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MEETING MINUTES FOR THE BOARD OF COMMERCE AND INDUSTRY
OF THE
LOUISIANA ECONOMIC DEVELOPMENT CORPORATION
HELD AT
LASALLE BUILDING
647 NORTH 3RD STREET, LABELLE ROOM
BATON ROUGE, LOUISIANA
ON THE 26TH DAY OF MAY, 2016
COMMENCING AT 1:41 P.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR



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1 **Appearances of Board Members Present:**

- 2 Robert Adley
- 3 Jeffery Arnold
- 4 Millie Atkins
- 5 Representative Thomas Carmody
- 6 Major Coleman
- 7 Rickey L. Fabra
- 8 Manual "Manny" Fajardo
- 9 Representative Ted James
- 10 Charles R. "Robby" Miller
- 11 Jan K. Moller
- 12 Secretary Don Pierson
- 13 Senator Neil Riser
- 14 Ronnie Slone
- 15 Bobby E. Williams, Jr.
- 16 Steven L. Windham
- 17 Dr. Woodrow Wilson, Jr.

18 **Staff members present:**

- 19 Steve Baham
- 20 Eric Burton
- 21 Kristen Cheng
- 22 Danielle Clapinski
- 23 Frank Favaloro
- 24 Brenda Guess
- 25 Becky Lambert
- Joyce Metoyer
- Melissa Sorrell
- Lori Weber
- Anne Villa



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MS. ATKINS:

The Commerce & Industry Board meeting
for May 26th, 2016 is now called to order.

Melissa, rollcall, please.

MS. SORRELL:

Robert Adley for Governor John Bel
Edwards.

MR. ADLEY:

Here.

MS. SORRELL:

Lieutenant Governor Billy Nungesser.

(No response.)

MS. SORRELL:

Representative James for Representative
Abramson.

REPRESENTATIVE JAMES:

Here.

MS. SORRELL:

Jeffrey Arnold.

MR. ARNOLD:

Here.

MS. SORRELL:

Millie Atkins.

MS. ATKINS:

Here.



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1 MS. SORRELL:
2 Mayor Brasseaux.
3 (No response.)
4 MS. SORRELL:
5 Representative Carmody.
6 REPRESENTATIVE CARMODY:
7 Present.
8 MS. SORRELL:
9 Yvette Cola.
10 (No response.)
11 MS. SORRELL:
12 Major Coleman.
13 MAJOR COLEMAN:
14 Here.
15 MS. SORRELL:
16 Rickey Fabra.
17 MR. FABRA:
18 Here.
19 MS. SORRELL:
20 Manuel Fajardo.
21 MR. FAJARDO:
22 Here.
23 MS. SORRELL:
24 Jerry Jones.
25 (No response.)



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1 MS. SORRELL:
2 Heather Malone.
3 (No response.)
4 MS. SORRELL:
5 Representative Riser for Senator
6 Martiny.
7 REPRESENTATIVE RISER:
8 Here.
9 MS. SORRELL:
10 Charles Miller.
11 MR. MILLER:
12 Here.
13 MS. SORRELL:
14 Jan Moller.
15 MR. MOLLER:
16 Here.
17 MS. SORRELL:
18 Senator Norby Chabert.
19 (No response.)
20 MS. SORRELL:
21 Secretary Don Pierson.
22 SECRETARY PIERSON:
23 Here.
24 MS. SORRELL:
25 Scott Richard.



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1 (No response.)
2 MS. SORRELL:
3 Daniel Schexnaydre.
4 (No response.)
5 MS. SORRELL:
6 Ronnie Slone.
7 MR. SLONE:
8 Here.
9 MS. SORRELL:
10 Bobby Williams.
11 MR. WILLIAMS:
12 Here.
13 MS. SORRELL:
14 Steve Windham.
15 MR. WINDHAM:
16 Here.
17 MS. SORRELL:
18 Dr. Wilson.
19 DR. WILSON:
20 Here.
21 MS. SORRELL:
22 We have a quorum.
23 MS. ATKINS:
24 Thank you, Melissa.
25 Before we get to the items on the



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1 agenda, I'm going to ask each one of the Board members
2 to introduce themselves again since this is our first
3 official gathering together in one place. So we can go
4 around the Board and just introduce yourselves.

5 MR. FABRA:

6 Good afternoon, everyone. My name is
7 Rickey Fabra. I work for the North Americas Building
8 Trades Unions. I'm the assistant director for the Gulf
9 Coast Operations. It's good to be here and good to see
10 everyone.

11 MR. FAJARDO:

12 I'm Manual "Manny" Fajardo. I am a
13 market consultant and promotions manager for Louisiana
14 Business, Incorporated. Of course, you guys know it as
15 225 Magazine Business Reports as well, and I'm really
16 happy to be here as well.

17 REPRESENTATIVE CARMODY:

18 State Representative Thomas Carmody. I
19 represent House District 6 in Caddo and Bossier Parish.
20 I'm a real estate broker dealing with commercial and
21 industrial properties exclusively for the last 20 years.

22 MR. WILLIAMS:

23 Bobby Williams from Ruston, Louisiana.
24 I work for Origin Bank, formerly known as Community
25 Trust Bank. I'm a commercial and consumer lender.



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1 SENATOR RISER:

2 I'm State Senator Neil Riser. I
3 represent Senate District 32, which begins in West
4 Feliciana and goes up to Monroe. I live in a little,
5 small town in Caldwell Parish, Columbia, Louisiana.

6 DR. WILSON:

7 Good afternoon. I'm Dr. Woodrow Wilson,
8 Junior, and I'm the parish administrator for Caddo
9 Parish, Shreveport, Louisiana.

10 MR. ADLEY:

11 And I'm Robert Adley. I've spent 30
12 years plus in the Louisiana House and Senate and now the
13 executive director of Louisiana Offshore Terminal
14 Authority with a background in oil and gas and
15 representing the Governor's office on this Board.

16 MR. WINDHAM:

17 Good afternoon, everyone. Steve
18 Windham, VR Baton Rouge Mergers and Acquisitions, happy
19 to be here.

20 MS. ATKINS:

21 And I'm Millie Atkins from Monroe,
22 Louisiana. I work at CenturyLink, which is a
23 telecommunications company out of Monroe. Happy to be
24 here as well.

25 SECRETARY PIERSON:



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1 Don Pierson, Secretary, Louisiana
2 Economic Development.

3 MR. MILLER:

4 Robby Miller, Tangipahoa Parish
5 President.

6 REPRESENTATIVE JAMES:

7 Ted James, State Representative,
8 District 101 here in East Baton Rouge Parish.

9 MAJOR COLEMAN:

10 Major Coleman, St. Helena Parish Police
11 Juror representing Police Juror Association of
12 Louisiana.

13 MR. MOLLER:

14 Jan Moller, Director of the Louisiana
15 Budget Project. We're a non-profit research and
16 advocacy organization based here in Baton Rouge.

17 MR. SLONE:

18 Good afternoon. My name is Ronnie
19 Slone. I'm the president of the Slone Group where we
20 focus on employer's number one asset, their employees.
21 We do motivational development and training in Kenner,
22 Louisiana.

23 MR. ARNOLD:

24 Good afternoon. Jeff Arnold. I am a
25 Senior Vice President and Director of Institutional



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1 Banking for First NBC Bank in New Orleans, and I also
2 served 14 years at Louisiana House of Representatives.

3 MS. ATKINS:

4 Thank you, gentlemen, and welcome.

5 As we move through the agenda, when an
6 item comes up on the agenda for a motion and second, I'm
7 going to ask that you give your name. When I recognize
8 you, just go ahead and state your name so that she can
9 record it because I don't trust my eyesight from here.
10 Thank you.

11 The first item on the agenda is the approval
12 of minutes from the March 22nd meeting.

13 Are there any corrections to the minutes
14 from that meeting?

15 (No response.)

16 MS. ATKINS:

17 If there are no corrections, I will ask
18 for a motion to approve the minutes as presented.

19 REPRESENTATIVE CARMODY:

20 So moved, Thomas Carmody.

21 MS. ATKINS:

22 Second by?

23 DR. WILSON:

24 Dr. Wilson.

25 MS. ATKINS:



1 Dr. Wilson. Thank you.

2 Any discussion on the motion?

3 (No response.)

4 MS. ATKINS:

5 Hearing none, all in favor, respond by
6 saying "aye."

7 (Several members respond "aye.")

8 MS. ATKINS:

9 Any opposition?

10 (No response.)

11 MS. ATKINS:

12 Motion passed. It is ordered.

13 We will now call on staff to report on
14 specific programs of the LED. I think we have the
15 Quality Jobs Program, Mr. Burton.

16 MR. BURTON:

17 Good evening. First I'm going to go
18 kind of out of order. I have a contract cancelation
19 that needs to go before the new applications, which is
20 Number 20141202, MathesonGas in Calcasieu. The contract
21 has not been executed, and the company is requesting to
22 cancel the approved application. The company has filed
23 for a new application that's actually coming to the
24 Board today, so we need to take care of that one before
25 the new application.



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MS. ATKINS:

Okay. So you need approval from the Board on that.

Do I hear a motion for approval?

MR. MILLER:

I'll make a motion, Robby Miller.

MS. ATKINS:

Okay. Motion, and do I have a second?

MAJOR COLEMAN:

I second, Major Coleman.

MS. ATKINS:

Motion has been made and a second.

Any discussion on the motion?

(No response.)

MS. ATKINS:

Hearing none, all in favor, respond by saying "aye."

(Several members respond "aye.")

MS. ATKINS:

Any opposition?

(No response.)

MS. ATKINS:

It is ordered. Thank you.

MR. BURTON:

The next item is going to be the new



1 applications. I have four new applications, starting
2 with 20141555, Dis-Tran Steel, LLC, in Rapides Parish;
3 20150264, Matheson Tri-Gas, Inc., in Calcasieu Parish;
4 20140273, Pod Pack International, LTD, in East Baton
5 Rouge Parish; and 20150946, Textron, Inc., in St.
6 Tammany Parish.

7 That concludes the new applications.

8 MS. ATKINS:

9 Thank you.

10 Can I have a motion?

11 DR. WILSON:

12 So moved.

13 MS. ATKINS:

14 Motion made by Dr. Wilson.

15 Second?

16 Second by Mr. Slone.

17 Is there any discussion on the motion?

18 (No response.)

19 MS. ATKINS:

20 Hearing none, all in favor, respond by
21 saying "aye."

22 (Several members respond "aye.")

23 MS. ATKINS:

24 Any opposition?

25 (No response.)



1 MS. ATKINS:

2 It is ordered. Thank you.

3 MR. BURTON:

4 The next item up is going to be the
5 Quality Jobs Renewals. I have five renewals: 2011067,
6 Galata Chemicals in St. Charles Parish; 20110792, Haynes
7 International, Bienville; 20110762, Hunt, Guillot &
8 Associates, LLC in Lincoln Parish; 20110773, Hunt,
9 Guillot & Associates, LLC in Caddo Parish; and 20110133,
10 The Schumacher Group of Louisiana, Inc., and TSG
11 Resources, Inc. in Lafayette Parish.

12 This concludes the renewals.

13 MS. ATKINS:

14 Thank you, Mr. Burton.

15 Motion to approve?

16 MR. MILLER:

17 Motion.

18 MS. ATKINS:

19 Motion made by Mr. Miller, second by?

20 MR. ADLEY:

21 Robert Adley.

22 MS. ATKINS:

23 Thank you.

24 Any discussions on the motion?

25 (No response.)



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1 MS. ATKINS:
2 Hearing none, all in favor, respond by
3 saying "aye."

4 (Several members respond "aye.")

5 MS. ATKINS:
6 Any opposition?

7 (No response.)

8 MS. ATKINS:
9 It is ordered. Thank you.

10 MR. BURTON:
11 On the specials, the first group of
12 specials will be requests for change in name only of the
13 following contract: 040060 Martco Limited Partnership
14 to Martco, LLC in Natchitoches Parish.

15 MS. ATKINS:
16 Okay. Motion to approve this name
17 change?

18 MAJOR COLEMAN:
19 I make a motion. Major Coleman.

20 MS. ATKINS:
21 Motion has been made. Second by?

22 DR. WILSON:
23 Dr. Wilson.

24 MS. ATKINS:
25 Thank you.



1 Any discussion on the motion?

2 (No response.)

3 MS. ATKINS:

4 Hearing none, all in favor, respond by
5 saying "aye."

6 (Several members respond "aye.")

7 MS. ATKINS:

8 Any opposition?

9 (No response.)

10 MS. ATKINS:

11 Hearing none, it is ordered. Thank you.

12 MR. BURTON:

13 The next item up is going to be two for
14 change in location only for the following contracts:
15 20130115, Gulf Crane Services, Inc. from 73413 Bollfield
16 Drive, Covington, Louisiana to 1260 Petroleum Parkway,
17 Broussard, Louisiana, from St. Tammany Parish to St.
18 Martin Parish. The next one is going to be also
19 20131105, Gulf Crane Services, Inc. from 1260 Petroleum
20 Parkway in Broussard to 1244 Wall Road in Broussard, in
21 St. Martin Parish.

22 MS. ATKINS:

23 Thank you.

24 Motion to approve these contracts?

25 MR. WINDHAM:



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1 Steve Windham.

2 MS. ATKINS:

3 Second by?

4 MR. ARNOLD:

5 I'll second. Jeff Arnold.

6 MS. ATKINS:

7 Thank you.

8 Are there any discussions on this
9 motion?

10 (No response.)

11 MS. ATKINS:

12 Hearing none, all in favor, respond by
13 saying "aye."

14 (Several members respond "aye.")

15 MS. ATKINS:

16 Any opposition?

17 (No response.)

18 MS. ATKINS:

19 Hearing none, it is ordered.

20 Thank you.

21 MR. BURTON:

22 The next item is going to be four
23 requests to terminate the following jobs: Contract
24 Number 20090155, Baker Hughes Oilfield Operations, Inc.
25 The company requested early termination, contract



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1 compliance has been illustrated, in Caddo Parish;
2 20100679, Baker Hughes Oilfield Operations, Inc.,
3 company requested early termination, contract compliance
4 has been illustrated, in Bossier Parish; 20110847, Baker
5 Hughes Oilfield Operations Inc., company requested early
6 termination, contract compliance has been illustrated,
7 St. Martin Parish; and 20110308, Cellxion, LLC, company
8 requested early termination, contract compliance has
9 been illustrated, in Bossier Parish.

10 MS. ATKINS:

11 Okay. Thank you.

12 Motion to approve these contracts?

13 MR. SLONE:

14 Ron Slone.

15 MS. ATKINS:

16 Second by Adley.

17 Thank you. Any discussion on the
18 motion?

19 (No response.)

20 MS. ATKINS:

21 Hearing none, all in favor, respond by
22 saying "aye."

23 (Several members respond "aye.")

24 MS. ATKINS:

25 Any opposition?



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1 (No response.)

2 MS. ATKINS:

3 Hearing none, it is ordered. Thank you.

4 MR. BURTON:

5 The last item for Quality Jobs is going
6 to be the request to cancel the following contract:
7 20130076, Conrad Shipyard, LLC, company requested we
8 cancel the contract because they will not meet the
9 hiring requirement due to current economic conditions at
10 the time. No benefits have been received under this
11 contract, and that is in St. Mary Parish.

12 This concludes the Quality Jobs.

13 MS. ATKINS:

14 Okay. Thank you.

15 Do I have a motion to accept?

16 MAJOR COLEMAN:

17 Major Coleman.

18 MS. ATKINS:

19 Second?

20 REPRESENTATIVE CARMODY:

21 Second.

22 MS. ATKINS:

23 Any discussion?

24 (No response.)

25 MS. ATKINS:



1 Hearing none, all in favor, respond by
2 saying "aye."

3 (Several members respond "aye.")

4 MS. ATKINS:

5 Okay. Thank you.

6 The next item on the agenda is the
7 Restoration Tax Abatement Program.

8 MS. LAMBERT:

9 Good afternoon. We have seven new
10 applications: The first one is Application 20121279,
11 3014 Dauphine, LLC in Orleans Parish; 20140794, 800
12 Iberville Street, LP in Orleans; 20151751 Bellau
13 Baudier, LLC, St. Tammany; 20140154, DECA335, LLC,
14 Orleans; 20140159, MAG301, LLC, Orleans; 20110742,
15 Marcus Smith, Orleans; 20140903, Vantage Health Plan,
16 Inc., Ouachita.

17 This concludes the new applications
18 summary list.

19 MS. ATKINS:

20 Okay. Thank you, Ms. Lambert.

21 May I hear a motion?

22 MR. ARNOLD:

23 Move for approval. Jeff Arnold.

24 MS. ATKINS:

25 Second by?



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REPRESENTATIVE CARMODY:

Second. Carmody.

MS. ATKINS:

Thank you.

Any discussion on the motion?

(No response.)

MS. ATKINS:

Hearing none, all in favor, respond by
saying "aye."

(Several members respond "aye.")

MS. ATKINS:

Any opposition?

(No response.)

MS. ATKINS:

It is so ordered. Thank you.

MS. LAMBERT:

We have one renewal application:
Application Number 20110643, Anna Pizza Caruso, Real
Estate in St. Tammany.

This concludes the renewal application
list.

MS. ATKINS:

Okay thank you, Ms. Lambert.

Motion to approve?

DR. WILSON:



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1 So moved.

2 MS. ATKINS:

3 Moved by Dr. Wilson. Thank you.

4 Second?

5 MR. FABRA:

6 Second. Rickey Fabra.

7 MS. ATKINS:

8 Thank you. Any discussions on the

9 motion?

10 (No response.)

11 MS. ATKINS:

12 Hearing none, all in favor, respond by

13 saying "aye."

14 (Several members respond "aye.")

15 MS. ATKINS:

16 Any opposition?

17 (No response.)

18 MS. ATKINS:

19 Thank you. It is ordered.

20 MS. LAMBERT:

21 And we have one other order of business,

22 a special request for a name change for Contract Number

23 20131242. The former name is Neville Development, LLC.

24 The new name is 3326 South Liberty, LLC, in Orleans

25 Parish.



1 MS. ATKINS:
2 Thank you.
3 May I hear a motion to accept this?

4 MR. ARNOLD:
5 Move for approval. Jeff Arnold.

6 MR. WINDHAM:
7 Second. Steve Windham.

8 MS. ATKINS:
9 Thank you.
10 Any discussion on the motion?

11 (No response.)

12 MS. ATKINS:
13 Hearing none, all in favor, respond by
14 saying "aye."

15 (Several members respond "aye.")

16 MS. ATKINS:
17 Any opposition?

18 (No response.)

19 MS. ATKINS:
20 Thank you. It is ordered.
21 Thank you, Ms. Lambert.
22 The next item on the agenda is
23 Enterprise Zone Applications, and that's with Ms.
24 Metoyer.

25 MS. METOYER:



1 Good afternoon. I have to defer The
2 Kroger Company, 20130880. The client requests that he
3 is deferred until June.

4 Okay. We have 14 applications for
5 renewal: 20130767, Affordable Rent to Own, Livingston
6 Parish; 20120757, Bayou Teche Brewing, LLC, St. Martin
7 Parish; 20131123, Carondelet Partners, LLC, Orleans
8 Parish; 20141041, Community Care Center of St.
9 Martinville, LLC, doing business as Landmark of
10 Acadiana, St. Martin Parish; 20111258, Domain Cos.
11 Management, LLC, Orleans Parish; 20130887, Excel
12 Maintenance Services, Incorporated, EBR Parish;
13 20130227, ExxonMobil Corp. (Lubes Plant), West Baton
14 Rouge Parish; 20131425, Gulf Ventures Associates, LLC,
15 Jefferson Parish; 20131077, ISC Constructors, LLC, East
16 Baton Rouge Parish; 20090896, LaCour's Health Care
17 Center, LLC, Pointe Coupee Parish; 20140210, Pala
18 Interstate, LLC, East Baton Rouge Parish; 20151011,
19 Performance Car wash, LLC, Caddo Parish; 20140137, SRSL,
20 LLC, St. Tammany Parish; and 20140109, Yogi Monroe,
21 Incorporated, Ouachita Parish.

22 MS. ATKINS:

23 Thank you, Ms. Metoyer.

24 May I hear a motion?

25 MS. METOYER:



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1 And I said renewals. These are
2 applications. I'm sorry. There are no renewals for EZ.

3 MS. ATKINS:

4 Oh, okay. Thank you.

5 May I hear a motion to accept these
6 applications?

7 REPRESENTATIVE CARMODY:

8 Quick question for you. I'm happy to
9 make that motion, but I want to clarify that the motion
10 is to defer 20130880 by The Kroger Company in Bossier
11 Parish --

12 MS. METOYER:

13 Yes.

14 REPRESENTATIVE CARMODY:

15 -- and to accept the remainder listed
16 here?

17 MS. METOYER:

18 Yes.

19 MS. ATKINS:

20 Motion has been made. Second?

21 DR. WILSON:

22 Second.

23 MS. ATKINS:

24 Second.

25 Is there any additional discussion on



1 the motion?

2 (No response.)

3 MS. ATKINS:

4 Hearing none, all in favor, respond by
5 saying "aye."

6 (Several members respond "aye.")

7 MS. ATKINS:

8 Any opposition?

9 (No response.)

10 MS. ATKINS:

11 It is ordered. Thank you.

12 MS. METOYER:

13 Okay. I'll go to my specials now, the
14 contract terminations. I have 20120830, Halliburton
15 Energy Services, Incorporated, Lafayette Parish. The
16 requested termination date is 12/31/2012. Program
17 requirements have been met, no additional jobs are
18 anticipated; 20120876, Multi-Chem Group, LLC, Vermilion
19 Parish, the requested term date is 12/31/14, and, again,
20 the program requirements have been met and there are no
21 additional jobs anticipated; 20110034, Shriji West
22 Monroe, Incorporated, Ouachita Parish. Termination date
23 is 12/31/2014, program requirements have been met, no
24 additional jobs anticipated; 20110879, Weatherford US,
25 LP, Lafayette Parish, contract requested termination



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1 date 12/31/2014. The program requirements have been
2 met, no additional jobs anticipated. And there's a
3 correction to the 20111067, Loyola University,
4 Incorporated, Orleans Parish, and that requested term
5 date is July 31 of 2014. I have the wrong date there.
6 And the program requirements have been met, and no
7 additional jobs are anticipated; 20130266, Halliburton
8 Energy Services, Incorporated, Lafourche Parish,
9 requested term date 12/31/2015, program requirements
10 have been met, no additional jobs anticipated; 20110881,
11 Weatherford Artificial Lift System, LLC, Lafayette
12 Parish, requested term date November 1, 2014, program
13 requirements have been met, no additional jobs
14 anticipated.

15 And that's the conclusion of the
16 terminations.

17 MS. ATKINS:

18 Okay. Thank you.

19 May I hear a motion to accept these
20 termination?

21 MR. MILLER:

22 Motion.

23 MS. ATKINS:

24 Okay. Second?

25 MR. WILLIAMS:



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Second.

MS. ATKINS:
Okay. Thank you.
Any discussion on the motion?
(No response.)

MS. ATKINS:
Hearing none, all in favor, respond by
saying "aye."
(Several members respond "aye.")

MS. ATKINS:
Any opposition?
(No response.)

MS. ATKINS:
Thank you. It is ordered.

MS. METOYER:
The contract cancelations, we wish to --
the company wishes to defer Hammond's Transportation,
LLC, Orleans. That's 20131005. I spoke with that
company this morning, and we're going to defer that
cancelation.

So the other cancelations are:
20100668, Canal Street Lodging, LLC, Orleans. The
company did not meet the EZ program requirements;
20140207, HD Supply Construction Supply, Limited,
Ascension Parish. The company did not meet the EZ



1 hiring requirements; 2010065 -- I'm sorry. 20100065,
2 Pixel Magic, LLC, Lafayette. The company did not meet
3 the hiring requirements; 20110770, Z Aesthetic
4 Dermatology, LLC, East Baton Rouge Parish. The company
5 did not meet the hiring requirements; 20121065, Correct
6 Solutions, LLC, Lincoln Parish. The company did not
7 meet the EZ hiring requirements; and 20121065, Correct
8 Solutions, Lincoln Parish, and, again, the company did
9 not meet the hiring requirements.

10 MS. ATKINS:

11 Okay. Thank you.

12 Do I hear a motion to accept those
13 cancelations?

14 MAJOR COLEMAN:

15 Motion. Major Coleman.

16 MR. MOLLER:

17 Second.

18 MS. ATKINS:

19 Okay. Thank you.

20 Any discussion on the motion?

21 (No response.)

22 MS. ATKINS:

23 Hearing none, all in favor, respond by
24 saying "aye."

25 (Several members respond "aye.")



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1 MS. ATKINS:
2 Any opposition?

3 (No response.)

4 MS. ATKINS:
5 Thank you. It is ordered.

6 MS. METOYER:
7 We have a request to reinstate a
8 previously canceled application. It's 20131119, Mid
9 South Extrusion, Incorporated, Ouachita Parish. The
10 application was canceled at August 25th, 2015 Board
11 meeting due to an objection not being resolved within
12 six months. Since, the LDR has lifted the objection on
13 December 11th, 2015, and the company requests
14 reinstatement of their application.

15 REPRESENTATIVE JAMES:
16 Ted James, State Representative.
17 What was the objection?

18 MS. METOYER:
19 If there is an issue with revenue,
20 revenue objects.

21 REPRESENTATIVE JAMES:
22 Okay. And with this project, do you
23 have information on the -- like we have listed here for
24 the application the total investment, the estimated tax
25 relief and jobs and numbers for that?



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MS. METOYER:

That's going to be on the agenda when we actually present the application. I'm just getting it from being canceled right now.

REPRESENTATIVE JAMES:

All right. I might not be here next time, so...

MS. METOYER:

Should be on the next agenda.

REPRESENTATIVE JAMES:

Got you. Thank you.

MS. METOYER:

You're welcome.

MS. ATKINS:

Okay. I need a motion to accept the reinstatement of the contract.

REPRESENTATIVE JAMES:

I'll move. Ted James.

MS. ATKINS:

All right. Motion has been made.
Second?

MR. ARNOLD:

I'll second. Arnold.

MS. ATKINS:

Thank you.



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1 Any additional questions on the motion?

2 (No response.)

3 MS. ATKINS:

4 Hearing none, all in favor, respond by
5 saying "aye."

6 (Several members respond "aye.")

7 MS. ATKINS:

8 Any opposition?

9 (No response.)

10 MS. ATKINS:

11 Thank you. It is ordered. Thank you.

12 MS. METOYER:

13 And that concludes Enterprise Zone.

14 MS. ATKINS:

15 Thank you.

16 The next item on the agenda is the
17 Industrial Tax Exemption and Applications, Kristin.

18 MS. CHENG:

19 I have 305 new applications for your
20 approval. Would y'all like to take them in globo?

21 MS. ATKINS:

22 Are you asking for acceptance in globo?

23 REPRESENTATIVE CARMODY:

24 I would move to accept the 300 in globo.

25 DR. WILSON:



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1 Second.

2 MS. ATKINS:

3 Motion has been made and second.

4 Before we move to the vote, I do want
5 to, for the record, state that I would like to be
6 recused from voting on two items on the list, and that
7 is 20160968, Century Marketing Solutions, the one in
8 Ouachita Parish and in Caddo. So I will not vote on
9 those two.

10 MR. ADLEY:

11 Madam Chair, before you move forward,
12 Madam Chair -- Robert Adley speaking for the Governor's
13 office -- I'm going to ask for a substitute motion. As
14 most of you know, we have found ourselves in a fiscal
15 mess for several months. We've been in and out of one
16 session after the other. As a courtesy to the Governor
17 and to the staff, who has been trying to prepare
18 briefing and consultation to him, as it relates to the
19 Industrial Tax Exemption, that by quirk of our
20 scheduling, as I understand it, we meet every other
21 month, but this year, we want to meet again next month.
22 And I'm going to ask that we defer action on these 305
23 applications until the staff has had that opportunity to
24 have that meeting with the Governor's office and to
25 allow us to put it back on the agenda next month. Not



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1 to say that they would not be approved one way or the
2 other, but as a courtesy to him. You know, we have had
3 a task force of tax people working for weeks trying to
4 look at the State of Louisiana and how we construct our
5 taxes and our credits and our exemptions, and he has
6 asked to give him that opportunity to get that briefing
7 from you before we move forward with that 305.

8 I think that's a reasonable request, and
9 so I would make a substitute motion that we would defer
10 action on this until -- and put it back on the agenda
11 for June.

12 SENATOR RISER:

13 Question on the substitute. Senator
14 Riser.

15 When do these expire?

16 MS. CHENG:

17 Well, they're for 2015 investments, so
18 if they had their initial five years and then renew for
19 another five, they expire in 2025.

20 SENATOR RISER:

21 Would a substitute motion cause an
22 interruption with everything you have for 30 days
23 putting it off?

24 MS. CHENG:

25 Contracts will start back from the year



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1 that the assets are taxable, so the dates of the
2 contracts starting...

3 SENATOR RISER:

4 So there won't be a 30-day interruption
5 if we -- okay. Thank you.

6 MS. ATKINS:

7 So I guess we will withdraw the original
8 request and vote on a substitute.

9 MR. WINDHAM:

10 I'll second the substitute motion.

11 REPRESENTATIVE CARMODY:

12 Discussion.

13 Just for the committee's reference, I
14 appear to have 20 of these applications that are in my
15 district and I'm just trying to make sure, and I
16 appreciate -- I've not heard from the Governor, but if
17 these are actually not state funds, then these companies
18 have extended this capital already, it sounds like to
19 me, and they are asking for the renewal for those
20 industrial tax credits; is that not correct?

21 MR. ADLEY:

22 I think that's partially correct. I
23 think the issue --

24 SECRETARY PIERSON:

25 These are new.



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1 MR. ADLEY:

2 I'm not dealing with the renewals, if
3 that's what you're asking me. Only these initial
4 applications are the only ones I would ask you to defer.
5 None of the renewals, if you're asking about the
6 renewals.

7 REPRESENTATIVE CARMODY:

8 No, sir. I stand corrected. These are
9 the applications, but it appears of the 20 -- I've not
10 added it all up, but it's got to be close to over
11 \$15-million is what these companies are showing.

12 MR. ADLEY:

13 So I believe the issue for the Governor
14 is simply this: That -- and for the legislature, there
15 is -- they have the \$9-billion state general fund, and
16 out of out \$9-billion, 5-billion goes back to local
17 government, largely to replace funds that we as a Board
18 have removed from them and used of the Industrial Tax
19 Exemption. It is our understanding at this point that
20 no other state in America does it this way, and all the
21 Governor is asking for is, as they're reviewing these
22 things, to give him 30 days to meet with his staff to be
23 briefed and receive the consultation necessary to make
24 decisions about what he thinks is in the best interest
25 of the State. I don't see a 30-day delay as creating a



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1 huge problem for anyone. As far as costing the State
2 anything, I would disagree with you and say that every
3 time you pass one of these, you cost the state money
4 because it reimburses, by large part, what the locals
5 have been taking away from them inside these Industrial
6 Tax Exemptions.

7 MR. MOLLER:

8 Question. Is it the intention of the
9 Governor to include something on the Industrial Tax
10 Exemption and then call for the special session?

11 MR. ADLEY:

12 I'm not sure. This morning, when I met
13 with him, the decision about exactly what's going to be
14 done at the special session should be coming in the next
15 couple of days. We recognize that the Industrial Tax
16 Exemption is a constitutional issue, but we also
17 recognize that most all other states, I think
18 surrounding states around us, by statute, only allow 16
19 or 17 percent of revenue from local government to be
20 removed without an action by legislature. So our's is
21 dramatically different than others, and in the past,
22 it's always been basically a rubber stamp that these
23 things move through, all serving a good purpose, I'm
24 sure. But I think that it makes sense, if you're
25 looking at 300 applications, knowing the time restraints



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1 he's been under, to give him until June to at least look
2 at these applications is a reasonable request.

3 REPRESENTATIVE CARMODY:

4 Thomas Carmody. Just a quick question
5 for Dr. Wilson.

6 Those that are in Caddo Parish, these do
7 not come through the Caddo Parish Commission and
8 represent acknowledgement on the part of the parish to
9 go ahead and allow the submission to be brought forth?

10 DR. WILSON:

11 Yes, sir.

12 REPRESENTATIVE CARMODY:

13 That is correct, they were?

14 DR. WILSON:

15 Yes, sir.

16 REPRESENTATIVE CARMODY:

17 Okay. I appreciate where the Governor's
18 coming from. I just want to note that it appears that
19 these parishes have already looked at these requests for
20 Industrial Tax Exemptions and the applications have been
21 properly filed and submitted and gone through the parish
22 process. And certainly in deference to my Governor, I
23 would go ahead and agree to withdraw my objection today,
24 but I am very concerned about the fact that we are
25 basically changing the game is what it appears to me,



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1 and I would appreciate it if the Governor and the
2 Governor's staff would communicate with members of this
3 Board as to what their plans are.

4 MR. ADLEY:

5 And I think that's the purpose of this
6 motion, is to give him that opportunity to meet with
7 this department. They have been preparing for him, as I
8 understand it, a briefing for him so that he can make a
9 presentation to you what his thoughts are.

10 REPRESENTATIVE CARMODY:

11 Did the Governor decide this morning to
12 ask you to bring this objection to the --

13 MR. ADLEY:

14 He did.

15 REPRESENTATIVE CARMODY:

16 So this is just something that came up
17 there on the fourth floor that he decided that, "Hey,
18 maybe before we go ahead and move forward on this, let's
19 just go ahead and make a motion today"? Because I know
20 there's got to be a number of people out here --

21 MR. ADLEY:

22 I think the issue had came up this
23 morning. As you know, I've just been placed on this
24 Board.

25 REPRESENTATIVE CARMODY:



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1 And myself. This is my first meeting as
2 well, sir.

3 MR. ADLEY:

4 So when I went through the orientation a
5 couple weeks ago and was called over here and found out
6 what we were going to do at this meeting, you know, kind
7 of elect officers and get ourselves organized. But when
8 I saw the agenda that had 305 new applications, it
9 certainly got my attention, got his attention and asked
10 that we, at least, on that one item, to give us an
11 opportunity to review that so that he can present to you
12 at least what he believes is a reasonable movement
13 forward on these exemptions.

14 REPRESENTATIVE CARMODY:

15 So let me clarify that. You knew of the
16 concern that you had when you went through orientation,
17 but this morning is when the Governor asked you to make
18 this motion to defer?

19 MR. ADLEY:

20 Representative, you and I are from the
21 same hometown.

22 REPRESENTATIVE CARMODY:

23 We are. We've known each other for a
24 long time.

25 MR. ADLEY:



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1 If you think about it, we have a
2 Governor who was sworn in, found himself in a special
3 session and then into a regular session and been in
4 office for a few months and things move very quickly
5 there. I saw this agenda this morning myself for the
6 first time, presented it to him and said, "This is what
7 we're looking at." And as a courtesy, this is what he's
8 asked for, and I think it's a fair request.

9 MS. ATKINS:

10 Okay.

11 MR. ARNOLD:

12 And the changes that may or may not
13 occur to the legislation, is it constitutional language
14 that has to go before a vote of people or are we talking
15 about statutory language that has to be changed in a
16 simple bill?

17 MR. ADLEY:

18 We have not, at least in his office, had
19 the opportunity to determine exactly what kind of
20 approach we want to take to this. If you made some
21 changes to the Industrial Tax Exemption, clearly it
22 would take constitutional amendments. There are some
23 things that you could probably do outside of that within
24 the statute that would have some impact on this. There
25 are some things he might be able to do by executive



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1 order that might have some impact on this. What those
2 items will actually be, at this stage in the game, I
3 cannot share with you because I don't know. But I think
4 that within -- by the time we get to the next meeting,
5 we will clearly know that. We will be right back in a
6 special session, and so I think the issue is to get to
7 the bottom of exactly what you want, and that is what
8 direction his office would like to take. That doesn't
9 mean that's the direction you have to take, but I think
10 this Board ought to at least hear from him on that
11 issue. I do. And I think he needs to be fully briefed
12 so that he is familiar with whatever action he starts to
13 take.

14 MR. ARNOLD:

15 And I agree with you. I actually spoke
16 with the Governor about some concerns with the programs
17 and they way they've been over the years. Like you
18 said, other states don't necessarily do it the same way
19 we do. My only concern is -- and I'm obviously going to
20 vote with you on your motion at the Governor's request,
21 but my concern is if the game is changed from when they
22 applied constitutionally under the program and then it's
23 changed, my concern is these 305 companies that thought
24 they were doing one thing and then, you know, the game,
25 the rules of the game, have changed.



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1 But I think 30 days, unless something
2 happens drastically in the special session -- obviously
3 we have legislators on this commission who will, you
4 know, have the fun of debating that because they haven't
5 been here long enough this year.

6 MR. ADLEY:

7 I think that's one of very issues that
8 he wants to get clear in his mind, exactly what are your
9 contusional obligations, what are your statutorial
10 obligations, exactly where you stand. And I think
11 that's one of the reasons this briefing needs to occur.

12 MR. MILLER:

13 Robby Miller with a question.

14 These new applications, are these
15 numbers estimates made by the companies or have they
16 have actually invested this money already?

17 MS. CHENG:

18 That is the amount that they have
19 invested.

20 MR. MILLER:

21 They have already spent this money
22 expecting this tax break? Thank you.

23 MR. ADLEY:

24 It's not to say that they won't get the
25 break. That's not what I'm here to say. I am here to



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1 say that given the quirk in our schedule where we
2 normally would have been into July, it's only June, and
3 I personally I just can't see where it makes that big of
4 a difference between May and June to give him an
5 opportunity to look at that.

6 MS. ATKINS:

7 I think we have had discussion and we
8 have a motion and second. What's the pleasure of the
9 Board? Are we in favor of taking a vote?

10 REPRESENTATIVE CARMODY:

11 I'll object.

12 MS. ATKINS:

13 Okay. All in favor, please respond by
14 say "aye."

15 (Several members respond "aye.")

16 MS. ATKINS:

17 Opposition?

18 REPRESENTATIVE CARMODY:

19 Nay.

20 SENATOR RISER:

21 Nay.

22 MS. ATKINS:

23 Thank you.

24 MS. CHENG:

25 We have two renewals: 20110232,



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1 Franklin Press, Inc., in East Baton Rouge Parish; and
2 20111027, Southern Foods Group, LP, DBA, Brown's Velvet
3 Dairy in Orleans Parish.

4 MS. ATKINS:

5 Thank you.

6 Do I hear a motion to approve these
7 applications?

8 MR. ARNOLD:

9 Move for approval. Arnold.

10 MS. ATKINS:

11 Motion has been made, and second?

12 DR. WILSON:

13 Second.

14 MS. ATKINS:

15 Thank you. Any further discussion on
16 this motion?

17 (No response.)

18 MS. ATKINS:

19 Hearing none, all in favor, respond by
20 saying "aye."

21 (Several members respond "aye.")

22 MS. ATKINS:

23 Opposition?

24 (No response.)

25 MS. ATKINS:



1 Thank you. It is ordered.

2 MS. CHENG:

3 I have nine late renewal requests: BP
4 Lubricants USA, Inc. in West Baton Rouge Parish,
5 Contract Number 20100518. The initial contract expired
6 on December 31st of 2015. They requested the renewal on
7 February 26th of 2016; Cameron International Corporation
8 in Evangeline Parish, Contract Number 20080969A.
9 Contract expired December 31st of 2015, and they
10 requested the renewal February 11th of '16; Cameron
11 International Corporation in St. Mary Parish,
12 Contracts -- there's a correction here. It's Contracts
13 20100277 and 20110507. The initial contract expired
14 12/31/15, the late renewal was requested 2/11 of '16;
15 Crescent Decal Specialists, Contract Number 20110170 in
16 Jefferson Parish. Initial contract expired 12/31/15,
17 requested late renewal 2/11/16; D&C Industries, LLC,
18 Contract 20110040, Terrebonne Parish. Initial contract
19 expired 12/31/15, requested late renewal 3/18/16; Major
20 Manufacturing and Supply, LLC, Contract Number 20130896
21 in Lafayette Parish. Initial contract expired 12/31/15,
22 requested late renewal on 4/4/16; Hauser Printing
23 Company, Incorporated, Contract Number 20110172 in
24 Jefferson Parish. Initial contract expired 12/31/15,
25 late renewal requested 2/18 of '16; Quik Print of New



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1 Orleans, Inc. DBA Documart, Contract 20110403, Jefferson
2 Parish. Initial contract expired 12/31/15, and they
3 requested late renewal on 3/15 of '16; Wetland Equipment
4 Company, Inc., Contract Number 20110041, Terrebonne
5 Parish. Initial contract expired 12/31/15, requested
6 renewal on 3/18/16.

7 MS. ATKINS:

8 Okay. Thank you. So your request of
9 the Board, then, is to choose one of those options, to
10 vote as a whole on whether to approve the five-year
11 renewal outright or approve with a penalty or deny the
12 requests for renewal?

13 So what's the pleasure of the Board?

14 REPRESENTATIVE CARMODY:

15 I would move that we approve with a
16 penalty.

17 MS. ATKINS:

18 Any discussion or...

19 REPRESENTATIVE JAMES:

20 How do you define the penalty?

21 MS. CHENG:

22 In the rules it states that y'all can
23 reduce the five-year term, five-year renewal term for
24 one year for each calendar month that they're late or
25 portion of the month.



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1 MR. WINDHAM:

2 So basically that means, for instance,
3 on the first one, BP Lubricants, they were late by two
4 months, so the renewal period would be for three years?

5 MS. CHENG:

6 Three years.

7 MR. WINDHAM:

8 So we've got two, two, two, two, three,
9 four, two, three and three as the years that would be
10 reduced from the contracts.

11 REPRESENTATIVE CARMODY:

12 Thank you.

13 MR. WINDHAM:

14 Just to make sure everyone knows what's
15 going on with that.

16 MS. ATKINS:

17 What's the pleasure of the Board? Are
18 all of the Board members in favor of renewing?

19 We had a motion that was made by --

20 MR. FABRA:

21 Mr. Fabra.

22 MS. ATKINS:

23 We didn't get a second.

24 MR. FABRA:

25 We're waiting for one.



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1 MR. MOLLER:

2 I'll second.

3 MS. ATKINS:

4 Motion was made and second that we
5 accept with the penalty, and the penalties being one
6 year for each calendar month.

7 MR. ARNOLD:

8 Discussion.

9 MS. ATKINS:

10 Discussion.

11 MR. ARNOLD:

12 Over here. Can I ask what -- since most
13 of us are new on the commission, what is the normal on
14 late renewals with the Board and history of the Board?

15 MS. CHENG:

16 History of the Board, they've approved
17 it with the entire five years.

18 MR. ARNOLD:

19 So normally it's approved with a
20 five-year renewal?

21 MS. CHENG:

22 Yes, sir.

23 MR. MILLER:

24 Is there some reason given for these
25 that's acceptable, I guess you'd say?



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1 MS. CHENG:

2 They don't give me a reason. They just
3 submit their renewals late. If any of them are here,
4 they can speak for themselves.

5 MR. MILLER:

6 Is anyone here to explain?

7 MR. WINDHAM:

8 Kristin, they were all notified that
9 they were going to be on the agenda?

10 MS. CHENG:

11 Yes. They were notified that they were
12 going to be on the agenda for late renewal and that
13 there was a potential for penalty.

14 MR. WINDHAM:

15 And no one chose to come?

16 MR. MORVANT:

17 Yeah. Wetland. I'm one of them with
18 Wetland Equipment.

19 I'm Ben Morvant with Wetland Equipment
20 and D&C Industries, so we're two of the ones on the
21 list. And we're two small companies, and my dad's
22 actually the owner of the company. He applied for
23 renewal in 2010 and I took over more of the management
24 two years ago and he's partially retired at this time.
25 So he notified me that we had to renew this, and by that



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1 time, you know, it was already too late. So that's
2 basically our reason.

3 MS. ATKINS:

4 Okay.

5 MR. ADLEY:

6 Representative Carmody asked a very good
7 question, but I just wanted to ask you, on your
8 renewals, when you did those renewals, did you go visit
9 the Board of the Commerce and let them know what you
10 were doing and did they approve that? Just curious.

11 MR. MORVANT:

12 No, we didn't.

13 MS. ATKINS:

14 Any other questions?

15 MAJOR COLEMAN:

16 Yes. Can you just add these to the 305?

17 MS. ATKINS:

18 You're asking for a deferral until the
19 next --

20 MAJOR COLEMAN:

21 Yes, for the 30 days. Just add these
22 late renewals. Maybe we might come back and give them
23 the whole five years.

24 MR. WINDHAM:

25 I'll second the motion.



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1 MS. ATKINS:

2 Okay. Motion has been made for deferral
3 until our next meeting.

4 Any further discussion?

5 SENATOR RISER:

6 Madam Chair, can you state the primary
7 motion again? We had a substitute -- we had a primary
8 motion and now we have a substitute motion?

9 MS. ATKINS:

10 Yes.

11 SENATOR RISER:

12 What was the substitute motion?

13 MAJOR COLEMAN:

14 To defer.

15 MS. ATKINS:

16 To defer these until our next meeting.

17 SENATOR RISER:

18 Okay. Thank you, Madam Chairman.

19 MS. ATKINS:

20 So the motion has been made. I think we
21 can vote.

22 All in favor?

23 Is there any discussion on this motion?

24 MR. FAJARDO:

25 Manual Fajardo. I just want to just



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1 make sure I'm clear on this. So we'll add them to the
2 new applications, but there will be no penalties
3 involved for being late? That's what -- is that -- I
4 just want to make sure of that because I know the
5 original motion was to add the penalties to the late --

6 REPRESENTATIVE CARMODY:

7 No. We're deferring the decision for
8 one month is the motion. We're not making a decision
9 other than to defer, I believe, if I understand the
10 motion.

11 MS. ATKINS:

12 Okay. Are we ready for the vote?

13 All in favor, respond by saying "aye."

14 (Several members respond "aye.")

15 MS. ATKINS:

16 Any opposition?

17 (No response.)

18 MS. ATKINS:

19 It is ordered. Thank you. Deferred.

20 MS. CHENG:

21 I have three change in names only:
22 Crest Acquisition Company, LLC DBA Precision Cutting
23 Specialties, LLC, Contract Number 20160761, and their
24 new name is Precision Cutting Specialties, LLC in
25 Rapides; Crest Acquisition Company, LLC DBA Precision



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1 Cutting Specialties, LLC in St. Landry Parish. The new
2 name is Precision Cutting Specialties, LLC; and Taminco,
3 Inc. in Iberville Parish, Contracts 20081199 and
4 20110153. They are changing their name to Taminco US,
5 LLC.

6 MS. ATKINS:

7 Motions to approve?

8 DR. WILSON:

9 I move to approve.

10 MR. FABRA:

11 Second.

12 MS. ATKINS:

13 Any discussion on the motion?

14 (No response.)

15 MS. ATKINS:

16 Hearing none, all in favor, respond by
17 saying "aye."

18 (Several members respond "aye.")

19 MS. ATKINS:

20 Opposition?

21 (No response.)

22 MS. ATKINS:

23 Hearing none, it is ordered. Thank you.

24 MS. CHENG:

25 I have three partial transfers of



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1 contract: Textron Marine & Land Systems, Inc., Contract
2 20090150. Textron Marine & Land Systems, Inc. in St.
3 Tammany Parish retains \$736,927. Textron Marine & Land
4 Systems, Inc. in St. Tammany Parish receives \$352,813.
5 To be clear, they are at two different locations, but
6 they're in the same parish. Textron Marine & Land
7 Systems, Inc., Contract 20100421, Textron Marine & Land
8 Systems, Inc. retains \$270,565. Textron Marine & Land
9 Systems, Inc. receives \$300,847; Textron Marine & Land
10 Systems, Inc., Contract 20130578 from St. Tammany
11 Parish. Textron Marine & Land Systems, Inc. in St.
12 Tammany Parish retains \$35,052, and Textron Marine &
13 Land Systems, Inc. in St. Tammany Parish receives
14 \$688,858.

15 MS. ATKINS:

16 Thank you.

17 Motion to approve?

18 REPRESENTATIVE CARMODY:

19 So moved.

20 MS. ATKINS:

21 Second?

22 SENATOR RISER:

23 Second.

24 MS. ATKINS:

25 Thank you.



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1 Any discussion?

2 MR. MILLER:

3 I do have a question. I know in
4 orientation you talked about this. They basically just
5 moved equipment from one place to the other?

6 MS. CHENG:

7 Yes.

8 MR. MILLER:

9 Because it says ownership, but it's
10 really --

11 MS. CHENG:

12 Items were under contract at one
13 location and moved to another and they were already
14 covered under exemption and were moved to another
15 location. Because the contracts are site specific, so
16 we need to --

17 MR. MILLER:

18 Even though it's in the same parish, you
19 need to record the change. Okay.

20 MS. CHENG:

21 Because it's a different address.

22 MS. ATKINS:

23 Thank you.

24 Any further discussion on this motion?

25 (No response.)



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1 MS. ATKINS:

2 Hearing none, all in favor, respond by
3 saying "aye."

4 (Several members respond "aye.")

5 MS. ATKINS:

6 Opposition?

7 (No response.)

8 MS. ATKINS:

9 Thank you. It is ordered.

10 MS. CHENG:

11 I have seven contract cancelations:

12 Borden Dairy Company of Louisiana, LLC in East Baton
13 Rouge Parish, all active contracts. The facility has
14 been closed. Closure was confirmed by the assessor, and
15 we were unable to contact the company. Staff requests
16 cancelation; Consolidated Container Company, Contract
17 20111114, the company is no longer at the site.
18 Notified by the assessor. Staff requests cancelation;
19 Groth Equipment Corporation DBA Groquip, all active
20 contracts, in Ascension Parish. Company no longer meets
21 the criteria to qualify as a manufacturer. Staff
22 requests cancelation. Company has been notified; Groth
23 Equipment Corporation of Louisiana, all active contracts
24 in Calcasieu. Company no longer meets criteria to
25 qualify as a manufacturer. Staff requests cancelation.



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1 The company has been notified; Hunt Forest Products,
2 Contracts 070535, 20090388 and 20120467 in Union Parish.
3 The location was purchased by Georgia Pacific. Georgia
4 Pacific paid taxes on the assets, no longer eligible for
5 the program. Company request cancelation; Sunbelt
6 Chemicals Corp., Contract Number 20100109 in West Baton
7 Rouge Parish. Company is no longer manufacturing at
8 site, notified by the assessor. Staff requests
9 cancelation; Textron Marine & Land Systems, Contracts
10 20080482, 20090150, 20100421, 20110326, 20100741 and
11 20130578 in St. Tammany Parish. The company is no
12 longer manufacturing at the site located at 2585 Front
13 Street, Slidell, Louisiana. Location is now used for
14 warehousing and quality assurance. Requirement us
15 manufacturing must occur at the site, so staff requests
16 cancelation. Company was notified on 12/10 of '15.

17 MS. ATKINS:

18 Okay. Thank you.

19 Do we have anyone here representing any
20 of these businesses?

21 (No response.)

22 MS. ATKINS:

23 Okay. Thank you.

24 Do I hear a motion to accept these
25 contract cancelations?



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DR. WILSON:
So moved.

MS. ATKINS:
So moved. Second?

MR. FAJARDO:
second.

MS. ATKINS:
Any discussion?
(No response.)

MS. ATKINS:
Hearing none, all in favor, respond by
saying "aye."
(Several members respond "aye.")

MS. ATKINS:
Any opposition?
(No response.)

MS. ATKINS:
Hearing none, it is ordered.

MS. CHENG:
This concludes the Industrial Tax
Programs.

MS. ATKINS:
Okay. Thank you.
Next on our agenda, we will hear
comments and remarks from Secretary Don Pierson.



1 SECRETARY PIERSON:

2 Thank you, Madam Chair.

3 First I want to welcome our new Board
4 members and thank all of our Board members for their
5 service. I know many of you have traveled to be here
6 with us today, and you're a very important part of our
7 program delivery system, as you're very well aware.

8 Thank you to our staff that's worked
9 hard to get all of the documentation together for
10 today's meeting and I know they had forwarded to you
11 prior to your attendance here today. I know it's pretty
12 voluminous, but important, so it's always there for your
13 review prior to the meeting, and we're happy to respond
14 to your questions or concerns.

15 As you might imagine, LED has been very
16 busy with the special session and the regular session
17 responding to inquiries from the House or Senate
18 members, also doing a thorough review of our budget,
19 which today stands at about a \$4.3-million cut that we
20 will be adjusting going forward. We understand this and
21 it's just a time when these cutting exercises are
22 necessary and important.

23 Along the way, we've also been working
24 with the physical structure task force and with both the
25 House and Senate members to review appropriately all of



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1 our tax exemption and abatement programs so that we can
2 be confident and clear that they're accomplishing the
3 mission that they are intended for to bring jobs and
4 investment to our state. So we think it's appropriate
5 that they are, on occasion, reviewed, but they have a
6 sunset that allows for that renewals occur. It's
7 important for us to have those programs renewed, but
8 certainly they should have the scrutiny of the
9 legislature and the administration along that pathway.

10 We continue to support our existing
11 industries across the state, making those calls, working
12 to find opportunities for growth, to build more jobs and
13 investment from that important fabric that resides here
14 today. They're responsible typically for more than 60
15 percent of our announcements and growth, so taking good
16 care of existing industries is very important us. We're
17 also recruiting new industry at the same time and has
18 also been very fortunate to have a lot of foreign direct
19 investment occurring in our state. We continue to a new
20 or a renewed emphasis on small business doing things
21 that we can do to improve their opportunities within the
22 marketplace, directing them to resources that are
23 available, such as our small business development
24 centers, where they can get assistance with business
25 programs, with web applications, with low-interest loans



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1 from the small business administration, just making them
2 more aware of the opportunities that are out there. So
3 important to us. Also playing a strong role in
4 workforce development, holding job fairs in the
5 Lafayette area, one schedule in the River Parish region
6 where oil and gas commodity prices have impacted
7 communities with thousands of layoffs and trying to
8 represent the opportunities for other employment within
9 our state to those workers that are out of work
10 presently, certainly close partnerships with our ports
11 and utility partners as well.

12 Also want to welcome you home today.
13 LED will be moving to this building. It will be our new
14 home come -- the first wave comes July; the second wave
15 comes in September, but we'll be moving out of our
16 offices. I know many of you that are passport members
17 traveled oftentimes over to the LASERS building, United
18 Plaza, there in another part of Baton Rouge. We'll now
19 have a far more convenient setting for our meetings
20 here, so I think this will be our new home, so welcome
21 home.

22 This concludes my remarks and comments.

23 MS. ATKINS:

24 Thank you very much, Secretary Pierson.

25 REPRESENTATIVE CARMODY:



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1 Madam Chair. I'm sorry. Can I ask a
2 question of Mr. Secretary?

3 Mr. Secretary, as I mentioned and I
4 think you know, I'm a commercial real estate broker, and
5 trying to bring businesses into the State of Louisiana I
6 typically I work with them to find out what incentives
7 are available to them and my competition basically is
8 doing the same thing. Typically that decision is made
9 on a number of factors including the incentives that are
10 there, the risks that you take by locating within a
11 jurisdiction and then what is the return on investment.
12 Your job is going to be exponentially hard, in my
13 opinion, if what we are doing is assure these businesses
14 to come in the state and make these capital investments
15 and we are now going to consider changing the program.
16 That's not to say that we shouldn't look at the return
17 on investment we get as taxpayers or, as I think
18 Mr. Adley pointed out, those parishes in which these
19 businesses exist. But I can just tell you from personal
20 experience that when you try to solicit business, as you
21 do for us as the State of Louisiana, it's going to be
22 very difficult if indeed we are not on par with those
23 other states that we compete against.

24 SECRETARY PIERSON:

25 I think you make some very important



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1 points, and I want to acknowledge that and welcome your
2 voice to this dialog.

3 We are presently soliciting those kinds
4 of comments. I've personally appeared before LABE; I've
5 personally appeared before my peer group of colleagues
6 at Louisiana Industrial Development and Executives
7 Association to begin this conversation, which is
8 important. And I would stand right there with you
9 saying it's very necessary for us to have a lot of the
10 programs that you've approved today to be competitive in
11 the marketplace, and we don't -- we don't want to be
12 harming our ability to win projects.

13 REPRESENTATIVE CARMODY:

14 Amen.

15 SECRETARY PIERSON:

16 So please know that that is not our
17 intent.

18 There are, as I said a few moments ago,
19 times when you should take a time out and look at the
20 impacts and understand what they are and either leave it
21 the same, dial it back a little bit, dial it back a lot,
22 completely eliminate a program. I consider all of our
23 programs right now as will be either on the table --
24 many were tweaked in 2015. I see some more that will be
25 looked at in 2017.



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1 I think one of the challenges for the
2 Governor is that these contracts sweep all of the
3 millions off the table with no voice for the parish.
4 They just get a phone call and they're all excited about
5 a new corporation, but it's not going to bring any
6 millage to their community. And somehow to bring that
7 load to the community, to the schools, the law
8 enforcement, to the utilities, to the roads, seems like
9 maybe in that model there should be some way that we can
10 effect some revenue through the parish. Many parishes
11 are currently doing this today, it's called a PILOT,
12 payment in lieu of taxes, P-I-L-O-T, and what happens
13 there is the local community gets a voice and sits down
14 with businesses as, you know, what would be fair, what
15 can we work with to remain competitive, but allow the
16 revenue stream to address some of this burden that's
17 placed on the communities. This program is, I think, 48
18 years old. No one ever envisioned an \$8-billion
19 project. I mean, and I've been doing this 28 years, so
20 back in the day, you couldn't even imagine a
21 \$200-million project. So because the numbers have
22 changed so dramatically, because so many things have
23 changed in our communities, and as Representative
24 Adley -- Senator Adley has pointed out, it's just
25 appropriate to readdress or consider what might be

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1 appropriate to do. We want to put those facts and
2 figures into our program capacities in front of the
3 administration, and they'll take the steps from there.

4 REPRESENTATIVE CARMODY:

5 And I would certainly agree with you
6 that we ought to try to solicit more public comment
7 before these entities as far as what the effect would
8 be. But having served eight years on the Shreveport
9 City Council and now having been here for nine years, I
10 also understand that there's the opportunity for public
11 comment, and in most instances, these jurisdictions are
12 saying, "We are looking at the application," and then
13 trying to look at it from the standpoint this is
14 bringing in opportunity for our people to work, it's
15 bringing in a tax base. Granted it is delayed, but it
16 will be there.

17 But, again, I come back to the fact that
18 it's going to make both my personal job as well as your
19 full-time job a little bit more difficult if we don't
20 make sure that we have a stable incentive environment.
21 And I agree, check the gauges, see what we're getting
22 the return on. These parishes as well as the school
23 boards within each jurisdiction ought to be commenting
24 on it, and I think that's a healthy thing. I'm not
25 trying to shut the public out, but I think that you've



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1 got to give some assurance to people that you're working
2 with that we're not going to get you in here and have
3 you put down your roots and then change what we have
4 told you that we are offering you to come here.

5 That's my comment today, but thank you,
6 Mr. Secretary.

7 MR. ADLEY:

8 Mr. Secretary, I've listened to this
9 exchange, and it's extremely good and will be very
10 helpful and I'll take it back, obviously, to the
11 Governor's office, but I'd like to share something with
12 all of you that I found really informative in helping me
13 deal with these issues.

14 Instead of just sitting down and
15 politically looking at what we think is right or wrong,
16 we're trying to look at experts to show us the right way
17 and to compare us to other states and the best way to do
18 it. One of the things I found that was so attractive is
19 that Louisiana ranks number one in America as the best
20 place to locate your business as a ratio of investment
21 to state and local taxes. Do you know what that number
22 is? 0.1 percent. But we rank 49th in America as
23 favorable business -- place to do business for the lack
24 of a skilled labor force and the training that is needed
25 for them.



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1 So it just seems to me that you finding
2 some middle ground between those two so that you can
3 provide what everybody needs is, I think, going a long
4 way to growing Louisiana.

5 And it is very difficult when you go
6 take taxpayer money from Representative Arnold and give
7 it to Representative Carmody, the new company, to go
8 create the job for you, and then when you go to work,
9 you are actually paying back more in tax than what
10 Mr. Arnold was paying. So at the end of the day, what
11 happens, as you can see, you don't have the money for
12 infrastructure nor training nor education, the things
13 that the business needs. So what the tax foundation is
14 telling us is that we have to find ways to be
15 competitive, that we love the position of being the
16 best, the best as investment for taxes, but at the same
17 time, we have to find a way to be able to deliver to
18 business what they have to have to operate here.

19 So it is -- and you're doing an
20 excellent job, Mr. Secretary, of trying to balance that
21 and inform people of that, but I just don't think -- you
22 hear all of the bad things about Louisiana. The truth
23 is, it's really good stuff to report here. And as far
24 as ratio to your investment on business here, it's the
25 best place in America. It is the best, by far the best.



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1 I just don't see why.

2 MS. ATKINS:

3 Thank you.

4 Any further discussion or questions?

5 (No response.)

6 MS. ATKINS:

7 Okay. If not, we will move forward into
8 our elections of officers, but before we do that, I
9 wanted to say that it has been a pleasure serving as
10 your chair of the Board, and I will echo what you said
11 about the staff. They have been great, and whoever
12 takes the seat moving forward, know that you have a team
13 of people that are there. It's almost like you don't
14 have to really do anything, just connecting with people
15 here.

16 SECRETARY PIERSON:

17 That would be a little understated.

18 MS. ATKINS:

19 And they are experts on each one of the
20 programs as you saw during the orientation, but having
21 said that, the floor is now up for nominations of
22 officers. We have two. One is the chair and one is the
23 vice chair. Right now, we'll take a look at the chair's
24 position.

25 Are there any nominations coming from



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1 the Board for chair of the Commerce & Industry Board?

2 Are there any nominations?

3 MR. ADLEY:

4 Are you telling me you're tired of doing
5 this; is that what you're telling me?

6 MS. ATKINS:

7 Oh, it's great. I would be selfish.
8 It's a wonderful opportunity.

9 MR. ADLEY:

10 I honestly don't know that the Board --
11 I think Representative Arnold may have some suggestion.
12 Let me give the floor to you.

13 MR. ARNOLD:

14 No. I'm -- Representative Carmody?

15 REPRESENTATIVE CARMODY:

16 Yes, sir? Are you making a nomination?

17 MR. ARNOLD:

18 No. I thought you were going to make
19 one.

20 REPRESENTATIVE CARMODY:

21 I was going to nominate you for vice
22 chair, sir.

23 MR. ARNOLD:

24 Chair?

25 REPRESENTATIVE CARMODY:



1 Oh, for chair.
2 I would make a nomination, then, for the
3 chair.

4 MR. FABRA:
5 I'll second the nomination.

6 MS. ATKINS:
7 So you're nominating --

8 MR. ARNOLD:
9 Representative Jeff Arnold.

10 MS. ATKINS:
11 Okay. Are there any other nominations?
12 And this is for --

13 MR. ARNOLD:
14 Chair.

15 MS. ATKINS:
16 -- chair.
17 Are there any other nominations for
18 chair? Are there any other nominations for chair?

19 (No response.)

20 MAJOR COLEMAN:
21 I move that you close the nominations.

22 DR. WILSON:
23 Second.

24 MS. ATKINS:
25 Okay. Motion made and second that



1 nomination are closed on Mr. Arnold as Board chair.

2 All in favor -- I guess we can vote.

3 All in favor, respond by saying "aye."

4 (Several members respond "aye.")

5 MS. ATKINS:

6 Any opposition?

7 (No response.)

8 MS. ATKINS:

9 It is ordered.

10 MR. ARNOLD:

11 Thank you.

12 MS. ATKINS:

13 We will move to vice chair.

14 Any nominations open for vice chair of
15 the Board? Are there any nominations for vice chair?

16 REPRESENTATIVE JAMES:

17 I'll nominate Mr. Steve Windham, since
18 he lives in my district and I won't be here anymore,
19 make sure we have some representation.

20 MR. ARNOLD:

21 I will second the nomination if he
22 accepts it because he's got experience of being on the
23 Board as well, and that will help the chairman, who has
24 14 years of legislative experience and a lot of economic
25 development experience with having Windham's wisdom on



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1 the chair of the Board.

2 MR. WINDHAM:

3 I'd be honored.

4 MS. ATKINS:

5 Are there any other nominations for vice
6 chair?

7 REPRESENTATIVE CARMODY:

8 Move to close the nominations.

9 DR. WILSON:

10 Second.

11 MS. ATKINS:

12 Motion made and second that nominations
13 are closed. And Mr. Jeff Arnold, gentlemen, welcome.

14 REPRESENTATIVE CARMODY:

15 Congratulations.

16 MR. ARNOLD:

17 Thank you.

18 MS. ATKINS:

19 With that, I guess I'll ask for an
20 adjournment.

21 REPRESENTATIVE JAMES:

22 So moved.

23 REPRESENTATIVE CARMODY:

24 So moved.

25 (Meeting concludes at 2:49 p.m.)



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2 I, ELICIA H. WOODWORTH, Certified Court
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5 Rules Committee of the Board of Commerce and Industry of
6 the Louisiana Economic Development Corporation, do
7 hereby certify that this meeting was reported by me in
8 the stenotype reporting method, was prepared and
9 transcribed by me or under my personal direction and
10 supervision, and is a true and correct transcript to the
11 best of my ability and understanding;

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
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21 Dated this 30th day of May, 2016.
22

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