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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 27TH DAY OF JUNE, 2018  
COMMENCING AT 9:35 A.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR

1     **Appearances of Board Members Present:**

- 2     Representative Neil Abramson
- 3     Mayor Glenn Brasseaux
- 4     Senator Norby Chabert
- 5     Yvette Cola
- 6     Manuel "Manny" Fajardo
- 7     Richard Hartley
- 8     Heather Malone
- 9     Senator Danny Martiny
- 10    Charles R. "Robby" Miller
- 11    Jan K. Moller
- 12    Secretary Don Pierson
- 13    Stephen Pugh
- 14    Darrel J. Saizan, Jr.
- 15    Daniel J. Schexnaydre, Jr.
- 16    Bobby Williams, Jr.
- 17    Dr. Woodrow Wilson, Jr.
- 18    Steve Windham
- 19    Erin Wesley for Governor Edwards

20    **Staff members present:**

- 21    Tam Bourgeois
- 22    Kristen Cheng
- 23    Frank Favaloro
- 24    Brenda Guess
- 25    Richard House
- 26    Becky Lambert
- 27    Mandi Mitchell
- 28    Joyce Metoyer
- 29    Melissa Sorrell
- 30    Hud Usie
- 31    Anne Villa



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MR. WINDHAM:

Morning, everyone. I'd like to welcome to you to the Board of Commerce & Industry June 27th meeting. I'll call that meeting to order at 9:37.

Melissa, please call the roll.

MS. SORRELL:

Erin Wesley for Governor Edwards.

MS. WESLEY:

Here.

MS. SORRELL:

Richard Hartley for Lieutenant Nungesser.

MR. HARTLEY:

Here.

MS. SORRELL:

Representative Abramson.

(No response.)

MS. SORRELL:

Millie Atkins.

(No response.)

MS. SORRELL:

Mayor Brasseaux.

MAYOR BRASSEAUX:

Here.

MS. SORRELL:



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1                                   Representative Pugh for Representative  
2 Carmody.

3                                   MR. PUGH:

4                                   Here.

5                                   MS. SORRELL:

6                                   Yvette Cola.

7                                   MS. COLA:

8                                   Here.

9                                   MS. SORRELL:

10                                  Major Coleman.

11                                  (No response.)

12                                  MS. SORRELL:

13                                  Ricky Fabra.

14                                  (No response.)

15                                  MS. SORRELL:

16                                  Manny Fajardo.

17                                  MR. FAJARDO:

18                                  Here.

19                                  MS. SORRELL:

20                                  Jerry Jones.

21                                  (No response.)

22                                  MS. SORRELL:

23                                  Heather Malone.

24                                  MS. MALONE:

25                                  Here.



1 MS. SORRELL:  
2 Senator Martiny.  
3 (No response.)  
4 MS. SORRELL:  
5 Robby Miller.  
6 MR. MILLER:  
7 Here.  
8 MS. SORRELL:  
9 Jan Moller.  
10 MR. MOLLER:  
11 Here.  
12 MS. SORRELL:  
13 Senator Chabert for Senator Morrell.  
14 MR. CHABERT:  
15 Here.  
16 MS. SORRELL:  
17 Secretary Pierson.  
18 SECRETARY PIERSON:  
19 Present.  
20 MS. SORRELL:  
21 Scott Richard.  
22 (No response.)  
23 MS. SORRELL:  
24 Darrel Saizan.  
25 (No response.)



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1 MS. SORREL:  
2 Danny Schexnaydre.  
3 MR. SCHEXNAYDRE:  
4 Here.  
5 MS. SORRELL:  
6 Ronnie Slone.  
7 (No response.)  
8 MS. SORRELL:  
9 Bobby Williams.  
10 MR. WILLIAMS:  
11 Here.  
12 MS. SORRELL:  
13 Steve Windham.  
14 MR. WINDHAM:  
15 Here.  
16 MS. SORRELL:  
17 Dr. Wilson.  
18 DR. WILSON:  
19 Here.  
20 MS. SORRELL:  
21 We have a quorum.  
22 MR. WINDHAM:  
23 Thank you, Melissa.  
24 I hope everyone's had a chance to review  
25 the minutes.



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1                   Is there a motion?  
2                   Made by Ms. Heather; seconded by  
3 Mr. Fajardo.

4                   Any discussions? Any changes?  
5                   (No response.)

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

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

12 MR. WINDHAM:  
13                  Motion carries.  
14                  Mr. Favaloro.

15 MR. FAVALORO:  
16                  Yes. I have three new Quality Jobs  
17 applications: 20160358, NVI, LLC in Terrebonne;  
18 20150910, Shintech Louisiana, LLC in Iberville; and  
19 20160910, Targa Resources, LLC in Calcasieu.

20                  That concludes the new applications.

21 MR. WINDHAM:  
22                  Are there any comments from the public  
23 concerning these applications?

24                  (No response.)

25 MR. WINDHAM:



1 Questions or comments from the Board?

2 (No response.)

3 MR. WINDHAM:

4 Is there a motion to approve?

5 Made by Dr. Wilson; seconded by

6 Mr. Williams.

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

8 (Several members respond "aye.")

9 MR. WINDHAM:

10 All opposed with a "nay."

11 (No response.)

12 MR. WINDHAM:

13 Motion carries.

14 MR. FAVALORO:

15 I have three Quality Jobs renewal

16 applications: 20130036, Benteler Steel/Tubing

17 Manufacturing Corp. in Caddo; 20121287, Procter & Gamble

18 Manufacturing in Rapides; 20121255, SE Tylos Louisiana,

19 LLC in Iberville.

20 That concludes the renewals.

21 MR. WINDHAM:

22 Are there any comments from the public

23 concerning the renewals for the Quality Jobs Program?

24 (No response.)

25 MR. WINDHAM:



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1                   Questions or comments from the Board  
2 members?

3                   (No response.)

4                   MR. WINDHAM:

5                   Motion to approve?

6                   Made by Dr. Wilson; seconded by  
7 Mr. Fajardo.

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

9                   (Several members respond "aye.")

10                  MR. WINDHAM:

11                  All opposed with "nay."

12                  (No response.)

13                  MR. WINDHAM:

14                  Motion carries.

15                  MR. FAVALORO:

16                  I have two requests for change in  
17 location only: 20140273, Pod Pack International, LTD  
18 from 11800 Industriplex Boulevard to 17100 Manchac Park  
19 Lane, Suite B, Baton Rouge, East Baton Rouge Parish;  
20 20161571 Waitr, Inc. from 537 Cajundome Boulevard to  
21 1100 Bertrand Drive, Lafayette in Lafayette Parish.

22                  And I have one request for change in  
23 ownership: 20140273 Pod Pack International, LTD to Pod  
24 Pack International, LLC in East Baton Rouge Parish.

25                  That concludes the specials.



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MR. WINDHAM:

Thank you, Mr. Favaloro.

Any comments from the public concerning the special considerations for change of location or change in ownership?

(No response.)

MR. WINDHAM:

Questions or comments from the Board?

(No response.)

MR. WINDHAM:

Motion is made by Mayor Brasseaux; seconded by Representative Pugh.

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

MR. FAVALORO:

That concludes Quality Jobs.

MR. WINDHAM:

Thank you, sir.

Ms. Lambert, Restoration Tax Abatement Program.



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**MS. LAMBERT:**

Good morning. I have eight new applications. First one is 20160032, 1068, LLC in Orleans; 20170077, Bayou Acquisitions, LLC in Orleans; 20161897, Copech Properties, LLC in Ouachita; 20161643, Copech Properties LLC in Ouachita; 20151383, GPD 839 Jackson Avenue, LLC in Orleans; 20170384, CR Apartments, LLC in East Baton Rouge; 201705, Fern Hills Investments, LLC, St. Tammany; and 20160881, Rampart and Clio, LLC in Orleans.

This concludes the total new applications for a \$9,020,453 investment.

**MR. WINDHAM:**

I assume all of the resolutions are in place as they should be?

**MS. LAMBERT:**

All resolutions are on record and all applications have met all rules of compliance.

**MR. WINDHAM:**

Are there any comments from the public concerning the Restoration Tax Abatement Program applications?

(No response.)

**MR. WINDHAM:**

Questions or comments from the Board?



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1 (No response.)

2 MR. WINDHAM:

3 Is there a motion to approve?

4 Made by Dr. Wilson; seconded by

5 Mr. Moller.

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 MS. LAMBERT:

14 We have four renewal applications for  
15 Restoration Tax Abatement: 20101113, 139 Huey P. Long  
16 Avenue, LLC; 20103714 Huey P. Long Avenue, LLC, both of  
17 these are in Jefferson; 20100872, 2622-2632 Metairie  
18 Lawn, LLC in Jefferson; and 20090816, 139 Huey P. Long  
19 Avenue, LLC in Jefferson.

20 That concludes the renewal applications.

21 MR. WINDHAM:

22 Thank you, Ms. Lambert.

23 Are there any comments from the public  
24 concerning the renewals for the Restoration Tax  
25 Abatement Program?



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1 (No response.)

2 MR. WINDHAM:

3 Questions or comments from the Board?

4 (No response.)

5 MR. WINDHAM:

6 I'll entertain a motion.

7 Mr. Schexnaydre; seconded by

8 Mr. Williams.

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

10 (Several members respond "aye.")

11 MR. WINDHAM:

12 All opposed with a "nay."

13 (No response.)

14 MR. WINDHAM:

15 Motion carries.

16 MS. LAMBERT:

17 Mr. Windham, I would like to add one  
18 thing on the renewal applications, that these also go  
19 through local governing authority review and the  
20 resolution approval before they come back, so they are  
21 re-reviewed and approved locally.

22 MR. WINDHAM:

23 All right. Thank you.

24 Next we have Ms. Metoyer for the

25 Enterprise Zone Program.



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1 MS. METOYER:

2 I have 18 new applications: 20150892,  
3 Baton Rouge Hotel Manager, LLC, East Baton Rouge Parish:  
4 20151002, Baton Rouge Jet Center, LLC, East Baton Rouge  
5 Parish; 20160635, JNR Hospitality, LLC, Ascension  
6 Parish; 20141203, Laitram Machine Shop, LLC, Jefferson  
7 Parish; 20150056, Opulence Krishan Hospitality, LLC,  
8 Calcasieu Parish; 20141021, Pecan Haven Adolescent  
9 Addiction Center, LLC, Ouachita Parish; 20131376, Red  
10 Stick Armature Works, Inc., West Feliciana; 20141293,  
11 Riverside Hospital, LLC, Rapides Parish; 20161395,  
12 Southern Designs & Gifts, LLC, Concordia Parish;  
13 20160725, Turner Industrial Maintenance, East Baton  
14 Rouge Parish; 20160724, Turner Industries Group, LLC,  
15 West Baton Rouge Parish; 20160723, Turner Industries  
16 Group, LLC, East Baton Rouge Parish; 20160721, Turner  
17 Industries Group, LLC, Calcasieu Parish; 20160720,  
18 Turner Industries Group, LLC, West Baton Rouge Parish;  
19 20160028, Walmart Stores East, LP, Tangipahoa Parish;  
20 20161769, Walmart Stores East, LP Distribution Center,  
21 St. Landry Parish; 20161838 Westport Linen Services,  
22 LLC, Acadian Parish; and 20161835, Westport Linen  
23 Services, LLC, East Baton Rouge Parish.

24 MR. WINDHAM:

25 Thank you, Ms. Metoyer.



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1                   Can you tell us a little bit more about  
2 the Turner Industries because there's a lot of zeros on  
3 there?

4                   MS. METOYER:

5                   These are just jobs. There's no  
6 building. It's just for new jobs.

7                   MR. WINDHAM:

8                   Okay. All right. Are there any  
9 comments or questions from the public?

10                   (No response.)

11                   MR. WINDHAM:

12                   Questions or comments from the Board?  
13 Mr. Miller.

14                   MR. MILLER:

15                   Yes, sir. Looking at the jobs, the new,  
16 permanent jobs and salaries, some pretty incredible  
17 annual salaries.

18                   MS. METOYER:

19                   You mean for Turner salaries?

20                   MR. MILLER:

21                   Because I can't do math very well. I'm  
22 using the one with the 10s. Turner, 1.5-million with 10  
23 jobs, if I'm not mistaken, that's \$150,000 average.  
24 Then there's 15-million at 100 jobs, that's \$150,000  
25 average. So it's 220 jobs, all of them 150 ground. I'm



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1 thrilled if that's what it is. I think that's  
2 incredible.

3 MS. METOYER:

4 I can check them for you.

5 MR. MILLER:

6 Then you go up to Baton Rouge Hotel  
7 Manager 777,000, eight jobs. The next one, eight jobs  
8 at 1.9-million, five -- all of these are  
9 100-plus-thousand, \$200,000 annual jobs. Is that  
10 accurate?

11 MS. METOYER:

12 This is what's on their application,  
13 yes, sir.

14 MR. MILLER:

15 Okay. That's potential?

16 MR. WINDHAM:

17 Is there a representative from Turner  
18 with us today?

19 Please come forward and identify  
20 yourself, sir.

21 MR. WEGE:

22 Good morning. My name is Robert Wege.  
23 I'm with Summit Credits. We represent Turner  
24 Industries, and we help assist them in filing these  
25 applications.



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1                   So the information that's provided on  
2 the applications is an estimate the jobs numbers. We  
3 have an idea of the number of jobs that are going to be  
4 created and the amount of annual salaries that are going  
5 to be created with those jobs, but it's an estimate at  
6 this point. Until we get to the end of the year payroll  
7 data and go through that information, we cannot provide  
8 an accurate number, if you will.

9                   MR. CHABERT:

10                   So when you say that, I mean, are you  
11 like in a variance of plus or minus four or five, I  
12 mean, or are you just throwing darts at a wall? You  
13 can't come up here and just say we're guessing.

14                   MR. WEGE:

15                   Okay. So what we do is we put together  
16 an estimate based on what we think the company will do.

17                   MR. CHABERT:

18                   Previous year-to-date data? I mean, how  
19 do you come up with the estimate?

20                   MR. WEGE:

21                   It's fluctuates, to be honest with you.  
22 With these applications, what we do is we put the  
23 minimum because we were certain the company will meet  
24 the minimum.

25                   MR. CHABERT:



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1                   Okay. There's a floor, you just don't  
2 know the ceiling?

3                   MR. WEGE:

4                   Correct.

5                   MR. WINDHAM:

6                   Thank you, Mr. Chabert.

7                   And also to point out, just to make sure  
8 everyone is still aware, if they don't create the jobs,  
9 there are no benefits.

10                  MR. WEGE:

11                  Correct.

12                  MR. WINDHAM:

13                  All right. Secretary Pierson.

14                  SECRETARY PIERSON:

15                  It's possible that they're domiciled in  
16 Louisiana but may be deployed overseas in for away  
17 locations; is that correct?

18                  MR. WEGE:

19                  So there's a number of different things  
20 that could make an employee ineligible, and living out  
21 of state is one of them. If they don't hit the average  
22 hours required, there's another. There's several  
23 different things that can make an employee ineligible.

24                  SECRETARY PIERSON:

25                  Well, I get that, but they're domiciled



1 in Louisiana, but they may have an assignment to go to  
2 the Middle East and work there for six weeks, and that  
3 may be attributing to the higher-than-normal salaries  
4 because of the conditions in which they have to deploy.  
5 I'm not asking the question --

6 MR. WEGE:

7 No, sir. In that case, that employee  
8 would not be eligible for the incentive because it's  
9 based on their hours and wages earned in Louisiana. So  
10 if they're working out of state or out of the country,  
11 they would not be an eligible employee. Does that  
12 answer your question?

13 SECRETARY PIERSON:

14 Yeah. We're still trying to get to why  
15 the average is so high.

16 MR. MILLER:

17 Mr. Secretary, it's not just Turner.  
18 Turner is the easier one to do because the math's there.  
19 If you just go down to the very bottom, the total 18  
20 Enterprise Zone applications, it's 499 jobs, \$89,187,000  
21 worth of payroll. That's an average of \$178,732 a year.  
22 That's phenomenal. I think, if that's the truth, then I  
23 think we're going to the top of a bunch of those lists  
24 that we're at the bottom of right now. It just doesn't  
25 seem accurate. And it's not just Turner. It seems



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1 everybody's got an estimate. That's just the way -- I  
2 don't know.

3 MR. WINDHAM:

4 It seems to be inflated.

5 Ms. Metoyer, are these 10-year -- is  
6 this for 10 years or for five?

7 MS. METOYER:

8 No. All Enterprise contracts are for  
9 five years only.

10 MR. WINDHAM:

11 No. I'm asking the accumulation of  
12 salaries, that summation at that, is that over a  
13 five-year period or --

14 MS. METOYER:

15 Five. That's a five-year.

16 MR. MILLER:

17 That's a five-year number. Okay. So  
18 now the average is \$35,000. Okay. Thank you very much.

19 MS. METOYER:

20 In any of these applications or  
21 contracts, there's no benefit until the ECRs are  
22 actually processed and we see the true numbers. No  
23 benefits are given out.

24 MR. MILLER:

25 I'm not questioning that at all. I



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1 believe that we do -- that the program is monitored  
2 properly. I think y'all are doing a great job with it.  
3 It's just, you know, whenever you see these numbers --

4 MS. METOYER:

5 Right.

6 MR. MILLER:

7 It makes much more sense now that you've  
8 said it's a five-year --

9 MS. METOYER:

10 That's a five-year. It is.

11 MR. MILLER:

12 That makes much more sense.

13 MR. WINDHAM:

14 Any other questions or comments from any  
15 of the Board members?

16 (No response.)

17 MR. WINDHAM:

18 All right. Thank you, sir.

19 Is there a motion to approve the  
20 Enterprise Zone?

21 Made by the Mayor; seconded by Dr.  
22 Wilson.

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

24 (Several members respond "aye.")

25 MR. WINDHAM:



1 All opposed with a "nay."

2 (No response.)

3 MR. WINDHAM:

4 Motion carries.

5 Please proceed.

6 MS. METOYER:

7 I have eight contract terminations:

8 20140994, Shiv Shakti Lodging, LLC, Calcasieu Parish,  
9 existing contract period, May 1, 2015 through April 30,  
10 2020. The requested term date is 12/13/2017. The  
11 program requirements have been met and no additional  
12 jobs are anticipated.

13 20150175, Southern Hospitality Group, LLC,  
14 Rapides Parish. The existing contract period is May 1,  
15 2015 through April 30, 2020. The requested term date is  
16 April 30 of 2018. The program requirements have been  
17 met and no additional jobs are anticipated.

18 The next one is 20140969, OS Restaurant  
19 Services, LLC, Jefferson Parish. The existing contract  
20 period is June 10, 2014 to June 9 of 2019. The  
21 requested term date is 12/31 of 2016. The program  
22 requirements have been met and no additional jobs are  
23 anticipated.

24 20130119, GSTVBR, LLC, East Baton Rouge  
25 Parish. January 1 of 2014 to 12/31 of 2018 is the



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1 existing contract period. The requested term date is  
2 June 30 of 2016. The program requirements have been  
3 met. No additional jobs are anticipated.

4 20130114, SWVP New Orleans, LLC, Orleans  
5 Parish. The existing contract period is October 1 of  
6 2014 to September 30th of 2019. The requested term date  
7 is May 1 of 2017. The program requirements have been  
8 met. No additional jobs are anticipated.

9 20121119, Providence Classical Academy,  
10 Incorporated, Bossier Parish. The existing contract  
11 period is September 26th of 2012 through September 25th  
12 of 2017. The requested term date is March 25th of 2015.  
13 No additional jobs are anticipated and the program  
14 requirements have been met.

15 20130050, Monsanto Company, St. Charles  
16 Parish. January 16 of 2013 through January 15 of 2018.  
17 The requested term date is July 15 of 2015. The program  
18 requirements have been met. No additional jobs are  
19 anticipated.

20 The final termination is 20140830, Crest  
21 Operations, LLC, Rapides Parish. The existing contract  
22 period is April 22nd of 2014 to April 21st of 2019. The  
23 requested term date is December 31, 2016. The program  
24 requirements have been met. No additional jobs are  
25 anticipated.



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MR. WINDHAM:

Thank you, Ms. Metoyer.

Are there any comments from the public concerning the contract termination requests regarding the Enterprise Zone Program?

(No response.)

MR. WINDHAM:

Questions or comments from the Board?

(No response.)

MR. WINDHAM:

Is there a motion to approve?

Made by Representative Pugh; seconded by Ms. Erin Wesley.

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:

I have one contract cancelation. It's 20150273, Parc Lafayette, LLC in Lafayette Parish. The program requirements were not met by the company and the contract needs to be canceled.



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MR. WINDHAM:

Did the company send anyone to discuss this or they've accepted the reality?

MS. METOYER:

At the last Board meeting, the lady that made the request, this is that company.

MR. WINDHAM:

Okay. All right.

MS. METOYER:

She didn't meet it within the 24-month period.

MR. WINDHAM:

Got you.

MS. METOYER:

Yes.

MR. WINDHAM:

Are there any comments from the public concerning this contract cancelation?

(No response.)

MR. WINDHAM:

Questions or comments from the Board members?

(No response.)

MR. WINDHAM:

Motion is made by Mayor Brasseaux;



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1 seconded by Mr. Moller.

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

3 (Several members respond "aye.")

4 MR. WINDHAM:

5 All opposed with a "nay."

6 (No response.)

7 MR. WINDHAM:

8 Motion carries.

9 Thank you, Ms. Metoyer.

10 All right. Mr. Hud Usie for the  
11 Industrial Tax Exemption Program assisted by Ms. Kristin  
12 Cheng, or accompanied by.

13 MR. USIE:

14 We have 20 new pre-EO applications. We  
15 do have one correction: 20152022, Marathon Petroleum  
16 Company, LP should read Garyville Refining Logistics,  
17 LLC.

18 MR. WINDHAM:

19 All right. Please proceed.

20 MR. USIE:

21 20141325A, Almatris Burnside, LLC,  
22 Ascension Parish; 20141325B, Almatris Burnside, LLC,  
23 Ascension Parish; 20161534, Cabot Corporation, St. Mary  
24 Parish; 20130076A, Conrad Shipyard, LLC, St. Mary  
25 Parish; 20151426A, Denka Performance Elastomer, LLC, St.



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1 John the Baptist Parish; 20150973A, Diversified Foods &  
2 Seasonings, LLC, St. Tammany Parish; 20161536,  
3 Diversified Foods & Seasonings, LLC in St. Tammany  
4 Parish; 20150280B, Eagle US 2, LLC, Calcasieu Parish;  
5 20151466, Flopam, Inc., Iberville Parish; 20141329A,  
6 G.E.O. Heat Exchangers, LLC, Iberville Parish;  
7 20161511A, Gulf Crafts, LLC, St. Mary Parish; 20120977B,  
8 Haynes International, Inc., Bienville Parish; 20150227,  
9 Marathon Petroleum Company, LP, St. John that Baptist  
10 Parish; 20152022 Garyville Refining Logistics, LLC, St.  
11 John the Baptist Parish; 20151161, MGB, LLC, St. Landry  
12 Parish; 20161175A, Newpark Drilling Fluids, LLC,  
13 Lafourche Parish; 20141259, NuStar Logistics, LP, St.  
14 James Parish; 20140795A, Syngenta Crop Protection, LLC,  
15 Iberville Parish; 20151126A, UTLX Manufacturing, LLC,  
16 Rapides Parish; 20151279, Westlake Vinyls Company, LP,  
17 Ascension Parish.

18 MR. WINDHAM:

19 Thank you, Mr. Usie.

20 Are there any comments from the public  
21 concerning any of these applications for the Industrial  
22 Tax Exemption Program that were submitted prior to the  
23 Governor's Executive Order?

24 (No response.)

25 MR. WINDHAM:



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1 Any questions or comments from the  
2 Board?

3 (No response.)

4 MR. WINDHAM:

5 Is there a motion to approve these?

6 Made by Ms. Erin -- well, Ms. Wesley;  
7 seconded by Mr. Moller.

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

9 (Several members respond "aye.")

10 MR. WINDHAM:

11 All opposed with a "nay."

12 (No response.)

13 MR. WINDHAM:

14 Motion carries.

15 MR. USIE:

16 Next we have five new post-EO  
17 applications: 20170164, Cortec, LLC, West Baton Rouge  
18 Parish; 20170362, Entergy Louisiana, LLC, Washington  
19 Parish; 20161827, Equilon Enterprises, LLC, dba Shell  
20 Oil Products US, St. James Parish; 20161827A, Equilon  
21 Enterprises, LLC, dba Shell Oil Products US, St. James  
22 Parish; 20170088, Foster Poultry Farms, Union Parish.

23 MR. WINDHAM:

24 Thank you, Mr. Usie.

25 And I know the Board members received in



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1 their packages all of the required documentation, the  
2 CEA, the resolutions, and everything is good to go on  
3 that front.

4 Are there any comments from the public  
5 concerning any of these applications?

6 (No response.)

7 MR. WINDHAM:

8 Are there any questions from the Board?

9 (No response.)

10 MR. WINDHAM:

11 Is there a motion?

12 Motion made by Mr. Hartley to approve;  
13 seconded by Mr. Miller.

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

15 (Several members respond "aye.")

16 MR. WINDHAM:

17 All opposed with a "nay."

18 (No response.)

19 MR. WINDHAM:

20 Motion carries.

21 MR. USIE:

22 Next we have one timely renewal:

23 20130577, International Paper Company, Lafayette Parish.

24 MR. WINDHAM:

25 Are there any comments from the public



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1 concerning a timely renewal for the Industrial Tax  
2 Exemption Program?

3 (No response.)

4 MR. WINDHAM:

5 Very good job, whoever is out there  
6 representing them or is doing the paperwork for them.

7 Any questions or comments from the  
8 public -- I mean, from the Board?

9 (No response.)

10 MR. WINDHAM:

11 Motion is made by Dr. Wilson to approve  
12 the renewal timely filed; seconded by Mr. Fajardo.

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

14 (Several members respond "aye.")

15 MR. WINDHAM:

16 All opposed with a "nay."

17 (No response.)

18 MR. WINDHAM:

19 Motion carries.

20 MR. USIE:

21 Next we have eight late renewals, four  
22 of which requested to be deferred: Cornerstone Chemical  
23 Company, Contracts 20130474, 20130475, 20130476,  
24 20130477, again, Cornerstone Chemical Company, and  
25 they're all in Jefferson Parish.



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MR. WINDHAM:

Is there any objection to the deferral for consideration of these four?

(No response.)

MR. WINDHAM:

Is there a motion to defer?

Made by Dr. Wilson; seconded by Senator Martiny.

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motions carries. Those are deferred.

Please proceed.

MR. USIE:

20120244, Bercen, Inc., a division of Cranston Printworks Company, Livingston Parish. Contract expiration date December 31st, 2016. Late renewal request date April 30 of 2018; 20130293, Bercen, Inc., a division of Cranston Printworks Company, Livingston Parish. Initial contract expiration, December 31st, 2017. Renewal request date April 30th, 3018.



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1 MR. WINDHAM:

2 All right. Hold there.

3 All right. Is there a representative  
4 from Bercen, Inc., a division of Cranston Printworks  
5 Company with us?

6 Please come forward, identify yourself  
7 and explain the tardiness of filing for the renewal.

8 MR. MORGAN:

9 My name is Craig Morgan. I'm the  
10 manager of manufacturing for the Bercen division of  
11 Cranston Printworks Company in Livingston Parish.

12 We don't really have an excuse. Our  
13 girl from accounting normally handles these functions,  
14 and they're out of Cranston, Rhode Island. There's been  
15 some personnel changes and they somehow missed it. We  
16 brought it to their attention, and they've assured us  
17 that it's been rectified and it won't happen in the  
18 future.

19 MR. WINDHAM:

20 That's a good thing.

21 There are two of them. One of them is  
22 two -- one of them, in light of what we've done in the  
23 past, has been 20 percent reduction for each year late  
24 or portion thereof. There is one that is one-plus year  
25 late, and there is one that is one late, so I would



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1 entertain a motion, I guess separately, to reduce the  
2 two-year one by 40 percent.

3 Is there a motion?

4 Made by Ms. Cola; seconded by  
5 Mr. Williams.

6 All in favor -- any comments from the  
7 public?

8 (No response.)

9 MR. WINDHAM:

10 Comments from the Board?

11 (No response.)

12 MR. WINDHAM:

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

14 (Several members respond "aye.")

15 MR. WINDHAM:

16 All opposed with a "nay."

17 (No response.)

18 MR. WINDHAM:

19 Motion carries.

20 For the second one that was less than a  
21 year late, it's a 20 percent reduction, and I'd  
22 entertain that motion.

23 Made by Dr. Wilson; seconded by Ms.  
24 Cola.

25 Any questions or comments from the



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1 public?

2 (No response.)

3 MR. WINDHAM:

4 From the Board?

5 (No response.)

6 MR. WINDHAM:

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

8 (Several members respond "aye.")

9 MR. WINDHAM:

10 All opposed with a "nay."

11 (No response.)

12 MR. WINDHAM:

13 Motion carries.

14 Thank you, Craig.

15 MR. MORGAN:

16 Thank you.

17 MR. WINDHAM:

18 Please proceed.

19 MR. USIE:

20 Next we have 20120690, WestRock, CP,

21 LLC, Jackson Parish. Initial contract expiration

22 December 31st, 2016. Renewal requested March 28th,

23 2018; 20120691, WestRock CP, LLC, Jackson Parish.

24 Contract expiration December 31st, 2016. Renewal

25 requested March 28th, 2018.



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MR. WINDHAM:

Is there a representative from WestRock  
CP, LLC?

Please step forward and identify  
yourself.

MR. PYLES:

Good morning. I'm Todd Pyles  
engineering manager of WestRock Louisiana Mill.

MR. WINDHAM:

Can you tell us what happened?

MR. PYLES:

Well, it was oversight on our company.  
Back in 2016, we were late filing the PCR and the AFC.  
We got acknowledgement back from LED in December of '17,  
and in that acknowledgement, it said that our renewal  
date was 2016. At that time, our corporate tax group  
looked and we did not have that renewal, so we submitted  
it in March of this year.

MR. WINDHAM:

All right. I don't know if you've been  
involved in this or watched it.

MR. PYLES:

I have.

MR. WINDHAM:

The precedent that has been set with



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1 this Board has been to reduce them by 20 percent for  
2 each year or portion thereof.

3 So is there any questions comments from  
4 the Board?

5 (No response.)

6 MR. WINDHAM:

7 Is there a motion to that effect?

8 Made by Dr. Wilson; seconded by Ms.  
9 Malone.

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

11 (Several members respond "aye.")

12 MR. WINDHAM:

13 All opposed with a "nay."

14 (No response.)

15 MR. WINDHAM:

16 Motion carries.

17 Thank you, sir.

18 MR. USIE:

19 Next we have seven change in location  
20 only: Phillips 66 Company, Contracts 20130488,  
21 20130489, 20130490, 20130491 and 20130492, previous  
22 location 15551 South Highway 23, Belle Chasse, Louisiana  
23 70037 in Calcasieu Parish, new location 15551 South  
24 Highway 23, Belle Chasse, Louisiana 70037 in Plaquemines  
25 Parish. It was the parish.



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MR. WINDHAM:

Explain that.

MR. USIE:

The initial application, they selected the wrong parish, and they're getting it corrected. So the actual address is the same. It's just the parish.

MR. WINDHAM:

Okay. Please proceed.

MR. USIE:

RBS Asset Finance, Inc., dba Dolet Hills Lignite Company, 20130160, previous location 377 Highway 522, Mansfield, Louisiana 70052 in DeSoto Parish, new location 2002 Crow Lane, Pelican, Louisiana 71063, DeSoto Parish.

Next is Regions Commercial Equipment Finance, LLC, dba Dolet Hills Lignite Company, 20130162, previous location 377 Highway 522, Mansfield, Louisiana 71052, DeSoto Parish, new location 2002 Crow Lane, Pelican, Louisiana 71063, DeSoto Parish.

MR. WINDHAM:

Are there any comments from the public concerning change in locations?

(No response.)

MR. WINDHAM:

Question or comments additionally from



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1 the Board?

2 (No response.)

3 MR. WINDHAM:

4 Is there a motion to approve the change  
5 in locations?

6 Made by Mr. Hartley; seconded by Mr.  
7 Schexnaydre.

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

9 (Several members respond "aye.")

10 MR. WINDHAM:

11 All opposed with a "nay."

12 (No response.)

13 MR. WINDHAM:

14 Motion carries.

15 MR. USIE:

16 Next we have 13 transfers: Bank of  
17 America Leasing Lessor to Graphic Packaging  
18 International, Inc., Contract Number 20110855,  
19 transferring to Graphic Packaging International, Inc. in  
20 Ouachita Parish.

21 Marathon Petroleum Company, Contracts  
22 20080069, 200800776, 20101221, 20121330, 20121345,  
23 20141607, 051357, 062527 and 062528, transferring to  
24 Garyville Refining Logistics, LLC in St. John the  
25 Baptist Parish.



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1                   Norris Industries, LLC, Contracts  
2    20141535, 20140848 and 20140849, transferring to Norris  
3    Holdings, LLC in Iberia Parish.

4                   MR. WINDHAM:

5                   Are there any comments from the public  
6    concerning the transfer of these tax exemptions under  
7    the Industrial Tax Exemption Program?

8                   (No response.)

9                   MR. WINDHAM:

10                  Questions or comments from the Board  
11    concerning the transfers?

12                  (No response.)

13                  MR. WINDHAM:

14                  Is there a motion to approve the  
15    transfers?

16                  Made by Ms. Cola; seconded by Ms.  
17    Malone.

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

20                  MR. WINDHAM:

21                  All opposed with a "nay."

22                  (No response.)

23                  MR. WINDHAM:

24                  Motion carries.

25                  MR. USIE:



1                   Next we have 34 partial transfers: JMS  
2 Food Service, LLC, 201408886 is retaining 981,621 in  
3 assets and Community Coffee Company, LLC is receiving  
4 184,541 in assets, and this is in Jefferson Parish;  
5 Marathon Petroleum Company, LP, 20152027 is retaining  
6 25,893,788, Garyville Refining Logistics, LLC is  
7 receiving 32,744,284, and it's in St. John the Baptist  
8 Parish.

9                   MR. WINDHAM:

10                   Excuse me. Let's stop you for a second.  
11 Are all of the remaining ones for Marathon?

12                   MR. USIE:

13                   All of the remaining ones are from  
14 Marathon.

15                   MR. WINDHAM:

16                   Is there anyone who would like to hear  
17 the details of all of these?

18                   (No response.)

19                   MR. WINDHAM:

20                   Is there a motion to approve them in  
21 globo?

22                   Made by Senator Chabert; seconded by Dr.  
23 Wilson.

24                   Are there any comments from the public  
25 or would the public like to hear the list?



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1 (No response.)

2 MR. WINDHAM:

3 All right. All in favor of approving  
4 these in globo with the noted amounts, assuming there  
5 aren't any typos or corrections, indicate with an "aye."

6 (Several members respond "aye.")

7 MR. WINDHAM:

8 All opposed with a "nay."

9 (No response.)

10 MR. WINDHAM:

11 Motion carries.

12 MR. USIE:

13 Next are the appeals: Calumet  
14 Lubricants Company, LP, Application 20170189 in Bossier  
15 Parish; Calumet Shreveport Lubricants & Waxes, LLC,  
16 Applications 20170190, 20170191 and 20170192 in Caddo  
17 Parish.

18 MR. WINDHAM:

19 Is there a representative from Calumet  
20 with us today?

21 Please step forward, identify yourself  
22 and then give us an update of where we are.

23 MS. SADLER:

24 Jennifer Sadler, Tax Manager, Calumet.

25 MR. MURPHY:



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1 Philip Murphy, Vice President Tax for  
2 Calumet.

3 MS. SADLER:

4 We are going to withdraw the Calumet  
5 Lubricants one. We did not receive local parish  
6 support.

7 MR. WINDHAM:

8 All right. Thank you.

9 MS. SADLER:

10 And we did receive support from Caddo  
11 Parish. We have a resolution for the three contracts.

12 MR. WINDHAM:

13 From just the parish, from the board --  
14 from the school board, from the Sheriff?

15 MS. SADLER:

16 From Caddo. Not from the sheriff or the  
17 local school, but from the Caddo Parish.

18 MR. WINDHAM:

19 All right.

20 Tam, can you answer a question or two  
21 related to this in case if there are any? I know I have  
22 one.

23 Please identify yourself.

24 MS. BOURGEOIS:

25 Tam Bourgeois, Executive Counsel for



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1 LED.

2 I would just like to point out that the  
3 motion that the Board passed back at the December --

4 MR. WINDHAM:

5 Can you get a little bit closer to the  
6 mic?

7 MS. BOURGEOIS:

8 Sure.

9 The motion that the Board passed back at  
10 the December meeting required approval from all of the  
11 local governing entities, which would include the  
12 sheriff, the parish council, the school board and the  
13 municipality, if applicable, and we do have a letter  
14 from the sheriff's office indicating his disapproval of  
15 the approval of this application.

16 MR. WINDHAM:

17 All right. Are there any questions from  
18 the Board members concerning the motion that was made,  
19 which was that all three be obtained, and now we have  
20 before us the fact that all three were not obtained and  
21 there was specific opposition? Any questions?

22 Sir?

23 MR. MURPHY:

24 So I was at that Board meeting, and the  
25 way I understand the wording was that we just had to



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1 have local support, which is consistent with, you know,  
2 Title 13, Chapter 5, Section 501, wherein it says that  
3 local support just needs to have input on the  
4 applications.

5 So we received, you know, as a  
6 resolution, approval from Caddo Parish, and it doesn't  
7 have to be a full exempt in order to get the exemption.  
8 It can be a partial exemption. So I guess it's odd that  
9 it would be more stringent for the pre-Executive Order  
10 applications than it would be for post-Executive Order  
11 applications.

12 MR. WINDHAM:

13 I would have to go back and look at the  
14 specific wording from the minutes, but, Tam, if you have  
15 that available.

16 MS. BOURGEOIS:

17 What I have is the letter of  
18 correspondence that LED sent out after the Board meeting  
19 informing all of the companies what they needed to  
20 provide to the Board, and Item Number 4 specifically  
21 says that they need to provide -- that "The project  
22 subject to the IT application must have created jobs and  
23 have secured the approval of local government  
24 officials," open paren, "parish council, school board  
25 and sheriff," closed paren, open paren, "and



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1 municipality if applicable."

2 MR. WINDHAM:

3 So that means to me the "and" is  
4 all-inclusive.

5 MS. BOURGEOIS:

6 Right.

7 MR. WINDHAM:

8 It's not an "or."

9 MS. BOURGEOIS:

10 Right.

11 MR. WINDHAM:

12 So there's no wiggle room in that.

13 MS. BOURGEOIS:

14 That is not how we would interpret the  
15 motion that Mr. Miller made back in December.

16 SECRETARY PIERSON:

17 If I'm not mistaken, we began this  
18 process maybe in February and provided an extension  
19 period in April, and then Dr. Wilson, again, extended  
20 the opportunity by deferral to this date. So I think  
21 that also -- the date of the letter that was sent, Ms.  
22 Bourgeois?

23 MS. BOURGEOIS:

24 Yes. It was sent on December 13th.

25 The initial deadline was January 29th,



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1 and then they received an extension till February 15th.  
2 They requested additional extensions at both the  
3 February and the April meeting, with which the Board  
4 graciously provided.

5 SECRETARY PIERSON:

6 I have no further questions.

7 MR. WINDHAM:

8 Senator Chabert.

9 MR. CHABERT:

10 So just to be clear, we mandated that  
11 they get local approval in two separate parishes for two  
12 separate projects?

13 MS. BOURGEOIS:

14 Correct.

15 MR. CHABERT:

16 Correct?

17 MS. BOURGEOIS:

18 Two applications.

19 MR. CHABERT:

20 And had they not received the two  
21 separate approvals from two separate parishes, then we  
22 would not give them the benefit?

23 MR. WINDHAM:

24 No. I think we're a little confused.

25 It's two projects. One is Calumet Lubricant, the other



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1 is Calumet Shreveport. So they've withdrawn Calumet  
2 Lubricants.

3 MR. CHABERT:

4 So we're not even discussing Bossier?

5 MR. WINDHAM:

6 So we're not even taking about Bossier.  
7 It's only Caddo.

8 MR. CHABERT:

9 Because I was about to say, if you're  
10 trying to get Caddo and Bossier to agree on what color  
11 the sky is, we've got a problem.

12 MR. WINDHAM:

13 This is strictly Caddo Parish  
14 activities, so...

15 Mr. Miller.

16 MR. MILLER:

17 I just want to make sure I have this  
18 right because I believe this has to do with -- I was  
19 arguing with a small project, not a miscellaneous  
20 capital addition that got caught in that gap of the  
21 Executive Order, and this is one of those 16 or 17 that  
22 we reviewed.

23 MS. BOURGEOIS:

24 Yes.

25 MR. MILLER:



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1                   So we believe this is a good project,  
2 but we required them to get the local support, basically  
3 meet the new rule, we gave them kind of a hybrid --

4                   MS. BOURGEOIS:

5                   Correct.

6                   MR. MILLER:

7                   -- to give them an opportunity. Instead  
8 of just being kicked out completely, we gave them an  
9 opportunity to come back, and we don't have all bodies  
10 of the local government supporting this.

11                  MS. BOURGEOIS:

12                  Right. It sounds like we only have one.

13                  MR. MURPHY:

14                  Yes, but -- sorry -- under the new  
15 rules, all bodies are not required to obtain -- not  
16 required to obtain approval from all bodies in the  
17 parish. So if the parish, if Caddo Parish approves the  
18 exemption, then that portion will be subject to tax and  
19 Caddo Parish will be exempt, and if the school board  
20 doesn't support it, then that portion will not be --

21                  MR. MILLER:

22                  I don't disagree with you, and, quite  
23 frankly, my argument, I never dreamed that when we sent  
24 this back, got these small projects to go back to the  
25 locals, that the locals would ever turn it down,



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1 especially when you create, if I'm not mistaken, 89  
2 jobs.

3 MS. SADLER:

4 Eighty-three.

5 MR. MURPHY:

6 Eighty-three.

7 MR. MILLER:

8 Eighty-three jobs, that that would be  
9 turned down. I'm sorry I wasn't clear enough to make it  
10 happen. I thought just getting it rerun would make  
11 it -- would give you what you deserved. And creating  
12 new jobs, creating investment, I believe that's what  
13 this Board is supposed to do. That's what our parish  
14 government is supposed to do is help create jobs in our  
15 communities. I'm sorry that your local officials don't  
16 see it that way.

17 MR. WINDHAM:

18 And I guess, just in response to the  
19 comment that you made, we're not trying to apply any new  
20 rules to this application. So we've kind of drawn lines  
21 in the sand saying the old program was the old program.  
22 This one was in between. And as you were saying, you  
23 know, if it were this, but it's not. The motion was  
24 what the motion was.

25 Are there any other questions?



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1 Yes, Senator Martiny.

2 SENATOR MARTINY:

3 I'm just curious, we know that the  
4 sheriff's office objected and the parish approved it.  
5 Did you attempt to contact with the other entities to  
6 see whether or not they had a position on it and they  
7 turned you down or they put no position?

8 MR. MURPHY:

9 I flew down for the school board  
10 meeting, and it was, I guess, tabled or the meeting was  
11 postponed, so we weren't --

12 SENATOR MARTINY:

13 So they took no action?

14 MR. MURPHY:

15 Yeah, no action taken on that.

16 SENATOR MARTINY:

17 Either good or bad?

18 MR. MURPHY:

19 Right.

20 MR. WINDHAM:

21 Are there any other any other questions  
22 or comments?

23 Mr. Miller.

24 MR. MILLER:

25 So our only action is, according --



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1 because they don't have all of the 100 percent local  
2 support, we can't grant it?

3 MS. BOURGEOIS:

4 As the -- I would say, as the current  
5 motions stands.

6 MR. MILLER:

7 If we do, if we were to say yes --

8 MS. BOURGEOIS:

9 Well, then I would think you would want  
10 to --

11 MR. WINDHAM:

12 Mr. House, please identify yourself.

13 MR. HOUSE:

14 Richard House. I'm the lawyer for  
15 Economic Development.

16 Mr. Miller, this is the motion that was  
17 put together in December, and it had certain  
18 qualifications to it, among them being that you had to  
19 accomplish all of this by February. And it did include  
20 the approvals and everything else that all of the other  
21 people that fell into that unit were eligible, and I  
22 think we ended up approving five of them.

23 Is that correct?

24 MR. WINDHAM:

25 I think so.



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1 MS. BOURGEOIS:

2 Four.

3 MR. HOUSE:

4 Four. We approved four. This was the  
5 fifth one, and the other four were taken care of long  
6 ago.

7 I don't believe, with all due respect,  
8 and I appreciate these people being here and appreciate  
9 what you have to say, but I don't think we're being  
10 unfair here. And I think the motion was clearly stated  
11 so as to accomplish an exception that the Board  
12 ultimately determined it wanted to have in order to try  
13 and be fair to a group of 17 people that sort of fell in  
14 between. Four took advantage of it, and they took  
15 advantage of it within all of the parameters of your  
16 motion.

17 So, again, sometimes we have unfortunate  
18 results after trying hard not to get them, but at the  
19 end of the day, everybody was given a fair shake on this  
20 one. More than a fair shake.

21 MR. WINDHAM:

22 Any other comments or questions?

23 (No response.)

24 MR. WINDHAM:

25 Anything in closing, sir?



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1 MR. MURPHY:

2 I guess I would just ask maybe two  
3 questions. I guess is that a summary of an accurate  
4 depiction of the minutes or of the, I guess, resolution  
5 that was made? That's a question for Mr. Miller, I  
6 guess.

7 When I was there, I asked if a  
8 resolution was required, and they said no, just a show  
9 of support, and we definitely received the show of  
10 support by obtaining a resolution from Caddo Parish.

11 And I guess I would also maybe ask if  
12 that's the intention to override the wishes of Caddo  
13 Parish to fully tax that project when the parish  
14 approved an exemption of the project?

15 From the way I read the spirit of the  
16 law, it says prior rules are supposed to be treated in  
17 fairness of the current rules and applicability of the  
18 project at the time it was started. So I just want to  
19 just request either a partial abatement or a full  
20 abatement of those three that were not (inaudible).

21 MR. WINDHAM:

22 All right. What's the pleasure of the  
23 Board?

24 MR. CHABERT:

25 Your name again?



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1 MR. MURPHY:

2 I'm sorry. Phil Murphy.

3 MR. CHABERT:

4 When you come and give the recollection  
5 of -- you attended the meeting where the motion was  
6 made, were you able to go back and refer to the minutes  
7 verbatim on the motion made by Mr. Miller?

8 MR. MURPHY:

9 No, sir. That was my request to see if  
10 that's available.

11 MR. CHABERT:

12 And staff had to go by what they  
13 interpreted the motion by Mr. Miller was based on that,  
14 but that was the correct --

15 MR. WINDHAM:

16 If y'all want to delay this for a  
17 moment, I think I have the minutes with me. I can pull  
18 the minutes.

19 MS. BOURGEOIS:

20 My recollection is that we pulled the  
21 language for this letter directly from the motion that  
22 Mr. Miller had that day.

23 MR. CHABERT:

24 It seems like this is a real clearcut  
25 unfortunate circumstance, but if we are going to honor



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1 what the reforms of this Board have intended, this would  
2 be one of those unfortunate circumstances that come up.

3 MR. WINDHAM:

4 All right. Is that a motion?

5 MR. CHABERT:

6 Yes.

7 MR. WINDHAM:

8 Motion has been made by Senator Chabert  
9 to deny the appeals.

10 Is there a second?

11 Seconded by Senator Martiny.

12 Any further discussion?

13 (No response.)

14 MR. WINDHAM:

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

16 (Several members respond "aye.")

17 MR. WINDHAM:

18 All opposed with a "nay."

19 (No response.)

20 MR. WINDHAM:

21 Motion carries.

22 Thank you.

23 MR. USIE:

24 That concludes the ITEP portion of the  
25 agenda.



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1 MR. WINDHAM:

2 Thank you, Mr. Usie.

3 Great job, Kristin.

4 All right. Now, next we have  
5 consideration of Industrial Tax Exemption Program rules  
6 that have been published, and I'm going to hand the  
7 table over to Secretary Pierson for discussion and  
8 presentation.

9 SECRETARY PIERSON:

10 So at this time, we'll consider ITEP  
11 rule changes. Hope you're familiar with it. I want to  
12 thank the many organizations and individuals that worked  
13 very diligently to provide input to the Board, both at  
14 our public hearing, which was held on May 22nd, and at  
15 our more recent public hearing that was held on June  
16 25th. Also those that responded with written comments  
17 for the period that ended June 22nd, those being more  
18 than 200 received, which were overwhelmingly, the  
19 majority of those comments that were provided to LED,  
20 urge this Board of Commerce & Industry to approve the  
21 proposed rules without amendment at this time.

22 I would say to you that this does not  
23 close the door on program improvements in the future.  
24 We think that process review is important in industry  
25 business and in state government as well, and so we will



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1 intend to continue to review this program and bring back  
2 the Board improvements when we see that those are merit  
3 and warranted.

4 So at this time, I would now make a  
5 motion that the Board of Commerce & Industry approve the  
6 proposed ITEP changes as published in the Louisiana  
7 Register on May 20, 2018.

8 MR. WINDHAM:

9 Thank you, Secretary Pierson.

10 Is there a second?

11 Seconded by Ms. Heather Malone.

12 Are there any comments from the public  
13 concerning the rules that were published that have not  
14 already been made?

15 And we do really appreciate all of the  
16 comments that came in. And I know the Board members  
17 received a number of letters, contacts, e-mails for  
18 those, and I believe the majority of them, you know,  
19 they saw what we're doing is a good thing.

20 Mr. Bagert, please step forward and  
21 identify yourself.

22 MR. BAGERT:

23 Morning. I'm Broderick Bagert with  
24 Together Louisiana.

25 And I know you've had two hearings on



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1 this and I don't want to duplicate anything that we've  
2 submitted in writing or testified at those hearings. I  
3 did want to say that, as there often is, there can be a  
4 tension between the time horizon and getting everything  
5 right, and that's a tension that we're dealing with.

6 It's our interpretation that there are  
7 some ambiguities and some areas where things are not  
8 clear enough in terms of definitions, what constitutes a  
9 job, what shall be counted as a job. If you have  
10 somebody who's employed for one month at 31 hours for an  
11 indefinite period of time, that, according to these  
12 rules, could be considered the same as somebody who's  
13 employed for 10 years.

14 That's our interpretation of it, and  
15 hopefully those are things that won't turn out to be the  
16 case and things that can be fixed later on. And there  
17 are others that I won't get into details around.

18 What we would ask is, if applications  
19 come through and show evidence of these ambiguities  
20 being -- "exploit" is the wrong word; right, because if  
21 there is lack of clarity in the rules, it's not  
22 necessarily on the applicant companies to go over and  
23 above those. But if there are effects and terms of  
24 what's being counted as a job, as job creation, about  
25 what's being counted as eligible for an exemption and



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1 others that look like they reflect problems and lack of  
2 clarity in these rules, we would ask that there be sort  
3 of special scrutiny of those to understand exactly  
4 what's a new job, exactly what's a retained job, what is  
5 a contract job, what is a full-time job, many things  
6 that can be handled administratively throughout an  
7 application process, even before you do a rule change,  
8 so that we don't get in a situation with the public or  
9 local entities or anybody is looking at exemptions that  
10 are claiming to create jobs according to these rules,  
11 but there are no new jobs and no new people employed in  
12 those jobs.

13 So that's just something that we would  
14 ask as sort of a consideration going forward is that  
15 there be an equal line as to whether or not some of the  
16 vagueness of this gets reflected in applications that  
17 may come before you.

18 Thank you.

19 MR. WINDHAM:

20 Thank you, Mr. Bagert.

21 I can almost guarantee you there will be  
22 an eagle eye, if not from your organization, also from  
23 the local economic developers, the companies, the  
24 Governor's office. All of these Board members up here  
25 are very interested and concerned about how these rules



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1 are implemented.

2 If we needed to make changes, I am sure,  
3 and I've heard it before, there may be a 3.0 down the  
4 road version for the Industrial Tax Exemption. We do  
5 have an end goal in this whole process. We want capital  
6 investment in Louisiana; we want jobs created. That is  
7 not to put up hurdles for companies to overcome. It's  
8 to provide some calculatable certainty for companies so  
9 that they can make decisions hopefully in Louisiana's  
10 favor, but one way or another, if it's an unknown, it's  
11 hard to put anything in the box other than a zero.

12 So with that motion made --

13 MS. WESLEY:

14 I'd like to make a comment on behalf of  
15 the Governor's office, and I'm thankful to be on the  
16 panel today. So I just want to read a brief statement.

17 Governor Edwards made a commitment to  
18 reform the Industrial Tax Exemption Program in 2016, and  
19 we've fulfilled that commitment. The Governor made  
20 improvements to that program and provided for a local  
21 voice and accountability, and certainly we truly believe  
22 that today we're considering further improvements to the  
23 program, which will, one, streamline the approval  
24 process, secondly, provide for the predictability that  
25 this industry needs, and, thirdly, provide revenues for



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1 local governments from day one. And so we certainly  
2 believe that this represents a win for all stakeholders  
3 involved.

4 To the point that Mr. Bagert made, we  
5 certainly believe this is a work in progress, and I know  
6 the Secretary and the Chair have spoken to that. So as  
7 we need to further improve the program, we take to heart  
8 your comment, certainly the written comments, I believe  
9 over 200 comments, provided to LED and their team. But,  
10 again, this is a work in progress to improve the program  
11 to further create growth and opportunity for the State  
12 of Louisiana.

13 So, excited to be here today in  
14 consideration of these new proposed rule changes.

15 MR. WINDHAM:

16 Thank you, Ms. Wesley.

17 Are there any other comments from any  
18 other Board members?

19 Mr. Miller calls for the vote.

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 Mr. Secretary, you have comments?

3 SECRETARY PIERSON:

4 Thank you to the Board and all of the  
5 stakeholders that have helped us achieve this improved  
6 version of our ITEP rules. I'll try to be brief.

7 That's a bit difficult because I'm so passionate about  
8 economic development and the success that our state is  
9 presently enjoying, but I'll move quickly through this.

10 But since our last Board meeting in  
11 April, we've seen CGI announce a 400 direct new job  
12 expansion of their IT center in Lafayette. We've joined  
13 in New Orleans with the mayor to announce Accruent, 350  
14 new IT related jobs there. The DXC project is moving  
15 forward quite well, and we've cut the ribbon on their  
16 facility on Poydras.

17 Great aviation announcement for  
18 Chennault, Lake Charles area. A US Foods expansion in  
19 Jefferson Parish that we're pleased with. Certainly  
20 Shreveport's Western Global Airlines, which we just had  
21 a job fair of, needed that, in Northwest Louisiana. You  
22 won't fly on Western Global Airlines probably because  
23 it's mostly cargo, and their Number 1 and 2 customers  
24 are UPS and FedEx.

25 We also were recognized with a Community



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1 Impact Award for Champion Manufactured Homes over in  
2 Leesville. Particularly proud of our efforts in our  
3 rural communities across the state where it's tougher to  
4 make progress.

5 Certainly LED has been active in the  
6 Association of Defense communities working with the  
7 Roosevelt Group in Washington DC relative to efforts and  
8 important issues with Barksdale, Fort Polk, the Marine  
9 Corps Reserve Facility, Belle Chasse, Coast Guard,  
10 National Guard.

11 Our entertainment division continues  
12 strong filming activity across the state. And then  
13 certainly we put a lot of muscle against small business.  
14 We're preparing for a 20 September Small Business Summit  
15 to be conducted in Shreveport, again, Friday, the 20th  
16 of September. We're working across the governmental  
17 agencies at the Governor's direction and leadership to  
18 make sure we get full support from all divisions of  
19 state government to enhance the opportunities for small  
20 businesses and government-related contract work. So  
21 we're looking forward to the execution of that.

22 Certainly our International portfolio of  
23 investment coming to Louisiana remains strong. Our  
24 group participated with the U.S. Department of Commerce  
25 last week in Washington DC at Select USA. Certainly a



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1 strong business development pipeline out there with a  
2 lot of new projects that we have under management, and  
3 certainly we're calling on our existing companies  
4 representing our best opportunity to grow new investment  
5 and new jobs in our state.

6 Certainly worked at the request of the  
7 legislature to provide a lot of information throughout  
8 the budgeting process, and we're pleased that we have  
9 the funding that we need to also move our department  
10 forward with its important efforts.

11 Wrapping up, really just in the small  
12 business and community activities out there, we're  
13 working with the Edwin Lowe, a quality foundation, and  
14 we were supporting 10 companies that are part of growth  
15 leaderships opportunities that are identified to, again,  
16 growing these mid-sized companies. We have three  
17 second-stage companies that have been brought into the  
18 program already, which we call economic gardening.

19 Also roundtables for small and emerging  
20 businesses that we're conducting around the state. You  
21 may hear about those. They're peer-to-peer sessions  
22 that allow participating businesses to troubleshoot in a  
23 private manner, but help solve their issues without  
24 having to reinvent the wheel, certainly with local  
25 entities, trying to strengthen these rural communities.



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1 Speaking about, we're kicking off  
2 initiatives through Louisiana Development Ready  
3 Communities. We've been operating this program for a  
4 number of years, but this year is Amite, Gonzales and  
5 Ruston, as well as the Parish of St. John the Baptist,  
6 and participants, so they'll join Sterlington, Columbia,  
7 Winnsboro in St. Joseph up in Northeast Louisiana, as  
8 well as Lutcher and Gramercy. And this is a program  
9 that helps these communities organize and be prepared to  
10 grow business and industry at their location.

11 And then also we step back and  
12 congratulated eight companies from around the state who  
13 were cited for manufacturing quality and community  
14 service at our Lantern Awards function.

15 So this concludes my report. I'll be  
16 happy to visit with you, but I appreciate your presence  
17 here today, the important work that you do on behalf of  
18 business and industry in our state that allows us to  
19 continue to build a vibrant economy.

20 MR. WINDHAM:

21 Thank you, Mr. Secretary.

22 Is there a motion to adjourn?

23 Made by Mr. Miller; seconded by

24 Mr. Hartley.

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 for coming.  
8 (Meeting concludes at 10:38 a.m.)

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