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MEETING MINUTES FOR THE SCREENING COMMITTEE
OF THE
LOUISIANA ECONOMIC DEVELOPMENT CORPORATION
HELD AT
LASALLE BUILDING, LABELLE BOARD ROOM, 1ST FLOOR
617 NORTH 3RD STREET
BATON ROUGE, LOUISIANA
ON THE 12TH DAY OF DECEMBER, 2019
COMMENCING AT 9:32 A.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR

LEDC MEETING MINUTES- SCREENING COMMITTEE

1 **Appearances of Board Members Present:**

2 Sue Durand
3 Charles Jackson, III
4 Kimberly Johnson
5 Don Pierson
6 Cal Simpson

7 **Staff members present:**

8 Stanley Bienemy
9 Susan Bigner
10 Crystal Dalgo
11 Frank Favaloro
12 Brenda Guess
13 Devin Harrison
14 Molly Hendricks
15 Robin Porter
16 Deborah Simmons
17 Anne Villa
18 Rawley Webber

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1 SECRETARY PIERSON: Good morning, ladies and
2 gentlemen. I'm Don Pierson, Secretary of Louisiana
3 Economic Development. In the absence of Chairman A.J.
4 Roy, I would like to call our meeting of the Louisiana
5 Economic Corporation to order at this time, and request
6 that Ms. Deborah Simmons to please begin the rollcall.

7 MS. SIMMONS: A.J. Roy.

8 (No response.)

9 MS. SIMMONS: Alden Andre.

10 (No response.)

11 MS. SIMMONS: Louis Reine.

12 (No response.)

13 MS. SIMMONS: Charles Jackson.

14 MR. JACKSON: Present.

15 MS. SIMMONS: Mandi Mitchell.

16 (No response.)

17 MS. SIMMONS: Cal Simpson.

18 MR. SIMPSON: Present.

19 MS. SIMMONS: Nitin Kamath.

20 (No response.)

21 MS. SIMMONS: Sue Durand.

22 MS. DURAND: Yes.

23 MS. SIMMONS: Kimberly Johnson.

24 MS. JOHNSON: Present.

25 MS. SIMMONS: Todd McDonald.



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1 (No response.)

2 MS. SIMMONS: Secretary Don Pierson.

3 SECRETARY PIERSON: Present.

4 MS. SIMMONS: We do not have a quorum.

5 SECRETARY PIERSON: Ladies and gentlemen, as
6 we do not have a quorum, as Ms. Simmons has indicated to
7 us, we're posing that we establish -- that we may
8 entertain an alternate motion for the establishment of a
9 Screening Committee, and the enabling documentation
10 provides that I, as President of the LEDC Board, can
11 reside over the committee in the absence of the chair or
12 vice chair.

13 So in order to be able to move forward with
14 consideration of a number of our financial issues today,
15 that those would be undertaken by the Screening
16 Committee, given that there's a motion to convene the
17 Screening Committee.

18 MR. JACKSON: So moved.

19 SECRETARY PIERSON: So moved --

20 MR. SIMPSON: Second.

21 SECRETARY PIERSON: -- by Charles Jackson;
22 seconded by Cal Simpson.

23 Any discussion?

24 (No response.)

25 SECRETARY PIERSON: Any questions from the



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1 public?

2 (No response.)

3 SECRETARY PIERSON: Motion having been
4 properly made and seconded, all those in favor, say
5 "aye," and any of those opposed, say "nay."

6 (Several members respond "aye.")

7 SECRETARY PIERSON: Hearing "ayes," and I
8 would add my voice to that, the motion is passed and we
9 will now convene the Screening Committee.

10 As regards with our agenda that you have
11 before you, we will not be able to approve our meeting
12 minutes, so we won't review the minutes for 7 November.
13 If you do have comments relative to those meeting
14 minutes, please continue to hold those in abeyance, and
15 we will undertake an adoption of those minutes at our
16 next meeting. And we will also suspend the Treasurer's
17 report and Accountant's report too.

18 So moving to Item 4 for consideration of our
19 Economic Development Award Program, and thank you for
20 your time and travel to be with us here today, Board
21 members, these businesses that have business before us
22 are very significant investments and are trying to
23 proceed with their plans, so your efforts to be here
24 today to help us have enough participation to convene a
25 Screening Committee meeting is pretty important.



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1 So I will call on Savoie's Sausage & Food
2 Products.

3 Gentlemen and lady, if you would please
4 identify yourselves just for the record that is being
5 recorded. Thank you.

6 MS. BOATNER: Rhonda Boatner here with
7 Didier Consultants.

8 MR. LAFLEUR: Fred Lafleur, CEO of Savoie's
9 Sausage.

10 MR. MESSNER: Blake Messner, Savoie's
11 Sausage.

12 MR. BIENEMY: And Stanley Bienemy
13 representing staff.

14 Today we have an unsponsored EDAP award and
15 payroll credit in the amount requested of \$100,000. The
16 company will be located in St. Landry Parish in
17 Opelousas, Louisiana. Savoie's Sausage & Food Products,
18 Incorporated is an Opelousas-based food processor
19 specializing in the development of processing, marketing
20 and distribution of fresh-made Cajun, Creole and New
21 Orleans style food products.

22 Savoie's Sausage & Food Products, Inc. has
23 agreed to retain existing jobs of 100 with an estimated
24 payroll of \$4.4-million through 2024 while creating five
25 new jobs with an approximate payroll of \$200,000 for a



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1 total annual payroll of 4.6-million by 2024. The new
2 jobs will provide an average annual salary of \$40,000
3 plus benefits. All of these jobs and payroll must be
4 maintained throughout the life of the contract.

5 St. Landry Parish's unemployment rate was
6 5.9 as of September 2019 compared to the state rate of
7 4.5 for the same period. The per capita income for St.
8 Landry Parish for 2015 was \$39,519 compared to the sate
9 per capita income of the same period of \$43,786.

10 The projected economic benefit for the state
11 is a project state revenue of \$804,000 minus the
12 \$100,000 EDAP and \$363,000 for Quality Jobs estimated
13 over a five-year period, which will give the state a net
14 revenue of approximately \$340,000.

15 Savoie's will complete a \$12.7-million
16 expansion of the company's food production facility in
17 St. Mary Parish here in Opelousas. The expansion will
18 enable the company to enlarge their distribution area
19 bringing Cajun-style sausage and other food products to
20 a wider region. The project includes construction of a
21 41,000-square-foot facility and installation of new
22 production equipment. The larger facility will enable
23 Savoie's to nearly double its production.

24 Construction will begin January 2020 with an
25 estimated completion date of August 2020. Commercial



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1 operations in the new facility are expected to begin in
2 September 2020. The unsponsored EDAP will assist with
3 the cost of an eight-inch waterline for the new
4 facility.

5 Savoie's will provide the state with a UCC-1
6 first-position lien on a new 2020 International medium
7 vocational truck with a value of approximately \$112,000
8 or collateral that will meet or exceed the EDAP amount.

9 Staff recommends approval of this project as
10 an unsponsored EDAP of the payroll credit with our basic
11 contingencies that are normally in place as well as
12 first-position lien on the aforementioned truck or
13 equivalent collateral sufficient to reasonably pay
14 payments that may become due.

15 The company has agreed to retain 100 jobs
16 and create five new jobs. All jobs must be maintained
17 throughout the life of the contract with the associated
18 payroll through 2024. The total capital investment by
19 Savoie's will be 12.7-million to be invested by December
20 31st of 2020.

21 And Mr. Lafleur would like to say some extra
22 things about the project.

23 MR. LAFLEUR: Thank you for being here and
24 for helping us with this project. We have an
25 opportunity because of the growing acceptance of Cajun



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1 food in this area, also in other areas of the country,
2 to increase our production. The plant that we're in now
3 is pretty much at its capacity, and in order for us to
4 grow and to move forward, we need to build a new
5 facility. And this would be a very big improvement for
6 us. Your helping us to get this eight-inch waterline is
7 just the beginning of this project.

8 We make smoked sausage and dressing mix and
9 roux are the three major items that we sell, and we find
10 that the demand for all three of these items is
11 increasing. So this would be an opportunity for us to
12 grow the company, to provide more jobs and to reach more
13 customers in other areas of the country who may be
14 interested in purchasing Cajun food items. So we
15 appreciate your consideration in this and we appreciate
16 your help and we would be willing to answer any
17 questions that you may have for us.

18 SECRETARY PIERSON: Board members, any
19 questions?

20 MR. SIMPSON: Did y'all bring samples?

21 MR. LAFLEUR: We should have.

22 MR. JACKSON: I've used the sausage and the
23 roux. It's very good.

24 MR. LAFLEUR: Thank you very much. We
25 appreciate you.



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1 SECRETARY PIERSON: On behalf of the Board
2 and on behalf of Louisiana Economic Development, we
3 appreciate your investment, your expansion here in
4 Louisiana. I'm particularly fond of expanding in the
5 rural parts of our state. Very proud to see that
6 happening here, and certainly the key element of pledge
7 you're making to retain these workers over the next five
8 years. So all of that I think is a great win-win and
9 why we're here as a Board to facilitate these types of
10 investments that are very important in our rural
11 communities. So thank you on our behalf.

12 And I'll entertain a motion to approve.

13 MR. SIMPSON: Move to approve.

14 SECRETARY PIERSON: Mr. Simpson.

15 MR. JACKSON: Second.

16 SECRETARY PIERSON: All in favor, please
17 signify by saying "aye."

18 (Several members respond "aye.")

19 SECRETARY PIERSON: Very well. I think
20 we're in good shape.

21 MR. LAFLEUR: Thank you very much. We
22 appreciate your help.

23 SECRETARY PIERSON: Next project to come
24 before the Board, Fuji Oils.

25 MR. BIENEMY: All right. Good morning,



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1 again. Stanley Bienemy representing staff, and then
2 today we have Paine Bacon representing Fuji Oil in New
3 Orleans, LLC. And this is not a new EDAP. This is an
4 update that the Board requested when we requested an
5 extension for Fuji.

6 On May 25th, 2018 the LEDC Board approved an
7 EDAP for Fuji Oil New Orleans, LLC for \$250,000. The
8 company has encountered unexpected delays while
9 negotiating essential third-party contracts. Fuji
10 returned to the Board on February 14th, 2019 seeking an
11 extension because of these unforeseeable delays and
12 delays to the project's start. The company has since
13 resolved those issues and construction has commenced on
14 the project.

15 Due to these delays, we are requesting that
16 the performance period be delayed by one year as well as
17 a one-year extension to the date of capital
18 expenditures. It was at this time the Board requested
19 that the company representative return to the Board to
20 discuss the project delays.

21 Just a little bit of background about the
22 project since it's been a while since the Board has
23 heard it, Fuji is a worldwide leader in the production
24 of tropical oils focusing on three key areas of
25 production, fast, confectionary and baking ingredients,



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1 as well as soy. Through the refining of these
2 plant-based materials, palm, cocoa, soy beans as well as
3 many others, Fuji produces a highly-sought-after product
4 by utilizing newly-developed technologies and
5 proprietary methods.

6 New Orleans Fuji Oil Company keeps pace with
7 the expanding market for tropical oils in North America
8 and maintains its position as the third largest refinery
9 of tropical oils in the United States.

10 The EDAP is for \$250,000, and will assist
11 with the costs associated with capital equipment for the
12 Jefferson Parish Facility. Fuji will provide the state
13 with a UCC-1 lien on equipment being purchased or
14 equivalent collateral that must meet or exceed the EDAP
15 amount.

16 Staff recommends the approval of the
17 one-year extension for the date for capital expenditure
18 benchmark as well as approval for the job performance
19 project being delayed. Company has agreed to create 39
20 new jobs with an estimated annual payroll of
21 \$3.6-million by 2030. If the required jobs are created
22 at the stipulated annual payroll levels, the EDAP will
23 be satisfied. However, if the company does not create
24 the projected jobs and payroll on an annual basis, the
25 unearned credit balance for that year will be due and



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1 payable to LEDC plus interest. All credits will be
2 based on payroll credit.

3 And, Mr. Bacon, would you like to discuss
4 the delays?

5 MR. BACON: Sure. It's been approximately
6 since May of 2018 since I was last here, and so I want
7 to thank you for the opportunity to come back and visit
8 with you and for you to consider our EDAP grant.

9 Since that time, as Stanley mentioned, we're
10 creating a vegetable oil processing plant in Jefferson
11 Parish. Our facility was being located on site owned by
12 IMTT, which is a tank terminal, in the Avondale area.
13 Unfortunately, on the site we were to build on, an
14 Eagle's nest was found, and so, as you may know, there's
15 a lot of things that go into moving Eagles' nests, and
16 so we negotiated with the tank terminal landlord and
17 actually moved where we were going to build our site
18 further away from the river and from that Eagle's nest.
19 I was at the site last month, and I can tell you that
20 mama and daddy and baby Eagle are all doing fine. They
21 look very healthy, and they were flying around out in
22 the air.

23 In the meantime, we had to reengineer our
24 project causing significant delays. Also we had to
25 renegotiate with our landlord tank terminal during that



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1 time, which was approximately an 11-month delay. As you
2 can imagine, we no longer had any leverage with our
3 landlord, and so the revised negotiation was not very
4 favorable for our company.

5 Since that time, the contract has been
6 signed with IMTT. We're progressing. The land has been
7 settled. Approximately 540 pilings have been put in the
8 ground on that site, and we're in the process of pouring
9 foundation. And most of that's been complete.

10 So in January, we should see steel going up,
11 the project going vertical, if you will. Most of our
12 major equipment with long lead times is on site, so it's
13 kind of like at this point it's, as we like to say, it's
14 the tinker toy part. We just put it all together and
15 there it goes.

16 So our plan now is to commission the
17 equipment in September, so we're on schedule for our
18 construction date, and so we should be able to
19 commission the equipment in September of 2020. And
20 October 1st of 2020, we should be able to sell viable
21 product out of this facility.

22 As Stanley mentioned, it's approximately 40
23 jobs. We have began our hiring. We've hired our three
24 most expensive employees for this entity, the plant
25 manager, plant engineer and HR manager. And we're happy



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1 to say that all three were Louisiana residents, and so
2 we have not brought anybody in from Savannah or Japan,
3 so we're very pleased with that progress.

4 We thank you for the consideration of
5 extending our EDAP grant, and we look forward to doing
6 business in the State of Louisiana.

7 SECRETARY PIERSON: Just some assistance
8 here just to make sure I clearly understand. I think
9 the investment was advocated as close to \$70-million.
10 Is that figure still generally correct?

11 MR. BACON: 77. It should be 77.4.

12 SECRETARY PIERSON: So there's been some
13 increase in the --

14 MR. BACON: Yeah. Reengineering, yes, sir.

15 SECRETARY PIERSON: And that was broken out
16 as sort of architectural engineering, equipment you're
17 going to have to install and commission hopefully by the
18 September timeframe, and then building construction.
19 Are those basically the three buckets, if you will, that
20 were the cost of the investment?

21 MR. BACON: That is correct.

22 SECRETARY PIERSON: For the building
23 construction, the brick and mortar, kind of, I guess
24 tank construction and other elements that you're
25 executing out there, the approximate investment in



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1 those?

2 MR. BACON: Approximate investment in the
3 building and the tanks is relatively minimal. I would
4 say probably 20-million of the project. So virtually
5 it's 13 what we call consider small tanks or
6 intermediate finished-product tanks, and then the
7 building, which would house the offices, the QA lab and
8 control tower for the deodorizer. We would be leasing
9 our raw material tanks from IMTT, the tank terminal, so
10 the larger tanks would be actually just leased from
11 IMTT, which they are constructing, so that's additional
12 construction.

13 SECRETARY PIERSON: So a large segment of
14 your investment expenses are around the architectural
15 and engineering fees?

16 MR. BACON: Engineering and then our
17 equipment. The deodorizer tower comes from the far
18 East, and this one in particular came from China, and we
19 unfortunately had to pay some tariffs on that steel when
20 it came over, but it's a large piece of equipment,
21 approximately -- I think that one piece is over
22 7-million.

23 SECRETARY PIERSON: And so part of what's
24 before the Board today would be to change the
25 performance period wherein we had hoped to be in



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1 operation in early 2020, now, because of the Eagle and
2 other issues, we would change that performance period to
3 where we would look for the 39 new jobs to be
4 established in 2021 after you've commissioned in
5 September or so of 2020, and so then on the extension
6 part of the obligation would be that your obligation
7 would run through 2030 I believe now?

8 MR. BACON: That's correct.

9 SECRETARY PIERSON: I have no further
10 questions.

11 Board members, would anyone have questions?

12 (No response.)

13 SECRETARY PIERSON: Well, understanding that
14 the encountered, unforeseen circumstances with federal
15 and state regulations that require accommodations for
16 environmentally-sensitive issues causing the delay, I
17 would entertain a motion to allow for amending their the
18 proposed agreement and to move the performance period
19 forward essentially one year so that in the 2021 that
20 would be required to execute those 39 net new jobs with
21 \$3.1-million in associated payroll, that those
22 obligations would continue through December 31 of 2030.

23 MR. SIMPSON: Move to approve.

24 MS. JOHNSON: Second.

25 SECRETARY PIERSON: Motion by Mr. Cal, and a



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1 second by Ms. Kimberly Johnson.

2 Any other discussion?

3 (No response.)

4 SECRETARY PIERSON: Hearing none, I'll
5 entertain a vote. To affirm, say "aye." All opposed,
6 say "nay."

7 (No response.)

8 SECRETARY PIERSON: All right. We're
9 appreciative of your patience in moving the Eagles, and
10 unfortunately these kinds of interactions do
11 occasionally occur. We're proud to partner with you to
12 move forward and look forward to the new establishment
13 of this important investment in Jefferson Parish.

14 MR. BACON: Thank you, and we do too.

15 SECRETARY PIERSON: We had word previously
16 that there might be some traffic delays using U.S. Foods
17 representation here today. Any updates on their
18 arrival? I know they were in route, but I think they
19 were coming from New Orleans.

20 MR. BIENEMY: We're expecting them any
21 moment. We heard that they were five minutes out, so
22 we're hoping they'll walk through the door any second
23 now.

24 SECRETARY PIERSON: Okay. For the Board,
25 please turn your packet to the area around the



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1 discussion with U.S. Foods.

2 From our previous meetings, you may recall
3 that as they began construction activities -- and help
4 me here if I've gotten astray from what the essential
5 element is, but my appreciation was that due to record
6 levels of the Mississippi River, the associated
7 hydrology with soils, these water levels were a
8 hindrance to be able to correctly install the
9 foundations, and they had to wait for some of this water
10 table to recede in order to actually move forward with
11 construction.

12 MR. BIENEMY: That is correct. Due to the
13 height of the river, they were unable to drive the
14 pilings to be in construction. Since then, I've done a
15 site visit in anticipating this Board meeting. I've
16 seen the site, they have driven all of the pilings.
17 They actually started on installing sewer and water
18 lines that will be on U.S. Foods property.

19 When I spoke with the construction manager
20 they have on site, he said that he is approximately
21 eight weeks ahead of schedule now that they have been
22 able to start construction. There rain delayed them a
23 little bit, but they're on target to get everything
24 started -- to get everything completed. What they are
25 waiting on is they're waiting on the parish. The parish



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1 hasn't started their end. They will go underneath the
2 railroad with their portion of the water line that they
3 will construct and will own.

4 So the project seems to be on schedule from
5 our perspective. I was hoping that -- we do have
6 Mr. Daniel Frigge, who is the engineer. Looks like he's
7 here.

8 SECRETARY PIERSON: Right on cue.

9 Welcome, gentlemen. If you'll please
10 approach, and we're all queued up for your arrival.
11 Glad you made it safely. And we'll give you a minute to
12 situate your equipment, but when you're ready, please
13 introduce yourselves to the Board.

14 MR. HILDRETH: Dan Hildreth, Senior Director
15 of Mergers and Acquisition, U.S. Foods.

16 MR. FRIGGE: Dan Frigge, I am a civil
17 engineer with ESI Design Services. We're the general
18 contractor on the new building.

19 SECRETARY PIERSON: So I understand you've
20 encountered some delays, some associated with river
21 levels. If you would, please just sort of give an
22 overview of that current situation to the Board.

23 MR. FRIGGE: Okay. Sure. Well, our
24 intention was to have the building under construction
25 last December, so December of '18. When we started --



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1 tried to get started at that point, the river level was
2 above 11 feet, and obviously for Army Corps regulations
3 in Jefferson Parish, we're not allowed to do anything
4 under the surface relative to a new building as long as
5 the water level is above 11. So I think the river set a
6 record this year in the length of time that it stayed
7 above 11, so we didn't actually get started till October
8 1st this year, which was the first time that the water
9 level actually dropped under 11.

10 Within a week or so of the water level
11 dropping, we began construction, which even in the area
12 where it is, it's a pile-supported building, and we
13 immediately started with piles. And now we're working
14 on underground piping for sanitary, the water main,
15 storm, sewer, and we actually picked up about eight
16 weeks in the schedule since we could start. So it's
17 looking real well at this point in the construction.

18 SECRETARY PIERSON: Board members, I think
19 you can understand the delay. Do you have additional
20 questions for the team?

21 MS. JOHNSON: Yes. You said you were eight
22 weeks ahead of schedule. What is the end date for the
23 construction?

24 MR. FRIGGE: Currently the end date is
25 October of 2020.



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1 MS. JOHNSON: So that means that would be in
2 August?

3 MR. FRIGGE: This would be for the first
4 construction.

5 MS. JOHNSON: Right.

6 MR. FRIGGE: So it's kind of build and then
7 demolish and then build some more. So the first section
8 of the building will be open October of 2020.

9 MS. JOHNSON: Okay. And so it wouldn't --
10 in terms of what Jefferson Parish has to do in terms of
11 the water line, when is that expected to be done? Is
12 that also to go under the railroad? Could you explain
13 about that a bit?

14 MR. FRIGGE: Yeah. Because we're adjacent
15 to the railroad that's to the south of our property
16 line, we are running a water main, a sanitary source of
17 forced main and a storm surge line going underneath the
18 track through the track right-of-way. They have all of
19 the permits pulled at this time. It was bid out this
20 month. They're picking the contractor, and we
21 anticipate that starting in January with a late January,
22 early February completion.

23 So basically a contractor gets hired.
24 They're digging a large hole on each side of the
25 railroad right-of-way and bore piping casings through



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1 the dirt under the railroad. So we're installing a
2 24-inch casing for a 16-inch water main, 48-inch casing,
3 which is going to be used as our storm surge connection,
4 and then a 12-inch casing for a 4-inch sanitary sewer
5 enforcement. And all of these are necessary because the
6 setup as it is, the water that was available wasn't
7 enough for fire protection for a building of the size
8 we're building. We're a little over 200,000 square
9 feet, so the parish agreed to make a connection of
10 Forest Street and River Road, Forest Street being to the
11 south of us and River Road, Frontage Road, on our north
12 property line. And so we're connecting that 16-inch
13 water main to connect a 12-inch line in River Road to a
14 12-inch line on Forest Street that has been designed to
15 be enough to give us our fire protection volume of water
16 that we need.

17 And then sanitary sewer lines, currently the
18 facility has an on-site wastewater treatment system, and
19 that is a tank system that eventually gets piped up for
20 the front ditch along River Road. We decided that was
21 not going to work for our future facility, so we
22 designed a lift station and we are going to have a
23 forced main from our southwest corner routed through
24 under the tracks through a casing and then all of the
25 way through the next parcel of land to the south and



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1 into Forest Street to make a connection to Jefferson
2 Parish sanitary sewer line. So that takes care of
3 sanitary and water.

4 Storm surge, we currently have a 42-inch
5 crossing under the track, which was put into place by
6 Celotex Corporation when they were in business. They
7 ran all of their storm water from the south side of the
8 tracks to the north side of the tracks, but they had a
9 pumping station, and that was pumped into the
10 Mississippi.

11 We are reutilizing the existing 42-inch
12 line, but we're adding a new 48-inch line to cover all
13 of the water that not only regenerated, but is coming
14 off of River Road, which picks up several businesses to
15 the east of us, and so it all routes to the south and
16 eventually it goes into the De Gaulle Canal. And we're
17 closing up the De Gaulle Canal on U.S. Foods property
18 and eliminating the pumping station.

19 MS. JOHNSON: I'm impressed. I'm actually
20 electrical, so I have a lot of respect for civil
21 engineers.

22 MR. FRIGGE: Thank you.

23 MR. JACKSON: Question, to the extent that
24 this is a phased project, you're doing a piece, then you
25 tear down and do the next piece, is there a potential



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1 for delay with that next piece? Are you going to
2 have -- you're going to have to put down pilings for
3 those as well; right?

4 MR. FRIGGE: Yes. Well, the existing
5 building has pilings under it. If we can use -- we
6 don't know for sure where they are, so we're going to
7 survey those all once we have them exposed, and then if
8 we can reutilize them, we're going to, but if we have to
9 install piles we will have to do that.

10 The piles that we put in this time, we put
11 in a little over 3,500 piles in, and it took us about a
12 month or so. So the area that we're reutilizing
13 probably is only maybe 1,200 to 1,500 piles, so it's
14 probably a two-week, maybe three-week time period to put
15 the piles in because we're going to have to watch the
16 weather. And if we have this first section done in
17 October of 2020, we're immediately going to start on
18 demolishing the old building and get as far as along as
19 we can because, you know, doing research, this is all
20 new to me, the Mississippi River, so. I'm actually from
21 Wisconsin. So we send our water -- what we didn't
22 realize is the impact --

23 MR. JACKSON: Just how big it was.

24 MR. FRIGGE: -- the impact on this end. So
25 what we'll do is, immediately after the initial



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1 expansion is constructed, we transfer all of the product
2 and their business from the old building to the new
3 building, then we can demolish the old building. So
4 we'll demolish at least enough to get that section of
5 building built and get those piles in as quickly as
6 probable.

7 What we're trying to accomplish, too, with
8 the first phase is get as much underground construction
9 completed as we possibly can. And our construction
10 manager reviewed the plans extensively, and he came up
11 with some good ideas on how we can get more installed as
12 part of the first phase than we thought we were going
13 to, so we'll have some, but not as much as we thought we
14 were going to finish up the underground construction.

15 MR. JACKSON: Is that part of what's driving
16 the eight-week catchup?

17 MR. FRIGGE: The eight-week catchup was more
18 to try to get back to our schedule as much as we can.
19 There's no way we're going to pick up nine or 10 months
20 of time, but the harder we push now, the more we can get
21 down quicker. And by the end of the project, we should
22 be pretty close to what the original proposed final date
23 was, and I'm not exactly sure what that date was, but
24 it's sometime in '21.

25 SECRETARY PIERSON: So, Stanley, as I



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1 appreciate it -- oh, any other Board members have any
2 other questions?

3 (No response.)

4 SECRETARY PIERSON: So, Stanley, as I
5 appreciate it, the staff recommendation is to approve
6 the extension of the initial cost reports relative to
7 those being submitted by the company no longer than 12
8 months after construction's completed, but, here, I
9 think we're talking about maybe a phase one of the
10 current project construction.

11 MR. BIENEMY: So we signed the contract with
12 U.S. Foods, and the contract reads that the initial cost
13 report needs to be submitted 12 months after the
14 original approval date by the Board. They did not meet
15 that date to submit initial cost reports due to the
16 delays. The contract instructs us to bring them -- you
17 know, they can possibly go back to the Board for the
18 Board's approval, so that's what we've done.

19 So the recommendation is to amend that
20 statement in the contract to not say after 12 months,
21 but to say after 12 months of construction, after the
22 construction's been completed. That gives them more
23 time to submit cost reports, because I think this
24 project should have been -- the cost reports should have
25 been submitted in September, but there was no cost



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1 report to submit that would be EDAP reimbursable.

2 SECRETARY PIERSON: I'm just looking for a
3 little bit of clarity knowing this is a multiphase
4 project that, for the record, we're identifying that
5 we're talking about this first phase that's under
6 construction is the one that we're acknowledging for the
7 allowance of 12-month period in order to allow
8 construction to complete and then to submit the final
9 cost report; is that correct?

10 MR. BIENEMY: Correct.

11 SECRETARY PIERSON: Is there any associated
12 change in the previously-submitted EDAP performance
13 table wherein in year 2023 they would have been able to
14 go online and meet their job and payroll requirements or
15 is that one that's similar to what we just discussed
16 with Fuji wherein that table looks like it will be a
17 one-year slip and that the first performance year would
18 be 2024 and we would add on 2033 as the far end of the
19 performance requirements being expanded?

20 MR. BIENEMY: The company gave no indication
21 that they wouldn't be able to meet the job performance
22 deadline.

23 Mr. Hildreth, do you have any --

24 MR. HILDRETH: Actually, we'll probably slip
25 a little bit. You know, again, it being the phased,



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1 first phase, we're going to basically transition the
2 existing business. With the second phase, we'll
3 continue to finish out the dry section. At that point
4 is when we'll start getting business out of our Jackson
5 facility, and that will be present then and that's where
6 a lot of the growth's going to happen. We're going to
7 essentially have to have more warehouse workers,
8 drivers, things like that.

9 Some of that's in our footprint currently
10 today, and then all of those extra ones that will
11 essentially triple the business. So there will be some
12 slippage in there from a timing perspective due to the
13 delay.

14 SECRETARY PIERSON: So once we can conclude
15 our conversations today, you're going to be locked into
16 performance requirements that have previously been
17 discussed, so if there's any change to that execution,
18 it would make, I think, the most sense to address that
19 now.

20 MR. HILDRETH: So we'd be asking for that
21 year additional. The only foreseeable issue would be
22 when the existing building comes down and if we get, you
23 know, any river over 11 feet, driving piles at that
24 point. With us building the underground working phase
25 to that will put a little bit less at risk, but there's



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1 still that obstacle. But I think, you know, essentially
2 that nine to 12 months, when we hit 12 months, you know,
3 we're free on that for one year. The hiring
4 requirements, (inaudible).

5 SECRETARY PIERSON: So to be fair on the
6 state's behalf, what we'd do is change that performance
7 schedule to allow you the flexibility to come online and
8 be fully operational, and then we begin to track your
9 net new and total payroll in the following years, but
10 for the advance of year one we added on as your 11, so
11 to speak, so it's still a 10-year commitment --

12 MR. HILDRETH: Sure.

13 SECRETARY PIERSON: -- but you still would
14 be obligated for the same amount of time, but a little
15 more flexibility, I think, on each stage.

16 MR. HILDRETH: Right. That's what we'll be
17 asking.

18 SECRETARY PIERSON: So then that would,
19 again, just change what's been submitted previously,
20 basically for the first year requirements of 2023 to now
21 be first year of 2024, and with subsequent change for
22 the addition of our 2033 through December 31 as the
23 performance period.

24 Any other questions or concerns on behalf of
25 the Board?



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1 (No response.)

2 SECRETARY PIERSON: I'll entertain a motion
3 to support the staff recommendation of the allowance of
4 additional time for the completion of the project.

5 MR. JACKSON: So moved.

6 SECRETARY PIERSON: By Mr. Charles Jackson;
7 seconded by Ms. Sue Durand.

8 MS. DURAND: Yes.

9 SECRETARY PIERSON: Any other discussion
10 from the public?

11 (No response.)

12 SECRETARY PIERSON: All in favor, please
13 signify with saying "aye."

14 (Several members respond "aye.")

15 SECRETARY PIERSON: All right. Thank you.
16 Thank you, gentlemen. Appreciate that you're here.
17 It's very important that you're here and that you allow
18 the opportunity of the Board to ask their questions and
19 get the full understanding of what you've faced in the
20 field. And I think we capture every raindrop and
21 snowflake from the eastern side of the Rockies to the
22 western side of the Appalachians, and so it does tend to
23 stack up down here every now and then.

24 MR. HILDRETH: (Inaudible) by a
25 meteorologist now too, so amongst everything else, so



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1 we've learned a lot.

2 SECRETARY PIERSON: Thank you for your time
3 today.

4 MR. HILDRETH: Sorry for the delay.

5 MR. FRIGGE: Thank you for waiting for us to
6 get here.

7 SECRETARY PIERSON: Screening Committee, I
8 have no other business to come before the Board at this
9 point in time. I will just briefly, again, thank you
10 for your important participation that keeps these
11 projects moving forward, and on behalf of the staff and
12 LED, we acknowledge that.

13 And, you know, in terms of the President's
14 Report, I don't have any formal remarks for you today,
15 only to say that we've had an exceptionally strong 2019.
16 Numbers matter. Some are numbers that we'll be able to
17 release in early January. We will speak to 83 projects
18 that we've secured in 2019, or more, because we have a
19 few more days left. And also I'm very proud to report
20 that those projects are rating 37 parishes across our
21 state, and so I felt very good about being in 31
22 parishes in 2018, but this is actually been able to be
23 successful in 37 parishes in 2019. So impressive.

24 It's very difficult in rural America today.
25 It's not a Louisiana problem or challenge. It's a U.S.



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1 challenge where rural communities are struggling, so to
2 see us add projects in 37 parishes is very encouraging.

3 But with that, I'll conclude my remarks, and
4 if there's no other business to come before the Board,
5 we'll adjourn.

6 (No response.)

7 SECRETARY PIERSON: Hearing none, motion to
8 adjourn.

9 MR. SIMPSON: Move to adjourn.

10 SECRETARY PIERSON: All right. Mr. Cal
11 Simpson, and second by Ms. Sue Durand.

12 MS. DURAND: Yes.

13 SECRETARY PIERSON: Any comments from the
14 public?

15 (No response.)

16 SECRETARY PIERSON: Hearing none, all in
17 favor of adjourn, please signify by saying "aye."

18 (Several members respond "aye.")

19 SECRETARY PIERSON: Thank you for your time
20 and attention today.

21 (Meeting concludes at 10:14 a.m.)

22

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1 **REPORTER'S CERTIFICATE:**

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

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

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

21 Dated this 3rd day of January, 2020.
22

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