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MEETING MINUTES FOR  
THE BOARD OF COMMERCE AND INDUSTRY  
OF THE  
LOUISIANA ECONOMIC DEVELOPMENT CORPORATION  
HELD AT  
LASALLE BUILDING  
617 NORTH 3RD STREET  
LABELLE ROOM  
BATON ROUGE, LOUISIANA  
ON THE 29TH DAY OF AUGUST, 2018  
COMMENCING AT 9:36 A.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR

THE BOARD OF COMMERCE AND INDUSTRY

1     **Appearances of Board Members Present:**

2     Mayor Glenn Brasseaux  
3     Don Briggs  
4     Representative Thomas Carmody  
5     Senator Norby Chabert  
6     Phillip Devillier  
7     Jerald Jones  
8     Heather Malone  
9     Charles R. "Robby" Miller  
10    Jan K. Moller  
11    Secretary Don Pierson  
12    Darrel J. Saizan, Jr.  
13    Ronnie Slone  
14    Dr. Shawn Wilson for Governor Edwards  
15    Dr. Woodrow Wilson, Jr.  
16    Steve Windham

17    **Staff members present:**

18    Samantha Booker  
19    Tam Bourgeois  
20    Kristen Cheng  
21    Frank Favaloro  
22    Brenda Guess  
23    Richard House  
24    Becky Lambert  
25    Mandi Mitchell  
26    Joyce Metoyer  
27    Hud Usie  
28    Anne Villa  
29    Daria Vinning



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MR. WINDHAM:

Morning, everyone. I'd like to call the Board of Commerce & Industry meeting for August 29th, 2018 to order.

Ms. Daria Vinning, I'd like to welcome you to the Board.

She's the replacement for Melissa, so, welcome to C&I.

MS. VINNING:

Thank you.

MR. WINDHAM:

Thank you. Please call roll.

MS. VINNING:

Okay. We have a Dr. Shawn Wilson on behalf of Governor John Bel Edwards.

DR. S. WILSON:

Here.

MS. VINNING:

Don Briggs on behalf of Lieutenant Governor Billy Nungesser.

MR. BRIGGS:

Here.

MS. VINNING:

Representative Devillier on behalf of Represent Neil Abramson.



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MR. DEVILLIER:

Here.

MS. VINNING:

Mayor Glenn Brasseaux representing  
Thomas Carmody.

MAYOR BRASSEAUX:

Here.

MS. VINNING:

Yvette Cola.

(No response.)

MS. VINNING:

Major Coleman.

(No response.)

MS. VINNING:

Rickey Fabra.

(No response.)

MS. VINNING:

Manuel "Manny" Fajardo.

(No response.)

MS. VINNING:

Jerry Jones.

MR. JONES:

Here.

MS. VINNING:

Heather Malone.



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1 MS. MALONE:  
2 Here.  
3 MS. VINNING:  
4 Senator Danny Martiny.  
5 (No response.)  
6 MS. VINNING:  
7 Charles "Robbie" Miller.  
8 MR. MILLER:  
9 Here.  
10 MS. VINNING:  
11 Jan Moller.  
12 MR. MOLLER:  
13 Here.  
14 MS. VINNING:  
15 Senator Norbert Chabert on behalf of  
16 Senator JP Morrell.  
17 (No response.)  
18 MS. VINNING:  
19 Secretary Don Pierson.  
20 SECRETARY PIERSON:  
21 Present.  
22 MS. VINNING:  
23 Scott Richard.  
24 (No response.)  
25 MS. VINNING:



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1           Darrel Saizan.  
2       (No response.)  
3       MS. VINNING:  
4           Danny Schexnaydre.  
5       (No response.)  
6       MS. VINNING:  
7           Ronnie Slone.  
8       MR. SLONE:  
9           Here.  
10       MS. VINNING:  
11           Bobby Williams, Junior.  
12       (No response.)  
13       MS. VINNING:  
14           Steve Windham.  
15       MR. WINDHAM:  
16           Here.  
17       MS. VINNING:  
18           Dr. Woodrow Wilson, Junior.  
19       DR. W. WILSON:  
20           Here.  
21       MS. VINNING:  
22           Twelve present. We have a quorum.  
23       MR. WINDHAM:  
24           Thank you, Ms. Vinning.  
25           I'd like to welcome Mr. Don Briggs and



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1 Secretary Dr. Shawn Wilson to the Board. I know you  
2 guys have been oriented on the process and procedures,  
3 and I see Dr. Wilson has his little handbook in case  
4 there's anything he needs to look up.

5 Also, I believe we have another lady,  
6 Ms. Tanita Gilbert-Baker, who has been appointed as a  
7 replacement for Millie Atkins, and she has not made it  
8 yet.

9 And I would like to point out that  
10 Senator Chabert has arrived.

11 All right. Did everyone have a chance  
12 to read the minutes?

13 Is there a motion to approve the  
14 minutes?

15 Made by Representative Carmody; seconded  
16 by Jerry Jones.

17 Any questions, changes?

18 (No response.)

19 MR. WINDHAM:

20 All in favor, indicate with an "aye."

21 (Several members respond "aye.")

22 MR. WINDHAM:

23 All opposed with a "nay."

24 (No response.)

25 MR. WINDHAM:



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1 Motion carries.

2 Now we'll move on to Quality Jobs  
3 Program presented by Frank Favaloro.

4 MR. FAVALORO:

5 Yes. I have four Quality Jobs  
6 applications: 20130129, Vivace Corporation, Orleans;  
7 20151264, Indorama Ventures Olefins, LLC, in Calcasieu;  
8 20161807, HR Nu Blu Energy, LLC in West Baton Rouge; and  
9 20170270, Total Quality Logistics, LLC in Orleans.

10 That conclude the new applications.

11 MR. WINDHAM:

12 Are there any comments from the public  
13 concerning the new applications for the Quality Jobs  
14 Program?

15 (No response.)

16 MR. WINDHAM:

17 Questions or comments from the Board  
18 members?

19 (No response.)

20 MR. WINDHAM:

21 Is there a motion to approve?  
22 Made by Mr. Slone; seconded by Mayor  
23 Brasseaux.

24 All in favor, indicate with an "aye."

25 (Several members respond "aye.")



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MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

MR. FAVALORO:

I have three renewal Quality Jobs applications: 20130960, PPG Industries, Inc., Calcasieu; 20110182, Greatwide Dedicated Transport III, LLC in St. Tammany; 20131052, CPX Interactive, LLC, Orleans.

MR. WINDHAM:

Are there any comments from the public concerning these renewals?

(No response.)

MR. WINDHAM:

Questions or comments from the Board members?

(No response.)

MR. WINDHAM:

Is there a motion to approve?  
Made by Ms. Malone; seconded by Representative Carmody.

All in favor, indicate with an "aye."

(Several members respond "aye.")



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MR. WINDHAM:

All opposed with "nay."

(No response.)

MR. WINDHAM:

Motion carries.

MR. FAVALORO:

We have one late renewal request. The initial contract expired on 12/31 of '17. Late renewal request was July 23rd of '18, and it expired at the end of February, February 28th.

MR. WINDHAM:

All right. Is there a representative from Dyno Nobel Louisiana Ammonia with us today?

Please step forward identify yourself.

Please identify yourself.

MS. ELDER:

Hi. My name is Heidi Elder from Dyno Nobel.

MR. WINDHAM:

All right. Can you tell us why it was late.

MS. ELDER:

Yes. Regrettably we had an eternal firm that was handling a lot of these contracts. They did our initial registration for us. We decided to



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1     discontinue their services and hand it over to our  
2     already burdened tax department.  It did not go as  
3     smoothly as we had hoped, and regrettably we missed this  
4     very important deadline.  So we are here to ask that  
5     that be renewed and the penalties waived.

6                     MR. WINDHAM:

7                     All right.  Generally the penalties have  
8     not been waived.  It's been the posture of this Board to  
9     not waive the penalties.

10                    So with that, unless there are any  
11    extenuating circumstances by the Board members.

12                    Representative Carmody.

13                    MR. CARMODY:

14                    Yes, sir.  Are you making that in the  
15    form of a motion?

16                    MR. WINDHAM:

17                    I'm entertaining one, yes.

18                    MR. CARMODY:

19                    I consider that.

20                    MR. WINDHAM:

21                    Mr. Jones.

22                    MR. JONES:

23                    Have they had any instances of being  
24    late in the past?

25                    MR. FAVALORO:



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1                   We've had one application last year  
2                   presented to the Board, and there was a 20 percent  
3                   reduction, one year.

4                   MR. JONES:

5                   So this is the second time it's been  
6                   late?

7                   MR. FAVALORO:

8                   Not for this company, no, sir. We've  
9                   only had one Quality Jobs contract renewal that's been  
10                  late.

11                  MR. JONES:

12                  Let me make sure my question is clear.  
13                  Has this company ever been late?

14                  MR. FAVALORO:

15                  No, sir.

16                  MR. WINDHAM:

17                  All right. So we have a motion on the  
18                  floor; second by Mr. Slone.

19                  Any further discussion?

20                  The motion is to restrict it by one  
21                  year, by 20 percent.

22                  Any further discussions?

23                  (No response.)

24                  MR. WINDHAM:

25                  All in favor, indicate with an "aye."



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1 (Several members respond "aye.")

2 MR. WINDHAM:

3 All opposed with a "nay."

4 (No response.)

5 MR. WINDHAM:

6 Motion carries.

7 Thank you, Ms. Heidi.

8 MR. FAVALORO:

9 We have three requests for change in  
10 ownership for the following contracts: 20131171, Murphy  
11 Energy Corporation to NGL Energy Operating, LLC in East  
12 Feliciana; 20110182, Greatwide Dedicated Transport III,  
13 LLC to Cardinal Logistics Management Corporation in St.  
14 Tammany; and 20151041, Pin Oak Holdings, LLC to Pin Oak  
15 Organization, LLC, St. John the Baptist.

16 That concludes the change in ownership.

17 MR. WINDHAM:

18 All right. Are there any comments from  
19 the public concerning the name changes for the Quality  
20 Jobs Program?

21 (No response.)

22 MR. WINDHAM:

23 Questions or comments from the Board?

24 (No response.)

25 MR. WINDHAM:



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1                   Made by President Miller; seconded by  
2                   Dr. Woodrow Wilson.

3                   I have two Dr. Wilsons up here, so there  
4                   may be a little confusion once in a while, but I may  
5                   call one of them Shawn.

6                   All in favor, indicate with an "aye."  
7                   (Several members respond "aye.")

8                   MR. WINDHAM:

9                   All opposed with a "nay".  
10                  (No response.)

11                  MR. WINDHAM:

12                  Motion carries.

13                  MR. FAVALORO:

14                  That concludes QJ.

15                  MR. WINDHAM:

16                  Thank you, Mr. Favaloro.

17                  Next we have the Restoration Tax  
18                  Abatement Program presented by Ms. Becky Lambert.

19                  MS. LAMBERT:

20                  Good morning. We have 11 new  
21                  applications to present. First one is 20131308, 417  
22                  Royal Restaurant, LLC in Orleans: 20170046, Academy  
23                  Real Estate, LLC, Orleans; 20161859, Bud Rip's, Orleans;  
24                  20120221, Echolstar Investments, LLC, Ouachita;  
25                  20141093, Hall Downtown, LLC, Ouachita; 20120286,



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1 Michael Echols Enterprises, Ouachita; 20120938, Michael  
2 Echols Enterprises, Ouachita; 20121220, Michael Echols  
3 Enterprises, Ouachita; 20121281, Michael Echols  
4 Enterprises, Ouachita; 20161898, Third Floor Properties,  
5 Ouachita; 20180157, Troy D. Cheramie, Jefferson.

6 This concludes the new applications for  
7 a total investments of \$16,640,000.

8 MR. WINDHAM:

9 Thank you, Ms. Lambert. And I assume  
10 all of the documents supporting the projects are in  
11 order and on file with the Department?

12 MS. LAMBERT:

13 Yes. In fact, some of these  
14 applications would have been presented at an earlier  
15 time except that the resolutions had not come to the  
16 Department, and upon investigation with the assessor's  
17 office and the company, we learned that some of the  
18 resolutions had not been sent. They were assuming that  
19 if one person sent it, then the other person sent it.  
20 And until I received them completely from the local  
21 governing authority representative, they don't come to  
22 you.

23 MR. WINDHAM:

24 All right. Thank you very much and good  
25 job.



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1                   Are there any comments from the public  
2 concerning the new applications for the Restoration Tax  
3 Abatement Program?

4                   (No response.)

5                   MR. WINDHAM:

6                   Questions or comments from the Board?

7                   (No response.)

8                   MR. WINDHAM:

9                   Is there a motion to approve them?

10                  Made by Mr. Moller; seconded by Dr.  
11 Shawn Wilson.

12                  All in favor, indicate with an "aye."

13                  (Several members respond "aye.")

14                  MR. WINDHAM:

15                  All opposed with a "nay."

16                  (No response.)

17                  MR. WINDHAM:

18                  Motion carries.

19                  MS. LAMBERT:

20                  We have one renewal application for  
21 20120912, Vantage Health Plan, Inc. DBA Monroe  
22 Development, LLC in Ouachita.

23                  MR. WINDHAM:

24                  All right. Are there any comments from  
25 the public concerning the renewal of the Restoration Tax



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1 Abatement Program?

2 (No response.)

3 MR. WINDHAM:

4 Any comments from the Board?

5 (No response.)

6 MR. WINDHAM:

7 Motion made by Dr. Woodrow Wilson;

8 seconded by Representative Carmody.

9 All in favor, indicate with an "aye."

10 (Several members respond "aye.")

11 MR. WINDHAM:

12 All opposed with "nay".

13 (No response.)

14 MR. WINDHAM:

15 Motion carries.

16 MS. LAMBERT:

17 The last item for the Restoration Tax  
18 Abatement Program is a name change request for a company  
19 in St. Tammany Parish, 20161825, formerly named Abita  
20 Guest House, LLC. The new name is Abita Springs Hotel,  
21 LLC.

22 MR. WINDHAM:

23 Are there any comments concerning the  
24 name change for the Restoration Tax Abatement Program?

25 (No response.)



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MR. WINDHAM:

Questions or comments from the Board?

(No response.)

MR. WINDHAM:

Motion made by Mayor Brasseaux; seconded  
by Mr. Slone.

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

Thank you, Ms. Lambert.

Next we have the Enterprise Zone  
presented by Joyce Metoyer.

MS. METOYER:

Good morning. I have eight new  
applications: 20141171, Affinity Health Group, LLC,  
Ouachita Parish; 20181190, Alder Hotel Partners, LLC,  
Orleans Parish; 20150913, Capital City Produce, LLC,  
East Baton Rouge Parish; 20151094, Monsanto Company &  
Subsidiaries, St. Charles Parish; 20180722, Turner  
Industries Group, LLC, East Baton Rouge Parish;  
20181931, Domain CAC, LLC, Orleans Parish; 20140958, Our



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1 Lady of the Lake Ascension Community Hospital,  
2 Incorporated, Ascension Parish; and 20151193, Park 80  
3 Hotels, LLC, Ascension Parish.

4 MR. WINDHAM:

5 Thank you, Ms. Metoyer, and I assume all  
6 of their paperwork is in order for the program?

7 MS. METOYER:

8 Yes, sir.

9 MR. WINDHAM:

10 Are there any comments from the public  
11 concerning the new applications for the Enterprise Zone  
12 Program?

13 (No response.)

14 MR. WINDHAM:

15 Any questions or comments from the Board  
16 concerning any applications?

17 Representative Carmody.

18 MR. CARMODY:

19 Mr. Chairman, just a quick one, and I'm  
20 sure Mr. Secretary could probably address it, Monsanto,  
21 640-million investment in St. Charles Parish for the  
22 Enterprise, can you -- is there somebody here from  
23 Monsanto to kind of give us an overview of what that  
24 investment reflects?

25 MR. WINDHAM:



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1                   Please step forward and identify  
2 yourself.

3                   MS. BOATNER:

4                   Rhonda Boatner with Didier Consulting.  
5                   Currently Monsanto is adding a new  
6 project called the Dicamba Project, and this spending is  
7 related to the necessary equipment to retrofit and have  
8 the existing facility be compatible with this new  
9 project that's happening. So this just spending that  
10 has occurred prior to the project, the new project  
11 coming on board, so that's...

12                  MR. CARMODY:

13                  And the investment of the 640, that 640  
14 has been spent or that's what's --

15                  MS. BOATNER:

16                  It's already been spent.

17                  MR. CARMODY:

18                  It has been sent?

19                  MS. BOATNER:

20                  Yes, it has.

21                  MR. CARMODY:

22                  Okay. Thank you.

23                  Thank you, Mr. Chairman.

24                  MS. BOATNER:

25                  Any other questions?



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MR. WINDHAM:

Any other questions?

(No response.)

MR. WINDHAM:

All right. The motion has been made by Mr. Slone; seconded by Representative Carmody.

All in favor, indicate with an "aye".

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

Ms. Metoyer.

MS. METOYER:

I have terminations: 20130113, Belk, Incorporated, Livingston Parish. Existing contract period September 1, 2013 through August 31 of 2018. The requested term date is August 31 of 2018. The program requirements have been met, and no additional jobs are anticipated.

20151115, Walmart, Louisiana, LLC, Orleans Parish. Existing contract period July 31 of 2014 through July 30 of 2019. The requested term date is July 30 2017. The program requirements have been



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1 met, no additional jobs are anticipated.

2 20141116, Walmart, Louisiana, LLC,  
3 Ouachita Parish. Existing contract period July 31 of  
4 2014 through July 30 of 2019. The requested term date  
5 is July 30 of 2017. The program requirements have been  
6 met, no additional jobs are anticipated.

7 20140155, Placid Refining Company, LLC,  
8 West Baton Rouge Parish. Existing contract period is  
9 February 1 of 2014 through January 31 of 2019. The  
10 requested term date is July 31 of 2016, and the program  
11 requirements have been met, no additional jobs are  
12 anticipated.

13 20130808, Rapides Healthcare System,  
14 LLC, Rapides Parish, and the existing contract period is  
15 August 1, 2013 through July 31, 2018. The requested  
16 term date is July 30th -- I'm sorry -- is January  
17 31,2016. The program requirements have been met, no  
18 additional jobs are anticipated.

19 20140988, Isidore Newman School, Orleans  
20 Parish. Existing contract period July 15, 2014 through  
21 July 14, 2019. The requested term date is March 15 of  
22 2017. The program requirements have been met, no  
23 additional jobs anticipated.

24 20131409, Sai Deva, LLC, Jefferson  
25 Parish. The existing contract period is October 1, 2014



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1 through September 30, 2019. The requested termination  
2 date is September 30, 2017. The program requirements  
3 have been met, no addition jobs are anticipated.

4 20141542, Shaya Restaurant, LLC, Orleans  
5 Parish. Existing contract is December 31, 2014 through  
6 December 30 of 2019. That's a typo there on my part.  
7 And the requested term date is December 31 of '17. The  
8 program requirements have been met, no additional jobs  
9 are anticipated.

10 MR. WINDHAM:

11 Thank you.

12 MS. METOYER:

13 There's one more. I'm sorry.

14 20131082, Red Stick Armature Works, LLC,  
15 West Feliciana Parish, and the existing contract period  
16 is August 20 of 2013 through August 19 of 2018. The  
17 requested term date is June 30, 2016, and the  
18 requirements have been met, no additional jobs are  
19 anticipated.

20 That's it.

21 MR. WINDHAM:

22 Thank you, Ms. Metoyer.

23 Are there any comments from the public  
24 concerning the Enterprise Zone termination requests?

25 (No response.)



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MR. WINDHAM:

Questions or comments from the Board members?

(No response.)

MR. WINDHAM:

Is there a motion to approve?  
Made by Dr. Woodrow Wilson; seconded by Mr. Slone.

All in favor, indicate with an "aye."  
(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."  
(No response.)

MR. WINDHAM:

Motion carries.  
Thank you, Ms. Metoyer.

MR. WINDHAM:

We have Hud Usie -- I have a hard time with that name -- for the Industrial Tax Exemption Program. Pointing out there are pre-EOs, post-EOs and post-EOs with 2018 rules.

Please proceed.

MR. USIE:

We have four new pre-EEO applications:  
20151795A, Blue Cube Operations, LLC, Iberville Parish;



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1 20141008, Centric Pipe, LLC, Bossier Parish; 2014097A,  
2 ExPert Riser Solutions, LLC, Lafourche Parish; 20141117,  
3 YCI Methanol One, LLC, St. James Parish.

4 MR. WINDHAM:

5 All right.

6 MR. JONES:

7 Mr. Chairman, I need to recuse myself  
8 from any discussion or vote on Number 20141117, YCI  
9 Methanol One.

10 MR. WINDHAM:

11 Please note that for the record that  
12 Mr. Jones has recused himself from 20141117-A-ITE, from  
13 YCI Methanol One, LLC.

14 Are there any comments from the public  
15 concerning any of these applications?

16 MR. USIE:

17 We did have one that was filed late,  
18 Centric Pipe, 20141008, is as noted.

19 MR. WINDHAM:

20 Is there a representative from Centric  
21 Pipe with us today?

22 Please step forward and identify  
23 yourself.

24 It was a late filing?

25 MR. USIE:



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Correct.

MR. LONG:

Hi. I'm Jack. I'm from Centric Pipe.  
It was a late filing --

MR. WINDHAM:

I'm sorry. What's your name?

MR. JACK:

Jack.

MR. WINDHAM:

Jack. I'm sorry. Jack. And also your  
last name?

MR. LONG:

Long, L-o-n-g.

MR. WINDHAM:

All right. Why were you late?

MR. LONG:

Yeah. The filing's late because in 2014  
we bought it from Northwest Pipe, and after that, we  
outsourced our permit taxing to a outside consulting  
firm. And this next year, we wanted to bring it back,  
and I'm going to do the property tax for the company.  
And after I realized this contract has not been renewed,  
because it has to be renewed each five years and that  
the staff of the company before, maybe they forgot to  
renew it, and now I catch it and I want to renew.



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1 MR. WINDHAM:  
2 Okay. This is a new application,  
3 though?

4 MR. LONG:  
5 Yeah.

6 MR. USIE:  
7 But they also have some renewals coming  
8 up.

9 MR. WINDHAM:  
10 So renewals also?

11 MR. USIE:  
12 Correct.

13 MR. WINDHAM:  
14 So does everyone understand what Jack is  
15 saying? They were late because they had outsourced it,  
16 they brought it back in, they were late on the filing of  
17 the original application.

18 Mr. Jones, I believe you had a question.

19 MR. JONES:  
20 Not yet.

21 MR. WINDHAM:  
22 So with that, our practice has been to  
23 restrict the application and contracts by one year when  
24 they are late. So with that, I'll entertain a motion.

25 Made by Dr. Wilson, Dr. Woodrow Wilson.



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1 Mr. Miller, you have a question?

2 MR. MILLER:

3 So they missed the whole first five-year  
4 term?

5 MR. USIE:

6 No. It was due on March 31st of 2018  
7 and they filed that application on April 30th of 2018,  
8 so it would be a month.

9 MR. MILLER:

10 But the initial --

11 MR. USIE:

12 Oh, that's what they would -- that's the  
13 penalty if y'all --

14 MR. MILLER:

15 On the initial five-year?

16 MR. USIE:

17 On the initial five-year application.

18 MR. MILLER:

19 And the assessor didn't pick it up on  
20 the tax rolls.

21 MR. USIE:

22 No.

23 MR. WINDHAM:

24 We'll need to have that confirmed.

25 MS. CHENG:



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1                   We did confirm with the assessors that  
2 these assets haven't been taxed.

3                   MR. WINDHAM:

4                   Okay. They haven't paid taxes on them.

5                   All right. Any other questions?

6                   Mr. Jones.

7                   MR. JONES:

8                   So, Mr. Chairman, with the one-year  
9 penalty, essentially the five-year benefit becomes a  
10 four-year benefit; is that correct?

11                  MR. WINDHAM:

12                  For the initial contract with the option  
13 of a five-year renewal that is filed timely.

14                  MR. JONES:

15                  Mr. Long, you understand what we're  
16 saying there what the one-year penalty means?

17                  MR. LONG:

18                  Yeah.

19                  MR. WINDHAM:

20                  Do you understand?

21                  MR. LONG:

22                  Yeah.

23                  MR. WINDHAM:

24                  So it's a four-year contract instead of  
25 five for the first one.



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1 MR. LONG:

2 Yeah.

3 MR. WINDHAM:

4 It will have the option for a five-year  
5 renewal, but that will also have to be filed timely or  
6 it will be imposed a penalty as well.

7 MR. LONG:

8 Okay. So after the five years, I need  
9 to renew it for another five years?

10 MR. WINDHAM:

11 Correct, and you have to make that  
12 renewal request before the contract expires.

13 MR. LONG:

14 Okay.

15 MR. WINDHAM:

16 So contact Mr. Usie.

17 MR. CARMODY:

18 Mr. Chairman?

19 MR. WINDHAM:

20 Yes. I'm sorry. Representative  
21 Carmody.

22 MR. WINDHAM:

23 I just want to clarify for myself, if  
24 the gentleman then takes this four years, at what point  
25 is he to express in writing his affirmation that he



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1 wants to go for the next five? Is there a deadline?

2 MR. WINDHAM:

3 Before the contract expires.

4 MR. CARMODY:

5 Okay. So on the last date of the  
6 remaining four years, he has got to have notified --

7 MR. USIE:

8 So on the fourth year, the expiration  
9 year, it can be renewed anywhere between July 1st, but  
10 no later than December 31st of that expiring year.

11 MR. CARMODY:

12 So six months prior.

13 MR. USIE:

14 Six months prior.

15 MR. CARMODY:

16 Thank you. I just want to make sure  
17 that he was aware.

18 MR. JONES:

19 So I'm going to get even further in the  
20 weeds. So if the application is filed 2018, so four  
21 years will be 2022; is that correct?

22 MR. USIE:

23 It goes by the project ending year.

24 MR. JONES:

25 Okay.



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MR. USIE:

So it would be 2017.

MR. JONES:

2017?

MR. USIE:

December 31st, 2017 was the project  
period.

MR. JONES:

So plus four years.

MR. USIE:

Four years.

MR. JONES:

So it will be 2021.

MR. USIE:

Correct.

MR. JONES:

Okay. Good. Thank you.

MR. WINDHAM:

Any further questions?

(No response.)

MR. WINDHAM:

We have a motion on the table and it was  
seconded by Dr. Shawn Wilson.

Any further comments from the Board?

SECRETARY PIERSON:



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1                   Just be clear to be clear, it's the  
2 acceptance of the three applications, and the fourth  
3 application by Centric Pipe being restricted by one  
4 year.

5                   MR. WINDHAM:

6                   Correct, that is the motion, noting that  
7 Mr. Jones has recused himself from the YCI Methanol One  
8 action.

9                   All in favor, indicate with an "aye."  
10                   (Several members respond "aye.")

11                   MR. WINDHAM:

12                   All opposed with "nay."  
13                   (No response.)

14                   MR. WINDHAM:

15                   Motion carries. Thank you, Mr.  
16 Secretary.

17                   MR. USIE:

18                   Next we have seven post-EEO applications  
19 following under 2017 rules, and we do have one that  
20 needs to be deferred. That's 20170003, Procter and  
21 Gamble Manufacturing Company in Rapides Parish.

22                   MR. JONES:

23                   So moved.

24                   MR. WINDHAM:

25                   Motion had been made to defer.



1                   Is there a second?  
2                   By Dr. Woodrow Wilson.  
3                   All in favor of the deferral, indicate  
4 with an "aye."

5                   (Several member respond "aye.")

6                   MR. WINDHAM:  
7                   All opposed with "nay".

8                   (No response.)

9                   MR. WINDHAM:  
10                  Deferral carries.  
11                  Please proceed.

12                  MR. USIE:  
13                  20180147, Iris Solar, LLC, Washington  
14 Parish; 20181946, K&B Machine Works, LLC, Terrebonne  
15 Parish; 20170177, Packing Corporation of America,  
16 Beauregard Parish; 20161851, Packaging Corporation of  
17 America, Beauregard Parish; 20161623, Packaging  
18 Corporation of America, Beauregard Parish; 20180142,  
19 Taminco US, LLC in Iberville Parish.

20                  MR. WINDHAM:  
21                  Are there any comments from the public  
22 concerning the post-EO applications that are being  
23 requested for exemption under the 2017 rules?

24                  (No response.)

25                  MR. WINDHAM:



1 Questions or comments from the Board?

2 SECRETARY PIERSON:

3 Just to comment, this would be the  
4 Board's passage of the programs under the eight-year  
5 program, which is five at 100 percent and three at 80.  
6 All of these applications have a full complement of  
7 their local bodies included in their application  
8 process. So the resolutions are all complete with their  
9 applications.

10 MR. WINDHAM:

11 Thank you, Mr. Secretary.

12 Mr. Miller.

13 MR. MILLER:

14 On the Packaging Corporation in  
15 Beauregard, there's the three and there's no permanent  
16 new jobs. Is that the compelling reason for retention?

17 MR. USIE:

18 Yes.

19 MR. MILLER:

20 Thank you.

21 MR. WINDHAM:

22 Any additional questions or comments  
23 from the Board members?

24 (No response.)

25 MR. WINDHAM:



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1                   Is there a motion to approve?  
2                   Made by Mr. Miller; seconded by Mr.  
3 Moller.

4                   All in favor, indicate with an "aye."  
5 (Several members respond "aye.")

6 MR. WINDHAM:

7                   All opposed with a "nay."  
8 (No response.)

9 MR. WINDHAM:

10                  Motion carries.  
11                  Please proceed.

12 MR. USIE:

13                  Next we have four post-EO --

14 MR. WINDHAM:

15                  Yes, Mr. Briggs.

16 MR. BRIGGS:

17                  Mr. Chairman, on Item Number 7, when we  
18 move to that section, I have a comment on one of them,  
19 if I may.

20 MR. WINDHAM:

21                  All right.

22                  All right. Mr. Usie, please proceed.

23 MR. USIE:

24                  Next we have four post-EO applications  
25 under 2018 rules: 20170103, A.O.U.O.P.S., Inc., East



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1 Carroll Parish; 20170103A, A.O.U.O.P.S., Inc., East  
2 Carroll Parish; 20170254, Exxon Mobil Corporation, East  
3 Baton Rouge Parish; 20180145, St. James Solar, LLC, St.  
4 James Parish.

5 And the first application, 20170103 for  
6 A.O.U.O.P.S. was filed late as well.

7 MR. WINDHAM:

8 All right. So noted.

9 Is there a representative from  
10 A.O.U.O.P.S., Inc. with us today?

11 Please step forward and identify  
12 yourself.

13 Can you tell us why you were late?

14 Identify yourself, please.

15 MR. SHUMATE:

16 Good morning. I'm Will Shumate. I'm  
17 from A.O.U.O.P.S. Inc., East Carroll Parish.

18 I believe the reason that our  
19 application was late was due to change in rules. We  
20 originally were going to apply under the previous rules,  
21 and we decided to apply under the 2018 rules and I would  
22 assume that is why our application was late.

23 MR. WINDHAM:

24 So I have to bring an attorney up to  
25 answer this one.



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1 MR. SHUMATE:

2 Right.

3 MR. WINDHAM:

4 Please identify yourself.

5 MS. BOURGEOIS:

6 Tam Bourgeois for LED.

7 Just to clarify, was it making your  
8 decision as to whether to go under the 2017 or 2018  
9 rules?

10 MR. SHUMATE:

11 With advisement from our attorney, yes,  
12 ma'am.

13 MR. WINDHAM:

14 I think we may need to defer that one.

15 MR. USIE:

16 It was my understanding that they just  
17 were confused about the due date because the application  
18 was filed before the new set of rules.

19 MR. SHUMATE:

20 Yes. I don't know about the deadline.  
21 All of the paperwork is handled by Josh, my accountant,  
22 and everything. He did make me aware of the new set of  
23 rules, but, you know, we had already, I guess, filled  
24 our application and included.

25 MR. WINDHAM:



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1           Okay. I'd like to entertain a motion to  
2 defer this so that staff can look into it a little bit  
3 further because I don't definitely want to penalize you,  
4 and I know this Board doesn't want to penalize you if  
5 it's something that you shouldn't be penalized for.

6           MR. SHUMATE:

7           Right. Certainly, sir. I really  
8 appreciate it.

9           MR. WINDHAM:

10           Dr. Woodrow Wilson has made the motion  
11 to defer, and seconded by Ms. Malone to defer the first  
12 one.

13           Kristen, do you have something to say or  
14 add?

15           MS. CHENG:

16           The rules do state that the Board  
17 "shall" penalize for a late-filed application, and I  
18 believe it was late because they were not aware that an  
19 application is due within 90 days of any portion of  
20 their project being complete. This is the first phase.  
21 As it was complete, they didn't know they had to file an  
22 application for the first phase, and they were waiting  
23 to file it for the entire project. And at the time we  
24 notified them they were already late, so that's why the  
25 first phase is filed late.



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1 MR. WINDHAM:

2 Okay. Mr. Jones.

3 MR. JONES:

4 I'm in favor of deferring it. And, I'm  
5 sorry, I did not hear your name.

6 MR. SHUMATE:

7 Will, Will Shumate.

8 MR. JONES:

9 Mr. Shumate, we're going to likely defer  
10 this to the next meeting. When you come back, would you  
11 bring whomever is responsible for filing these so they  
12 can speak a little bit more authoritatively as to what  
13 was going on inside the company?

14 MR. SHUMATE:

15 Certainly.

16 MR. JONES:

17 We like to hear from the company instead  
18 of from the staff because, frankly, that's hearsay. We  
19 want to hear what was really going on. And, again, we  
20 don't want to penalize unnecessarily, but, at the same  
21 time, the rules say what the rules say, and we want to  
22 be sure we're walking that line.

23 MR. SHUMATE:

24 Right, correct.

25 MR. JONES:



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1 Thank you very much.

2 MR. SHUMATE:

3 Just to be clear, Mr. Jones, I am part  
4 of the company. I have an ownership.

5 MR. JONES:

6 I understand, but you apparently don't  
7 understand this issue.

8 MR. SHUMATE:

9 I will have the accountant here for the  
10 application.

11 MR. JONES:

12 We need the people here that can answer  
13 questions.

14 MR. JONES:

15 Any questions or comments from the Board  
16 concerning of the first A.O.U.O.P.S., Inc., Number  
17 20170103?

18 (No response.)

19 MR. JONES:

20 All in favor of the deferment, indicate  
21 with an "aye."

22 (Several members respond "aye.")

23 MR. WINDHAM:

24 All opposed with a "nay."

25 (No response.)



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MR. WINDHAM:

Motion carries.

Thank you, sir. The first one is deferred.

We're going to take action on the second one.

MR. SHUMATE:

Okay. Thank you, sir.

MR. WINDHAM:

So I have some cards for one of the applications here. Exxon Mobil Corporation.

Mr. Briggs.

MR. BRIGGS:

Yes, I'd like to comment on this real quick.

MR. WINDHAM:

Let me get comments from the public first, and then the Board gets their opportunity.

MR. BRIGGS:

I apologize. I'm a baby member.

MR. WINDHAM:

That's all right.

All right. Is there any questions from the Board members before the public comments?

So first we have Stephanie Cargile.



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1                   Please step forward and identify  
2 yourself. I have a blue sheet.

3                   MS. CARGILE:

4                   Hi. I'm Stephanie Cargile with Exxon  
5 Mobile. And, Steve, may I bring up our plant manager,  
6 Angela Zeringue?

7                   MR. WINDHAM:

8                   Absolutely.

9                   MS. CARGILE:

10                  She also had a card in.

11                  MR. WINDHAM:

12                  Yes.

13                  Welcome. Please identify yourself.

14                  MS. ZERINGUE:

15                  Angela Zeringue. I am the plant manager  
16 of the Exxon Mobil Baton Rouge Polyolefins Plant.

17                  So the project in front of us today is a  
18 potential expansion of our propylene facilities in the  
19 Gulf Coast. So I think most of you may have read or  
20 heard about what Exxon Mobil is calling a "Growing the  
21 Gulf Initiative," so a \$20-million investment of over 10  
22 years. This is a part of that.

23                  We're in the evaluation stages, hoping  
24 to make a funding decision by the end up the year, so  
25 today is a very important step for us in terms of the



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1 economic analysis of that investment. If we're able to  
2 bring the project to Baton Rouge, it would double the  
3 capacity of the existing polypropylene facility in the  
4 plant, essentially building a second line with  
5 additional capability in terms of polypropylene  
6 products, which are, in a myriad of applications, most  
7 notably, for this potential new line, it would serve the  
8 automotive market in a large part, which allows us to  
9 have advanced products that help with fuel efficiency,  
10 light-weighting cars and improving safety, et cetera.

11 So we're very excited about the  
12 potential. It brings 45 -- according to the  
13 application, or consistent with the application, I  
14 should say, at least 45 new permanent Exxon Mobil  
15 positions at the plant, but in addition to that, there's  
16 a minimum of 20 permanent contractor positions that  
17 would be needed to serve to support that new facility.

18 MR. WINDHAM:

19 All right. Thank you, Ms. Zeringue.

20 Are there any questions?

21 Mr. Moller.

22 MR. MOLLER:

23 I guess you kind of answered my  
24 question, but the application says 45 new permanent  
25 jobs. The advanced notice talks about 40 estimated new



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1 jobs, and then in the explanation, it talks about 60 new  
2 local jobs, and so the discrepancy has to do with the  
3 permanent Exxon jobs versus the contractor jobs?

4 MS. ZERINGUE:

5 Correct. So let me clarify. There's  
6 permanent positions to run the facility once it would  
7 start up, which we would hope we would have in place by  
8 the middle of 2021, and that's the 65, 45 minimum Exxon  
9 Mobil and 20 contract. And then during peak  
10 construction, there's 600 construction jobs, which is  
11 also noted on that application.

12 MR. MOLLER:

13 Right.

14 MR. WINDHAM:

15 Thank you, Mr. Moller.

16 Any there any other questions or  
17 comments from the Board members?

18 SECRETARY PIERSON:

19 Mr. Briggs wants to speak, and then I'll  
20 ask to make some comments as well.

21 MR. WINDHAM:

22 Mr. Briggs.

23 MR. BRIGGS:

24 Yes. This is a project that gives and  
25 keeps on giving. It's one of those that will give for



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1 many decades. We're in such competition with our states  
2 to the west of us and some to the east of us, and this  
3 is the kind of project that gives and it does so much.

4 Yes, it's a big job for Mr. Secretary  
5 and all of your key members to have the local people  
6 informed, and, you know, governments, and they all need  
7 to be a part of the project.

8 Thank you.

9 MR. WINDHAM:

10 Thank you, Mr. Briggs.

11 Mr. Secretary.

12 SECRETARY PIERSON:

13 I just want to make some comments  
14 relative to the project and also some instructive  
15 comments just as the Board moves forward.

16 As you see, this is a request under the  
17 2018 rules, which means that the change has occurred, is  
18 now effective, that your approval of this project will  
19 place it with a 10-year exemption at 80 percent. So on  
20 day one, this plant will begin to contribute to the  
21 local community through the millages collected, and that  
22 was a decision that I applaud because Exxon chose to  
23 move forward in that fashion.

24 Certainly the Governor's in support of  
25 this project. We understand the magnitude of what



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1 Mr. Briggs points out. Certainly we know that the  
2 numbers that you talked about, Mr. Moller, you made a  
3 good point, and I think it's also got some instructive  
4 elements to it. Our advanced notifications are always  
5 estimates. So when that number changed, it changed on  
6 Exhibit A, which is now attached formally and is the  
7 formal commitment to the community and the state, so  
8 that's what now we see as the commitment that's listed  
9 on your list.

10 So you are correct to point that out.  
11 My point is simply to say that that was one of the areas  
12 that we sought to improve is that if you see the  
13 advanced notification online, certainly it is the  
14 thought and the best thinking available by the company  
15 of a proposed project of what they will do, but when  
16 Exhibit A comes before you, is the full commitment and  
17 carries that as a performance objective going forward.

18 So thank you to our Exxon colleagues for  
19 the confidence to reinvest in our state. We know that  
20 we are still in a competition. This is what's called a  
21 front-end contract with the Board given that it gets  
22 local approval, and once that front-end contract is in  
23 place, it gives us the opportunity to represent this tax  
24 abatement formally to the corporation. Without that, it  
25 remains as a zero in the matrix under consideration and



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1 allows distinct advantages to states that would also  
2 like to receive this type of investment.

3 So appreciate your opportunity just to  
4 give you some overview and understanding of one of the  
5 first applications to be considered by the Board under  
6 the 2018 rules, which became effective on the 20th of  
7 August.

8 MR. WINDHAM:

9 Thank you, Mr. Secretary.

10 So this puts us in the position to  
11 secure the operation should this Board and the state and  
12 the locals support the project?

13 SECRETARY PIERSON:

14 Yes. By the terms of the rules, this  
15 will now be noticed to the assessor, the school board,  
16 the parish commission and the sheriff. Their responses  
17 to that will then be noted, and a final and formal  
18 decision will be rendered. And that decision is what  
19 Exxon will, I presume, represent to their board of  
20 directors.

21 MS. ZERINGUE:

22 That is correct. Our preliminary  
23 meetings start in October, so today is step one toward  
24 being able to have an answer of what we'll include in  
25 the economic analysis.



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1 MR. WINDHAM:

2 All right. Thank you, Mr. Secretary.

3 Mr. Slone.

4 MR. SLONE:

5 So, yes, I would like to thank my new  
6 colleague over there, Mr. Briggs, for his comments, and  
7 being a newbie, I've been there before. It's okay,  
8 brother. We'll talk you through it.

9 But, also, Secretary's comments. The  
10 thing that is important to me is I grew up in North  
11 Baton Rouge, and to know that this project is in North  
12 Baton Rouge and some of the other things that Exxon  
13 Mobil is doing in North Baton Rouge as corporate  
14 citizens, one in particular is their resource center,  
15 Small Business Resource Center. We know that if we  
16 drive down Scenic Highway, it's sort of desolate next to  
17 your facility, but to put some folks and some investment  
18 into the community with reference to getting small  
19 businesses up and running.

20 The training program that's in North  
21 Baton Rouge for the skilled labor that's going to be  
22 needed not only for your facility, but other surrounding  
23 facilities, is important.

24 I just want to highlight the fact that  
25 there's great value to what you're bringing to the table



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1 as well as increased investment, as the Secretary  
2 mentioned. And I kind of like your process where you're  
3 putting this whole thing through several hoops, if you  
4 will, and giving us an opportunity to, as the community,  
5 hear from you throughout, because it's my understanding  
6 that you've had some meetings over, what, probably a  
7 year and a half.

8 MS. ZERINGUE:

9 Correct.

10 MR. SLONE:

11 And the heads have been nodding yes,  
12 this is great, but north Baton Rouge needs this, and I'm  
13 telling you that. My charge to you is that there's  
14 going to be a need for some hand holding. Folks are not  
15 used to things such as this, and we have to encourage  
16 and get people to the table to apply for the jobs, to go  
17 through the training. So whatever you can do to add  
18 additional resources to ensure that we've got some case  
19 management, if you will, that's probably the best way I  
20 can present that, because North Baton Rouge needs it.  
21 So I applaud your efforts in this project.

22 MS. CARGILE:

23 Thank you.

24 MR. WINDHAM:

25 Thank you, Mr. Slone.



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1 Senator Chabert.

2 MR. CHABERT:

3 Thank you, Mr. Chairman.

4 You had alluded to permanent independent  
5 subcontractors that are going to be involved in the  
6 operations. Can you repeat those numbers?

7 MS. ZERINGUE:

8 Yes. So a minimum of 20 additional  
9 long-term positions, permanent positions, which will be  
10 contractors primarily in the packaging area of the  
11 facility.

12 MR. CHABERT:

13 And you're estimating increase obviously  
14 with a plant expansion of services that may already be  
15 provided to the plant currently with the subs and --

16 MS. ZERINGUE:

17 It's similar. Yes, it's similar.

18 MR. CHABERT:

19 Because that's, often in this Board, and  
20 even in the legislature, we focus on direct and indirect  
21 jobs, and sometimes that's sort of a big guy, little  
22 guy.

23 MS. ZERINGUE:

24 Yeah.

25 MR. CHABERT:



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1 I'm 5'10", 5'9", so --

2 MS. ZERINGUE:

3 We don't want to talk about how tall I  
4 am.

5 MR. CHABERT:

6 I like the medium-sized guy, and I say  
7 all the time, you know, Exxon being one of the plants  
8 along the river, one of the examples where the big guy  
9 really does have a presence in the state, permanent  
10 presence.

11 Quite often people mistake that as  
12 thinking that Louisiana is an oil and gas state, when in  
13 reality we are a oil and gas service state, and the  
14 overwhelming majority of the companies in this state are  
15 those folks in the middle that are providing the  
16 services, whether it's the shipyard, constructing  
17 something or, we just talked about, Representative  
18 Carmody and I, about machine shop and how much that  
19 plays into the economy. So while we may not see the ROI  
20 reflected directly here; all right, we're going to see  
21 it in those 60 and \$70,000 jobs that are going to  
22 increase due to an investment in this size.

23 So I hope we're successful. I do think  
24 this is a positive step for the state.

25 MS. ZERINGUE:



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1 Appreciate the support. And that's a  
2 really good point. The 20 is obviously within the fence  
3 line. You're speaking to the indirect jobs throughout  
4 the community, and a 10-to-1-type ratio is what the  
5 studies show for your industry, so...

6 MR. WINDHAM:

7 Thank you, Senator.

8 Representative Carmody.

9 MR. CARMODY:

10 And one last question for Secretary,  
11 that is that the 80 percent reduction -- or, excuse me,  
12 the 80 percent over a 10-year period, that should place  
13 us hopefully in at least some sort of competitive  
14 advantage with our surrounding Gulf Coast states, or at  
15 least right there in about what they are offering, so  
16 that the Exxon Mobils of the world can evaluate what  
17 benefits they get by coming to the Pelican State versus  
18 going somewhere else.

19 SECRETARY PIERSON:

20 That's correct. And the new program was  
21 designed to help us get a faster response providing more  
22 certainty to the companies, and that can occur. And at  
23 the 80 percent abatement, we are not number one, but we  
24 remain in a very competitive position.

25 MR. CARMODY:



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1                   Excellent. I just want to make sure.  
2 Thank you.

3                   MR. WINDHAM:

4                   Thank you, Representative.

5                   Mr. Miller.

6                   MR. MILLER:

7                   Just to be very, very clear, Exxon is  
8 still competing within Exxon to have this plant built in  
9 Baton Rouge; correct?

10                  MS. ZERINGUE:

11                  Correct.

12                  MR. MILLER:

13                  And there's not just one other  
14 competitor inside of Exxon, there's multiple competitors  
15 within Exxon?

16                  MS. ZERINGUE:

17                  That is correct, and the analysis will  
18 look at all factors, this being one of them, in terms of  
19 what is the optimal investment to grow our polypropylene  
20 production.

21                  MR. MILLER:

22                  Thank you very much.

23                  If it's appropriate, I would like to  
24 make a motion that we move this.

25                  MR. WINDHAM:



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1 All three of them?

2 MR. MILLER:

3 Yes.

4 MR. WINDHAM:

5 Yes, it is appropriate to make a motion.

6 Is there a second?

7 Seconded by Mr. Slone.

8 Are there any other questions from the  
9 Board?

10 I have some other cards, though. Don't  
11 get lost yet.

12 Okay. Are there any other comments or  
13 questions from the Board for Ms. Zeringue or Ms.  
14 Cargile?

15 (No response.)

16 MR. WINDHAM:

17 Thank you.

18 MS. ZERINGUE:

19 Thank you.

20 MR. WINDHAM:

21 And we are definitely in support of your  
22 project. Louisiana is the place to do this project, and  
23 we hope this is a good indicator to you as well as to  
24 our communities that we support this project.

25 MS. ZERINGUE:



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1 Appreciate that support. Thank you.

2 MR. WINDHAM:

3 Thank you.

4 MR. WINDHAM:

5 Next I have Mr. Rick Kearny.

6 Please step forward and identify

7 yourself.

8 MR. KEARNY:

9 It may take a while.

10 MR. WINDHAM:

11 You want me to put you in the cue while

12 I have another person come up?

13 MR. KEARNY:

14 No.

15 MR. WINDHAM:

16 Okay.

17 MR. KEARNY:

18 Good morning. My name is Rick Kearny,

19 and I'm the 2018 Chair for the Baton Rouge Area Chamber,

20 and I just wanted to come and heartily endorse the

21 application for Exxon for the ITEP.

22 Exxon has been a great corporate partner

23 in Baton Rouge. It's grown along with Baton Rouge. My

24 dad worked for Exxon for 40 years, so I'm well aware of

25 the economic impact it has with direct jobs. And then



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1 if you look at, as they pointed out, auxiliary companies  
2 who service Exxon, we've got some very large,  
3 high-employed companies that owe at least a part of  
4 their success to Exxon. So, you know, I certainly  
5 endorse it from that aspect.

6 I'm also on several charitable boards,  
7 the Salvation Army, I've been on the Food Bank Board,  
8 and I've seen the impact also that Exxon has on that.  
9 So I certainly want to encourage the approval of it. I  
10 think it's important to upgrade facilities and add  
11 facilities to stay efficient. So I appreciate your, you  
12 know, your positive vote. Thank you.

13 MR. WINDHAM:

14 Thank you, Mr. Kearny.

15 Are there any questions for Mr. Kearny  
16 from the Board members?

17 (No response.)

18 MR. WINDHAM:

19 All right. Thank you, sir.

20 Next we have Ms. Joyce James.

21 Please come forward and identify  
22 yourself.

23 Mr. Saizan just joined us.

24 MS. JAMES:

25 Good morning. How is everyone?



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1 MR. WINDHAM:

2 Good morning. Doing well.

3 MS. JAMES:

4 My name is Joyce James, and I serve as  
5 the Director of Good Work Network, SBA Women's Business  
6 Center. We're located in New Orleans and in Baton  
7 Rouge. And to be accurate, I'd like to kind of read  
8 from my statement this morning because I'm going to give  
9 you some numbers and I want to be accurate. Okay?

10 MR. WINDHAM:

11 All right.

12 MS. JANES:

13 Okay. So we were founded in 2001 to  
14 serve as catalysts for the minority and women-owned  
15 businesses, and that success -- through that success, we  
16 target our work through coaching, technical assistance  
17 and training, and our client base is 86 percent minority  
18 and 67 percent female. We've helped to launch and  
19 strengthen more than 2,000 women, minority-owned  
20 businesses, thus creating and sustaining more than 5,000  
21 jobs.

22 In 2010, we launched Connect Works.  
23 Connect Works was launched to assist qualified minority  
24 and women-owned businesses in securing contract  
25 opportunities, and since participating in our Connect



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1 Works Program, the small businesses have reported over  
2 200 contracts awarded totalling over 60-million in  
3 value.

4 We know how important this kind of  
5 economic development project is to small businesses we  
6 work with. Many of the contractors, vendors and service  
7 suppliers in our community depend on manufacturing  
8 industry, which drives so much of our local economy.

9 I ask that you support this project and  
10 those like it to improve the economic opportunities for  
11 the small businesses we serve. So I thank you for  
12 supporting Exxon in this application.

13 MR. WINDHAM:

14 Thank you, Ms. James.

15 Does any of the Board members have any  
16 questions for Ms. James?

17 (No response.)

18 MR. WINDHAM:

19 Thank you for your comments.

20 MS. JAMES:

21 All right. Thank you.

22 MR. WINDHAM:

23 Next we have Mr. John Overton.

24 MR. OVERTON:

25 Good morning. I'm John Overton. I want



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1 to voice support for this project from -- I'm a small  
2 business owner, and Exxon is not a client, but many of  
3 my clients are small businesses that serve companies  
4 like Exxon or serve companies that have Exxon as their  
5 client.

6 The other indirect benefits are family  
7 members of people who work at Exxon that Exxon brings  
8 into our community, children of people who, like Rick  
9 Kearny, a child of an Exxon employee for 40 years,  
10 spouses. These are all great assets to our company, and  
11 when we -- and to our community. When we bring in that  
12 type of investment, it brings in a whole lot -- the  
13 "drag" is what we call it. It's awesome dragging. It's  
14 the type of thing that, sure, I'd love to have Exxon as  
15 a client, but I would -- the great fit for me are  
16 companies that are stable and strong that serve  
17 companies like Exxon and bring with them family members  
18 that also invest in our community.

19 So just short and sweet, support from  
20 the small business community, and we're grateful that  
21 they're looking at us.

22 MR. WINDHAM:

23 Thank you.

24 Are there any questions from the Board  
25 members for Mr. Overton?



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1 (No response.)

2 MR. WINDHAM:

3 Thank you, sir.

4 Last blue card that I have, it's from  
5 Adam Knapp.

6 Please step forward and identify  
7 yourself.

8 MR. KNAPP:

9 Thank you, Mr. Windham. Adam Knapp.  
10 I'm the President and CEO of the Baton Rouge Area  
11 Chamber. It's a pleasure to be here today.

12 As you've heard from a lot of folks,  
13 this is an important project for our region. BRAC is  
14 the regional economic development organization for the  
15 nine parish area, and also we work under contract with  
16 East Baton Rouge on economic development work.

17 I convey to you the Mayor President's  
18 support for this project. She has sent her  
19 communication to the company that she is also in support  
20 of the project, joining Governor Edwards for his support  
21 of the project.

22 A few points that haven't been brought  
23 about. I think it's important to note that Exxon came  
24 to Baton Rouge 110 years ago, almost 110 years ago, and  
25 really helped define the economy of the State of



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1 Louisiana and the capital region of the State of  
2 Louisiana, and you can look across the ecosystem, that  
3 the supply chain around Exxon, and see what 110 years of  
4 having an incredible driver like Exxon in our economy  
5 has done and the ripple effects of the companies that it  
6 has created that have been around for just about as long  
7 as Exxon has creating jobs and creating economies of  
8 their businesses in other states as they have grown from  
9 the bases of that company.

10 This represents probably the largest  
11 investment that Exxon has made in Louisiana and in Baton  
12 Rouge in well over a decade, possibly well longer than  
13 that. These are hard projects to go after and secure.  
14 We know that, having seen this for many years, how  
15 difficult it is to have major corporations that have  
16 been here for many years continue to make major  
17 investments in your community.

18 In many ways, it's also a poster child,  
19 I think, for the new ITEP rules to show that this is a  
20 project we want to compete for and win. It creates new  
21 jobs in our community, creates spin-off effects, "drag,"  
22 as Mr. Overton described it, and those are things we  
23 want to continue to be competitive for.

24 As you heard from Ms. Zeringue, we see  
25 many opportunities for future investments in a company



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1 that seeks to make great investments across the Gulf  
2 Coast of the United States because of the great climate  
3 that we have for energy in America right now, and we  
4 don't want to put ourselves at a disadvantage to loose  
5 out that the Capital Region or Louisiana can compete for  
6 these kinds of projects.

7 And I'll just echo what you've already  
8 heard. Exxon has continued to be a great corporate  
9 citizen across non-profits, across communities in which  
10 they operate, investments in training, investments in  
11 our citizens to get them access to the jobs and the  
12 careers that this will be creating.

13 Thank you for your consideration.

14 MR. WINDHAM:

15 Are there any questions for Mr. Knapp?

16 (No response.)

17 MR. WINDHAM:

18 Thank you, Mr. Knapp.

19 Are there any other comments from the  
20 attendees of the public?

21 I have one comment.

22 Please step forward and identify  
23 yourself.

24 MR. JACOBS:

25 Good morning. My name is Rinaldi



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1     Jacobs. I'm the Executive Director of the Baton Rouge  
2     North Economic Development District.

3                     We have a direct impact and input with  
4     Exxon Mobil and its effects on North Baton Rouge. As  
5     we're going through a new renaissance in North Baton  
6     Rouge, in not just industrial development, but job  
7     training, focus, getting people to come back to North  
8     Baton Rouge, as Mr. Slone has always alluded to. We  
9     want to make sure that this body understands the  
10    importance of not just of Exxon and the simple job  
11    creation, but the multiplier effect of jobs that it  
12    provides in North Baton Rouge. But not only that, Exxon  
13    has committed a sin in this community. I always tease  
14    them that their sin is they don't talk enough about all  
15    of the good things that they do in the community. Our  
16    organization, Baton Rouge North Economic Development  
17    District, has benefitted directly with our relationship  
18    with Exxon, and it helps small business owners as well.

19                    These small business owners in North  
20    Baton Rouge, while they may not always directly have  
21    business with Exxon, they certainly benefit from the  
22    multiplier effect. The only way that we're going to  
23    cure the poverty of North Baton Rouge is with employment  
24    and investment. Period. Point blank. Simple. So  
25    let's not make this situation very complicated. Many of



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1 us live, work, worship, send our kids to public schools,  
2 as I did, in North Baton Rouge, and I hope that my sons  
3 will send their children to school, as we are doing, in  
4 North Baton Rouge.

5 So Exxon has been a part of the STEM  
6 Program and many, many, many things, and we just hope to  
7 reform them to make them tell more about what they're  
8 doing in the community. The great American comedian  
9 Will Rogers said, "It ain't bragging if you can do it."  
10 Exxon is doing it, so we're here to brag on their  
11 involvement in North Baton Rouge.

12 Thank you very much.

13 MR. WINDHAM:

14 Are there any questions for Mr. Jacobs?

15 (No response.)

16 MR. WINDHAM:

17 Thank you.

18 All right. Are there any other comments  
19 from the public?

20 (No response.)

21 MR. WINDHAM:

22 Any other questions or comments from the  
23 Board members?

24 MR. JONES:

25 Mr. Chairman, before we vote, is there



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1 somebody here from St. James Solar, please?

2 MR. WINDHAM:

3 Please step forward and identify  
4 yourself.

5 Identify yourself.

6 MR. GROBERG:

7 I'm David Groberg with Sunchase Power,  
8 owners of St. James Solar.

9 MR. FERGUSON:

10 Will Ferguson with Sunchase Power.

11 MR. LEONARD:

12 Jimmy Leonard with Advantous Consulting.

13 MR. JONES:

14 In deference to Senator Chabert's  
15 comments about being the middle guy, it's tough being  
16 the \$30-million project when you've got Exxon on the  
17 agenda, and I just wanted to say that there are  
18 communities in this state that if someone came and  
19 announced a \$30-million project, they name streets after  
20 you. So I didn't want you to feel as though you were  
21 being ignored, which we thank you. We appreciate your  
22 investment in St. James Parish as well.

23 MR. FERGUSON:

24 Thank you very much. We appreciate your  
25 support.



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MR. GROBERG:

Thank you very much. We definitely appreciate it.

MR. WINDHAM:

Any other comments?

MR. JONES:

Scared you, didn't it?

MR. WINDHAM:

Mr. Jones, I was going to point that out that we're not just -- this is not just an Exxon show.

All right. So we do have a motion on the floor with a proper second for the approval of three Industrial Tax Exemptions under the 2018 rules.

Any other comments from the Board members?

(No response.)

MR. WINDHAM:

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

Ms. Zeringue, go back and tell corporate



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1 that we want this project. This Board is in full  
2 support of it, and if you need the body to do anything  
3 as you work your way through the process, if you'll let  
4 me know, I will get all of these individuals on your  
5 side.

6 All right. Mr. Secretary, you got a  
7 question or comment?

8 SECRETARY PIERSON:

9 No.

10 MR. WINDHAM:

11 Please proceed, Mr. Usie.

12 MR. USIE:

13 Next we have 43 renewals, one which  
14 requested withdrawal is 20140 --

15 MR. WINDHAM:

16 Let me ask this: First all of, these  
17 renewals were timely filed?

18 MR. USIE:

19 Timely-filed renewals.

20 MR. WINDHAM:

21 They're all in compliance with  
22 everything that they're supposed to be, they're strictly  
23 renewals. I believe someone may have had a question  
24 about the renewal process that was with us today in  
25 the -- from the public.



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1 (No response.)

2 MR. WINDHAM:

3 No? So I would be willing to entertain  
4 a -- oh, we have one that's withdrawn?

5 MR. USIE:

6 I have one that needs to be withdrawn.

7 MR. WINDHAM:

8 Oh, I'm sorry.

9 MR. USIE:

10 It's the 20140505, Bradken, Inc. in  
11 Tangipahoa.

12 MR. CARMODY:

13 So moved to withdraw.

14 MR. WINDHAM:

15 All right. Motion has been made for  
16 deferral or to withdraw -- withdrawn. So it doesn't  
17 need a motion.

18 With that one, y'all, is there a motion  
19 to approve these in globo?

20 Made by Dr. Wilson; seconded by Mr.  
21 Slone.

22 Any comments or questions from the Board  
23 concerning the in globo approval of these renewals?

24 (No response.)

25 MR. WINDHAM:



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1 All in favor, indicate with an "aye."  
2 (Several members respond "aye.")

3 MR. WINDHAM:

4 All opposed with a "nay."  
5 (No response.)

6 MR. WINDHAM:

7 Motion carries.

8 MR. CARMODY:

9 Mr. Chairman, I think this might be the  
10 appropriate time that I could ask the Secretary to help  
11 me.

12 Members, I think, for those of you that  
13 came on the Board with the new administration, each of  
14 us received a report that showed the total value of the  
15 tax exemptions that the State of Louisiana had given  
16 broken out by the 64 parishes. And what I had asked the  
17 Secretary to hopefully discuss right now would be access  
18 to that information so that each of us that live in our  
19 individual parishes, mine Caddo, that I could pull the  
20 information up and hopefully for 2017, I would think  
21 would be the last year, to be able to access that  
22 information and see what my governmental entities have  
23 given away in exemptions total against the parish.

24 SECRETARY PIERSON:

25 Invested in the --



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1 MR. CARMODY:

2 I'm sorry. Invested. That's a better  
3 way to put it.

4 SECRETARY PIERSON:

5 I thank you for that opportunity.

6 Clearly we have additional education  
7 support to conduct, and I'm very pleased and proud of  
8 where we are as a agency, Louisiana Economic  
9 Development, in that lane of transparency. For a number  
10 of years now, and I appreciate that it's more maybe  
11 widely known in the economic development community,  
12 where practitioners were out there across our state, our  
13 regional organizations, and, also, as you see,  
14 representing some of the companies that outsource their  
15 documentation to various consulting firms. They do a  
16 great job and act as facilitators to move a high volume  
17 of paperwork through the system that comes to you after  
18 it's been formally vetted and all of the legal elements  
19 are present, and we're proud of the quality that we  
20 produce and bring here.

21 To see these documents, for many years,  
22 we have a segment of the Louisiana website where you  
23 click on the "Incentives" tab and go to "Fastlane."  
24 Now, when you first see this screen, it may intimidate  
25 you because it asks you to sign in. You only really



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1 have to sign in for certain kinds of information. You  
2 just click on that screen, and you will next see a  
3 search window and you can search in any parish with the  
4 various programs. And as practitioners, this is  
5 something that we do commonly. I may be invited to a  
6 speaking engagement in Northeast Louisiana, so I'll go  
7 to Ouachita and click "Advanced Notifications" or  
8 "Contracts," and they will come up. And they're very  
9 readily visible, and there's great ways to do that.

10 In a continuing effort to take the  
11 department towards paperless status, which will also  
12 allow for faster approvals as things move from Louisiana  
13 Economic Development perhaps over to the Division of  
14 Administration and go through certain acknowledgements  
15 that we have to have in the state, we have invested to  
16 bring around a Fastlane 2.0. We call it "NextGen," Next  
17 Generation, internally. We have had some comments from  
18 our practitioner audience. Certainly there's a small  
19 learning curve that's associated with any changeups, and  
20 we're doing a soft opening in that we wanted this  
21 interaction with the folks that typically use Fastlane  
22 now so that if there were any bugs, we could discover  
23 those and correct those before we do a major  
24 announcement about our rollout. But it is ready and  
25 available, and I look forward to the opportunity.



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1 I've instructed our Business and  
2 Incentive staff to get ready to move around the state to  
3 our eight regions and conduct educational seminars that  
4 demonstrate these fantastic features that are part of  
5 this upgraded software program. And certainly we'll, I  
6 think as you've pointed out, it's very important that  
7 our elected officials also know or their staff know how  
8 to access this kind of information.

9 Very powerful tool. Very appropriate to  
10 have the public transparency around these projects.  
11 We're proud of these projects. They are doing what we  
12 look for them to do, and that is to build a vibrant  
13 economy in our state. So we look forward to working  
14 with you. Certainly we can do one-on-one. I want to  
15 make this opportunity available to the Board members  
16 here as well. You govern these contracts and  
17 engagements, so very important that if you have any  
18 questions, you could immediately go to this location and  
19 get answers.

20 That doesn't take it off the table that  
21 the staff will also be responsive to you and your  
22 inquiries. We'll generate the requested documents any  
23 time, but just knowing that for you or members of the  
24 public that have an interest in looking at this  
25 information, it's all very readily available and



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1 transparent.

2 MR. CARMODY:

3 Thank you. My point to the Secretary  
4 was that education certainly is power, and now that  
5 we're empowering the local officials to be able to  
6 discern if they want to proceed this way, the more they  
7 understand all of the different facets of the equation  
8 of getting the work done.

9 Thank you, sir.

10 MR. WINDHAM:

11 Mr. Secretary, correct me if I'm wrong,  
12 I believe the staff will be doing webinars in the  
13 future? You know, if I'm jumping ahead --

14 SECRETARY PIERSON:

15 No, you're correct. We're going to  
16 design a layered approach where if you missed a seminar  
17 that we conduct in your region, there's still one way  
18 that you can get the training. That will be through a  
19 webinar.

20 Already posted with us are a set of  
21 instructions designed to be very simple and very  
22 helpful. So we're doing our very best to not hide this  
23 information, but to make it readily available,  
24 user-friendly and comprehensive.

25 MR. WINDHAM:



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1 I assume those webinars will be  
2 available for everyone, including the public, everyone?

3 SECRETARY PIERSON:

4 Exactly. And we'll be announcing that  
5 in the near future.

6 MR. WINDHAM:

7 All right. Thank you, Mr. Secretary.

8 All right. With that divergence, we now  
9 have renewals.

10 MR. USIE:

11 Late renewals.

12 MR. WINDHAM:

13 Late renewals. I'm sorry.

14 MR. USIE:

15 We have 12 late renewals, one which  
16 requested to be deferred, 20120511, Weatherford U.S.,  
17 LP, Lafayette Parish.

18 MR. WINDHAM:

19 Is there a motion for the deferral?

20 So motioned by Secretary Shawn Wilson;  
21 seconded by Mr. Slone.

22 All in favor, indicate with an "aye."

23 (Several members respond "aye.")

24 MR. WINDHAM:

25 All opposed with a "nay."



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1 (No response.)

2 MR. WINDHAM:

3 Deferral is approved.

4 MR. USIE:

5 20130167, Boise Packaging & Newsprint,  
6 LLC, Beauregard Parish, initial contract expiration,  
7 December 31st, 2017, renewal request date August 2nd,  
8 2018; 20130640, Boise Packaging & Newsprint, LLC,  
9 Beauregard Parish, initial contract expirations  
10 12/31/17, renewal request August 2nd, 2018; 20130641,  
11 Boise Packaging & Newsprint, LLC, Beauregard Parish,  
12 contract initial expiration date 12/31/2017, renewal  
13 request date August 2nd, 2018; 20130642, Boise Packaging  
14 & Newsprint, LLC, Beauregard Parish, initial contract  
15 expiration 12/31/2017, renewal request date August 2nd,  
16 2018.

17 MR. WINDHAM:

18 Is there a representative from Boise  
19 Packaging & Newsprint with us today?

20 (No response.)

21 MR. WINDHAM:

22 I repeat, is there a representative from  
23 Boise Packing & Newsprint, LLC with us?

24 (No response.)

25 MR. WINDHAM:



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1 Mr. Jones.

2 MR. JONES:

3 I move to deny the request for renewal.

4 DR. S. WILSON:

5 Question.

6 MR. WINDHAM:

7 Dr. Wilson.

8 DR. S. WILSON:

9 Not taking issue with the motion, just a  
10 procedural question. With these late renewals, are they  
11 communicated to be here or is there an expectation that  
12 when they submit it that they show up?

13 MR. WINDHAM:

14 Mr. Usie.

15 MR. USIE:

16 Yes, they are -- we give notification  
17 that the application will be presented to the Board and  
18 will be discussed with the companies. We also let them  
19 know it's important for them to attend if there's any  
20 questions.

21 DR. S. WILSON:

22 Is this an end-all and be-all for  
23 somebody who's submitting a renewal? Is this their only  
24 opportunity to have a renewal? Can they come back and  
25 ask again if I vote to support the motion to --



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MR. USIE:

You can defer it.

MR. S. WILSON:

Defer?

MR. WINDHAM:

Yes.

Mr. Slone.

MR. SLONE:

So, Mr. Jones, you were saying deny?

MR. JONES:

Yes. I'm actually moving to deny, and just so for those who may be new to the game, a late renewal is -- there are reasons for late renewals and, but this, what we've attempted to do on this Board is help people understand that, especially the ITEP exemption, is what we perceive to be a very valuable benefit the state is giving, and there are certainly reasons for being late, but when, A, it is late, and, B, the company has been notified of this meeting, and, C, they've chosen not to be here to explain why it's late, it's very difficult for at least this member of the Board to grant a lot of grace and mercy when they had every opportunity to, A, do it right, and, B, come explain why they didn't.

So with that said, that's where at least



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1 this Board member stands.

2 MR. WINDHAM:

3 Mr. Secretary.

4 SECRETARY PIERSON:

5 I have a question for the staff.

6 Are their tax applications being handled  
7 by a consulting firm or have they taken it internal to  
8 their corporation?

9 MR. USIE:

10 It's internal. And, also, if it is  
11 denied today, they also have an opportunity to appeal  
12 the denial at the next Board meeting.

13 MR. WINDHAM:

14 Dr. Wilson.

15 DR. S. WILSON:

16 I support his comments. I was just  
17 asking for clarification.

18 MR. WINDHAM:

19 Not a problem. We welcome all  
20 questions, sometimes ad nauseam.

21 Dr. Woodrow Wilson.

22 DR. W. WILSON:

23 I think you need a second; right?

24 MR. WINDHAM:

25 We do need a second.



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1 DR. W. WILSON:

2 Second.

3 MR. WINDHAM:

4 All right. Motion has been seconded.

5 All right. Mr. Miller.

6 MR. MILLER:

7 Has Boise Packaging & Newsprint had any  
8 renewals under this Board? Would you know that?

9 MR. USIE:

10 I don't believe so. They had their new  
11 application with their PCA Corporation. It's possible  
12 they just left and thought that they were done once that  
13 new application went through and someone was here. I  
14 can't confirm that.

15 MR. WINDHAM:

16 They did have someone here?

17 MR. MILLER:

18 In this world, it's pretty known that  
19 this is the action that we take. I was just -- okay.  
20 Thank you.

21 MR. WINDHAM:

22 Any other questions or comments from the  
23 Board?

24 (No response.)

25 MR. WINDHAM:



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1                   There's a motion on the floor with a  
2 proper second.

3                   Representative Carmody.

4                   MR. CARMODY:

5                   I certainly agree with the firing a shot  
6 across the bow to anybody that does not come before this  
7 body when they're asking for our consideration. That  
8 being said, I just wanted to clarify, it seems like in  
9 the past that what we've done is when they were late  
10 like this, we would penalize a business one-year penalty  
11 on that renewal, and I would think that maybe under  
12 appeal, I would be amenable to consider that, but I  
13 think today we send a signal as the Board that this type  
14 of failure to comply with the request is not going to be  
15 tolerated.

16                   MR. WINDHAM:

17                   That is correct.

18                   Mr. Jones.

19                   MR. JONES:

20                   One reason, frankly, for my motion is  
21 that I think our standard is one year per one month  
22 late, and they're eight months late. That would be  
23 eight years get knocked off the exemption, for all  
24 intents and purposes.

25                   MR. WINDHAM:



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1                   So noted.  
2                   All right. Motion on the floor.  
3                   Any other comments from the public?  
4                   (No response.)

5                   MR. WINDHAM:  
6                   All in favor, indicate with an "aye."  
7                   (Several members respond "aye.")

8                   MR. WINDHAM:  
9                   All opposed with a "nay."  
10                  (No response.)

11                  MR. WINDHAM:  
12                  Boise Cascade (sic) is denied.

13                  MR. USIE:  
14                  Next is 20081221, Centric Pipe, LLC,  
15                  Bossier Parish, initial contract expiration 12/31 of  
16                  2015, renewal request date 5/15 of 2018; 20081221A,  
17                  Centric Pipe, LLC, Bossier Parish, initial contract  
18                  expiration 12/31 of 2016 and renewal request date May  
19                  15th, 2018.

20                  MR. WINDHAM:  
21                  Is there a representative from Centric  
22                  Pipe with us today?

23                  Please step forward and identify  
24                  yourself. Speak slowly for me.

25                  MR. LONG:



1                   Hi. I'm Jack Long. I'm from Centric  
2 Pipe.

3                   The reason for those contracts that are  
4 late is because, like I explained before, we bought  
5 Northwest Piping in 2014, and then we continue operation  
6 now Centric Pipe, but it was Northwest Pipe. And at  
7 that time, we basically -- we kind transferred these two  
8 contracts from Northwest Pipe into Centric Pipe name.  
9 And then after that, the company outsourced the property  
10 tax services using the CPA firm, and then the CPA firm  
11 did not renew it for us and the company didn't know.  
12 And now I found out that those contracts, I talked with  
13 Hud and they said nobody's renewed it, and now I want to  
14 renew those contracts.

15                   MR. WINDHAM:

16                   All right. Thank you, Mr. Jack.

17                   Are there any questions from the Board  
18 members concerning this late renewal?

19                   MR. MOLLER:

20                   So just a question. So your exemption  
21 that expired three and a half years ago, have you been  
22 paying property taxes in those three and a half years?

23                   MR. USIE:

24                   They have not. I can answer. We got  
25 with the assessor and I had -- the company spoke with



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1 the parish assessor and we got it in writing that  
2 confirmed that no taxes have been paid since that  
3 expiration date for both contracts.

4 MR. MOLLER:

5 Okay. So if we do, let's say, a  
6 three-year penalty, does that mean there's going to be  
7 an effort to collect those property taxes that they  
8 should have been paying because they didn't have an  
9 exemption?

10 MR. USIE:

11 I don't believe so. That would be with  
12 the assessor.

13 MR. MOLLER:

14 Well, this is \$150,000 a year in  
15 property taxes that they should have been paying because  
16 there's no exemption in place. I mean, that seems like  
17 it would pay for a lot of school teachers and municipal  
18 employees in Bossier Parish. I mean, how do we get that  
19 money back?

20 MS. CHENG:

21 The tax assessor can go back up to three  
22 years to collect taxes.

23 MR. MOLLER:

24 It's up to local tax assessor to decide  
25 whether they want to recover the money that Bossier



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1 Parish is owed?

2 MS. CHENG:

3 Yes.

4 MR. MOLLER:

5 Okay.

6 MR. LONG:

7 Well, I want clarify that. I look at  
8 the paperwork of the CPA firm. They use a different  
9 approach. They use a customizer, which is customized to  
10 only capture what we have, but that number match with  
11 the separate contracts.

12 MR. WINDHAM:

13 Mr. Jones.

14 MR. JONES:

15 Is the CPA firm still working for you?

16 MR. LONG:

17 No.

18 MR. JONES:

19 Good.

20 MR. LONG:

21 We decided to do it ourself.

22 MR. WINDHAM:

23 All right. So everyone understands  
24 where we are, they have two contracts. One is three  
25 years late.



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MR. MOLLER:

Three and a half.

MR. WINDHAM:

So basically they would lose four years.  
So there could be one more year under exemption for one  
of them.

MR. JONES:

Mr. Chairman, again, if you look up at  
the top of the page, apparently our standard has been we  
reduce by one year for each calendar month that it's  
late.

MS. CHENG:

That's a "may" in the rules.

MR. JONES:

I understand.

MS. CHENG:

But then typically at the last meetings  
y'all --

MR. JONES:

That's what been done.

MS. CHENG:

No. Y'all have been reducing by a year  
for every year or portion of a year.

MR. JONES:

Got it.



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1 MR. WINDHAM:

2 That's how we've been treating it. For  
3 each year that they're late, they've been reduced by a  
4 year.

5 MR. JONES:

6 Got it.

7 MR. WINDHAM:

8 So the first one was three and a half  
9 years late.

10 MR. USIE:

11 Two and a half years late. The 2015  
12 one?

13 Two and a half after December 31st.

14 MR. WINDHAM:

15 I was using your number.

16 Two and a half years late, so that would  
17 be a three-year reduction staying with what we have been  
18 doing.

19 MR. USIE:

20 A year or a portion of a year, so that  
21 would be correct.

22 MR. WINDHAM:

23 So it would be two years left on the  
24 contract.

25 MS. CHENG:



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1                   So if it expired in 2015, or the initial  
2 expiration, if y'all approved it today, it would  
3 expire -- it would have expired last December.

4                   MR. WINDHAM:  
5                   Last year.

6                   MS. CHENG:  
7                   Correct.

8                   MR. WINDHAM:  
9                   Right.

10                  MS. CHENG:  
11                  So it would have been taxable for '18,  
12 but they just don't want the assessor to go back and tax  
13 them for '17, '16 and '17. That's why they're renewing  
14 this.

15                  MR. MOLLER:  
16                  But the assessor, if we --

17                  MR. WINDHAM:  
18                  Mr. Moller.

19                  MR. MOLLER:  
20                  If we do a three-year penalty, then the  
21 assessor can go back --

22                  MS. CHENG:  
23                  They can tax this year, correct, 2018.

24                  MR. MOLLER:  
25                  Okay. But could they tax 2016 and 2017?



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1 MS. CHENG:

2 No, because you'd be approving with a  
3 three-year penalty. It would have typically been a  
4 five-year renewal, and you're taking off 2020, 2019,  
5 2018.

6 MR. MOLLER:

7 Okay.

8 MR. WINDHAM:

9 So my thoughts are is that this contract  
10 have exemption through the end of this year, and that  
11 will, you know, keep you from having to pay back taxes,  
12 but after that, the exemption is over for that specific  
13 contract. I think that's the only way you're going to  
14 be able to handle it. And from a legal perspective, I  
15 don't -- you know, I guess that takes you out of the  
16 statute of limitations and you can't go -- the assessors  
17 couldn't go back. I think that's the only way to handle  
18 this one.

19 Any other thoughts from any other  
20 smarter people?

21 MR. JONES:

22 Since I don't qualify, I won't make any.

23 MR. WINDHAM:

24 Dr. Wilson.

25 DR. W. WILSON:



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1 Can we restate what...

2 MR. WINDHAM:

3 Yeah. I think we're going to have to do  
4 these individually, I think, because we have two  
5 situations here. One where effectively the penalty  
6 creates an expired contract, but if we allow the  
7 contract to be in place, would that preclude the  
8 assessor from going back and pursuing taxes?

9 MR. JONES:

10 Do we have a motion, Mr. Chairman?

11 MR. WINDHAM:

12 I think we have a motion to --

13 MR. JONES:

14 I don't think we have a motion.

15 MR. WINDHAM:

16 No, we don't have a motion yet. We have  
17 discussion.

18 Mr. Jones.

19 MR. JONES:

20 I'll make a motion that on the first  
21 one, which is 20081221, Centric Pipe, and just to be  
22 clear, the investment is \$21,626,000, I move that we  
23 grant the renewal, but with a three-year penalty.

24 DR. W. WILSON:

25 Second.



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MR. WINDHAM:

Motion has been made and seconded,  
three-year penalty on it, so that means it would have  
enjoyed two years worth of exemptions.

MR. JONES:

That's correct.

MR. WINDHAM:

Which would be '16 and '17, so they owe  
taxes for this year.

MR. JONES:

Yes.

MR. WINDHAM:

All right.

MR. JONES:

And, Mr. Chairman, in my world, that's  
about as good as we can do.

MR. WINDHAM:

I'm fine with it.

Any other questions or comments on that  
one?

(No response.)

MR. WINDHAM:

All right. Motion has been made and  
seconded.

All in favor, indicate with an "aye."



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1 (Several members respond "aye.")

2 MR. WINDHAM:

3 All oppose with a "nay."

4 (No response.)

5 MR. WINDHAM:

6 That motion carries.

7 MR. JONES:

8 Then I'll make a motion for the second  
9 one, if you don't mind, Mr. Chairman, which is  
10 20081221-A, which is Centric Pipe, and, again, the  
11 investment is \$1,968000, and as I appreciate it, the  
12 expiration date was 12/31/2016, so I would move that we  
13 grant the renewal, but with a two-year penalty.

14 MR. WINDHAM:

15 Motion has been made by Mr. Jones;  
16 seconded by Dr. Woodrow Wilson.

17 Any further comments from the public?

18 (No response.)

19 MR. WINDHAM:

20 Questions from the Board members?

21 (No response.)

22 MR. WINDHAM:

23 All in favor, indicate with an "aye."

24 (Several members respond "aye.")

25 MR. WINDHAM:



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1 All opposed with a "nay."

2 (No response.)

3 MR. WINDHAM:

4 Motion carries.

5 And I know the attorneys will work this  
6 out at the office. Thank you.

7 MR. LONG:

8 Thank you.

9 MR. WINDHAM:

10 All right. Next we have Century  
11 Marketing Solutions. Please proceed.

12 MR. USIE:

13 20130737, Century Marketing Solutions,  
14 LLC, Ouachita Parish, initial contract expiration 12/31  
15 of 2017, renewal request date July 31st of 2018.

16 MR. WINDHAM:

17 Representative, please identify  
18 yourself.

19 MS. MANN:

20 Melissa Mann with CenturyLink, and this  
21 was simply an administrative oversight on our part. We  
22 flagged this in our system for the wrong renewal date,  
23 so we fixed that as quickly as we could. And we  
24 understand the Board's policy for the one-year penalty,  
25 and we don't object to that.



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MR. CARMODY:

So moved.

MR. WINDHAM:

Motion made by Secretary Carmody;  
seconded by Mr. Slone.

Any comments or questions?

(No response.)

MR. WINDHAM:

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

Thank you, Ms. Mann.

MR. USIE:

Next we have 2013474, 20130475, 20130476  
and 20130477, all Cornerstone Chemical Company in  
Jefferson Parish. All of expiration dates were 12/31 of  
2017, and all four of them were received on March 21st,  
2018.

MR. WINDHAM:

Please identify yourself.

MS. BOWMAN:



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1                   Hi. I'm Linzi Bowman. I'm the Credit  
2 and Tax Manager for Cornerstone Chemical Company.

3                   I disagree with the lateness of my  
4 contracts. When I contacted Kristen on the 15th of July  
5 of 2017, I was notified from my e-mail that I could not  
6 renew my contracts via e-mail, which was the previous  
7 policy. I mailed the documentation end of July, early  
8 August, contacted them back at the end of January of  
9 2018, early February, and was told they never received  
10 my contracts. So immediately I told her I had support  
11 documentation for my contracts, supplied that  
12 documentation to them and was told it was incomplete  
13 because it did not have the affidavit of the contracts.

14                   In the previous years, the affidavits  
15 were not required until after the contracts were  
16 approved. So I feel, as a company, I don't feel I  
17 should be penalized for the year for being and  
18 communicating with both of them.

19                   I've worked for Cornerstone for the last  
20 eight years and have supplied all of the documentation  
21 timely to them. I just received my 2014 contract copies  
22 from them in order to do the Project Completion Reports  
23 and the Affidavit of Final Cost. I don't receive my  
24 documentation from them timely, and I feel I should not  
25 be penalized for that.



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1 MR. WINDHAM:

2 So when you say you received the  
3 affidavit, which affidavit was that? Was that the  
4 Affidavit of Final Cost?

5 MS. BOWMAN:

6 When you renew the contracts, you have  
7 to have an affidavit, which is notarized, that you on  
8 behalf of the company have acknowledged that you've  
9 provided all of the documentation.

10 MR. WINDHAM:

11 Okay. That affidavit.

12 MS. BOWMAN:

13 Yes, sir.

14 MR. WINDHAM:

15 All right. Kristen, can you help us?

16 MR. USIE:

17 Okay. We asked -- we spoke with Linzi  
18 and asked her to provide us any documentation she had of  
19 proof from the postal service that would use that stamp  
20 date for saying that she sent it in 2017, like she said  
21 she did in August. She provided us a copy of the  
22 package that she sent, but there was no postmark date  
23 from the postal service. That's from a Pitney Bowes  
24 machine that you run through it to pay for it with the  
25 company, but there's no stamp saying it was sent on this



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1 date and we just didn't receive it. That's what we're  
2 looking for. She didn't send it with a tracking number.  
3 We asked for that.

4 MS. BOWMAN:

5 And I am going forward, just so you  
6 know.

7 MR. USIE:

8 She did going forward, she has going  
9 forward, and now with NextGen and everything going  
10 online, so hopefully the mail problem will be solved.

11 MS. BOWMAN:

12 Yeah. And I think it's just a  
13 misunderstanding, and I apologize for not contacting  
14 right after, but we moved off site, was receiving some  
15 of my mail, not receiving some of my mail. Like, I  
16 didn't receive any notification from them that they  
17 didn't receive my renewal. I contacted them. I mean,  
18 previously, in the past, Ms. Lori would have contacted  
19 me if she didn't receive it because I made the effort to  
20 renew the contracts. So I understand it's a  
21 miscommunication probably on both of us, but I did my  
22 best to supply my documentation and my support.

23 MR. WINDHAM:

24 Mr. Jones, do you have a question?

25 MR. JONES:



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1                   It appears to me that the staff is  
2 technically correct. I mean, we have a situation here  
3 where they've followed the rules. However, it would  
4 also, unless you sent it certified mail return receipt  
5 requested, it would be difficult to prove the postmark  
6 because you don't get the postmark until it's gone to  
7 the post office.

8                   MS. BOWMAN:

9                   Absolutely.

10                  MR. JONES:

11                   And so I think the staff is doing what  
12 it needs to do, and I think it's appropriate -- that's  
13 the reason we have a board.

14                   And this is one of those situations  
15 where I feel it would be appropriate to grant the  
16 renewal without a penalty, and I so move.

17                  MR. CHABERT:

18                   Second.

19                  MR. WINDHAM:

20                   All right. Motion has been made to  
21 approve this with no consequence; seconded by Senator  
22 Chabert, I believe.

23                   Any other questions or comments from the  
24 Board members regarding this one?

25                   (No response.)



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MR. WINDHAM:

Any other comments from the public?

(No response.)

MR. SLONE:

I'm sorry.

MR. WINDHAM:

Mr. Slone.

MR. SLONE:

I appreciate your comments, and the whole idea is you follow up on something that's important to your organization --

MS. BOWMAN:

Yes, sir.

MR. SLONE:

-- may be ensuring -- and I'm not trying to poke a finger in your eye, but it seemed like you poked a finger in the staff's eye. So in defense of the staff, I think, you know, you have a responsibility also, and that is to ensure that you, whether it's something that you sign for in the mail, FedEx, whatever you call for, but it's important for us to follow up because I did hear you say you sent something in July or August, but you didn't follow up until January. So just --

MS. BOWMAN:



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1                   Yes, sir. And I'm certifying everything  
2 going forward. I realize, I mean, a lot of the issues  
3 is probably with the mail service, so I am trying to  
4 prevent that from happening. And I do communicate with  
5 both -- you know, both of them on pretty much any basis  
6 I have questions.

7                   MR. SLONE:

8                   Thank you.

9                   MS. BOWMAN:

10                  You're welcome.

11                  MR. WINDHAM:

12                  Any other comments?

13                  Thank you, Mr. Slone.

14                  Any other comments?

15                  SECRETARY PIERSON:

16                  In NextGen you'll be able to do this  
17 electronically and submit your signature online.

18                  MR. WINDHAM:

19                  Which has been a long time coming.

20 Since 1992 at least.

21                  MS. BOWMAN:

22                  Yes. Very favorable.

23                  MR. WINDHAM:

24                  All right. All in favor, indicate with  
25 an "aye."



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1 (Several members respond "aye.")

2 MR. WINDHAM:

3 All opposed with a "nay."

4 (No response.)

5 MR. WINDHAM:

6 Motion carries. All renewals for  
7 Cornerstone are approved in full.

8 MR. USIE:

9 And that concludes the late renewals.

10 MR. WINDHAM:

11 Thank you, Mr. Usie.

12 All right. Next we have name changes.

13 MR. USIE:

14 We have one change in name, United WELD  
15 Operations, LP, 20150189-A in Livingston Parish requests  
16 the name to be Epic Piping, LLC.

17 MR. WINDHAM:

18 All right. Any comments from the public  
19 concerning the name change?

20 (No response.)

21 MR. WINDHAM:

22 Questions or comments from the Board?

23 (No response.)

24 MR. WINDHAM:

25 Is there a motion to approve the name



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1 change?

2 Made by Representative Carmody; seconded  
3 by Ms. Heather Malone.

4 All in favor, indicate with an "aye."  
5 (Several members respond "aye.")

6 MR. WINDHAM:

7 All opposed with a "nay."  
8 (No response.)

9 MR. WINDHAM:

10 Motion carries.

11 MR. USIE:

12 We have one change in location only:  
13 Epic Piping, LLC, 20150834, previous location 1352  
14 Choctaw Drive, Baton Rouge, Louisiana 70805, East Baton  
15 Rouge Parish, new location 28445 South Frost Road,  
16 Livingston, Louisiana 70754 in Livingston Parish.

17 MR. CARMODY:

18 Motion to approve.

19 MR. WINDHAM:

20 All right. Any comments from the  
21 public?

22 (No response.)

23 MR. WINDHAM:

24 Motion has been made by Representative  
25 Carmody; seconded by Senator Chabert.



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1 All in favor, indicate with an "aye."  
2 (Several members respond "aye.")

3 MR. WINDHAM:

4 All opposed with a "nay."  
5 (No response.)

6 MR. WINDHAM:

7 Motion carries.

8 MR. USIE:

9 We have nine transfers of tax exemption:  
10 Albemarle Corporation, 20081302, 20081301-A, 20090945,  
11 20101199, 20111253, 20130012, 20140008, 20145162 and  
12 20152058 in East Baton Rouge Parish. The new owner is  
13 W.R. Grace & Co.

14 MR. WINDHAM:

15 All right. Any comments from the public  
16 concerning the transfers?

17 (No response.)

18 MR. WINDHAM:

19 Motion has been made by Senator Chabert;  
20 seconded by Dr. Woodrow Wilson.

21 All in favor, indicate with an "aye."  
22 (Several members respond "aye.")

23 MR. WINDHAM:

24 All opposed with a "nay."  
25 (No response.)



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MR. WINDHAM:

Motion carries.

MR. USIE:

We have five cancelation requests:

Houston Plating & Coatings, 20111111, 20150319 and  
20160819 in Lafayette Parish. Company requests  
cancelation due to plant closing for business as of  
March 31st, 2016.

CVD, Incorporated, 20110369 and 20120735  
in Iberia Parish. Company requests cancelation due to  
taxes being paid and company being sold.

MR. WINDHAM:

Any comments from the public concerning  
these cancelations?

(No response.)

MR. WINDHAM:

Motion is made by Representative  
Carmody; seconded by Ms. Malone.

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.



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1 MR. USIE:

2 That concludes the ITEP portion.

3 MR. WINDHAM:

4 Thank you, Usie.

5 Secretary Pierson.

6 SECRETARY PIERSON:

7 Thank you for affording me a few moments  
8 to make some brief remarks. I think it's critically  
9 important to keep this Board informed, so thank you for  
10 that opportunity.

11 Some excellence to report to you. Since  
12 our last Board meeting, the Louisiana Department of  
13 Economic Development has undergone an extensive,  
14 year-long performance audit, financial audit, incentives  
15 audit, and we're also calling in our stakeholders for  
16 interviews in a process in compliance with the  
17 International Economic Development Council, and because  
18 of our excellence in terms of all of their evaluating  
19 categories, we were awarded an Accredited Economic  
20 Development Organization status today. Louisiana is the  
21 only state in the nation that has that status in North  
22 America. There are about 61 accredited economic  
23 development organizations. Scott Martinez, North  
24 Louisiana Economic Partnership, is one of those. We  
25 have some other partners around the state that are also



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1 accredited, but certainly reflects some excellence on  
2 behalf of the staff, some of which you see here, but  
3 many up on the 11th floor continue to perform in an  
4 exemplary fashion. I'm very proud of their efforts.

5           And with that, we're also producing some  
6 fantastic results. We were awarded the Best Workforce  
7 Development Training Program in the Nation for our  
8 FastStart Program for the ninth time. And I don't want  
9 anyone to think that's just because you keep bowling a  
10 300, you stay at the top of the league. This league  
11 changes all of the time. Many states are pursuing very  
12 aggressive workforce programs, and we continue to be  
13 innovative with ours and serve the corporate community  
14 that we're seeking to attract, grow, retain here in our  
15 state. And so, for the ninth time, to win what I refer  
16 to as a Superbowl trophy was certainly an outstanding  
17 accomplishment made possible by the resources afforded  
18 to us through the legislature and the Governor's support  
19 and leadership at many levels.

20           And, finally, that excellence is  
21 reported to us as well by Southern Business and  
22 Development Magazine, which did a very thorough review  
23 of performance of southern states in the 2017 timeframe,  
24 and Louisiana finished Number 2 in terms of the  
25 investment and job creation behind Kentucky. So I'll



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1 translate that a little bit to tell you that we beat  
2 Alabama.

3 But I'm very proud of the organization  
4 that I'm honored to lead, and I'm very appreciative of  
5 this Board. You are managing the tools that are the  
6 foundation of our success. We have a fantastic momentum  
7 moving forward in this state right now. We're on track.  
8 We're heading in the right direction.

9 Since January of '16, we have created  
10 more than 24,000 jobs and retained 16,000 jobs in our  
11 state. We have more citizens working presently than  
12 ever before in our history. That's in the north of  
13 2-million citizens employed. We're seeing that  
14 employment growing in every SMA around the state.

15 We know we are not declaring mission  
16 accomplished. Our work continues. We still have  
17 communities that are struggling, communities that need  
18 more, but we're active in our outreach and community  
19 development activities and opportunities. And we've  
20 seen also that Louisiana's GDP reached an annual rate of  
21 \$251-billion, and that's also the highest in the state's  
22 history.

23 So a lot of things are going well for  
24 us, it's because of the support that we get here that  
25 we're able to continue that momentum. And I would also



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1 acknowledge the support of the legislature in bringing  
2 back the budget certainty that's so important. And with  
3 that, we've recently seen movie investors upgrade  
4 Louisiana's financial outlook from what was negative to  
5 now stable, and that resonates with corporations that  
6 have succeeded in our state. Again, much of those  
7 contracts and incentive programs come across your desk  
8 right here, and I'm greatly appreciative of that support  
9 and the role that we're able to play in building a  
10 vibrant economy in our state.

11 MR. WINDHAM:

12 Thank you, Mr. Secretary.

13 Next we have other business, election of  
14 vice chair.

15 Don, you want to say something on this  
16 or...

17 SECRETARY PIERSON:

18 As many of you may know, Senator Robert  
19 Adley was previously performing in the role of vice  
20 chair for the Board of Commerce and Industry. You may  
21 not have been aware that we were going to consider this  
22 today. We would want to be open with the process, so my  
23 suggestion might be that, unless the Board feels  
24 differently, that those that have an interest in serving  
25 as vice chair, make their interest known to Mr. Windham



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1 and we can bring back the candidate list at our next  
2 meeting and the Board can decide on the determination of  
3 who will serve as vice chair for the Commerce and  
4 Industry Board.

5 I'm seeing general agreement that that  
6 may be the pathway forward.

7 MR. WINDHAM:

8 So, agreement with everyone? Because it  
9 did just come up. You know, Dr. Wilson has been  
10 designated as the Governor's representative, but nobody  
11 had a chance to really think about it or talk about it  
12 prior to this meeting, so we'll do that. We'll defer  
13 that action until next time.

14 All right. With that, is there any  
15 other business anyone who wants to bring up?

16 Mr. Jones.

17 MR. JONES:

18 Just one other comment. I learned that  
19 Mr. Pierson has recently been named the World Trade  
20 Center of New Orleans Eugene Schreiber Award winner, and  
21 we want to congratulate you for that recognition. And  
22 in the words of Eeyore, "It's just nice to be noticed  
23 sometimes," you know.

24 MR. WINDHAM:

25 There will be a luncheon in November, I



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1 believe.

2 SECRETARY PIERSON:

3 November 9th.

4 MR. WINDHAM:

5 November the 9th.

6 SECRETARY PIERSON:

7 But thank you for that acknowledgement,  
8 and I attribute it to the great team that I'm privileged  
9 to lead, and that team that in my view that is across  
10 our state with our regional partners with consultants  
11 that help manage things and a whole host of industry  
12 that does a lot more than they're required to do, and  
13 some of those points were made about Exxon today.

14 So on behalf of all of those that are  
15 actively engaged in our state's economy, I'm privileged  
16 to be recognized with that award.

17 Thank you.

18 MR. WINDHAM:

19 All right. Is there a motion to  
20 adjourn?

21 Made by Mr. Jones; seconded by Mr.  
22 Miller.

23 All opposed?

24 (No response.)

25 MR. WINDHAM:



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All in favor?  
(Several members respond "aye."  
MR. WINDHAM:  
Approved.  
(Meeting concludes at 11:17 a.m.)



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10 understanding;

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

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

20 Dated this 14th day of September, 2018.  
21

22 \_\_\_\_\_  
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<u>                    </u>	<b>19</b> 23:16	<b>20130113</b> 21:16	<b>2015</b> 82:16 87:11 88:1
<u>          <b>\$</b>          </u>	<b>1992</b> 100:20	<b>20130129</b> 8:6	<b>20150189-A</b> 101:15
<b>\$1,968000</b> 92:11	<b>1st</b> 31:9	<b>20130167</b> 76:5	<b>20150319</b> 104:5
<b>\$150,000</b> 84:14	<u>                    </u>	<b>20130475</b> 94:18	<b>20150834</b> 102:13
<b>\$16,640,000</b> 15:7	<u>                    <b>2</b>                    </u>	<b>20130476</b> 94:18	<b>20150913</b> 18:21
<b>\$20-million</b> 43:21	<b>2</b> 106:24	<b>20130477</b> 94:19	<b>20151041</b> 13:14
<b>\$21,626,000</b> 90:22	<b>2,000</b> 58:19	<b>20130640</b> 76:8	<b>20151094</b> 18:22
<b>\$251-billion</b> 107:21	<b>2-million</b> 107:13	<b>20130641</b> 76:10	<b>20151115</b> 21:22
<b>\$30-million</b> 66:16,19	<b>2.0</b> 72:16	<b>20130642</b> 76:13	<b>20151193</b> 19:2
<b>\$70,000</b> 52:21	<b>20</b> 12:2,21 23:16 44:16 45:9 51:8 53:2	<b>20130737</b> 93:13	<b>20151264</b> 8:7
<u>                    <b>1</b>                    </u>	<b>200</b> 59:2	<b>20130808</b> 22:13	<b>20151795A</b> 24:25
<b>1</b> 21:18 22:9,15,25	<b>2001</b> 58:13	<b>20130960</b> 9:8	<b>20152058</b> 103:12
<b>10</b> 43:21	<b>20081221</b> 82:14 90:21	<b>20131052</b> 9:10	<b>2016</b> 22:10 23:17 82:18 88:25 104:8
<b>10-to-1-type</b> 53:4	<b>20081221-A</b> 92:10	<b>20131082</b> 23:14	<b>20160819</b> 104:6
<b>10-year</b> 46:19 53:12	<b>20081221A</b> 82:16	<b>20131171</b> 13:10	<b>20161623</b> 34:17
<b>100</b> 35:5	<b>20081301-A</b> 103:10	<b>20131308</b> 14:21	<b>20161807</b> 8:8
<b>11</b> 14:20	<b>20081302</b> 103:10	<b>20131409</b> 22:24	<b>20161825</b> 17:19
<b>110</b> 61:24 62:3	<b>20090945</b> 103:10	<b>2013474</b> 94:18	<b>20161851</b> 34:16
<b>11:17</b> 111:5	<b>2010</b> 58:22	<b>2014</b> 21:24 22:4,9,20,25 23:5 26:17 83:5 95:21	<b>20161859</b> 14:23
<b>11th</b> 106:3	<b>20101199</b> 103:11	<b>20140</b> 68:14	<b>20161898</b> 15:4
<b>12</b> 75:15	<b>20110182</b> 9:9 13:12	<b>20140008</b> 103:11	<b>2017</b> 21:25 22:5,22 23:2 32:2,4,6 33:19 34:23 38:8 70:20 76:7 88:25 93:15 94:21 95:5 96:20 106:23
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<b>12/31/17</b> 76:10	<b>20111111</b> 104:5	<b>20140505</b> 69:10	<b>20170046</b> 14:22
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