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STATE OF LOUISIANA
LOUISIANA ECONOMIC DEVELOPMENT CORPORATION
BOARD OF COMMERCE & INDUSTRY

FRIDAY, JULY 14, 2023

LASALLE BUILDING
617 North Third Street
Floor 1, LaBelle Room
Baton Rouge, Louisiana

REPORTED BY: SARA L. PIAZZA, CCR

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<p>1 I N D E X 2 CAPTION 1 3 APPEARANCES 3, 4, 5 4 PROCEEDINGS 6 5 REPORTER'S CERTIFICATE 67 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25</p> <p style="text-align: right;">Page 2</p>	<p>1 STAFF MEMBERS (CONTINUED): 2 Stephanie LeGrange 3 Melody Lockwood 4 Deborah Simmons 5 6 SPEAKERS FROM THE AUDIENCE: 7 Lindsay Simoneaux, Accountant, Marathon 8 Dustin Richards, Senior Accountant, Venture 9 Global 10 Devon Lambert, Accounting Controller, Epic 11 Piping 12 Miranda Brown, Advantous Consulting 13 Rona Daigle, Senior Tax Leader, DOW 14 David Cavell, Director of State Government 15 Affairs, DOW 16 Bill Shockey, Shockey & Associates, Attorney 17 for Kerotest Manufacturing Corp. 18 David Chesal, Engineering Manager, Alliance 19 Compressors, LLC 20 LaTina Harris, Controller, Alliance 21 Compressors, LLC 22 Kyle Williams, Director of Finance, Frymaster 23 Reuben Rangel, Senior Manager, Advantous 24 Consulting 25 Robert McGehee, CFO, Kennedy Rice Mill, LLC</p> <p style="text-align: right;">Page 4</p>
<p>1 A P P E A R A N C E S 2 BOARD MEMBERS PRESENT: 3 Chairman Jerald Jones 4 Travis Holley 5 Manuel Fajardo 6 Sen. Barry Milligan for Mike Reese 7 Dr. Beverly B. Thompson 8 Jan Moller 9 Rep. Barbara Freiberg 10 Sen. R.L. "Bret" Allain 11 Joseph Hollins 12 Undersecretary Anne Villa for Sec. Don Pierson 13 Stuart Moss 14 Brandon Burris 15 Rep. Vincent St. Blanc 16 Yvette Cola 17 Naheem "George" Nassar, Jr. 18 19 STAFF MEMBERS PRESENT: 20 Frank Favaloro 21 Michaela Adegbe 22 Travis Rosenberg 23 Hud Usie 24 Kristin Cheng 25 Robin Porter</p> <p style="text-align: right;">Page 3</p>	<p>1 SPEAKERS FROM THE AUDIENCE (CONTINUED): 2 Sean Kidder, Controller, Louisiana Sugar Cane 3 Cooperative 4 Jake Nickens, Sumit Credits 5 Meranda Hyman, CFO, Neighbors, LLC 6 Robert Wege, Sumit Credits 7 8 9 10 11 12 13 14 15 16 17 18 19 20 REPORTED BY: SARA L. PIAZZA, CCR 21 22 23 24 25</p> <p style="text-align: right;">Page 5</p>

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2 PROCEEDINGS
3 (Beginning at 9:30 a.m.)
4 CHAIRMAN JONES: Call to order the --
5 actually the June meeting of the Board of Commerce
6 & Industry being held on July 14th. We had to
7 postpone the last meeting. We apologize for any
8 inconvenience due to a rather large EPA hearing
9 that was being held in that room -- in this room
10 that day and we were trying to avoid some
11 complications, so I hope this worked reasonably
12 well.
13 Ms. Simmons, if you will call the
14 roll, please?
15 MS. SIMMONS: Brandon Burris?
16 MR. BURRIS: Here.
17 MS. SIMMONS: Mayor David Toups?
18 (Not present.)
19 MS. SIMMONS: Yvette Cola?
20 MS. COLA: Here.
21 MS. SIMMONS: Guy McInnis?
22 (Not present.)
23 CHAIRMAN JONES: Rickey Fabra?
24 (Not present.)
25 CHAIRMAN JONES: Manuel Fajardo?

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1 MR. FAJARDO: Here.
2 MS. SIMMONS: Stuart Moss?
3 CHAIRMAN JONES: He's here.
4 MR. MOSS: I'm here.
5 MS. SIMMONS: Representative Vincent St.
6 Blanc for Paula Davis?
7 REP. ST. BLANC: Here.
8 MS. SIMMONS: Senator Barry Milligan for
9 Senator Mike Reese?
10 (Not present.)
11 MS. SIMMONS: Kenneth Havard?
12 (Not present.)
13 MS. SIMMONS: Jerald Jones?
14 CHAIRMAN JONES: Present.
15 MS. SIMMONS: Sandra McQuain?
16 (Not present.)
17 MS. SIMMONS: Senator Bret Allain?
18 SEN. ALLAIN: Here.
19 MS. SIMMONS: Representative Barbara
20 Freiberg for Stuart Bishop?
21 REP. FREIBERG: Here.
22 MS. SIMMONS: Jan Moller?
23 MR. MOLLER: Here.
24 MS. SIMMONS: Anne Villa?
25 UNDERSECRETARY VILLA: Here.

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1 MS. SIMMONS: George Nassar?
2 MR. NASSAR: Here.
3 MS. SIMMONS: Darrel Saizan?
4 (Not present.)
5 MS. SIMMONS: Marshall Simien?
6 (Not present.)
7 MS. SIMMONS: Ronnie Slone?
8 (Not present.)
9 MS. SIMMONS: Joseph Hollins?
10 MR. HOLLINS: Here.
11 MS. SIMMONS: Dr. Woodrow Wilson?
12 (Not present.)
13 MS. SIMMONS: Travis Holley?
14 MR. HOLLEY: Here.
15 MS. SIMMONS: Dr. Beverly Thompson?
16 DR. THOMPSON: Here.
17 MS. SIMMONS: We have a quorum.
18 CHAIRMAN JONES: Thank you, ma'am. You
19 have received a copy of the minutes from our April
20 26 meeting. You'd had a chance to review them.
21 Do we have a motion to approve? We have a motion
22 from Mr. Moss, second from Mr. Hollins. Any
23 questions or comments from the board? Any
24 comments from the public? Hearing none, all in
25 favor, say aye.

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1 (AYES BY ALL.)
2 CHAIRMAN JONES: Any opposition? There
3 being none, the motion carries. I think the
4 second was from Mr. Allain. It just came from my
5 right side. Forgive me for my mistake. All
6 right, Mr. Rosenberg? How are you, sir?
7 MR. ROSENBERG: I'm doing well.
8 CHAIRMAN JONES: Good. Walk us through
9 the Restoration Taxes Abatement Program, please.
10 MR. ROSENBERG: There are three new
11 Restoration Tax Abatement Program applications,
12 number 20220213, Associated Grocers, Incorporated,
13 in East Baton Rouge Parish; 20200213, NORF 2 St.
14 Louis, LLC in Orleans Parish; and 20210106, NS
15 Hotel Partners MSY, LLC in Orleans Parish.
16 CHAIRMAN JONES: Okay. I would
17 entertain a motion to approve these Tax Abatement
18 Programs? Ms. Cola, motion. Second, Mr. Moss.
19 (Senator Barry Milligan arrived.)
20 CHAIRMAN JONES: Any questions or
21 comments from the board? Hearing none, any
22 comments from the public? There being none, all
23 in favor, say aye.
24 (AYES BY ALL.)
25 CHAIRMAN JONES: Any opposition? There

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1 being none, the motion carries. Thank you, sir.
 2 Oh, we have --
 3 MR. ROSENBERG: No, sir. That concludes
 4 the RTAs.
 5 CHAIRMAN JONES: Great. Appreciate it.
 6 Thank you very much. Good morning, sir.
 7 MR. FAVALORO: Good morning,
 8 Mr. Chairman.
 9 CHAIRMAN JONES: Once again, we have the
 10 B team in for Ms. Metoyer?
 11 MR. FAVALORO: Yes, sir.
 12 CHAIRMAN JONES: Thank you. I know
 13 you'll lead well. Enterprise Zone Program, walk
 14 us through it.
 15 MR. FAVALORO: Yes, sir. There are nine
 16 new applications for the Enterprise Zone Program.
 17 Before beginning, though, there was one amendment
 18 to this agenda cover page. On the first one,
 19 20190309, they are not seeking an estimated
 20 investment tax credit. They are seeking only the
 21 sales and use tax benefit.
 22 CHAIRMAN JONES: This is Capitol City
 23 Produce?
 24 MR. FAVALORO: Yes, sir.
 25 CHAIRMAN JONES: Okay.

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1 MR. FAVALORO: 20190309, Capitol City
 2 Produce in East Baton Rouge Parish; 20190119,
 3 Raeford Farms of Louisiana, LLC, in Lincoln
 4 Parish; 20200225, Restic Construction, LLC, in
 5 West Baton Rouge Parish; 20200203, Turner
 6 Industrial Group, LLC, in West Baton Rouge;
 7 20200206, Turner Industrial Maintenance, LLC, in
 8 East Baton Rouge; 20200201, Turner Industrial
 9 Group, LLC, in East Baton Rouge; 20200204, Turner
 10 Industries Group, LLC, in Calcasieu; 20200202,
 11 Turner Specialty Services in East Baton Rouge; and
 12 20200208, Turner Specialty Services, LLC, in
 13 Calcasieu. That concludes the new applications
 14 for Enterprise Zone.
 15 CHAIRMAN JONES: Do we have a motion?
 16 Motion to approve? Motion from Mr. St. Blanc;
 17 second from Mr. Moss. Any questions or comments
 18 from the board? Any comments from the public?
 19 Hearing none, all in favor, say aye.
 20 (AYES BY ALL.)
 21 CHAIRMAN JONES: Any opposition? There
 22 being none, the motion carries.
 23 MR. FAVALORO: There were five
 24 Enterprise Zone Program contract termination
 25 requests: 20160736, Associated Marine Equipment,

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1 LLC, in St. James. The existing contract period:
 2 11/1/18 to 10/31/22, with a requested termination
 3 date of 10/31/21. Program requirements have been
 4 met, so no additional jobs are anticipated.
 5 20170341, Community Care Center of
 6 Houma, LLC, in Terrebonne, 6/1/19 through
 7 5/31/2024, with a requested termination date of
 8 11/30/2021. Program requirements have been met.
 9 No additional jobs are anticipated.
 10 20160818, New Iberia Holdings, Inc. in
 11 Rapides. Existing contract period 11/13/18
 12 through 11/12/23, with the requested early
 13 termination date of 12/22/2021. Program
 14 requirements have been met. No additional jobs
 15 are anticipated.
 16 20160657, Our Lady of the Lake
 17 Regional Medical Center, East Baton Rouge.
 18 Original existing contract period 5/1/18 through
 19 4/30/2023. Requested termination date of
 20 10/31/20. Program requirements have been met.
 21 No additional jobs are anticipated.
 22 20170643, Rail Logix Lacassine, LLC,
 23 in Jefferson Davis, with an existing contract
 24 period of 4/1 of '18 through 3/31 of 2023. The
 25 requested termination date of 3/31 of 2021.

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1 Program requirements have been met. No
 2 additional termination are anticipated. That
 3 concludes the contract termination requests.
 4 CHAIRMAN JONES: Motion to approve these
 5 terminations? Motion, Ms. Freiberg. Mr. Fajardo,
 6 second. Any questions or comments from the board?
 7 Seeing none, any comments from the public?
 8 Hearing none. All in favor, say aye.
 9 (AYES BY ALL.)
 10 CHAIRMAN JONES: Any opposition?
 11 Hearing none, the motion carries. That concludes
 12 Enterprise Zone.
 13 MR. FAVALORO: Thank you, sir.
 14 CHAIRMAN JONES: Good morning. Who's
 15 up?
 16 MR. USIE: We have three Pre-EO new
 17 applications. One is requesting deferral,
 18 number 20161508, Koch Methanol St. James, LLC, in
 19 St. James Parish.
 20 CHAIRMAN JONES: As a point of personal
 21 privilege, I will be recusing myself from any vote
 22 concerning the Koch Methanol project but will
 23 still facilitate any action on it. So we would
 24 entertain a motion to approve deferral.
 25 MR. NASSAR: So moved.

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1 CHAIRMAN JONES: We have a motion from
2 Mr. Nassar. Second from Ms. Cola. Any questions
3 or comments from the board? Hearing none, any
4 comments from the public? Hearing none, all in
5 favor say, say aye.
6 (AYES BY ALL.)
7 CHAIRMAN JONES: Any opposition? There
8 is none. Motion carries. The matter is deferred.
9 MR. USIE: 20141610-C, Marathon
10 Petroleum Company, LP, St. John the Baptist
11 Parish, and 20151141-B, Venture Global Calcasieu
12 Pass, LLC, in Cameron Parish.
13 CHAIRMAN JONES: Do we have someone here
14 for Marathon? Good morning. If you would just
15 state your name and your position with the
16 company, please.
17 MS. SIMONEAUX: Lindsay Simoneaux,
18 accountant.
19 CHAIRMAN JONES: What we try to do,
20 especially on the Pre-EO projects when they come
21 in and the tracks start moving in, we want to
22 know, what does the future hold. What do we have
23 left to do to complete the project. Can you give
24 us just an idea of what's going on?
25 MS. SIMONEAUX: Yes. So this project is

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1 done --
2 CHAIRMAN JONES: Pull your mic just a
3 little bit closer, please. Thank you.
4 MS. SIMONEAUX: This project is done in
5 phases around our turnaround schedule. Most of
6 our units are on a six- to seven-year cycle so
7 annually we have different turnarounds in
8 different units, so I think we have about five
9 left. Our estimate is to end in 2027.
10 CHAIRMAN JONES: Okay. Good. Any
11 questions or comments about the progress of the
12 Marathon project here? All right. Would
13 entertain a motion to approve? We have a motion
14 from Mr. St. Blanc, second from Mr. Nassar. Any
15 questions or comments from the board? Hearing
16 none, any comments from the public? Hearing none,
17 all in favor, say aye.
18 (AYES BY ALL.)
19 CHAIRMAN JONES: Any opposition? There
20 being none, the motion carries. Thank you so
21 much. Venture, do we have someone here from
22 Venture Global? Good morning. Again, if you
23 would just state your name and your position with
24 the company, please.
25 MR. RICHARDS: Dustin Richards, and I am

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1 a senior accountant.
2 CHAIRMAN JONES: Great. Again, what
3 we're just trying to do is understand where you on
4 the project and what we have left ahead of us.
5 MR. RICHARDS: We are a majority of the
6 way there. We placed a significant portion of the
7 facility into service in 2022, so that's what
8 we're seeing on the agenda here. We have a little
9 bit more work to do on the commissioning phase of
10 the project and we're working expeditiously to get
11 that done. An exact timeline, I don't know that
12 right now, but we are working expeditiously to get
13 the remaining portion of the facility commissioned
14 and complete.
15 CHAIRMAN JONES: Okay. So this
16 represents a \$7 billion investment here. What --
17 do you have any idea or can you tell us today what
18 the -- what is left to be done from an investment
19 perspective?
20 MR. RICHARDS: Significantly less than
21 that. We're talking the remaining small portion
22 to get that done.
23 CHAIRMAN JONES: Okay. All right. That
24 was my instinct but I wanted to be sure I
25 understood. We're not talking about a \$20 billion

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1 project?
2 MR. RICHARDS: No, sir.
3 CHAIRMAN JONES: All right. It's
4 amazing to me that that's even in the realm of
5 possibility but it is these days. So, well, thank
6 you for the investment that your capital has made
7 in Louisiana. Seven billion dollars is nothing to
8 --
9 MR. RICHARDS: Thank you for the
10 opportunity.
11 CHAIRMAN JONES: Absolutely. With that
12 I would entertain. Oh, you have a question?
13 Okay, Mr. Allain?
14 SEN. ALLAIN: So on this project, did
15 you also apply for quality jobs capital portion?
16 MR. RICHARDS: We did.
17 SEN. ALLAIN: Okay. And you were
18 granted that?
19 MR. RICHARDS: Yes, sir.
20 SEN. ALLAIN: All right.
21 CHAIRMAN JONES: Any other questions
22 from the board? We have a motion to approve from
23 Mr. Moss. Do we have a second? Second from Mr.
24 St. Blanc. Any other questions or comments from
25 the board? Hearing none, any comments from the

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1 public? There being none, all in favor, say aye.
 2 (AYES BY ALL.)
 3 CHAIRMAN JONES: Any opposition? There
 4 being none, the motion carries. Thank you again.
 5 MR. USIE: Next we have five new
 6 applications following the 2018 rules: 20220014,
 7 International Mezzo Technologies, Inc., East Baton
 8 Rouge Parish; 20220453, Lotte Chemical Louisiana,
 9 LLC, Calcasieu Parish; 20220344, Syngenta Crop
 10 Protection, LLC, Iberville Parish; 20230078, Ucore
 11 North America, LLC, Rapides Parish; and
 12 20210139-B, W.R. Grace and Co, Calcasieu Parish.
 13 CHAIRMAN JONES: All right. Do we have
 14 a motion on these 2018 rules applications? Motion
 15 from Ms. Freiberg, motion to approve. Do we have
 16 a second? Second from Ms. Cola. Any questions or
 17 comments from the board? Hearing none, any
 18 comments from the public? There being none, all
 19 in favor, say aye.
 20 (AYES BY ALL.)
 21 CHAIRMAN JONES: Any opposition? There
 22 being none, the motion carries.
 23 MR. USIE: Next we have two late
 24 renewals following the pre-executive order rules.
 25 The first is 20150189-A, Epic Piping, LLC, in

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1 Livingston Parish. The initial contract
 2 expiration was 12/31/2022. Late renewal request
 3 date is April 18 of 2023.
 4 CHAIRMAN JONES: All right. Do we have
 5 someone here representing Epic Piping? If you'd
 6 state your name and your position with the
 7 company, please.
 8 MR. LAMBERT: Devon Lambert, accounting
 9 controller.
 10 CHAIRMAN JONES: All right. Thank you.
 11 MS. BROWN: Miranda Brown. I'm with
 12 Advantous Consulting.
 13 CHAIRMAN JONES: All right. As is our
 14 custom on late renewals, we like to understand
 15 the -- because you are subject to a potential
 16 penalty from the board, we want to understand the
 17 circumstances giving rise to the late filing. Who
 18 wants to go first?
 19 MS. BROWN: I'll go. So when we were
 20 preparing their property tax --
 21 CHAIRMAN JONES: Pull the mics a little
 22 bit closer to you.
 23 MS. BROWN: Sorry. All right. When we
 24 were preparing their property tax renditions
 25 earlier this year, we discovered that this

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1 contract had not been renewed. So we went through
 2 our database and it appears it was a clerical
 3 error. It wasn't in our system so it didn't
 4 prompt us to file the renewal when it was due, but
 5 we have since done a full audit of our system and
 6 confirmed that there's no other issues so it will
 7 not happen again.
 8 CHAIRMAN JONES: All right. Okay.
 9 Under the -- this is for the board, just to remind
 10 everyone, this is a pre-EO application. So under
 11 post-EO, we have rules that dictate what the
 12 penalties will be. The penalties for pre-EO are
 13 purely at the discretion of the board. So as you
 14 can see, options of the board, we can approve the
 15 renewal, the five-year renewal with a penalty. We
 16 can approve it without a penalty, we can approve
 17 it with a penalty, or we can deny the request for
 18 renewal. So as I'm fond of saying, the world is
 19 our oyster in these circumstances, although it has
 20 been our custom to apply a one-year penalty on the
 21 late renewals. So what is the pleasure of the
 22 board?
 23 MR. MOLLER: I'd move to renew with a
 24 one-year penalty.
 25 CHAIRMAN JONES: Okay. We have a motion

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1 to approve with a one-year penalty. Do I have a
 2 second? We have a second from Dr. Thompson. Any
 3 questions or comments from the board? Any
 4 comments from the public? Hearing none, all in
 5 favor, say aye.
 6 (AYES BY ALL.)
 7 CHAIRMAN JONES: Any opposition? There
 8 being none, the motion carries. Thank you very
 9 much.
 10 MR. LAMBERT: Thank you.
 11 MR. USIE: Next we have 20151723, Union
 12 Carbide Corporation, St. Charles Parish. Contract
 13 expiration date, 12/31 of 2022. Late renewal
 14 request date, March 9th of 2023.
 15 CHAIRMAN JONES: Do we have someone here
 16 from DOW or Union Carbide? Good morning. Please
 17 state your name and your position with the
 18 company, please.
 19 MS. DAIGLE: Good morning. Rona Daigle,
 20 senior tax leader.
 21 MR. CAVELL: Good morning. David
 22 Cavell, Director of State Government Affairs.
 23 CHAIRMAN JONES: Great. Thank you.
 24 Tell us what we have here.
 25 MR. CAVELL: So Mr. Chairman, members of

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1 the board, good morning. Thank you for the
2 opportunity to address this issue. This
3 particular application is a renewal application.
4 The board approved of the original application in
5 January of 2023. The application renewal deadline
6 lapsed in December of 2022. According to our
7 consultants, there was no way for us to go into
8 the system and submit a renewal application until
9 the board had approved the original application.
10 I think it's also important to note in your
11 packets you should have a letter of support from
12 St. Charles Parish Government. They are in full
13 support of this project, of this renewal
14 application. They were in support of the original
15 application back in January of 2023 -- or January
16 2023. And it's important to note that we've met
17 all of our obligations for this contract as well.
18 CHAIRMAN JONES: So when you say there's
19 no way to apply for the renewal before the
20 contract is executed, so I guess the question
21 becomes can you renew something that has not yet
22 come into fruition?
23 MR. CAVELL: Approved by the board. I
24 know there was some debate last time around with
25 regards to whether or not a contract can be

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1 renewed with or without the governor's signature.
2 We're basically saying that this particular
3 renewal application did not receive board approval
4 so there was no way for us to go into the system
5 and submit an application renewal.
6 CHAIRMAN JONES: And we've had this
7 situation before for the same reasons with you
8 guys; is that correct?
9 MR. CAVELL: I think it was in regards
10 to the governor's signature. We were waiting on
11 the governor's signature, and that was the debate
12 last time around. We're saying this time around
13 is we couldn't even receive a -- we couldn't even
14 go in and submit a renewal application without the
15 board's initial approval on the original
16 application.
17 CHAIRMAN JONES: Okay. And so since you
18 didn't come before us until January, there was no
19 way to get it filed in December?
20 MR. CAVELL: That is correct.
21 CHAIRMAN JONES: Is there anything from
22 the staff, any comments from the staff on this?
23 MS. CHENG: FastLane does not prohibit
24 you from filing any additional forms after an
25 application has been filed, so they could have

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1 filed their request for a renewal prior to this
2 application even going to the board.
3 CHAIRMAN JONES: Okay.
4 MS. DAIGLE: I might add --
5 CHAIRMAN JONES: Please. And pull the
6 mic a little bit closer to you.
7 MS. DAIGLE: I personally do not file
8 the compliance but I have access to FastLane. I
9 tried to go and create one. I could not do it.
10 I've also reviewed the rules. I think someone
11 questioned me about rules. I personally reviewed
12 the rules and the rules state you can't -- the
13 filing of the PCR and the AFC --
14 CHAIRMAN JONES: I'm sorry. You're
15 going to have to lose the acronyms for people like
16 me.
17 MS. DAIGLE: It's two forms that's
18 required to be able to visibly see it in the
19 FastLane, as I appreciate it, the comments from
20 Ms. Kristin last time, and the rules say those are
21 filed at a later -- it could be, at the latest
22 date, even after signature. Again, I tried
23 personally to go in and file it. Couldn't do it.
24 And our consultant said they couldn't do it. Now,
25 I think they communicated with Kristin and they

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1 did file that early, two forms early, to be able
2 to get the renewal. So we actually filed those
3 two forms before we got the governor's signature
4 to be able to visibly see and apply the renewal.
5 CHAIRMAN JONES: Excuse me. So they
6 were filed after the board approved in January?
7 MS. DAIGLE: Correct.
8 CHAIRMAN JONES: But before the contract
9 was actually executed by the governor?
10 MS. DAIGLE: Correct.
11 CHAIRMAN JONES: Okay. Well, here again
12 from the board's perspective, we do not have any
13 rules that dictate what the penalty is. So again,
14 to my earlier comments, we have three options. We
15 can renew without penalty under the circumstances,
16 or we can approve with a penalty, or we can deny
17 the renewal altogether. Given what we've heard
18 today, what is the pleasure of the board? Mr.
19 Favaloro, you're sitting at the table. Did you
20 have a comment?
21 MR. FAVALORO: Just a portion of the
22 process I'd like to orate to the board if I could.
23 CHAIRMAN JONES: Oh, absolutely.
24 MR. FAVALORO: Okay. Applications are
25 due within a certain timeframe after a project is

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1 completed. This application did not get completed
2 until the fifth year of the -- to what would've
3 been the fifth year of the exemption. It was
4 originally scheduled for the December board of
5 2022, but that board was postponed. Again,
6 FastLane does allow individuals to file -- submit
7 requests for renewals, and all the forms,
8 regardless if the contract was actually executed
9 or approved by the board.
10 CHAIRMAN JONES: And they're telling me
11 that they tried and were unable to.
12 MR. FAVALORO: I don't know how to
13 answer that question. Kris?
14 MS. CHENG: We weren't contacted to be
15 told that they were unable to.
16 CHAIRMAN JONES: Okay. Ready for a
17 motion.
18 MR. FAJARDO: Was there any
19 communication when you weren't able to fill out
20 those applications to the staff?
21 MS. DAIGLE: I actually tried after the
22 last board meeting. I don't do compliance but I
23 have access to FastLane. And the first time that
24 my consultants contacted the board was sometime in
25 I think February, which we were approved in

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1 January for the original five years.
2 CHAIRMAN JONES: Thank you. Do we have
3 a motion?
4 SEN. ALLAIN: Renew without penalty.
5 CHAIRMAN JONES: We have a motion to
6 renew without penalty. Do we have a second to
7 that motion?
8 DR. THOMPSON: I'll second.
9 CHAIRMAN JONES: We have a second from
10 Dr. Thompson. Any other questions or comments
11 from the board? Hearing none. I'm sorry. Mr.
12 Nassar?
13 MR. NASSAR: I have one question. I see
14 where we received a letter from Parish President
15 Jewell in support of the renewal. Did y'all
16 communicate with any of the other government
17 entities concerning this?
18 MR. CAVELL: Yes, sir. We've had
19 conversations with both the superintendent as well
20 as with the Assessor's Office.
21 MR. NASSAR: We didn't receive any
22 correspondence from them. That's why I was asking
23 if y'all had communicated with them or not.
24 CHAIRMAN JONES: I guess the question
25 becomes were they supportive of renewal without

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1 penalty?
2 MR. CAVELL: I do believe Cory Faucheux,
3 the Director of Economic Development there in
4 St. Charles Parish, would have received any
5 objections if they would have objected to
6 supporting this ITEP approval.
7 CHAIRMAN JONES: All right. We have a
8 motion and a second to approve. Any other
9 questions or comments from the board? Hearing
10 none, any comments from the public? Hearing none,
11 all in favor, say aye.
12 (AYES BY ALL.)
13 CHAIRMAN JONES: Any opposition?
14 Hearing none, the motion carries.
15 MS. DAIGLE: Thank you so much.
16 MR. CAVELL: Thank you. Appreciate it.
17 MR. USIE: Next we have one timely
18 renewal following the Post-Executive Order 2017
19 rules, 20170070 Mauser USA, LLC, Ascension Parish.
20 CHAIRMAN JONES: Now, for the board's
21 information, as you look at your agenda packet, we
22 have an annual compliance record there, and you
23 will note that they were noncompliant each year,
24 but those noncompliances have been dealt with in
25 previous board meetings, so that's really not

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1 relevant to what the issue is today. The issue is
2 are we -- I mean, it doesn't have to be
3 dispositive of whether we renew or not. So I just
4 want to let you know that those noncompliances
5 have been dealt with in prior meetings. So this
6 is up for the five-year renewal. Do I have a
7 motion to approve or not?
8 SEN. ALLAIN: Motion to approve.
9 CHAIRMAN JONES: Motion to approve from
10 Senator Allain.
11 UNIDENTIFIED FEMALE: Do you need a
12 representative from Mauser?
13 CHAIRMAN JONES: Not yet. No, ma'am. I
14 don't unless we have some questions. I don't need
15 you unless we have some questions. Thank you. We
16 have a motion to approve. Do we have a second?
17 MS. SIMMONS: From St. Blanc.
18 CHAIRMAN JONES: Oh, Mr. St. Blanc.
19 Okay. We have a second from Mr. St. Blanc. Any
20 other questions or comments from the board?
21 Hearing none, any comments from the public? There
22 being none, all in favor, say aye.
23 (AYES BY ALL.)
24 CHAIRMAN JONES: Any opposition? There
25 is none. The motion carries.

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1 MR. USIE: Next we have one timely
2 renewal following the Post-Executive Order 2018
3 rules, 20161915, Exxon Mobil Corporation, West
4 Baton Rouge Parish.
5 CHAIRMAN JONES: All right. Do we have
6 a motion from -- I'm sorry, Ms. Freiberg. We have
7 a motion from Ms. Freiberg and a second from Mr.
8 Moss. Any comments or questions from the board?
9 Any comments from the public? Hearing none, all
10 in favor, say aye.
11 (AYES BY ALL.)
12 CHAIRMAN JONES: Any opposition? There
13 is none. The motion carries.
14 MR. USIE: Next we have two change in
15 locations, Triton West, LLC, 20131332-PT, previous
16 location 8931 Padfield Street, Houston, Louisiana
17 77055, St. Charles Parish. New location 16122
18 River Road, Norco, Louisiana 70079, St. Charles
19 Parish.
20 The other is Triton West, LLC,
21 20161204-PT. Previous address, 8931 Padfield
22 Street, Houston, Louisiana 77055, St. Charles
23 Parish. New location, 15536 River Road, Norco,
24 Louisiana 70079, St. Charles Parish.
25 CHAIRMAN JONES: The first question I

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1 have, where is Houston, Louisiana?
2 MR. USIE: It was a typo when they
3 entered it in there. So it's just cleaning up --
4 MS. CHENG: It's their Houston address.
5 CHAIRMAN JONES: That's what we're
6 correcting is changing it from Houston to Norco?
7 MR. USIE: Correct. It's still the same
8 site. It was just incorrectly stated.
9 CHAIRMAN JONES: I just thought I had
10 not visited that municipality just yet. Okay.
11 Got it. All right.
12 MR. HOLLINS: Moment of personal
13 privilege, I'm recusing myself from the Trident
14 votes.
15 CHAIRMAN JONES: Okay. Mr. Hollins will
16 not be able to participate in the discussion or
17 the vote on both of the Trident contracts. All
18 right. Any other questions or comments from the
19 board? Hearing none, any comments from the
20 public? There being none, all in favor, say aye.
21 (AYES BY ALL.)
22 CHAIRMAN JONES: Any opposition. There
23 is none, the motion carries.
24 MR. USIE: Next we have 12 transfer of
25 tax exemption contracts, seven are requesting to

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1 be deferred --
2 MS. SIMMONS: Excuse me. Excuse me. We
3 didn't have a motion on that.
4 CHAIRMAN JONES: We didn't?
5 MS. SIMMONS: No. Sorry.
6 CHAIRMAN JONES: The voices in my head
7 said we did.
8 MS. SIMMONS: No, we didn't.
9 CHAIRMAN JONES: Okay. Let's back up,
10 folks. Thank you. Thank you so much for keeping
11 us between the ditches here, especially me. Do we
12 have a motion to approve this change in location?
13 REP. FREIBERG: I'll move.
14 CHAIRMAN JONES: Mr. Fajardo has
15 seconded for Ms. Freiberg. My apologies to the
16 board and to the folks in attendance. Any other
17 questions or comments from the board given the
18 motion? There is none. Any comments from the
19 public? There is none. Now, all in favor, say
20 aye.
21 (AYES BY ALL.)
22 CHAIRMAN JONES: Any opposition? That's
23 was the weakest aye. Just because you said it the
24 first time, doesn't mean -- all in favor, say aye.
25 (AYES BY ALL.)

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1 CHAIRMAN JONES: Any opposition? There
2 is none. The motion carries. Thank you very
3 much. Now, let's move to the transfers.
4 MR. USIE: We have 12 contract
5 transfers, seven are requesting deferral. They
6 are all four ChampionX, LLC: Contracts 20140461,
7 20150207, 20150246, 20150427, 20160707, 20160762,
8 and 20160768.
9 CHAIRMAN JONES: All right. Is there a
10 motion to defer on this one, I understand?
11 MR. USIE: Yes, deferral.
12 CHAIRMAN JONES: Okay. So would
13 entertain a motion to defer.
14 MR. HOLLINS: So moved.
15 CHAIRMAN JONES: Motion from Mr.
16 Hollins. Second from Ms. Freiberg. Any questions
17 or comments from the public -- I mean, excuse me,
18 from the board? Hearing none, any comments from
19 the public? There being none, all in favor, say
20 aye.
21 (AYES BY ALL.)
22 CHAIRMAN JONES: Any opposition? There
23 is none. The motion carries. That matter is
24 deferred to the next meeting.
25 MR. USIE: Triton West, LLC, 20130142-A

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<p>1 and 20161204-PT, new owner Equilon Enterprises, 2 LLC d/b/a Shell Oil Products US, St. Charles 3 Parish; Triton West, LLC, 20131332-PT, 4 20140589-PT, and 20140590, new owner Shell 5 Chemical LP in St. Charles Parish. 6 CHAIRMAN JONES: Mr. Hollins, I presume 7 you'll be recusing yourself from these votes as 8 well? 9 MR. HOLLINS: Yes. 10 CHAIRMAN JONES: Okay. I would 11 entertain a motion to approve these transfers. 12 MS. COLA: So move. 13 CHAIRMAN JONES: Motion from Ms. Cola. 14 Second from Mr. Nassar. Any comments or questions 15 from the board? Comments from the public? 16 Hearing none, all in favor, say aye. 17 (AYES BY ALL.) 18 CHAIRMAN JONES: Any opposition? There 19 is none. The motion carries. 20 MR. USIE: Next we have 10 contract 21 cancellation requests, Amerchol Corporation, 22 20150355 and 20160838, company request 23 cancellation located in St. Helena Parish; Blue 24 Runner Foods, Inc., 20200520, company request 25 cancellation, located in Ascension Parish; Cajun</p> <p style="text-align: right;">Page 34</p>	<p>1 MR. MOSS: So moved. 2 CHAIRMAN JONES: Have a motion from Mr. 3 Moss; second from Mr. St. Blanc. Any questions or 4 comments from the board? Hearing none, any 5 comments from the public? Hearing none, all in 6 favor, say aye. 7 (AYES BY ALL.) 8 CHAIRMAN JONES: Any opposition? There 9 being none, the motion carries. That matter is 10 deferred to the next meeting. 11 MR. USIE: Next we have three special 12 requests for Louisiana Sugar Cane Cooperative, 13 Inc., contracts 20170492, 20170492-A and 14 20170492-B. And these are also being requested to 15 be deferred until the next meeting. 16 CHAIRMAN JONES: August is going to be 17 busy, y'all. All right. Motion to defer -- 18 SEN. ALLAIN: I need to recuse. 19 CHAIRMAN JONES: Okay. Senator Allain 20 will be recusing himself from the Louisiana Sugar 21 Cane Cooperative contract discussions and vote. 22 But I have a motion to defer from Mr. Nassar; 23 second from Mr. Moss. Any comments or questions 24 from the board? There is none. Any comments from 25 the public? Hearing none, all in favor, say aye.</p> <p style="text-align: right;">Page 36</p>
<p>1 Traditions Food Processors, LLC, 20200216, company 2 request cancellation in Acadia Parish; Drake 3 Specialties, LLC, 20210565, company request 4 cancellation, Lafayette Parish; Peppers Unlimited 5 of Louisiana, Inc., contracts 20161917, 20170621, 6 20180500, and 20190509, company request 7 cancellation, St. Martin Parish; and Tally Ho 8 Investments, LLC, 20200217, company request 9 cancellation in Acadia Parish. 10 CHAIRMAN JONES: All right. Motion to 11 approve these cancellations? Motion from Mr. 12 Fajardo; second, Mr. St. Blanc. Any questions or 13 comments from the board? Hearing none, any 14 comments from the public? Hearing none, all in 15 favor, say aye. 16 (AYES BY ALL.) 17 CHAIRMAN JONES: Any opposition? There 18 is none. The motion carries. 19 MR. USIE: Next we have a special 20 request from Cornerstone Chemical Company, 21 contract 20170416. 22 CHAIRMAN JONES: And I understand that 23 we have a -- we are willing to entertain a motion 24 to defer this until the next meeting. I would 25 entertain that motion to defer.</p> <p style="text-align: right;">Page 35</p>	<p>1 (AYES BY ALL.) 2 CHAIRMAN JONES: Any opposition? There 3 is none. The motion carries. 4 MR. USIE: Next we have a contract that 5 is -- following the 2017 ITEP rules that is 6 noncompliant for the 2021 reporting period. It is 7 contract 20180076 for Kerotest Manufacturing Corp. 8 in Avoyelles Parish. Exhibit A for the 2021 year 9 required the company create and maintain 185 jobs 10 with \$634,890 in payroll for the new jobs only, 11 155 jobs were to be retained, and 30 to be created 12 as new. The actual jobs for the reporting year 13 were 86 jobs with \$4,085,963.40 in payroll. The 14 parish, the school board, nor the sheriff 15 responded with recommendations. The town of 16 Mansura issued a recommendation to the BC&I 17 stating at the town council meeting Mayor Pickett 18 and the Board of Aldermen decided to make a 19 recommendation to cancel the contract. Motion was 20 passed unanimously. And at the last meeting, the 21 board asked that we confirm that the town did have 22 millage included. And it was confirmed through 23 the tax bill that the company is responsible for 24 the town's millage. 25 CHAIRMAN JONES: Okay. Thank you. I</p> <p style="text-align: right;">Page 37</p>

1 see you here at the table. Would you please state
2 your name and position with the company.
3 MR. SHOCKEY: My name is Bill Shockey.
4 I'm a lawyer here in Baton Rouge, Shockey &
5 Associates, and we serve as consultants to
6 Kerotest on this project. I know you would rather
7 hear from a company representative than a paid
8 mouthpiece like me. Mr. Chris -- the company is
9 headquartered in Pittsburgh. The major
10 operations, 80 or 90 percent of the company's
11 operations, are here in Louisiana in Mansura,
12 which is in Avoyelles Parish.
13 Mr. Chris White, who is the president
14 and CFO both, to give you an idea of how small
15 the management team is, injured his back either
16 Sunday or Monday and is laid up and couldn't
17 make the trip. And so he called me -- I know
18 you'd rather hear from a company representative.
19 CHAIRMAN JONES: That's all right.
20 Thank you for that explanation though.
21 MR. SHOCKEY: But that's why I'm here
22 today is to give, you know --
23 CHAIRMAN JONES: That's all right. I
24 have no prejudice against lawyers.
25 MR. SHOCKEY: I understand, but I do,

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1 and I'm a lawyer and I'm prejudiced against
2 lawyers. I was surprised by Hud's comment about
3 the jobs that were reported because I thought the
4 figure was much higher than the -- 86 or
5 something?
6 MR. USIE: 86 jobs, correct.
7 CHAIRMAN JONES: Yeah, the problem is,
8 the sheet I'm looking at is showing zero jobs and
9 zero salaries. I don't understand where the
10 numbers --
11 MR. USIE: So that's because the way the
12 Exhibit A agreement was written is they have to
13 maintain a total of 185 jobs, but that 185 is
14 split between 155 being retained as existing prior
15 to the project starting, and then 30 being created
16 new after the project started. And the payroll of
17 634,000 is associated with only the new jobs.
18 They don't have a set payroll for the retention
19 only. So they didn't meet the 155 retained jobs,
20 which is why the summary shows zero, zero.
21 CHAIRMAN JONES: Okay. So, let's get
22 our data correct, then we can figure out what
23 we're going to do about it.
24 So they did not retain the original
25 155. Were the 30 new jobs added?

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1 MR. SHOCKEY: Correct. If you may
2 recall, we've been here before. We took a hit
3 back in 2020 --
4 CHAIRMAN JONES: I've slept since then.
5 MR. SHOCKEY: -- with lots of other
6 companies.
7 CHAIRMAN JONES: Right.
8 MR. SHOCKEY: And so it's been quite a
9 chore to get back to Ground Zero, so we -- meaning
10 where we were prior to 2020 in order to progress
11 from there.
12 The jobs I have reported to me in the
13 most recent -- in the Certificate of Compliance
14 is the company has 127 full-time employees.
15 That's in the Certificate of Compliance which
16 was filed.
17 CHAIRMAN JONES: Got it.
18 MR. SHOCKEY: And the payroll reported
19 for those employees was \$4,547,339. Admittedly,
20 we fall short on both the number of jobs and the
21 payroll. But we're close in terms, particularly
22 on the payroll. The bench- -- of course, the
23 contract provides you're in default if you don't
24 achieve 90 percent. And if we look at that
25 benchmark, we're only 4.6 percent off in terms of

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1 the payroll -- I'm sorry. We're actually above
2 that, by 4.06 percent, but we are below in the
3 jobs retained. Now, the -- and again --
4 CHAIRMAN JONES: Let me stop you there,
5 Mr. Shockey, because I want to make sure I
6 understand. So you're talking about jobs
7 retained.
8 MR. SHOCKEY: Yes, sir.
9 CHAIRMAN JONES: Did we create the 30
10 new jobs at all or is that off the table?
11 MR. SHOCKEY: Well, if you -- I would
12 say it's off the table in the sense of we don't
13 have more people employed today than we -- we
14 haven't met the 185.
15 CHAIRMAN JONES: That's my simplistic
16 way of looking at it but I wanted to make sure I
17 wasn't missing something.
18 MR. SHOCKEY: Right. Despite best
19 efforts, we don't have the 185 on payroll at this
20 point.
21 CHAIRMAN JONES: Okay. I'm with you.
22 MR. SHOCKEY: The payroll is edged up
23 for a number of reasons because despite not
24 achieving the employee threshold, because of
25 higher wages being offered to induce hires and

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1 inflation and things of that nature. There are
 2 four local governmental entities which have a say
 3 in this, if you will -- sheriff, police jury, the
 4 school board, and the town of Mansura, because the
 5 plant is actually located within the town of
 6 Mansura. The school board, the police jury and
 7 the sheriff have all chosen to do nothing, to ride
 8 it out. They had no response. It's only the town
 9 of Mansura who has asked for, if you will, the
 10 death penalty. I mean, they're asking for
 11 cancellation of the contract.
 12 If we -- yes, they have a stake. But
 13 if we look at the assessment, and I have 20
 14 copies here I can pass out if you'd like, but
 15 the assessment from the assessor for the 2018
 16 expansion of the Kerotest plant shows that the
 17 total taxes exempted are \$62,474 for the year
 18 2021. Of that, the town of Mansura would've
 19 collected \$5,068, or 8.1 percent thereof. They
 20 are the minor player in this from the standpoint
 21 of local governmental entities.
 22 The resolution, which was adopted on
 23 the February 13 meeting that's been provided to
 24 you, in which the town of Mansura asked for
 25 cancellation of the contract, was done with no

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1 notice to Kerotest and no opportunity to be
 2 heard, which are just basic fundamental
 3 principles that we in our American system tend
 4 to observe. There's apparently some sort of
 5 disconnect between Kerotest and the town
 6 administration.
 7 I was involved in getting the local
 8 approval back in 2018, but there's been a
 9 complete turnover in the town administration
 10 since then, a different mayor and four of the
 11 five members of the Board of Aldermen are
 12 ultimately different. I'm not a local guy. I
 13 don't have political stroke there. I tried to
 14 seek out somebody for them who can. But
 15 nevertheless, it's my understanding, they can't
 16 even get an audience with the town of Mansura in
 17 order to state their case -- meaning, Kerotest
 18 representatives -- to state their case, et
 19 cetera.
 20 So I would suggest that given the fact
 21 that we're close -- admittedly, we haven't
 22 achieved our jobs and payroll requirements.
 23 That recovery is still ongoing from COVID,
 24 people trying to get back to Ground Zero and
 25 improve from there, and that only the smallest

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1 stakeholder, the town of Mansura, is wanting to
 2 exact their pound of flesh or ounce of blood. I
 3 would suggest cancellation as a penalty far
 4 beyond the default, if you will. It would be
 5 like imposing the death penalty for some
 6 criminal offense where somebody was good
 7 intentioned but committed an intentional
 8 violation of the law. I mean, it's said that
 9 close only counts in hand grenades and horse
 10 shoes, right, and I would suggest, however, that
 11 in your discretion or your indulgence, you would
 12 permit close to count this time.
 13 CHAIRMAN JONES: I mean, obviously 2021
 14 was a tough year for a lot of companies. We've
 15 had many come across with 2020 and 2021 being
 16 difficult years to maintain, much less grow their
 17 numbers. But we also have a dynamic where, at
 18 least from the Chair's perspective, and this is
 19 just one person's opinion. But when local
 20 government chooses not to respond, that tells me
 21 that they either don't care, or are willing to do
 22 whatever this board is willing to do.
 23 So, but by the same token, when a
 24 local entity expresses its opinion, I think --
 25 unless there's a compelling reason to do so,

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1 it's incumbent upon this board to follow that
 2 recommendation. So, with that, I would
 3 entertain a motion. Mr. Hollins, do you have a
 4 question?
 5 MR. HOLLINS: Before we make the motion,
 6 Chair, I know this was a conversation last time.
 7 Is anyone from the municipality here?
 8 CHAIRMAN JONES: Anybody here from the
 9 town of Mansura? Apparently not. All right. So
 10 do we have a motion to be made at this point?
 11 What's the pleasure of the board? I'm going to
 12 make a recommendation. I'm not making a motion.
 13 I'm going to make a recommendation. Y'all can
 14 tell me whether you like it or not, that we impose
 15 a penalty of terminating the contract for the
 16 municipality of Mansura, but approve without any
 17 penalty for the other entities. We have a motion
 18 from -- no --
 19 MR. MOLLER: I'll make that motion.
 20 CHAIRMAN JONES: Will you make that
 21 motion, Mr. Moller?
 22 MR. MOLLER: Yes.
 23 CHAIRMAN JONES: All right. We have a
 24 motion from Mr. Moller; second from Mr. Nassar.
 25 Any questions or comments from the board? Hearing

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1 none, any comments from the public? There being
 2 none, all in favor, say aye.
 3 (AYES BY ALL.)
 4 CHAIRMAN JONES: Any opposition? There
 5 is none. The motion carries. Thank you,
 6 Mr. Shockey. All right, next, Mr. Usie, or Ms.
 7 Cheng. Sorry.
 8 MS. CHENG: We have additional
 9 noncompliance under the 2018 rules. We have one
 10 contract for Alliance Compressors, LLC, in
 11 Natchitoches Parish for the 2018 and 2019
 12 reporting periods. The Exhibit A requires the
 13 company create and maintain five new jobs with
 14 \$150,000 in payroll. And 2018, the actual jobs
 15 created was 15 jobs with \$159,215 in payroll. And
 16 in 2019, the actual jobs created was 15 jobs with
 17 \$402,278 in payroll. This contract is
 18 noncompliant due to the late filing only. Both
 19 filings were due August 23rd of 2020 but not
 20 received until June 25th of '21. The parish,
 21 school board, sheriff and city council did not
 22 respond with recommendations.
 23 CHAIRMAN JONES: Do we have anyone here
 24 from Alliance Compressors? Good morning. Please
 25 state your name and your position with the

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1 company, please.
 2 MR. CHESAL: I'm David Chesal. I'm the
 3 engineering manager for the facility.
 4 CHAIRMAN JONES: Great.
 5 MS. HARRIS: LaTina Harris, controller.
 6 CHAIRMAN JONES: Thank you. And
 7 apparently, you've met jobs and salaries goals but
 8 just, we have a late filing. Tell us what led to
 9 the late filings.
 10 MR. CHESAL: The IT program was managed
 11 with a combination of local Alliance resources and
 12 our corporate resources for their tax department.
 13 There was a retirement at the corporate level and
 14 it transferred all of that responsibility to the
 15 plant, and that transfer, it was just missed.
 16 When it came back to the plant, we realized the
 17 complexity of the paperwork and the filings and we
 18 hired DDA Consultants to help us through the
 19 process, and that's when the error was discovered
 20 and missed. And they've since turned in the late
 21 filings and got us up to date with the remainder
 22 of the filings. And we continue to retain them
 23 for managing this projects so that there will be
 24 no future late filings.
 25 CHAIRMAN JONES: Got it. Okay. Great.

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1 Thank you very much.
 2 MS. CHENG: The subsequent filings were
 3 not late, just for your information.
 4 CHAIRMAN JONES: Good. So everything
 5 after 2019 has been timely?
 6 MS. CHENG: Yes.
 7 CHAIRMAN JONES: Great. Thank you. All
 8 right. We have no recommendations from any local
 9 entity. So again, from the Chair's perspective,
 10 that means they don't care and I generally don't
 11 reward folks that don't tell me what they think.
 12 So I would entertain a motion to approve without
 13 penalty.
 14 MR. HOLLINS: I can make that motion.
 15 CHAIRMAN JONES: Motion from Mr.
 16 Hollins. Second from Mr. Moss. Any questions or
 17 comments from the board? There being none, any
 18 comments from the public? Hearing none, all in
 19 favor, say aye.
 20 (AYES BY ALL.)
 21 CHAIRMAN JONES: Any opposition? There
 22 being none, the motion carries. Thank you very
 23 much.
 24 MS. CHENG: Y'all can stay. There's an
 25 additional contract, 20170616 for Alliance

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1 Compressors in Natchitoches Parish. It's
 2 noncompliant for the 2019 reporting period. The
 3 Exhibit A required the company create and maintain
 4 15 jobs, with \$450,000 in payroll. The actual
 5 jobs created was 17 jobs with \$511,954 in payroll.
 6 This contract is noncompliant due to the late
 7 filing only. The filing was due August 23rd of
 8 2020, but not received until June 25 of '21.
 9 Again, the parish, school board, sheriff and city
 10 council did not respond with recommendations.
 11 CHAIRMAN JONES: I'll presume the same
 12 situation for those contracts as well?
 13 MR. CHESAL: That's correct.
 14 CHAIRMAN JONES: And they have been
 15 compliant since then, Kristin?
 16 MS. CHENG: Yes, sir.
 17 MR. MOSS: There was an item below
 18 there.
 19 CHAIRMAN JONES: We did the first two.
 20 Yes. No worries. We're on the third one
 21 actually. Okay. Motion from Mr. Moss to approve
 22 with no penalty. A second from Mr. Hollins. Any
 23 questions or comments from the board? Any
 24 comments from the public? Hearing none, all in
 25 favor, say aye.

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1 (AYES BY ALL.)
 2 CHAIRMAN JONES: Any opposition? There
 3 being none, the motion carries. Thank you very
 4 much.
 5 MS. CHENG: We have one contract,
 6 20190285 for Frymaster, LLC, in Caddo Parish.
 7 They're noncompliant for the 2021 reporting
 8 period. The Exhibit A for this contract requires
 9 the company retain 346 existing jobs, and
 10 \$19,578,440 in payroll. The actual jobs retained
 11 were 336 existing jobs and \$18,606,909 in payroll.
 12 This contract is noncompliant due to not meeting
 13 required retained jobs and payroll. The Parish of
 14 Caddo submitted a letter stating that they would
 15 like to defer any decision or actions regarding
 16 this matter to the Louisiana Board of Commerce &
 17 Industry with consideration that the Parish of
 18 Caddo fully supports -- sorry, fully endorses
 19 Frymaster's participation in the program. Caddo
 20 School Board, Caddo Sheriff, and the City of
 21 Shreveport did not respond with recommendations.
 22 CHAIRMAN JONES: All right. Someone
 23 here from Frymaster? Please state your name and
 24 your position with the company, please.
 25 MR. WILLIAMS: Good morning. My name is

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1 Kyle Williams and I'm the director of finance at
 2 Frymaster.
 3 MR. RANGEL: Reuben Rangel, senior
 4 manager with Advantous Consulting.
 5 CHAIRMAN JONES: Great. Thank you. So
 6 we're in 2021 and we're falling short on jobs and
 7 payroll.
 8 MR. WILLIAMS: Yes, sir.
 9 CHAIRMAN JONES: I think I know where
 10 this story is going but help me.
 11 MR. WILLIAMS: Yes, sir. Well, as you
 12 know, I'm not sure how familiar everyone is
 13 Frymaster, but we're a manufacturer of commercial
 14 fryers and hot holding cabinets. We sell
 15 primarily into the restaurant industry. And when
 16 COVID hit, you know, the restaurant industry took
 17 a big hit and as a result, our manufacturing was
 18 greatly reduced. As we started coming out of the
 19 pandemic, our orders started to pick up but we
 20 then started having severe supply chain issues and
 21 so critical parts that are required to manufacture
 22 the fryer and hot holding cabinets we were short
 23 of, so it greatly hampered our ability to fill
 24 those orders.
 25 I will say on a positive note as we

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1 look toward 2022 and now into 2023, our business
 2 has rebounded. Supply chain issues have eased
 3 quite a bit, and I'm confident that we'll meet
 4 our payroll and our jobs number. And in fact, I
 5 got a preliminary look at 2022 and it looks like
 6 we will rebound and recover. And I'm confident
 7 that we will be in a more favorable position
 8 this time next year.
 9 CHAIRMAN JONES: How many total
 10 employees does Frymaster have in Caddo Parish?
 11 MR. WILLIAMS: Yes, sir. It's a little
 12 over 500.
 13 CHAIRMAN JONES: Okay.
 14 MR. WILLIAMS: We have two factories in
 15 Shreveport that support the production of our
 16 fryers and our hot holding cabinets.
 17 MR. NASSAR: I'll make a motion that we
 18 approve with no penalty.
 19 CHAIRMAN JONES: Okay. We have a motion
 20 from Mr. Nassar to approve, no penalty.
 21 MS. COLA: Second.
 22 CHAIRMAN JONES: And a second from Ms.
 23 Cola. Any questions or comments from the board?
 24 Any comments from the public? Hearing none, all
 25 in favor, say aye.

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1 (AYES BY ALL.)
 2 CHAIRMAN JONES: Any opposition? There
 3 being none, the motion carries. Thank you very
 4 much.
 5 MR. USIE: Next we have one contract,
 6 20190361 for Kennedy Rice Mill, LLC, in Morehouse
 7 Parish that is noncompliant for the 2021 reporting
 8 period. The Exhibit A for the contract required
 9 the company create and maintain five jobs with
 10 zero dollars in payroll. The actual jobs created
 11 was 15 jobs with \$185,770 in payroll. The
 12 contract is noncompliant due to the late filing
 13 only. The compliance was due April 30th of 2022,
 14 but not received until May 12th of 2022. The
 15 parish and school board did not respond with
 16 recommendations. The sheriff submitted a letter
 17 stating the Morehouse Parish Sheriff's Office does
 18 not ask the Board of Commerce & Industry to
 19 penalize Kennedy Rice Dryer's, LLC, in any manner
 20 for the matter set forth in the Notice of
 21 Noncompliance. The Morehouse Parish Sheriff's
 22 Office recognized that Kennedy has surpassed all
 23 requirements and that the noncompliance is for not
 24 filing timely. We therefore do not support
 25 imposing penalties that might adversely impact

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1 them.

2 CHAIRMAN JONES: Please state your name

3 and your position with the company, please.

4 MR. MCGEHEE: Yes. Robert McGehee, CFO

5 for Kennedy Rice Mill.

6 CHAIRMAN JONES: Great. And tell us

7 what happened on the late filing, please.

8 MR. MCGEHEE: Our in-house CPA that

9 originally filed the application retired suddenly

10 in July. This application was passed on to

11 somebody else. The deadlines were not clearly

12 stated. We missed by 11 or 12 days I believe.

13 When we were notified we were out of compliance,

14 we filed the same day.

15 CHAIRMAN JONES: So we have just a

16 couple weeks late?

17 MR. HOLLINS: I will make a motion at

18 the appropriate time.

19 CHAIRMAN JONES: All right, Mr. Hollins.

20 Mr. Hollins has a motion.

21 MR. HOLLINS: To approve without

22 penalty.

23 CHAIRMAN JONES: To approve without

24 penalty. A second from Ms. Cola. Any questions

25 or comments from the board? Hearing none, any

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1 comments from the public? There being none, all

2 the favor, say aye.

3 (AYES BY ALL.)

4 CHAIRMAN JONES: Any opposition? Motion

5 carries. Good deal. Thank you very much.

6 MR. MCGEHEE: Thank you.

7 MR. USIE: Next we have two contracts,

8 20170492 and 20170492-A for Louisiana Sugar Cane

9 Cooperative in St. Martin Parish that are

10 noncompliant for the 2021 reporting period. The

11 Exhibit A for contract 20170492 requires the

12 company create and maintain 20 jobs with

13 \$1,650,000 in payroll. The actual jobs created

14 was 21 jobs with \$1,167,652 in payroll. The

15 reason for the noncompliance is due to the payroll

16 portion only.

17 The other Exhibit A for contract

18 20170492-A requires the company create and

19 maintain six jobs with \$222,850 in payroll. The

20 actual jobs created for that contract was zero

21 jobs and zero dollars in payroll. The parish

22 recommends that the Louisiana Board of Commerce

23 & Industry adopt no remedial action for the

24 alleged violations. No response was received

25 from the school board, and the sheriff submitted

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1 a letter stating I have made the decision to

2 take no action and enforce no penalties for

3 these violations. I trust that the board will

4 respect and approve my recommendation.

5 CHAIRMAN JONES: We have someone here

6 from the Louisiana Sugar Cane Cooperative? State

7 your name and your position with the company,

8 please.

9 MR. KIDDER: I'm Sean Kidder,

10 controller.

11 CHAIRMAN JONES: Yes, sir. And?

12 MR. NICKENS: Jake Nickens, Sumit

13 Credits.

14 CHAIRMAN JONES: Great. All right. So

15 we have two contracts here. First one, you made

16 the jobs count but missed it on salaries. The

17 second one, missed it on jobs and salaries. And

18 this is both for 2021. Tell is what happened.

19 MR. KIDDER: Can I address both at the

20 same time?

21 CHAIRMAN JONES: Absolutely. I'm sure

22 it's the same story.

23 MR. KIDDER: Our original advance

24 indicated we create 20 new jobs for the entire

25 project, which has been done in phases. So the

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1 first application included incorrectly some labor

2 dollar amounts for workers, contract workers,

3 which should be excluded. That was not correct.

4 CHAIRMAN JONES: Let me stop you there

5 so make sure I understand what you're saying. So

6 you had -- you hired people that did not qualify

7 under -- you had employees there that do not --

8 their salaries don't qualify under the rules?

9 MR. KIDDER: Correct, but they were

10 included in the application incorrectly.

11 CHAIRMAN JONES: Got it. Okay.

12 MR. KIDDER: So we did create the 20

13 jobs. So moving to the next application, we put

14 six incorrectly because it should have been zero,

15 because we had already met our goal. And so that

16 should have been zero incorrectly put again.

17 We're in the process of amending both those

18 applications. We have met with locals on that.

19 They have supported us in amendment. They've also

20 supported us in no action on the noncompliance.

21 The amendments will be up for review at the next

22 board meeting in August here. So once that's

23 all -- hopefully it's all taken care of. We'll

24 have no issues going forward. We also hired a

25 consultant to avoid our internal -- help us avoid

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1 our internal errors in the future.
 2 CHAIRMAN JONES: I understand. Okay.
 3 All right. Any questions from the board? Or is
 4 there a motion that we want to make?
 5 SEN. ALLAIN: I need to recuse himself.
 6 CHAIRMAN JONES: Okay. Senator Allain
 7 will recusing himself from any vote or any
 8 consideration or any discussion. Do we have a
 9 motion?
 10 MS. COLA: I so move.
 11 CHAIRMAN JONES: Motion from Ms. Cola to
 12 approve without penalty.
 13 REP. ST. BLANC: Second.
 14 CHAIRMAN JONES: All right. And we have
 15 a second from Mr. St. Blanc. Any questions or
 16 comments from the board? Hearing none, any
 17 comments from the public? There being none, all
 18 in favor, say aye.
 19 (AYES BY ALL.)
 20 CHAIRMAN JONES: Any opposition? There
 21 is none. The motion carries. Thank you, sir.
 22 MR. KIDDER: Thank y'all. Appreciate
 23 it.
 24 MR. USIE: Last we have one contract,
 25 number 20190093, for Neighbors, LLC, in Ouachita

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1 Parish that is noncompliant for the 2021 reporting
 2 period. The Exhibit A for the contract required
 3 the company create and maintain 10 jobs with
 4 \$300,000 in payroll. The actual jobs created was
 5 three, with \$337,081 in payroll. The parish,
 6 school board, nor sheriff submitted
 7 recommendations. The City of West Monroe
 8 submitted a recommendation stating to defer any
 9 decision or action on the noncompliance to the
 10 board.
 11 CHAIRMAN JONES: All right. Will you
 12 state your name and position with the company,
 13 please.
 14 MS. HYMAN: Meranda Hyman, CFO.
 15 CHAIRMAN JONES: Okay. Great. And --
 16 MR. WEGE: Robert Wege with Sumit
 17 Credits.
 18 CHAIRMAN JONES: Thank you, Robert. All
 19 right. Tell us what happened here in 2021.
 20 MS. HYMAN: Again, as everyone has kind
 21 of stated, COVID. I mean, we had the jobs
 22 available. We held internal job fairs. We had 60
 23 people show up. We worked with locals and
 24 attended their job fairs. We just could not get
 25 the people. We have increased wages and

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1 everything to try to promote jobs. We actually
 2 worked with temporary services as well. We had a
 3 lot of temp labor. I believe a couple years ago,
 4 we actually went through about 250 temporary
 5 laborers in 2021.
 6 As she indicated, we only did add
 7 three employees; however, we did meet the
 8 payroll. And looking forward into 2022,
 9 preliminarily I'm happy to report that we added
 10 15 employees with 356,000 in payroll.
 11 CHAIRMAN JONES: Well, good. Because
 12 that was my question, did you see a difference in
 13 hiring between 2021 and 2022?
 14 MS. HYMAN: We did, yes, sir. Yeah, at
 15 some expense because we had to raise salaries and
 16 things of that nature, but yes, sir, we did.
 17 CHAIRMAN JONES: Right. Interesting.
 18 Okay. And 2023, you're maintaining the jobs so
 19 far?
 20 MS. HYMAN: Yes, we on average of about
 21 80 employees total.
 22 CHAIRMAN JONES: Great.
 23 MR. NASSAR: I'll make a motion that we
 24 approve with no penalty.
 25 CHAIRMAN JONES: All right. We have a

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1 motion from Mr. Nassar. Second? Second from
 2 Mr. Hollins. Any questions or comments from the
 3 board? There being none, any comments from the
 4 public? Hearing none, all in favor, say aye.
 5 (AYES BY ALL.)
 6 CHAIRMAN JONES: Any opposition? There
 7 being none, the motion carries. Thank you.
 8 Appreciate it. Good luck.
 9 All right, ladies and gentlemen, that
 10 brings us to the end of our business for the
 11 board, but we have, instead of the B team, we
 12 have the A team representing the Department,
 13 Assistant Secretary Anne Villa here for the
 14 secretary.
 15 UNDERSECRETARY VILLA: Just for the
 16 record, undersecretary.
 17 CHAIRMAN JONES: Undersecretary.
 18 Forgive me.
 19 UNDERSECRETARY VILLA: I've been called
 20 many things. But undersecretary.
 21 CHAIRMAN JONES: All right.
 22 UNDERSECRETARY VILLA: Anne Villa, at
 23 the pleasure. The secretary would like to, of
 24 course, extend his regrets for not being here
 25 today, but expresses his sincere gratitude to the

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1 continued work of the BC&I board members and
 2 staff. We recognize this sometimes can be a heavy
 3 lift for everybody but we strive to provide you
 4 with sufficient details on the applications and
 5 are always available should you have any
 6 questions. The BC&I team does yeoman's work on
 7 many of the programs administered for the board.
 8 There's a lot of hard work that goes into
 9 reviewing those applications prior to submitting
 10 them to the board for approval, and we just want
 11 to extend a sincere thanks for their commitment to
 12 LED and the board.

13 Additionally, to the many businesses
 14 which continue to grow and invest in Louisiana,
 15 we thank you. We just finished our fiscal year
 16 23 and we continue to see momentum in the number
 17 of projects and investments that have been made
 18 in Louisiana. The metrics are still being
 19 vetted, but I'm certain the secretary will be
 20 able to share those with you next month at
 21 August's board meeting, which seems to be a
 22 lengthy one versus the one today.

23 Just to highlight a few recent
 24 announcements we've had: 360insights, a global
 25 software company, announces relocation of its

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1 headquarters from Delaware to New Orleans.
 2 They'll be creating at least 50 new direct jobs
 3 at an annual of 85,000. They currently have
 4 locations in the US, Canada, and the United
 5 Kingdom. And they service more than 300 brands
 6 across a variety of industries worldwide.

7 A&B Industries invests \$12 million to
 8 create a second manufacturing facility near
 9 Houma and they are going to expect to create
 10 about 70 new direct jobs.

11 Capitol City Produce announced the \$22
 12 million expansion of their Baton Rouge
 13 distribution facility here, and they're
 14 retaining their current 258 jobs. And they
 15 estimate to have new -- 81 new indirect jobs,
 16 for a total of 126 new jobs in the capital
 17 region.

18 SSE Steel Fabrication acquires
 19 state-of-the-art technology for St. Bernard
 20 expansion. And they are expected to create new
 21 jobs there as well in their technology advances
 22 at the plant, and will continue to add a fleet
 23 of welding, collaborative robots and cobots for
 24 their facility, but they will create 18 new
 25 direct jobs.

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1 Amazon Distribution Facility is coming
 2 to Abbeville in 2024, and they are going to
 3 begin operations in '24, as I said, and their
 4 facility there is going to be The Last Mile
 5 facility. It's expected to increase -- have an
 6 economic boost to the region, creating new jobs
 7 during and after construction of the facility.

8 Recently, Louisiana has taken a
 9 number one place ranking for the talent pipeline
 10 category. The state moved up from second place
 11 in 2022 to the top spot, which recognizes an
 12 impressive and proactive focus that we have had
 13 on expanding the skill tech workforce through
 14 programs that are quickly and effectively
 15 delivering results. So, that was a nice win for
 16 us at the state level.

17 So Natchitoches recently was named the
 18 Louisiana Development Ready Community. Our team
 19 works with communities to help them establish
 20 goals and strategies for strategic plan that
 21 would move the parish forward through job
 22 creation and investment. And they were our 56,
 23 I'm pretty certain, parish or municipality to
 24 receive the state certification.

25 And also just to continue our outreach

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1 regarding our State Small Business Credit
 2 Initiative, which is overseen by the sister
 3 board of Louisiana Economic Development
 4 Corporation and our LED team. So we have
 5 currently have 14 participating lenders that are
 6 working on our programs of micro-lending, and we
 7 have two -- I'm sorry, we have four additional
 8 institutions that are being vetted right now and
 9 could potentially become preferred lenders.

10 And those of you on this board, and
 11 especially for your constituents and your small
 12 businesses, this is a great program, and a great
 13 opportunity for them to have micro-loan lending,
 14 collateral support lending. We also have the
 15 Small Business Loan Guarantee that we have, as
 16 well as we have our Venture Capital and C
 17 Capital funding. And the State is posed to
 18 receive at least potentially up to \$113 million
 19 for this program over the next seven years.

20 We continue to have outreach
 21 workshops. The next workshop is going to be in
 22 Monroe and it's going to be hosted by Origin
 23 Bank on July 20th. And then on July 26 in
 24 Thibodaux hosted by Select, we are going to have
 25 outreach programs there as well.

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1 And then in October of 2024, we have
 2 our Louisiana Small Business Summit. This is
 3 going to be the third one that we are going to
 4 be holding. It's going to be at the Cajundome.
 5 And so just look for more information to be
 6 coming, forthcoming on that outreach.
 7 So if you guys have any questions,
 8 just let me know and I'll be happy to try to
 9 entertain those sitting in on behalf of the
 10 secretary.
 11 CHAIRMAN JONES: Thank you, Ms. Villa.
 12 Appreciate it. Anything else for the good of the
 13 order? I'll entertain a motion to adjourn. We
 14 have a motion from St. Blanc; second from Mr.
 15 Fajardo. All in favor, say aye.
 16 (AYES BY ALL.)
 17 CHAIRMAN JONES: We are adjourned.
 18 Thank you very much, ladies and gentlemen. We'll
 19 see you in August.
 20 (Meeting adjourned at 10:40 a.m.)
 21
 22
 23
 24
 25

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1 prohibited employment or contractual relationship,
 2 direct or indirect, between a court reporting firm
 3 and any party litigant in this matter nor is there
 4 any such relationship between myself and a party
 5 litigant in this matter;
 6 That I am not related to counsel or to the
 7 parties herein, nor am I otherwise interested in
 8 the outcome of this matter.
 9 SUBSCRIBED AND SWORN on the 25th day of JULY
 10 2023.
 11
 12 _____
 13 SARA PIAZZA, CCR #29026
 14
 15
 16
 17
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 19
 20
 21
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 25

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1 REPORTER'S CERTIFICATE
 2 This certification is valid only for a
 3 transcript accompanied by my original signature and
 4 original required seal or my certified digital
 5 signature on this page.
 6 I, Sara Piazza, Certified Court Reporter in
 7 and for the State of Louisiana, do hereby certify
 8 that this meeting is hereinbefore set forth in the
 9 foregoing 66 pages;
 10 That this testimony was reported by me in the
 11 stenomask method, was prepared and transcribed by
 12 me or under my personal direction and supervision,
 13 and is a true and correct transcript to the best of
 14 my ability and understanding;
 15 That the transcript has been prepared in
 16 compliance with transcript format guidelines
 17 required by statute or by rules of the board and
 18 that I am informed about the complete arrangement,
 19 financial or otherwise, with the person or entity
 20 making arrangements for deposition services;
 21 That I have acted in compliance with the
 22 prohibition on contractual relationships as defined
 23 by La. C.C.P. Art. 1434 and in rules and advisory
 24 opinions of the board;
 25 That I have no actual knowledge of any

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[actual - approve]

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[approve - board]

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[board - chairman]

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