo?

(No response.)

MR. JONES:

A motion for one-year penalty.

I have a motion from Mr. Slone and a second from Mr. Coleman.

Any comments or questions from the Board?

(No response.)

MR. JONES:

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

(No response.)

MR. JONES:

There being none, all in favor, say



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1 "aye."

2 (Several members respond "aye.")

3 MR. JONES:

4 Motion carries.

5 Thank you, Mr. D'Angelo. I appreciate
6 what you're doing.

7 All right. What's next?

8 MS. CHENG:

9 We have 28 changes in name. Calumet
10 Shreveport Lubricants & Waxes, LLC in Caddo Parish, the
11 Contract Numbers are 20100269, 2010270, 20100271,
12 20100272, 20100273, 20100274, 20120507, 20120508,
13 20120509, 20120510, 20120512, 20130465, 20130466,
14 20140384, 20140385, 20140386, 20140387, 20140388,
15 20140389, 20140390, 20150482, 20150483, 20150485,
16 20161164 and 20161173. Those contracts are requesting a
17 change in name to Calumet Shreveport Refining, LLC.

18 And Premier Machine Works, LLC in Terrebonne
19 Parish, Contracts 20120280, 20141219 and 20170323 are
20 requesting a name change to AIT Machine, LLC.

21 MR. JONES:

22 All right. Entertain a motion to
23 approve the change in names.

24 Mr. Williams; Mr. Coleman second.

25 Any comments or questions from the



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1 Board?

2 (No response.)

3 MR. JONES:

4 There being none, any questions or
5 comments from the public?

6 (No response.)

7 MR. JONES:

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

10 (Several members respond "aye.")

11 MR. JONES:

12 Any opposition?

13 (No response.)

14 MR. JONES:

15 That motion is approved.

16 MS. CHENG:

17 We have seven contract cancelations:

18 Bell Helicopter Textron, Inc., Contracts 20131385 and

19 20131385-A in Lafayette Parish. The Lafayette Parish

20 assessors office notified LED of the company no longer

21 operating at its Lafayette site; iFAB Industrial, LLC,

22 Contract 20141277 in Caddo Parish. The assessor

23 notified LED of the company's sale, and the company has

24 been notified about this cancelation; and Great Southern

25 Galvanizing, Inc. d/b/a Great States Galvanizing,



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1 Contracts 20100919, 20100919-A, 20150736 and 20161533 in
2 East Baton Rouge Parish. We've been notified by the
3 Baton Rouge assessor that the company is no longer in
4 operation.

5 MR. JONES:

6 Motion to cancel these three
7 contracts -- or these several contacts.

8 Mr. Devillier, let's get the motion and
9 then we can ask questions.

10 Mr. Windham motion, and Dr. Wilson
11 second.

12 Now, Mr. Devillier, any questions?

13 MR. DEVILLIER:

14 Thank you, Mr. Chairman.

15 On the cancelation of the contracts, I
16 was just wondering where these corporations are, I
17 guess, in the sense that they possibly received ITEP in
18 the past, and where are we with -- like Bell Helicopter,
19 for example, is close to my district, and I was kind of
20 wondering where we are with what the -- I know they have
21 a new facility, I guess, that's opening there. Why is
22 this facility -- why didn't it move, I guess, maybe
23 out -- I don't know if there's someone with LED that can
24 answer that.

25 MR. JONES:



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1 Secretary Pierson.

2 SECRETARY PIERSON:

3 I want to restate the question, but I'm
4 happy to give you the answer.

5 I think in terms of Bell Helicopter, is
6 that --

7 MR. DEVILLIER:

8 Correct.

9 MR. PIERSON:

10 The disposition of that engagement with
11 the state has been formally terminated after extensive
12 negotiations. Certainly at the beginning Bell made a
13 commitment to the state, and based on that commitment,
14 we constructed a facility value between 24 and
15 \$26-million in Lafayette. They then became aware that
16 they wouldn't be able to honor the original commitment
17 that they made, and we went back to the table and
18 modified the Cooperative Endeavor Agreement to bring
19 about a different performance-based set of circumstances
20 that they didn't have to honor.

21 Unfortunately, due to circumstances that
22 were quite tragic, actually, that the test helicopter
23 crashed and killed two pilots, but ultimately the
24 corporate decision was made by Bell to not go forward
25 with their project in Louisiana.



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1 All of our programs of significance are
2 protected. When the state makes an investment, we
3 securitize that investment to the best of our ability;
4 and, therefore, based on the strength of our contracts
5 and protections for our citizens, we were able to begin
6 to negotiate with Bell and articulate exactly what their
7 obligations were back to the State of Louisiana.

8 So, certainly, we regained full control
9 of the facility, so that remains in the hands of the
10 public, and, certainly, we were also, along with that,
11 able to secure a \$9.5-million cash transfer to the State
12 of Louisiana. Also we were able to secure a
13 \$4.6-million helicopter, which has been placed into
14 service in the fleet of the State police. And with
15 that, we were able to conclude, with the concurrence of
16 Bell and the State of Louisiana and terminate that
17 agreement in full.

18 Fortunately, we were able to introduce
19 the company called Kopter, which will now occupy that
20 facility and which will bring an exciting new
21 opportunity to the State of Louisiana and Lafayette, and
22 that they will assemble their new SH09 at that location
23 and will ramp to a lot of employment, will be a modern,
24 state-of-the-art, best-in-class helicopter. This is not
25 a company without means, and they're significant, and



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1 we're very optimistic about their future success. We
2 will also stay engaged with them with the same kind of
3 protections that have been executed in this regard with
4 Bell.

5 So long story short, Bell was never able
6 to move into the facility the kind of equipment they
7 would have enjoyed a tax abatement on because they never
8 fully executed their mission in Louisiana, and so this
9 termination of their ITEP contract is part of closing
10 out that Bell chapter for us.

11 MR. DEVILLIER:

12 So Bell is still in operation, they're
13 just not in operation in Louisiana?

14 SECRETARY PIERSON:

15 Bell is still very much nationally in
16 operation and still maintains, I think, a repair
17 facility in the Lafayette area, but the idea of the
18 original commitment to grow a large number of enhanced
19 manufacturing jobs in the assembly of the Bell 505 will
20 not occur in Louisiana, and they pulled that work, to
21 the best of our knowledge, back into their Canadian
22 headquarters.

23 MR. DEVILLIER:

24 Thank you.

25 Thank you, Mr. Chairman.



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MR. JONES:

Any other questions or comments?

(No response.)

MR. JONES:

All right. Any other questions or
comments from the public?

(No response.)

MR. JONES:

There being none, all in favor of
cancelation of these contracts, say "aye."

(Several members respond "aye.")

MR. JONES:

Any opposed?

(No response.)

MR. JONES:

There is no opposition. The motion
carries.

MS. CHENG:

We have five special requests. The
first two are in regards to Chalmette Refining, Contract
20170154 and PDF Logistics LP, 20170155, Sheriff James
Pohlmann of St. Bernard Parish requests to ascend the
current ITEP contracts due to lack of property approval
by the Sheriff.

MR. JONES:



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1 Now, I have a card from, is it -- I
2 think it's Mary Hand. Is that correct?

3 Okay. Ms. Hand, if you would, come up,
4 please.

5 MS. HAND:

6 Good morning.

7 MR. JONES:

8 If you would, state your name and
9 position with the sheriff's office.

10 MS. HAND:

11 My name is Mary Hand. I'm one of the
12 attorneys for Sheriff Pohlmann and the St. Bernard
13 Parish Sheriff's Office. This is my law partner, Sal
14 Gutierrez, and we'd like to thank you for the
15 opportunity to address the Board this morning briefly.

16 If I could just give you a little
17 background information, as Ms. Cheng said, these are two
18 applications for tax exemptions that were filed. On
19 December 17th of 2018, the Sheriff received notice that
20 these applications had been approved by the Louisiana
21 Economic Development, and that's Application 20170154
22 and 20170155, and he was advised that he had 30 days in
23 which to either approve or deny the applications.

24 On January 9th of 2019, I spoke with Ms.
25 Cheng because the Sheriff -- this was a fairly new



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1 procedure to him, and I just wanted to make sure that we
2 were following proper procedure. So I called Ms. Cheng
3 to advise her that the Sheriff intended to deny the
4 application, but I just wanted to make sure that we just
5 needed to send a letter to that effect rather than have
6 to have a public meeting on behalf of the Sheriff, and
7 Mrs. Cheng did advise me that the letter would be
8 sufficient.

9 So on January 10th, the Sheriff signed
10 both the forms denying the applications that were sent,
11 and he also did a cover letter forwarding the
12 applications and advising that he intended to deny. And
13 they were sent to the Kristin Cheng e-mail.

14 We didn't hear anything for several
15 months, and in May of 2019, the Sheriff started getting
16 some phone calls advising that the application had been
17 approved, well, both of the applications, and he said,
18 "No. I denied both of them." So I called -- first we
19 did some investigation, and apparently what happened,
20 the denials were both e-mailed to the Department of
21 Economic Development, they were also mailed by regular
22 mail, but not by certified mail, just by regular mail.
23 It turns out that the Sheriff's secretary, by mistake,
24 sent the e-mail to K-r-i-s-t-e-n.Cheng, when, in fact,
25 the spelling of her name is K-r-i-s-t-i-n.



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1 I immediately contacted Ms. Cheng, and
2 we were advised -- the issue was the Sheriff's secretary
3 never received the e-mail back as being undeliverable,
4 neither did we receive the paper letter back. So,
5 ordinarily, if it was an improper e-mail, you would
6 expect that it would bounce back to you and that would
7 have given him notice because it was timely denied.

8 When I did speak to Ms. Cheng, she did
9 advise that they've had this problem in the past and
10 that they had contacted the IT department in the past,
11 and that often, even though the e-mail's improperly
12 addressed, it does not always bounce back. So that's
13 kind of the position we're in.

14 He did, in fact, deny the applications.
15 I mean, mean, it was a clerical error, although I did
16 advise verbally that he denied the application to Ms.
17 Cheng prior to sending the e-mails. So we're just here
18 this morning to ask for your consideration of that.
19 We're asking that the contracts be rescinded because, in
20 fact, the Sheriff did deny the applications rather than
21 approve them.

22 MR. JONES:

23 Anything from staff on this? Y'all -- I
24 take it we did not get the hard copy letter?

25 MS. CHENG:



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1 No, sir, we did not. We received no
2 notice from the Sheriff's Office, and in the 2018 rules,
3 that does constitute an approval, so LED proceeded as
4 the Sheriff approved with no action.

5 MS. HAND:

6 We would point out that in the rules, at
7 least as far as we could see, there's really no
8 definition of "notice," and so, as I said, I verbally
9 advised of the Sheriff's denial on January 9th prior to
10 sending the -- our office did not, but prior to the
11 e-mails being sent, you know, whether or not that
12 constitutes "notice," because, as I said, I could not
13 find a definition of what's required for that, and I
14 would just, you know, call that to your attention.

15 MR. JONES:

16 Mr. Windham.

17 MR. WINDHAM:

18 Do we know if the other bodies --

19 MS. CHENG:

20 The other bodies did deny. The parish,
21 school board and -- yeah, the parish and the school
22 board did deny. However, in the rules, it does state
23 that the notice needs to be given in writing, I believe.

24 MS. HAND:

25 I didn't see that. And I'm not denying.



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1 I'm just saying, my research, I did not see they were
2 defined how the notice had to be given.

3 MR. WINDHAM:

4 Just to make sure, so we had two bodies
5 deny and a phone call concerning the third body, which
6 you did, in fact, speak with the attorney?

7 MS. CHENG:

8 I can't -- I honestly cannot confirm or
9 deny. I don't recall that phone call, but I do get a
10 lot of phone calls.

11 MR. WINDHAM:

12 All right. Thank you.

13 SECRETARY PIERSON:

14 Just a question and then also a note.
15 The note is that we are -- we don't control our own IT.
16 The state has that umbrella, and we are asking for the
17 modifications the that messages will give you a "did not
18 reach the intended sender" message.

19 But when you made this communication to
20 Kristin, was there anyone else in the courtesy copy line
21 of that specific e-mail? Can you produce the evidence
22 that you not only notified Kristin, but other parties so
23 that we can ascertain this PDF or whatever you sent
24 forward demonstrating that the Sheriff did not wish to
25 support? I'm just looking for an administrative fix so



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1 that other companies don't experience a similar
2 situation. But it's -- you know if it was to only
3 Kristin and the name wasn't spelled correctly, it's a
4 bit of a challenge for us.

5 MS. HAND:

6 I understand. And I do believe it was
7 only sent to Kristin because the notice that the Sheriff
8 was sent either to approve or deny, that was
9 specifically where it was to be returned, and so I don't
10 think anyone else other than Kristin because that's
11 where the notice specified it should go.

12 MR. JONES:

13 You didn't sent it to the parish
14 president? You didn't send it the school board? You
15 didn't send it to anybody else, just to one person at
16 LED?

17 MS. HAND:

18 Correct.

19 MR. JONES:

20 Mr. Windham.

21 MR. WINDHAM:

22 Do you by chance have copies of the sent
23 document?

24 MS. HAND:

25 I do, yes. And we do have the -- in



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1 fact, we had provided all of this to Kristin. We sent
2 the e-mail chain showing, you know, when they were sent
3 on the two application. It does, in fact, reflect that
4 it's the K-r-i-s-t-e-n versus i-n. But, yes, we have
5 provided all -- and I can give you a copy of the
6 documents as well.

7 MR. JONES:

8 Ms. Cheng, you've seen those documents
9 since all of this has come about?

10 MS. CHENG:

11 Yes, sir.

12 MR. JONES:

13 Okay. All right. I was going to ask
14 the same.

15 Mr. House, I'm really resisting the
16 temptation to be a lawyer here, so I'm -- we may need
17 some direction from your house.

18 MS. HAND:

19 And may I just say for the record, Ms.
20 Cheng has been extremely cooperative and helpful to us,
21 even from our first communication with her where we were
22 asking to make sure that we were following the proper
23 procedure. So I'm in no way trying to reflect poorly on
24 their office because they've been very helpful.

25 MR. JONES:



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1 I would be surprised to hear anything
2 else, but, nevertheless.

3 Mr. House, can you perhaps help us here?

4 MR. HOUSE:

5 Let me correct one thing, and that is
6 the rules very definitely do require resolutions from
7 the parish governing bodies and a letter from the
8 Sheriff.

9 MR. JONES:

10 Verbal notice is not sufficient?

11 MR. HOUSE:

12 No. I mean, and it is in the rules.

13 MR. JONES:

14 Do we require certified mail or anything
15 like that, any kind of --

16 MR. HOUSE:

17 No, we do not. And, again --

18 MR. JONES:

19 Help me understand the impact on the
20 company at this point. If we were to go back and
21 retroactively deny ITEP, where does that put us?

22 MR. HOUSE:

23 Well, I think that they would then owe
24 the taxes that would be due that the Sheriff can make
25 exempt.



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1 MR. JONES:
2 Has the company been notified of this
3 issue?

4 MR. HOUSE:
5 The company has, as I believe they're
6 here today.

7 MR. JONES:
8 Is Chalmette Refining, is there a
9 representative here today?

10 Okay. Great. I'm going to want to hear
11 from you just one second. Great.

12 Okay. So at this point, we'd be looking
13 at one year of taxes that would have to be paid? Is
14 that effectively what we're --

15 MS. CHENG:
16 This is for the entire contract, so they
17 have an active contract. Should the Sheriff's portion
18 be denied, all bodies have denied, so there would no
19 longer be an ITEP contract. This contract, because the
20 parish and school board did not approve it, is only for
21 the portion of taxes that affect the Sheriff.

22 MR. JONES:
23 I'm with you. So they were paying,
24 they're paying the school board, they're paying the
25 parish, they just did not pay the Sheriff's portion of



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1 the ad valorem taxes?

2 MS. CHENG:

3 Correct.

4 MR. JONES:

5 And that is for 2017 and 2018 or just
6 2018?

7 MS. CHENG:

8 We're going to have to look at the
9 actual application date.

10 MR. JONES:

11 I presume they're 2017 since both of
12 them, those are the numbers.

13 Oh, okay. That's right.

14 MS. CHENG:

15 Yes. The project number doesn't always
16 go...

17 MR. JONES:

18 Okay. Silly me. All right.

19 MS. CHENG:

20 So it could be 2017 taxes and 2018 taxes
21 or it could just be 2018 taxes.

22 MR. JONES:

23 Got it.

24 Okay. Ms. Hand, would you know whether
25 it was one year or two year's taxes that we're talking



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1 about?

2 MS. HAND:

3 I don't right as I sit here this
4 morning. I apologize.

5 MR. JONES:

6 I understand. I'm just trying to get a
7 feel for the scope of the problem here.

8 Okay. Mr. House.

9 MR. HOUSE:

10 I can't give you a recommendation one
11 way or the other. This is up to the Board in terms of
12 how it wants to interpret its rules. On the one hand,
13 you have or you may have, you can make your own
14 determination as to whether or not there's evidence of
15 intent from the Sheriff to deny this. On the other
16 hand, you do have your rules. And, again, it's up to
17 you as to how strictly you want to follow your rules.
18 The rules are somewhat mitigated by the fact that, as
19 we've discussed, getting that information to the
20 Department of Economic Development, you know, ran into a
21 problem with a misplaced word in an e-mail address or
22 any misplaced letter in an e-mail address, so, you know,
23 that's also an issue you have to be concerned about.
24 And, you know, as a lawyer, you know that it's always an
25 issue you have to be concerned about when you're filing



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1 something on a timely basis no matter what it is.

2 So there's a lot of different things
3 that go into this, and it very much is a matter of the
4 Board's discretion and where you, as each of you as a
5 member of the Board wish to place your priorities in
6 trying to deal with it.

7 So there's not an easy answer to this
8 one.

9 MR. JONES:

10 No, there's really not, and the thing I
11 wrestle with personally, and this is just Jerry talking,
12 but the thing I wrestle with is that, okay, the e-mail,
13 e-mail, that was on them, but the letter didn't get
14 there. And it was -- if you have a copy of the letter,
15 the letter was sent, but it didn't arrive, and that's
16 not LED's fault, that's not the Sheriff's fault. At
17 least I don't think it's LED's fault. I'm sure y'all
18 don't do the internal mails. So we have a situation
19 where the Sheriff attempted to do everything he was
20 supposed to do, but for reasons outside of anyone's
21 control, it didn't appear to mean anything. So that's,
22 in my mind, that's where we are.

23 Yes, sir, Mr. Windham.

24 MR. WINDHAM:

25 So when it gets sent from staff, it's



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1 sent via e-mail?

2 MS. CHENG:

3 It's sent via e-mail and via certified
4 mail, USPS.

5 MR. WINDHAM:

6 So the recipient receives it with the
7 proper return e-mail, so in a sense that there was a
8 mistyped letter on there, does that mean anything?

9 MR. HOUSE:

10 It might mean more -- we apparently --
11 there apparently is no bounceback, so she did not get --
12 for example, it would mean something to me; correct, it
13 would mean something to me if she had got the bounceback
14 or we knew there was a bounceback. That's what would
15 mean something to me.

16 MR. WINDHAM:

17 I guess what I'm thinking, though, is
18 from the documents on there, its got it spelled
19 properly, also the Sheriff may have forwarded the e-mail
20 to his secretary to say, you know, send the e-mail back
21 to this lady, and then she chose to type in there
22 instead of click on the link that was received from
23 Kristin spelled properly. And if that had been done, it
24 probably would have gotten back to Kristin because it
25 would have been spelled correctly.



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1 Now, I'm not an attorney, but does that
2 mean anything?

3 MR. HOUSE:

4 I think I'm telling you that it means
5 whatever weight that any of you on this Board want to
6 put in these various factors and what the competing
7 factors are, and that's why it's a question for the
8 Board. It's not a clearcut process. That's -- if it
9 were a clearcut process, we might have told them
10 something other than come up here and plead your case,
11 and they still would have a right to plead their case
12 even if we had told them not to. But I'm just trying to
13 say that it is ultimately up to -- this is one of those
14 issues that I think comes down to what each Board member
15 thinks should be the proper way to conduct the business
16 of the Board taking into account the factors that we've
17 discussed.

18 MR. JONES:

19 Thank you, Mr. House.

20 Any other questions or comments?

21 Mr. Moller.

22 MR. MOLLER:

23 I just want to understand something. So
24 if either the hard copy of the letter or the e-mail had
25 arrived, that would have constituted -- that would have



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1 been enough to settle this?

2 MS. CHENG:

3 Yes, sir.

4 MR. MOLLER:

5 Okay.

6 MR. JONES:

7 Any other comments or questions from the
8 Board?

9 (No response.)

10 MR. JONES:

11 All right. Do we have a representative
12 from Chalmette Refining and/or PBF Logistics?

13 MS. HAND:

14 If I may have permission, I have a copy
15 of the documents that you requested.

16 MR. JONES:

17 I would like to have it in the records
18 of the Board of Commerce & Industry.

19 MS. HAND:

20 Thank you.

21 MR. JONES:

22 Perfect. Thank you, Ms. Hand. We'll
23 make that a part of the minutes of the meeting.

24 MS. HAND:

25 Thank you. I appreciate that.



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MR. JONES:

Thank you for your time today.

MS. HAND:

Thank you.

MR. JONES:

Okay. Representatives from Chalmette
and/or PBF Logistics.

State your name and the company you
represent.

MS. ELLISON-FROST:

Elizabeth Ellison-Frost, Community
Relations Manager for Chalmette Refining.

MR. JONES:

Okay. I presume you are aware of this
situation that has arisen?

MS. ELLISON-FROST:

Yes, sir.

MR. JONES:

Okay. And do you have -- I want to hear
whatever comments or statements you guys want to make.

MS. ELLISON-FROST:

We actually just came here to see what
the Board would decide upon. We defer to you-all. We
want to work with the Sheriff on this issue. We have
upcoming projects that we're going to be requesting ITEP



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1 on as well, so we want to be able to work with the
2 parish on each of those.

3 MR. JONES:

4 Any comments or questions?

5 Yes, Ms. Cola.

6 MS. COLA:

7 So when you solicited support for your
8 project, were you aware the Sheriff was not in support?

9 MS. ELLISON-FROST:

10 We did not know at the time until after
11 we were told that he was not in support, and then we
12 were told about the e-mail issue.

13 MS. COLA:

14 Thank you.

15 MR. JONES:

16 Any other questions?

17 MS. ELLISON-FROST:

18 We thought he was in support until the
19 e-mail issue came up.

20 MS. COLA:

21 I'm sorry. A follow-up question. What
22 led you to believe that he was in support?

23 MS. ELLISON-FROST:

24 Because the time had passed for him to
25 make a decision.



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MR. JONES:

Any other comments or questions from the Board?

(No response.)

MR. JONES:

Okay. I will entertain a motion. I'm not going to say what it is.

Mr. Moller.

MR. MOLLER:

I make a motion to, you know, honor their request to rescind. I think the intent here is clear, even though there was, you know, some bureaucratic foul-ups along the way.

MR. JONES:

We have a motion to rescind.

Is there a second?

Mr. Coleman.

Any discussion among the Board members?

(No response.)

MR. JONES:

Comments or questions from the Board?

(No response.)

MR. JONES:

Any other comments or questions from the public?



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1 (No response.)

2 MR. JONES:

3 All right. The motion to rescind for
4 both Chalmette Refinery, 20170154, and PBF Logistics,
5 Number 20170155, motion to rescind the ITEP for those
6 for the sheriff's portion, all in favor, say "aye."

7 (Several members respond "aye.")

8 MR. JONES:

9 Any opposed?

10 MR. WINDHAM:

11 Nay.

12 MR. JONES:

13 One opposed. Mr. Windham.

14 Motion passes.

15 MS. CHENG:

16 We're going to have to check with legal,
17 but I think we might have to bring these actual
18 contracts to the Board next meeting for cancelation.

19 MR. JONES:

20 Understood. And I will let you-all
21 handle how we need to button this up.

22 MS. CHENG:

23 Yes, sir.

24 MR. JONES:

25 Okay. Thank you very much for being



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1 here.

2 Ms. Hand, thank you for your help.

3 MS. CHENG:

4 We have three late renewal requests that
5 were denied at the last meeting on April 24th due to
6 company representatives not being present, but after the
7 meeting, we discovered that the notifications to the
8 companies did not go out and were not received by the
9 companies, so they did not know to be here.

10 MR. JONES:

11 I'm getting really tired of the
12 technical flubs. Who do I need to complain to, Don?

13 MS. CHENG:

14 So we're requesting that we reconsider
15 these two late renewals.

16 MR. JONES:

17 Okay. So we have Eclectic Products,
18 20121181, M.A. Patout, Number 20130541 and 20120601,
19 those are the three contracts?

20 MS. CHENG:

21 Yes, sir. And M.A. Patout, they had
22 planned to come when the meeting was originally
23 scheduled on this past Wednesday. They're requesting
24 deferral of the actual consideration of these till
25 August.



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1 MR. JONES:

2 So you want to -- so, really, all you
3 want to bring up today is Eclectic Products?

4 MS. CHENG:

5 We would like to, yes. We have the
6 option to reconsider them.

7 MR. JONES:

8 Okay. So I need to -- okay. I'm
9 looking at the chart below. Looks like Eclectic
10 Products was due on the 18th -- 2018 and they filed in
11 February of 2019.

12 Is anyone here from Eclectic Products?

13 Yes, sir. State your name and your
14 position with the company, please.

15 MR. RATLIFF:

16 I am Eddie Ratliff, and I am Operations
17 Manager for Eclectic Products, Incorporated.

18 MR. JONES:

19 Okay. Tell us what happened.

20 MR. RATLIFF:

21 We had a bunch of leadership change, so
22 the Chief Operating Officer of Eclectic was dismissed a
23 year and a half ago, I believe. I could look up the
24 exact date. And new leadership came into place, and
25 apparently the notifications might have gone to him,



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1 with or without a bounceback. I don't know the
2 technical -- I do know I set up the technical on it
3 because I was IT at the time. In November I took this
4 job, and we got this notification in the Spring. I
5 worked with corporate to get the application going
6 again.

7 MR. JONES:

8 Okay. All right. Looks like this would
9 be a one-year penalty, so I would entertain a motion for
10 one-year penalty.

11 Mr. Coleman; second from Mr. Wilson.

12 Any comments or questions from the
13 Board?

14 (No response.)

15 MR. JONES:

16 Any comments or questions from the
17 public?

18 (No response.)

19 MR. JONES:

20 All in favor, say "aye."

21 (Several members respond "aye.")

22 MR. JONES:

23 Any opposed?

24 (No response.)

25 MR. JONES:



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1 There is no opposition.

2 And I make this explanation from time to
3 time, but I know, for you, it seems like this a waste of
4 time for you to have to come up here and explain this.
5 I'm not putting words in your mouth. That's mine. But
6 I can understand how you feel that way, but let me tell
7 you what we're trying to accomplish here. The reason we
8 want people here serves several purposes. Number one,
9 ITEP is the most valuable incentive this state gives,
10 and the rules are there for a reason. And strict
11 adherence to the rules is important for a number of
12 reasons, and when people fail to follow those rules,
13 there are consequences, but the reason I -- personally,
14 the reason I like to have representatives come and
15 explain why we missed it, it accomplishes several
16 things. Number one, it's the extraordinary value, and
17 we believe we need to understand what were you doing,
18 and, number two, it sends a message to everyone else
19 who's in these meetings "I better go back and check my
20 systems. I don't want to lose 20 percent value of an
21 incentive because my IT system was down or change of
22 leadership."

23 This sends a very important message. So
24 we, in my world at least, we use these opportunities to
25 educate. We use these opportunities to also stress the



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1 importance to the public of this very valuable
2 incentive. So thank you for being here today. We're
3 sorry for the mixup last time. We appreciate you being
4 here today and hope you understand where we're coming
5 from.

6 MR. RATLIFF:

7 Thank you.

8 MR. JONES:

9 Anything else from staff?

10 MS. CHENG:

11 No. That concludes the Industrial Tax
12 Exemption Program.

13 MR. JONES:

14 Thank you very much for your help,
15 staff.

16 Now we have one item we do need to go
17 back in the agenda for. Ms. Coleman has requested --

18 MS. COLA:

19 Cola.

20 MR. JONES:

21 Ms. Cola. Excuse me.

22 Ms. Cola has requested that we go back
23 and revisit one of the items in the Restoration Tax
24 Abatement Program, and that is this very first one on
25 that list, Number 20180179, 1626 OCH, LLC. Ms. Cola



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1 intended to recuse herself from that vote, and since we
2 are still in this meeting, it's not too late to have a
3 reconsideration of that vote so she can formally
4 register her recusal.

5 So, Ms. Cola, first of all, would you go
6 on record for your request for recusal?

7 MS. COLA:

8 I certainly will. I'd like to recuse
9 myself from participating in the vote for Application
10 Number 20180179, 1626 OCH, LLC in Orleans Parish.

11 MR. JONES:

12 Very good.

13 And I would now entertain a motion to
14 approve, which Ms. Cola will not be allowed to
15 participate in the discussion or the vote on that
16 matter.

17 I have a motion from Dr. Wilson; second
18 from Mayor Brasseaux.

19 Any comments or questions?

20 (No response.)

21 MR. JONES:

22 All in favor, say "aye."

23 (Several members respond "aye.")

24 MR. JONES:

25 Any opposed?



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1 (No response.)

2 MR. JONES:

3 There is no opposition. The matter
4 still passes. Now we've dotted that "i." Thank you
5 very much, Ms. Cola.

6 MS. COLA:

7 Thank you.

8 MR. JONES:

9 All right. There being no other matters
10 for our incentive programs, do we have any other
11 business to come before the Board today?

12 (No response.)

13 MR. JONES:

14 With that, I would turn the floor over
15 to our Secretary, Mr. Don Pierson.

16 SECRETARY PIERSON:

17 Thank you for that, Mr. Chairman. I'll
18 be brief in my remarks.

19 I would like to issue administratively
20 into the record, and I'll provide it to those taking the
21 minutes, but there was a letter of support provided by
22 State Senator Ronnie Johns in support of Sasol Lake
23 Charles Chemicals project that was voted on today, and I
24 would like to have that officially entered into the
25 minutes for him.



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1 Again, thank you for the strict and fair
2 efforts of our staff being consistent with taking a look
3 on the Board's behalf. They're here to point out to you
4 when companies are not in compliance so that you can
5 make decisions related to that kind of circumstance, and
6 this allows us to be fair and consistent with our rules
7 and not show favoritism.

8 It's been a busy time for us since our
9 last April Board of Commerce & Industry meeting.
10 Certainly in May and June, we wrapped up the legislative
11 session. I thank the Senate and the Legislature, for
12 providing to LED the budget and the necessary tools that
13 we need to proceed to execute on behalf of the
14 administration and the citizens of our state with some
15 very effective economic development activity.

16 I'm very pleased to see the disperse
17 array of projects that we have, both in terms of their
18 sectors and their locations around the state. Certainly
19 we just commissioned the Lotte Chemical Complex in Lake
20 Charles with the Prime Minister from South Korea in
21 attendance at that \$3.1-billion facility. Again, a
22 foreign-direct investment coming to our state, so
23 important.

24 Pleased to be in La Salle Parish, one of
25 our rural parishes, with the ribbon cut for the



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1 \$115-million computerized dimension lumbar sawmill
2 production facility. And you have to understand the
3 tremendous ripple effect that we get when we harvest in
4 the forest, when we do all the transportation to the
5 mills, when the mill does their job, and then onto even
6 taking all of the waste products over for pelletized
7 product of value, or to the pulp mills. All of this
8 being a very efficient process with our forestry
9 industry, and we're glad to see that happening across
10 our state.

11 Over in St. Landry Parish we were able
12 to announce Delek, their refinery expansion with a
13 \$150-million project and 30 new direct jobs, high-paying
14 jobs there in St. Landry Parish. Certainly projects
15 like MCM Plastics in Livingston, Jani-King in
16 Tangipahoa. Shell continues to consider their
17 \$1.2-billion proposed investment in Ascension.

18 In Orleans Parish we were able to work
19 with Ernst & Young bringing 200 jobs there. West Baton
20 Rouge Parish, a major rail expansion project at the Port
21 facility. Vernon Parish, Champion Homes announced last
22 February that they would move forward with the project,
23 and we will be pleased to be there cutting the ribbon
24 sometime in July on their \$1.3-million facility in a
25 rural area of our state. Certainly up in Caddo SuperATV



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1 announced in February 2019 in a ribbon cut in July as
2 well.

3 So all of this points to some success
4 that we're having all across the state. Very pleased
5 with that. And certainly continue to have the only
6 state-accredited organization at your service. We were
7 noted in '18 as the Number 2 State in the South in terms
8 of economic development production, and we hope to
9 continue to uphold that standard, and certainly the
10 Number 1 ranking that we've had for the last nine years
11 with our Workforce Development Program, FastStart. All
12 of these tools afforded us by the administration and the
13 legislature. Greatly appreciate your confidence, and we
14 are pleased to demonstrate throughout the results that
15 we're achieving along the way.

16 Thank you individually to each of the
17 Board of Commerce & Industry members here today. I know
18 you've taken time out to be here with us. This is one
19 of the most important pieces of execution that we have.
20 It completes our contracts and is a very strong part of
21 this pipeline that is delivering in strength to the
22 citizen of the State of Louisiana. So thank you for
23 that.

24 With that, I conclude my remarks, but
25 I'm open to any questions that you may have.



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MR. JONES:

Questions for the Secretary?

(No response.)

MR. JONES:

Okay. Don, thank you to you and to the staff for all you guys do every single day. We appreciate it, and, but, most of all, we thank those who invest in our state. Thank you for all that makes all of this possible. It's a great deal. Good day today.

Any other for the good of the order?

(No response.)

MR. JONES:

I will entertain a motion to adjourn.

From Mr. Slone; second by Ms. Malone.

All in favor, say "aye."

(Several members respond "aye.")

MR. JONES:

No opposition. We are adjourned. Thank you very much.

(Meeting concludes at 11:43 a.m.)



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1 **REPORTER'S CERTIFICATE:**

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

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

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

20 Dated this 18th day of July, 2019.

21
22 _____
23 ELICIA H. WOODWORTH, CCR
24 CERTIFIED COURT REPORTER
25



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