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LOUISIANA ECONOMIC DEVELOPMENT CORPORATION
BOARD OF DIRECTORS MEETING, TAKEN AT THE LASALLE
BUILDING, 617 NORTH 3RD STREET, LABELLE ROOM,
BATON ROUGE, LOUISIANA, ON FEBRUARY 13, 2020
COMMENCING AT 9:34 A.M.

REPORTED BY:

RACHEL TORRES-REGIS, CCR, RPR
CERTIFIED COURT REPORTER

1 APPEARANCES OF BOARD MEMBERS:

2

3 A.J. ROY

4 DON PIERSON

5 CHARLES JACKSON, III

6 KIMBERLY JOHNSON

7 CAL SIMPSON

8

9

10 STAFF MEMBERS:

11 BRENDA GUESS

12 DEBORAH SIMMONS

13 FRANK FAVALORO

14 ANNE VILLA

15 KELLY A. RANEY

16 SUSAN BIGNER

17 ROBIN PORTER

18

19

20

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LEDC MEETING

1 MR. ROY:
2 Good morning. Call to order
3 the Board of Directors of the
4 Louisiana Economic Development
5 Corporation. Roll call, please.

6 MS. SIMMONS:
7 Mr. A.J. Roy.

8 MR. ROY:
9 Here.

10 MS. SIMMONS:
11 Louis Reine. Charles
12 Jackson.

13 MR. JACKSON:
14 Here.

15 MS. SIMMONS:
16 Cal Simpson.

17 MR. SIMPSON:
18 Here.

19 MS. SIMMONS:
20 Nitin Kamath. Sue Durand.
21 Kimberly Johnson.

22 MS. JOHNSON:
23 Here.

24 MS. SIMMONS:
25 Todd McDonald. Secretary Don



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1 Pierson.

2 MR. PIERSON:

3 Present.

4 MS. SIMMONS:

5 We do not have a quorum.

6 MR. ROY:

7 All right. Having

8 established no quorum, may I have

9 a motion to open the Screening

10 Committee.

11 MR. JACKSON:

12 So move.

13 MR. ROY:

14 Motion. Second. Any

15 discussion? Hearing none, all in

16 favor, aye.

17 ALL BOARD MEMBERS:

18 Aye.

19 MR. ROY:

20 All oppose, nay. Without

21 objection. We'll make a brief

22 comment more later when we have a

23 quorum for a board meeting, but

24 deep sadness that we announce the

25 death of our vice chairman, Mr.



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1 Alden Andre, who passed away last
2 Saturday, I believe. He was a
3 distinguished gentleman who
4 served on this board for 19
5 years, and he was a tireless
6 public servant, devoted father,
7 husband, and we will miss him
8 greatly. More later when we have
9 a quorum, but I appreciate Brenda
10 and I think the secretary
11 reaching out yesterday. The
12 funeral was yesterday, so -- and
13 with deep sadness that I chair
14 the meeting in his absence.
15 Normally he would chair the
16 screening committee. We will
17 miss him.

18 Call to order the Screening
19 Committee of the Louisiana
20 Economic Development Corporation.
21 Roll call, please.

22 MS. SIMMONS:

23 Mr. Roy.

24 MR. ROY:

25 Here.



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1 MS. SIMMONS:

2 Mr. Jackson.

3 MR. JACKSON:

4 Here.

5 MS. SIMMONS:

6 Mr. Simpson.

7 MR. SIMPSON:

8 Here.

9 Ms. SIMMONS:

10 Ms. Johnson.

11 MS. JOHNSON:

12 Here.

13 MS. SIMMONS:

14 Secretary Pierson.

15 MR. PIERSON:

16 Present.

17 MS. SIMMONS:

18 We have a quorum.

19 MR. ROY:

20 Thank you. I ask everybody

21 to please silence their cell

22 phones.

23 Any questions or comments

24 from the public?

25 All right. We will move into



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1 the two projects that can be
2 approved or dealt with by the
3 Screening Committee. The first
4 one is E.I. Williams Industries.

5 MS. BIGNER:

6 Good morning. I'm Susan
7 Bigner and I am presenting E.I.
8 Williams to you this morning. I
9 have Jim Williams from E.I.
10 Williams. He is the president.
11 I have Jeff Harper. He is the
12 vice chairman. And then I have
13 John Suretos (ph). Hoslay (ph).
14 I'm sorry.

15 E.I. Williams is in the
16 northwest parish industrial
17 district and are requesting
18 approval for \$250,000 sponsored
19 EDAP for renovations to a
20 building located in the district.
21 The building is to be leased to
22 E.I. Williams to establish a
23 facility to manufacture
24 industrial silencers and noise
25 enclosures. The company, out of



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1 Canada, is looking to relocate to
2 north Louisiana to expand its
3 customer base in the United
4 States and Mexico. E.I. Williams
5 is a custom manufacturer of
6 industrial silencers and noise
7 enclosures, which is a device
8 used to reduce unwanted noise
9 created by gas or steam
10 discharged directly into the
11 atmosphere. Over the past 20
12 years the company has earned a
13 remarkable reputation of being a
14 pioneer within its industry
15 operating across the United
16 States and Canada.

17 The head -- the company is
18 headquartered in Ontario, Canada.
19 The building in the north western
20 parish industrial district has
21 been selected for north Louisiana
22 manufacturing facility. This
23 will allow the company access to
24 many modes of transportation such
25 as interstate, rail, water and



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1 air to accommodate the expansion
2 into the United States. The
3 building is basically new and
4 needs a build out to meet the
5 needs of the company. The
6 district is in the process of
7 negotiating a 25 year lease with
8 E.I. Williams that will
9 incorporate the requirement of
10 creating a minimum of 100 jobs as
11 stated in the EDAP. The project
12 is expected to have a cap of
13 \$1.45 million and will consist of
14 \$700,000 from E.I. Williams for
15 capital equipment, and \$750,000
16 for building renovations. 500 of
17 this will come from the district
18 with the additional 250 for EDAP.

19 E.I. Williams has agreed to
20 create 100 jobs with an estimated
21 payroll of \$4.5 million by 2029.
22 Northwestern Parish has an
23 unemployment rate of 6.3 percent
24 compared to 4.8 for the state,
25 and a per capita of 40,175



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1 compared to 46,242 for the state.
2 The project is estimated to
3 create state revenues of \$4.7
4 million with the company
5 receiving incentives of 1.4 for
6 the quality jobs program and
7 250,000 for the EDAP. This will
8 result in a net revenue of almost
9 \$3 million for the state.

10 Staff recommends the \$250,000
11 sponsored EDAP for the usual
12 contingencies including the copy
13 of the lease once executed to be
14 submitted prior to the execution
15 of the EDAP. Number -- the
16 contingency No. 3, which was a
17 board resolution in favor of the
18 project by the northwest parish
19 industrial district was received
20 yesterday.

21 MR. ROY:

22 Any questions or comments
23 thus far? Gentlemen, do you have
24 anything that you would like to
25 add?



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1 MR. WILLIAMS:
2 Thanks for having me today.
3 I'm Jim Williams. I'm the
4 President of E.I. Williams
5 Industries. It's a family
6 business. We have been running
7 it for over 20 years now. We're
8 expanding into the U.S., and let
9 me tell you a little bit about
10 how we ended up here in
11 Louisiana.

12 Louisiana found E.I.
13 Williams. Back in June of 2019,
14 I had attended a trade show in
15 Calgary Alberta, the oil and gas
16 show, with my VP of business
17 development, Brian Nelson, and
18 just as we are getting ready to
19 leave the show, faith had it in
20 me to take one more trip around,
21 and I saw one of the development
22 council from Texas had a booth
23 there. I went in and talked to
24 the gentleman, and right when I
25 finished their five minute



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LEDC MEETING

1 meeting with them, I saw a lady
2 by the name of Jessica Steverson.
3 She is with LEDC here, and she
4 gave me her business card and
5 said that we should look at
6 Louisiana.

7 Shortly following that, she
8 found out exactly what we needed
9 and we ended up flying down here
10 with my group of people. We saw
11 13 different projects, buildings
12 that were what we needed, and the
13 reason why we ended up in Sarepta
14 was because the LEDC and L-E-P --
15 NLEP gave us exactly what we
16 wanted. Our biggest problem was
17 workforce. We needed a workforce
18 to be experienced and close by
19 and they guaranteed that to me
20 with their FastTrack [sic]
21 program, and we also did tours on
22 at Louisiana Tech and their
23 engineering department, and the
24 first thing that we're going to
25 do when we open up is they are



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1 going to develop some new
2 products for us in catalytic
3 converter area out of our
4 business. And that's how we
5 ended up here.

6 MR. ROY:

7 Good story. Gentlemen, do
8 you have anything to add to that?

9 ESI REPRESENTATIVE:

10 I would like to express what
11 is happening in northwest parish.
12 We met with Jim and his group,
13 actually one Saturday morning,
14 just right away felt like it was
15 a good fit, felt like we had good
16 resources for them. Our
17 community needs these jobs very
18 much. We feel like they are a
19 good fit as far as skill level.
20 Kind of a little above some of
21 the jobs because, you know, we
22 are moving forward, and so we
23 felt like it's a good fit for us.
24 We have had some difficult times
25 with plant closures in our area



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1 and -- we have a lot of people
2 leaving our area now, so this
3 will be really good for us. We
4 are looking forward to it, and
5 appreciate your help.

6 MR. ROY:

7 Any --

8 MR. WILLIAMS:

9 One thing, Louisiana is not
10 new to E.I. Williams. We already
11 have three major customers in
12 Louisiana. One being Fiber Bond,
13 and by us moving down here it
14 will increase our business
15 because of the proximity to these
16 customers, and we look at finding
17 newer customers in this area as
18 well.

19 MR. ROY:

20 Good. Questions, comments.

21 MS. JOHNSON:

22 I have a question.

23 Gentlemen, hello. How long is
24 the lease? I notice that the
25 EDAP performance is about ten



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1 years. Is it also leased to own?

2 MR. WILLIAMS:

3 The lease is a lease to own.

4 The first term is 25 years with
5 an option to renew for further 25
6 years.

7 MS. JOHNSON:

8 Okay.

9 MR. JACKSON:

10 What's the nature of the
11 equipment to secure the EDAP?

12 MS. BIGNER:

13 This is a sponsored EDAP.
14 Because the building is going to
15 be owned by the parish -- I mean,
16 the district, we haven't asked
17 for any collateral.

18 MR. ROY:

19 Any other questions?
20 Comments? Hearing none, I will
21 entertain a motion.

22 MR. SIMPSON:

23 Move to accept.

24 MR. ROY:

25 Motion for approval as



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1 presented. Second.

2 MR. JACKSON:

3 Second.

4 MR. ROY:

5 Any discussion? Any comments
6 from the public? Hearing none,
7 all in favor, aye.

8 ALL BOARD MEMBERS:

9 Aye.

10 MR. ROY:

11 All oppose, nay. Without
12 objection, congratulations.
13 Please keep us posted on your
14 success, and we look forward to
15 learning more. Thank you.

16 MR. WILLIAMS:

17 Thank you.

18 MR. PIERSON:

19 Before they depart, I just
20 want to thank the Board for their
21 support for this very important
22 project. Music to my ears to
23 hear that our marketing
24 representatives that are out
25 there working to bring jobs and



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1 investment back to Louisiana are
2 diligent in their performance of
3 their duties, and also
4 acknowledge the important
5 elements of the partnership with
6 Webster Parish, with North
7 Louisiana Economic Partnership,
8 all have been very engaged. It's
9 been a team effort to work
10 together to provide to you this
11 effective and efficient solution.
12 I know you have been patient
13 through the process and we want
14 you to know that we are a long
15 term partner to E.I. Williams.
16 We'll be working together through
17 Louisiana Tech, through our
18 FastStart program to help recruit
19 and train the workforce that you
20 need, and while today is an
21 important announcement day and
22 the approval of this incentive
23 package day, it's just really the
24 milestone or the beginning of our
25 journey together, and please know



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1 in Baton Rouge and northwest
2 Louisiana our goal is to continue
3 to make sure you are very well
4 supported. I believe close to 10
5 o'clock there will be an
6 electronic notification of the
7 specifics around this
8 announcement coming to our state,
9 and we're very proud to be your
10 partner.

11 MR. ROY:

12 Would you like to announce
13 more business?

14 MR. WILLIAMS:

15 I just want to thank the
16 people that were responsible for
17 bringing this to fruition, mostly
18 Larry, Jessica, Ashley and a few
19 other people that I didn't
20 mention. It was a team effort,
21 and like you said, it's a
22 partnership for a long time, so
23 we appreciate it. Thank you very
24 much.

25 MR. ROY:



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1 Thank you very much. Best
2 wishes.

3 MR. WILLIAMS:

4 Thank you.

5 MR. ROY:

6 Next order of business is,
7 help me out, Scariano.

8 MS. BIGNER:

9 Scariano.

10 MR. ROY:

11 Scariano Brothers.

12 MS. BIGNER:

13 Yes. All right. I have the
14 CFO of Scariano, and I have
15 Ginger Cangelosi. She is their
16 Executive Director for Tangipahoa
17 Parish government.

18 Scariano Brothers in
19 Tangipahoa Parish government is
20 requesting approval for \$250,000
21 sponsored EDAP to approve a road
22 and infrastructure needed to
23 exist with the expansion of an
24 existing facility in Tangipahoa.
25 Scariano is expanding a warehouse



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1 and office space to accommodate
2 its growth in the food
3 distribution industry.

4 This is a 4th generation
5 family owned Louisiana based
6 business. The company
7 specializes in servicing large
8 and independent grocers and food
9 distributors in Louisiana, south
10 Arkansas, east Texas,
11 Mississippi, Alabama and the
12 Florida panhandle. They are well
13 known for delivering quality
14 beef, pork, poultry and seafood
15 at the best value.

16 The company originated in New
17 Orleans but due to Katrina,
18 relocated to Tangipahoa Parish in
19 2007. At that time the company
20 constructed the existing facility
21 off Interstate 12 in Hammond.

22 Tangipahoa Parish and LEDC
23 assisted at that time with
24 installing a water and sewerage
25 treatment facility along with an



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1 access road and road
2 improvements. This expansion
3 project is expected to total a
4 cost of \$10.1 million. The
5 expanded warehouse office space
6 and equipment will cost \$9.85
7 million with a \$250,000 sponsored
8 EDAP to assist with road and
9 infrastructure upgrades.

10 Scariano agreed to retain 81 jobs
11 with an annual payroll of \$5.6
12 million which will increase at
13 two percent annually while
14 creating 20 jobs at an estimated
15 payroll of \$890,000 by 2024.

16 Tangipahoa Parish has an
17 unemployment rate of 5.4 percent
18 compared to the state at 4.8
19 percent and the per capita of
20 38,874 compared to 46,242 for the
21 state. The project is estimated
22 to have state revenues of \$1.38
23 million with the company
24 receiving the \$250,000 EDAP.
25 This will result in an net



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1 revenue of almost \$1.13 million
2 for the state.

3 Staff recommends the \$250,000
4 sponsored EDAP with the usual
5 contingencies.

6 MR. ROY:

7 Questions, comments thus far?
8 Would you have anything to add to
9 Ms. Bigner's presentation?

10 REPRESENTATIVE OF SCARIANO

11 BROTHERS:

12 Thank you guys for having us.
13 As you-all heard, this will be,
14 if approved, our second track
15 with the Economic Development
16 Committee here.

17 Our company has been in
18 business since 1930. I am the
19 first non-family member that
20 bought into this business back in
21 2017, so it's definite some
22 interesting times for us. We are
23 also having the fortunate
24 opportunity to experience some
25 growth and further support not



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1 only the state but also
2 Tangipahoa Parish. Parish
3 President Robby Miller has been a
4 wonderful partner for us as well
5 as Ms. Cangelosi here as well.

6 We're just looking forward to
7 providing some more job
8 opportunities for the community
9 and further develop our business,
10 which I feel fortunate to be in
11 this position, so thank you-all.

12 MR. ROY:

13 Questions? Comments?

14 MR. SIMPSON:

15 Is the growth you are
16 expecting within where your
17 geographics -- where you are
18 servicing now or are you
19 expanding service area.

20 SCARIANO BROTHERS

21 REPRESENTATIVE:

22 Absolutely. We have roughly
23 30 tractor trailers that are 53
24 feet long that hit the roadway
25 every day. We would much rather



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1 prefer to keep our geography as
2 close to home as possible because
3 diesel is very expensive as well
4 as insurance, and not to mention
5 the added exposure for traveling
6 additional miles, so we intend
7 fully to keep our distribution
8 area pretty much where it is. We
9 don't want to expand out.

10 MR. SIMPSON:

11 Is the bulk of the business a
12 direct store delivery or more to
13 the warehouses, the values, AGs
14 of the world.

15 SCARIANO BROTHERS

16 REPRESENTATIVE:

17 So the super values and the
18 AGs of the world are our
19 competitors. We do not deliver
20 to them. We prefer to deliver
21 their customers preferably. We
22 compete every day, but we are a
23 direct store delivery DSD program
24 with our customers.

25 MR. JACKSON:



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1 So you are seeing additional
2 growth within your current
3 market?

4 SCARIANO BROTHERS
5 REPRESENTATIVE:

6 That is correct, yes, sir,
7 within our current distribution
8 area, I should say.

9 MR. ROY:

10 Questions, comments?

11 MS. BIGNER:

12 Ms. Cangelosi.

13 MR. ROY:

14 Yes, ma'am.

15 MS. BIGNER:

16 Ms. Cangelosi might have
17 something to say.

18 MS. CANGELOSI:

19 I just wanted to add a thank
20 you and appreciation for LEDC
21 with the consideration of the
22 EDAP. I have had the pleasure of
23 working with Scariano Brothers
24 for many years in several
25 different capacities. We do



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1 appreciate their willingness to
2 continue to invest in Tangipahoa
3 Parish, and on behalf of the
4 parish President Robby Miller and
5 myself, we just want to thank
6 them again for being in
7 Tangipahoa Parish and growing,
8 providing jobs and continuing
9 their very hard work. Just an
10 opportunity to say thank you to
11 them and to you-all for your
12 consideration. Thanks.

13 MR. ROY:

14 Thank you. Anyone else?

15 Entertain a motion.

16 MR. SIMPSON:

17 So approve.

18 MR. ROY:

19 Motion for approval as
20 presented.

21 MR. JACKSON:

22 Second.

23 MR. ROY:

24 Second. Any discussion?

25 Hearing none, all in favor, aye.



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1 ALL BOARD MEMBERS:
2 Aye.
3 MR. ROY:
4 All oppose, nay. Any
5 comments from the public? So
6 ordered. Congratulations. And
7 please keep us posted and
8 congratulations on your new
9 investment.

10 SCARIANO BROTHERS

11 REPRESENTATIVE:

12 Thank you. Appreciate it.
13 Thank you very much on your time.

14 MR. PIERSON:

15 I would like to comment after
16 -- before that I appreciate the
17 opportunity to thank Ms.
18 Cangelosi for the diligence
19 around this project and working
20 closely. This is another example
21 of how important our Business
22 Expansion Retention Program is
23 and that we call on resident
24 industry throughout our state,
25 and on occasion we learn about



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1 plans they might consider for
2 expansion, so this important
3 partnership is ongoing.

4 Another important feature
5 that was included in this
6 contractual relationship with
7 LEDC as the retention of the
8 current workforce, so while there
9 is an important expansion of the
10 jobs of the employment here, also
11 very important to us is to retain
12 this important company and these
13 jobs in a rural setting in
14 Tangipahoa Parish, so there is a
15 lot of important elements here
16 that make it feel like a win, win
17 for all of us, so thank you for
18 your diligence and your
19 confidence to reinvest in
20 Louisiana.

21 SCARIANO BROTHERS

22 REPRESENTATIVE:

23 Thank you.

24 MR. ROY:

25 Thank you. Any other



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1 business before the Screening
2 Committee? Hearing none, we will
3 adjourn to a further time. Is
4 there a motion to adjourn.

5 MR. SIMPSON:
6 Motion adjourn.

7 MR. ROY:
8 Motion. All in favor, aye.
9 All oppose, nay. Without
10 objection.

11 Thank you for coming and
12 we'll see you next time.

13
14 (Meeting adjourned at 9:57
15 a.m.)



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REPORTER'S CERTIFICATE

I, RACHEL TORRES-REGIS, Certified Court Reporter in and for the State of Louisiana, as the officer before whom this meeting was taken, do hereby certify that, after having been duly sworn by me upon authority of R.S. 37:2554, did testify as hereinbefore set forth in the foregoing pages;

That this meeting was reported by me in the stenotype reporting method, was prepared and transcribed by me or under my personal direction and supervision, and is a true and correct transcript to the best of my ability and understanding;

That the transcript has been prepared in compliance with transcript format guidelines required by statute or by rules of the board, and that I am informed about the complete arrangement, financial or otherwise, with the person or entity making arrangements for deposition services;

That I have acted in compliance with the prohibition on contractual relationships, as defined by Louisiana Code of



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1 Civil Procedure Article 1434 and in rules and
2 advisory opinions of the board;

3 That I have no actual knowledge of
4 any prohibited employment or contractual
5 relationship, direct or indirect, between a court
6 reporting firm and any party litigant in this
7 matter nor is there any such relationship between
8 myself and a party litigant in this matter. I am
9 not related to counsel or to the parties herein,
10 nor am I otherwise interested in the outcome of
11 this matter.

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Dated this 27th day of February, 2020.

RACHEL TORRES-REGIS, CCR, RPR
CERTIFIED COURT REPORTER



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