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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 FEBRUARY, 2019  
COMMENCING AT 9:31 A.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR

THE BOARD OF COMMERCE AND INDUSTRY

1     **Appearances of Board Members Present:**

2     Tanita Gilbert-Baker  
3     Mayor Glenn Brasseaux  
4     Don Briggs  
5     Representative Thomas Carmody  
6     Yvette Cola  
7     Major Coleman  
8     Phillip Devillier  
9     Manuel "Manny" Fajardo  
10    Sharon Hewitt for Senator Martiny  
11    Jerald Jones  
12    Heather Malone  
13    Charles R. "Robby" Miller  
14    Jan K. Moller  
15    Secretary Don Pierson  
16    Darrel J. Saizan, Jr.  
17    Daniel Shexnaydre, Junior  
18    Bobby Williams, Jr.  
19    Dr. Shawn Wilson for Governor Edwards  
20    Dr. Woodrow Wilson, Jr.  
21    Steve Windham

22    **Staff members present:**

23    Samantha Booker  
24    Tam Bourgeois  
25    Kristin Cheng  
26    Frank Favaloro  
27    Brenda Guess  
28    Richard House  
29    Becky Lambert  
30    Mandi Mitchell  
31    Joyce Metoyer  
32    Robin Porter  
33    Deborah Simmons  
34    Hud Usie  
35    Anne Villa



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MR. WINDHAM:

With that, I'll call this meeting to order, The Board of Commerce and Industry, the February 27th, 2019 meeting, at approximately 9:32.

Ms. Simmons, if you could call the roll.

MS. SIMMONS:

Good morning.

Dr. Shawn Wilson.

(No response.)

MS. SIMMONS:

Don Briggs.

MR. BRIGGS:

Here.

MS. SIMMONS:

Representative Phillip Devillier.

MR. DEVILLIER:

Here.

MS. SIMMONS:

Tanita Walker.

MS. WALKER:

Here.

MS. SIMMONS:

Mayor Glenn Brasseaux.

MAYOR BRASSEAU:

Here.



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THE BOARD OF COMMERCE AND INDUSTRY

1 MS. SIMMONS:  
2 Representative Thomas Carmody.  
3 MR. CARMODY:  
4 Here.  
5 MS. SIMMONS:  
6 Yvette Cola.  
7 MS. COLA:  
8 Here.  
9 MS. SIMMONS:  
10 Major Coleman.  
11 MAJOR COLEMAN:  
12 Here.  
13 MS. SIMMONS:  
14 Ricky Fabra.  
15 (No response.)  
16 MS. SIMMONS:  
17 Manuel Fajardo.  
18 MR. FAJARDO:  
19 Here.  
20 MS. SIMMONS:  
21 Jerald Jones.  
22 MR. JONES:  
23 Here.  
24 MS. SIMMONS:  
25 Heather Malone.



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1 MS. MALONE:  
2 Here.  
3 MS. SIMMONS:  
4 Designee Senator Sharon Hewitt.  
5 MS. HEWITT:  
6 Here for Senator Martiny.  
7 MS. SIMMONS:  
8 Charles Miller.  
9 MR. MILLER:  
10 Here.  
11 MS. SIMMONS:  
12 Jan Moller.  
13 MR. MOLLER:  
14 Here.  
15 MS. SIMMONS:  
16 Senator Norby Chabert.  
17 (No response.)  
18 MS. SIMMONS:  
19 Secretary Don Pierson.  
20 SECRETARY PIERSON:  
21 Present.  
22 MS. SIMMONS:  
23 Scott Richard.  
24 (No response.)  
25 MS. SIMMONS:



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1           Darrell Saizan.  
2           (No response.)  
3           MS. SIMMONS:  
4           Daniel Shexnaydre.  
5           MR. SHEXNAYDRE:  
6           Here.  
7           MS. SIMMONS:  
8           Ronnie Slone.  
9           (No response.)  
10          MS. SIMMONS:  
11          Bobby Williams, Junior.  
12          MR. WILLIAMS:  
13          Here.  
14          MS. SIMMONS:  
15          Steve Windham.  
16          MR. WINDHAM:  
17          Here.  
18          MS. SIMMONS:  
19          Dr. Woodrow Wilson, Junior.  
20          DR. WILSON:  
21          Here.  
22          MS. SIMMONS:  
23          We have a quorum.  
24          MR. WINDHAM:  
25          We have a quorum.



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1 I would like to welcome Senator Hewitt  
2 to the meeting, to the Board of Commerce and Industry.  
3 I know that you are aware that the ITEP has been in the  
4 newspaper and on the news just recently, and if you have  
5 any questions of anything, we have a wonderful staff  
6 that can answer them, we have attorneys here that can  
7 answer questions, and, of course, I can tell you what I  
8 know.

9 MS. HEWITT:

10 Thank you.

11 MR. WINDHAM:

12 With that, have we had a chance to read  
13 the minutes?

14 I'll entertain a motion for approval of  
15 the minutes.

16 So moved, made by Mayor Brasseaux;  
17 seconded by Representative Carmody.

18 Comments from the public?

19 (No response.)

20 MR. WINDHAM:

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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1 MR. WINDHAM:  
2 Motion carries.  
3 Quality jobs, Ms. Samantha Booker.  
4 Is this your first meeting?

5 MS. BOOKER:  
6 Second.

7 MR. WINDHAM:  
8 All right. Everyone will be nice to  
9 you.

10 MS. BOOKER:  
11 Good morning. I have one Quality Jobs  
12 application: Project Number 20151117 S&W Payroll  
13 Services, LLC in St. Tammany Parish.

14 And that's all of the Quality Jobs  
15 applications.

16 MR. WINDHAM:  
17 Can you give us a little detail about  
18 the project itself?

19 MS. BOOKER:  
20 So this with the Netchex. It's a  
21 software company, and basically they're wanting to  
22 expand.

23 MR. WINDHAM:  
24 And create 74 new jobs?

25 MS. BOOKER:



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1                   Yes, 74 new jobs. Investment  
2 \$1,100,000, and payroll 27,706,625.

3                   MR. WINDHAM:

4                   All right. Thank you Ms. Booker.

5                   Are there any comments from the public  
6 concerning this application?

7                   (No response.)

8                   MR. WINDHAM:

9                   Questions from the Board?

10                  (No response.)

11                  MR. WINDHAM:

12                  Motion made by Mr. Miller; seconded by  
13 Major Coleman.

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

15                  (Several members respond "aye.")

16                  MR. WINDHAM:

17                  All opposed with "nay."

18                  (No response.)

19                  MR. WINDHAM:

20                  Motion carries.

21                  Thank you, Ms. Booker.

22                  A point of order, Senator Chabert has  
23 arrived.

24                  MR. CHABERT:

25                  Very prompt.



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MR. WINDHAM:

Very prompt, not at 3:30.

Next on deck we have Ms. Becky Lambert to do the -- oh, I'm sorry. We have renewals. I am so sorry.

MS. BOOKER:

We have five renewals: Project Number 20140785, CRSA, LLC in Bossier Parish; Project Number 20140248, International Mezzo Technologies, Incorporated, East Baton Rouge Parish; Project Number 20130822, Packaging Corporation of America, Beauregard Parish; Project 20140273, Pod Pack International, LLC in East Baton Rouge Parish; and Project Number 20140119, Rain CII Carbon, LLC in St. Tammany Parish.

And that is all of the Quality Jobs renewals.

MR. WINDHAM:

Thank you, Ms. Booker.

Are there any comments from the public concerning the renewals of the Quality Jobs Program?

(No response.)

MR. WINDHAM:

Question or comments from the Board members?

(No response.)



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MR. WINDHAM:

Entertain a motion.

Made by Dr. Wilson; seconded by Jan Moller.

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. Booker.

Now we have Ms. Becky Lambert on the Restoration Abatement applications.

MS. LAMBERT:

Good morning. I have four new applications for the Restoration Tax Abatement Program: The first one is LM Development, LLC in Orleans. It's 20170388. The second one is 20180207, Michael Echols Enterprises in Ouachita; 20170557, NITH, LLC in Caddo; and 20160707, Supreme Bright New Orleans, II, LLC in Orleans Parish.

This concludes the applications for this meeting. All applications have been renewed and approved by resolution by the local governing



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1 authorities.

2 MR. WINDHAM:

3 All right. Thank you, Ms. Lambert.

4 To point out, it's a total investment of  
5 \$200.9-million.

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

9 (No response.)

10 MR. WINDHAM:

11 Comments from the Board, questions?

12 (No response.)

13 MR. WINDHAM:

14 Is there a motion to approve?

15 Made by Dr. Wilson; seconded by

16 Mr. Briggs.

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

18 (Several members respond "aye.")

19 MR. WINDHAM:

20 All opposed with a "nay."

21 (No response.)

22 MR. WINDHAM:

23 Motion carries.

24 Thank you, Ms. Lambert.

25 Next we have Ms. Joyce Metoyer to



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1 present the Enterprise Zone Program.

2 MS. METOYER:

3 Good morning. I have eight new  
4 applications: 20180612, Blake Management Group, LLC,  
5 Bossier Parish; 20160619, Chalmette Refining, LLC, St.  
6 Bernard Parish; 20151873, Chand, LLC, Lafourche Parish;  
7 20151388, Elmwood Hospitality, LLC, Jefferson Parish;  
8 20161672, Lyons Specialty Company, LLC, West Baton Rouge  
9 Parish; 20161606, RD America, LLC, East Baton Rouge  
10 Parish; 20160863, Trust Hotel Group, LLC, Calcasieu  
11 Parish; and 20160718, Woodlands Health Care Center, LLC,  
12 Vernon Parish.

13 MR. WINDHAM:

14 All right. Thank you.

15 Are there any comments from the public  
16 concerning the Enterprise Zone applications?

17 (No response.)

18 MR. WINDHAM:

19 Questions from the Board?

20 MR. MILLER:

21 Question.

22 MR. WINDHAM:

23 Yes, Mr. Miller.

24 MR. MILLER:

25 On these Enterprise Zone applications,



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1 new jobs, it says "New," and this five, the total is  
2 33-million. Those are just the salaries for the new  
3 jobs, not the existing jobs; correct.

4 MS. METOYER:

5 Yes, sir.

6 MR. MILLER:

7 So the one that's Chalmette Refining,  
8 that's about \$80,000 a year jobs for 56 jobs?

9 MS. METOYER:

10 Hold on just a minute.

11 MR. MILLER:

12 I did the math. It's close.

13 MS. METOYER:

14 You're looking at the new jobs; right,  
15 and not the construction?

16 MR. MILLER:

17 Yes, ma'am, just the new jobs and the  
18 new five-year salaries.

19 MS. METOYER:

20 Yes, sir.

21 MR. MILLER:

22 Okay. Thank you.

23 MS. METOYER:

24 You're welcome.

25 MR. WINDHAM:



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1 Any other questions from the Board  
2 members?

3 (No response.)

4 MR. WINDHAM:

5 Motion to approve?

6 Made by Representative Carmody; seconded  
7 by Major Coleman.

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 Please proceed.

16 MS. METOYER:

17 I have the contract terminations is  
18 next. The Claiborne at Thibodaux, the 20140909, that  
19 was actually approved at the October meeting. I'm not  
20 sure how I got this back on the agenda again. I'm  
21 sorry. So we only have one termination.

22 MR. WINDHAM:

23 All right. So noted.

24 MS. METOYER:

25 20150950, Hyatt Corporation, Orleans



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1 Parish. Existing contract period 3/3/15 to 3/2/2020.  
2 The requested termination date is September 3, 2017, and  
3 the program requirements have been met, no additional  
4 jobs anticipated.

5 MR. WINDHAM:

6 Any comments from the public concerning  
7 the termination?

8 (No response.)

9 MR. WINDHAM:

10 Questions from the Board members?

11 (No response.)

12 MR. WINDHAM:

13 Is there a motion to approve the  
14 termination?

15 Made by Mr. Fajardo; seconded by Bobby  
16 Williams.

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

18 (Several members respond "aye.")

19 MR. WINDHAM:

20 All opposed with a "nay."

21 (No response.)

22 MR. WINDHAM:

23 Motion carries.

24 MS. METOYER:

25 I have three cancelations: 20141178,



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1 Vantage Health Plan, Incorporated, East Baton Rouge  
2 Parish, the company did not meet the EZ Program hiring  
3 requirements and requested cancelation; 20141179,  
4 Affinity Health Group, LLC, Ouachita Parish, the company  
5 did not meet the EZ Program hiring requirements and  
6 requested cancelation of their contract; and 20141180,  
7 Affinity Health Group, LLC, Ouachita Parish, the company  
8 did not meet the EZ Program hiring requirements and  
9 requested cancelation of their contract.

10 MR. WINDHAM:

11 And just to point out, when a company  
12 has a cancelation, all benefits are retrieved?

13 MS. METOYER:

14 Absolutely, by ODR. We let them know  
15 immediately.

16 MR. WINDHAM:

17 So there are no --

18 MS. METOYER:

19 But in this instance, there were no  
20 benefits because they were still basically at early  
21 contract stage.

22 MR. WINDHAM:

23 Okay.

24 MS. METOYER:

25 So there were no benefits, but they will



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1 be notified of the cancelation.

2 MR. WINDHAM:

3 Perfect.

4 Any comments from the public concerning  
5 the cancelations?

6 (No response.)

7 MR. WINDHAM:

8 Questions by any of the Board members?

9 (No response.)

10 MR. WINDHAM:

11 Motion has been made to approve by Mayor  
12 Brasseaux; 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 MS. METOYER:

21 And I have one request to add an LLC  
22 member. The Contract Number is 20161395, Southern  
23 Designs & Gifts, LLC. This is in Concordia Parish. And  
24 the new LLC member is Janet Hughes.

25 MR. WINDHAM:



1                   And so the purpose of this is because of  
2 the flow-through nature of the LLCs and the Department  
3 of Revenue gets notified?

4                   MS. METOYER:

5                   Yes, absolutely. They had to approve  
6 this for her to be added. She had to be totally clear  
7 and up-to-date.

8                   MR. WINDHAM:

9                   All right. Thank you.

10                   Any comments from the public concerning  
11 the addition of a name?

12                   (No response.)

13                   MR. WINDHAM:

14                   Is there a motion to approve?

15                   Made by Dr. Wilson; seconded by Jan  
16 Moller.

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

18                   (Several member respond "aye.")

19                   MR. WINDHAM:

20                   All opposed with a "nay."

21                   (No response.)

22                   MR. WINDHAM:

23                   Motion carries.

24                   MS. METOYER:

25                   That concludes EZ.



1 MR. WINDHAM:

2 Thank you, Ms. Metoyer.

3 Next we have the Industrial Tax  
4 Exemption Program presented by Kristin Cheng and Hud  
5 Usie.

6 I know that we have three classes in  
7 here. We have the pre -- we have 14 new pre-EO  
8 applications, we have four new post-2017 applications,  
9 and then eight new post-Executive Order 2018 Rule  
10 applications, and then if Ms. Cheng or Mr. Usie can just  
11 give a little brief synopsis of what the differences are  
12 for Senator Hewitt because I believe the rest of them  
13 know.

14 MS. CHENG:

15 Okay. Pre-Executive Order would be it  
16 did not require local approval, didn't require jobs and  
17 it provided for a five-year initial contract with 100  
18 percent tax abatement and a five-year renewal term for  
19 100 percent abatement, and that was anything on the  
20 manufacturing site. 2017 rules require local approval  
21 and jobs. However, that comes prior to them coming to  
22 the Board, so we have resolutions from the locals for  
23 those approving them already, and that provides for an  
24 up to five-year initial term and up to 100 percent for  
25 the initial term and it's an option to renew for three



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1 years at 80 percent.

2 And then the 2018 rules, that's the most  
3 recent set of rules, these are coming to this Board  
4 first, and then after this Board's preliminary approval,  
5 LED notifies the locals that it's been approved by the  
6 Board, and they can either say yes or no to an initial  
7 term of 80 percent and a renewal term of 80 percent.

8 MR. WINDHAM:

9 Thank you, Ms. Cheng. Very nicely done.

10 MS. CHENG:

11 All right. Thank you.

12 MR. USIE:

13 We have 14 pre-Executive Order  
14 applications, and we do have one correction to make.  
15 20121331, Entergy Louisiana, LLC - Ninemile Point,  
16 Jefferson Parish, it should not be late. It's  
17 incorrectly marked as late on this page.

18 MR. WINDHAM:

19 So noted.

20 MR. USIE:

21 20150991, BASF Corporation, Ascension  
22 Parish; 20152048, BASF Corporation, Concordia Parish;  
23 20150321, Boise Cascade Wood Products, LLC, Sabine  
24 Parish; 20160883, Entergy Louisiana, LLC - Little Gypsy,  
25 St. Charles Parish; 20161522, Entergy Louisiana, LLC -



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1 Nelson, Calcasieu Parish; 20121341, Entergy Louisiana,  
2 LLC - Ninemile Point, Jefferson Parish; 20140859,  
3 Hexion, Inc., St. Charles Parish; 20151116, Louisiana  
4 Roots, LLC, Orleans Parish; 20152030, Marathon Petroleum  
5 Company, LLC, St. John the Baptist Parish; 20150281,  
6 Mexichen Fluor, Inc., Iberville Parish; 20161402, South  
7 Louisiana Methanol, St. James Parish; 20140705, Syngenta  
8 Crop Protection, LLC, Iberville Parish; 20150966, W.R.  
9 Grace & Co.-Conn, Calcasieu Parish; 20151188, Wanhu  
10 Chemical US Operations, LLC, St. James Parish.

11 MR. WINDHAM:

12 Thank you, Usie.

13 I have a question from Mr. Jones.

14 MR. JONES:

15 I'll be recusing myself from any  
16 discussion or vote on 20161402, South Louisiana  
17 Methanol.

18 MR. WINDHAM:

19 All right. Thank you, Mr. Jones.

20 So let me ask, about the late ones, do  
21 we know the dates that they were late and periods?

22 MR. USIE:

23 Yes. Let me read them out. Boise,  
24 20150321, the application was due November 30th of 2016  
25 and the application was received on April 21st of 2017.



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1 MR. WINDHAM:

2 Okay.

3 MR. USIE:

4 For Hexion, 20140859, the application  
5 was due May 15th of 2018, and the application was  
6 received July 15th of 2016.

7 MR. WINDHAM:

8 All right.

9 MR. USIE:

10 Louisiana Roots, 20151116, the  
11 application was due September 25th of 2017, and the  
12 application was received June 21st of 2018.

13 MR. WINDHAM:

14 Can you repeat that one?

15 MR. USIE:

16 Louisiana Roots, application was due  
17 September 25th 2017. It was received on June 21st,  
18 2018.

19 MR. WINDHAM:

20 All right. Comments from the public  
21 concerning any of these applications?

22 Please step forward, identify yourself.

23 MR. LANDRY:

24 Good morning, Board. Jacob Landry,  
25 owner of Louisiana Roots, LLC.



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1                   Our application came in late. When we  
2 applied, we were a brewery just starting up. The actual  
3 project took a lot longer than we anticipated to get to  
4 full scale. We grew pretty rapidly our first year. So  
5 we submitted the application knowing that we were  
6 loosing a year of eligibility, but we submitted it  
7 whenever the project was completed.

8                   MR. WINDHAM:

9                   All right. Thank you.

10                   Any questions from the Board members  
11 concerning Louisiana Roots, LLC?

12                   (No response.)

13                   MR. WINDHAM:

14                   All right. Thank you.

15                   Questions or comments from the Board  
16 members?

17                   Mr. Moller, I see a question in your  
18 eyes.

19                   MR. MOLLER:

20                   So the ones that are late, are they  
21 going to lose a year of eligibility or what's the  
22 penalty?

23                   MR. WINDHAM:

24                   Only with the approval of the Board.

25                   MS. CHENG:



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1                   It's in the rules that they shall lose a  
2 year, so they do automatically lose a year due to being  
3 filed late.

4                   MR. MOLLER:

5                   So do we need a motion or it's  
6 automatic?

7                   MS. CHENG:

8                   No.

9                   MR. WINDHAM:

10                  So it is to be done automatically for  
11 these.

12                  Mr. Jones, do you have a question?

13                  MR. JONES:

14                  No.

15                  MR. WINDHAM:

16                  All right, with that in mind, knowing  
17 that those three will be reduced one year for being  
18 late, is there a motion to approve the applications in  
19 front of us?

20                  Made by Major Coleman; seconded by Dr.  
21 Wilson.

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

23                  (Several members respond "aye.")

24                  MR. WINDHAM:

25                  All opposed with a "nay."



1 (No response.)

2 MR. WINDHAM:

3 Motion carries.

4 MR. CHABERT:

5 Mr. Chairman?

6 MR. WINDHAM:

7 Yes?

8 MR. CHABERT:

9 Can we please bring the gentleman from  
10 Louisiana Roots back up?

11 MR. WINDHAM:

12 Can you come back?

13 MR. CHABERT:

14 Just quickly, you know, for the benefit  
15 of the Board members, we get these lists and we have all  
16 of these names and some of them are very, you know,  
17 ambiguous as to what they may do. Tell us a little bit  
18 about your company.

19 MR. LANDRY:

20 Sure. We're a manufacturing brewery.

21 We started making beer in 2016. We've grown pretty

22 tremendously since then. We're now the third largest

23 brewery in Louisiana and now the largest in New Orleans.

24 All of our jobs were net new jobs. We've got 35

25 employees today.



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1 MR. CHABERT:

2 What's the name of your brewery?

3 MR. LANDRY:

4 The brewery itself is called Urban --  
5 our trade name is Urban South Brewery. So some of our  
6 most popular beers are Paradise Park Lager and Holy  
7 Roller IPA. We're distributed throughout South  
8 Louisiana, so you could find us to Lake Charles up to  
9 New Orleans and Alexandria.

10 MR. CHABERT:

11 And I think people are unaware how much  
12 the brewery industry, both from a craft standpoint and  
13 the various tiers.

14 MR. LANDRY:

15 Yeah.

16 MR. CHABERT:

17 That the respective brewers doing the  
18 micro brews and some of the niche ones that are only  
19 doing tasting rooms and restaurants and whatnot.

20 MR. LANDRY:

21 Yeah. We've got a mix of members in our  
22 industry. So we've got smaller breweries that only make  
23 beer to be drunk on site. Then we have breweries like  
24 us and another one her today who make beer to be  
25 distributed. We also serve beer to be drunk on site.



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1                   The industry is certainly growing.  
2 We're still third-to-last in breweries I believe in per  
3 capita in the country, so we're still really far behind  
4 the rest of the country, but we've doubled the amount of  
5 breweries in the last five or six years.

6                   MR. CHABERT:

7                   And these are, at the end of the day,  
8 are manufacturing jobs.

9                   MR. LANDRY:

10                  These are manufacturing jobs. You know,  
11 they're keeping a lot of those jobs in state when people  
12 choose to buy local beer versus, you know, macro beer  
13 that's being made out of state.

14                  MR. CHABERT:

15                  For the 10 years that I've served on the  
16 Senate, I've served on the judiciary committee that  
17 oversees all of those -- any alcohol or licensure of  
18 that nature, and the industry has grown just so much in  
19 the 10 years that we've had on site. So it's a credit  
20 to you. Get your stuff in on time.

21                  MR. LANDRY:

22                  Certainly. Also, to Louisiana beer  
23 drinkers and they're choosing to buy local beer over  
24 macro out-of-state beer.

25                  MR. CHABERT:



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1 Exactly. Keep doing what you're doing.

2 MR. LANDRY:

3 Thank you.

4 MR. WINDHAM:

5 Thank you.

6 All right. Onto the post-EO 2017 Rules  
7 applications.

8 MR. USIE:

9 We have four post-EO 2017 Rules  
10 applications. One request for deferral, 20170565, Syrah  
11 Technologies, LLC in Concordia Parish.

12 MR. WINDHAM:

13 All right. Is there a motion to approve  
14 to defer?

15 Representative Carmody has moved to  
16 defer.

17 Is there a second?

18 Seconded by Secretary Pierson.

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

20 (Several members respond "aye.")

21 MR. WINDHAM:

22 All opposed with a "nay."

23 (No response.)

24 MR. WINDHAM:

25 Motion carries.



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MR. USIE:

20161808, Juniper Specialty Projects, LLC, Calcasieu Parish; 20170067-A, WestRock CP, LLC, Jackson Parish; 20170067-B, WestRock CP, LLC, Jackson Parish.

And that concludes the 2017 rules.

MR. WINDHAM:

All of the appropriate resolution have been submitted as they're required?

MR. USIE:

Yes.

MR. WINDHAM:

Comments from the public concerning the post-EO 2017 Rules applications?

(No response.)

MR. WINDHAM:

Questions from the Bard members?

Mr. Miller.

MR. MILLER:

The two WestRock applications, there's no jobs, no construction jobs. I'm sure it's part of several projects because it's an "A" and a "B." Do you have the jobs that make up whatever C, D, E, whoever has the jobs?

MR. USIE:



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1                   No. It was -- these are the phase  
2 applications. They already had an approval for the  
3 overall front-end contract.

4                   MR. MILLER:

5                   Do you know the jobs for that project?

6                   MR. USIE:

7                   It was a retention project, but I don't  
8 know what the --

9                   MR. WINDHAM:

10                  Secretary Pierson.

11                  SECRETARY PIERSON:

12                  That's correct. That ICA was negotiated  
13 around retention. There was competition for WestRock's  
14 forward investment. This speaks to a portion of that.  
15 But by our contractual relationship, they will invest  
16 over the next five years a total of 250-million, and  
17 that's helping us secure more than 400 jobs at that  
18 facility, so this is feeding into that narrative.

19                  MR. MILLER:

20                  Thank you.

21                  MR. WINDHAM:

22                  Thank you, Secretary Pierson.

23                  Any other questions from the Board  
24 members?

25                  (No response.)



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MR. WINDHAM:  
Comments from the public?  
(No response.)  
MR. WINDHAM:  
Is there a motion to approve?  
Mr. Miller; seconded by Mr. Fajardo.  
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. WINDHAM:  
Now we have the eight new post-EO 2018  
Rules applications.  
Please proceed.  
MR. USIE:  
20190056, BASF Corporation, Ascension  
Parish; 20180509, Commonwealth LNG, LLC, Cameron Parish;  
20170588, Dependable Glass Works, St. Tammany Parish;  
20180149, Diversified Foods & Seasonings, LLC, St.  
Tammany Parish; 20170648, Fuji Oil New Orleans, LLC,  
Jefferson Parish; 20190002, MCM Plastics, Inc.,  
Livingston Parish; 20170087, Mechanical Equipment



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1 Company, Inc., St. Tammany Parish; 20180414, South  
2 Alexander Development III, LLC, Lincoln Parish.

3 MR. WINDHAM:

4 All right. Are there any comments from  
5 the public concerning these applications?

6 (No response.)

7 MR. WINDHAM:

8 Questions from the Board members?

9 Yes, Representative Devillier.

10 MR. DEVILLIER:

11 Thank you, Mr. Chairman. I see on here  
12 we have an estimate of the tax relief. Do we have an  
13 estimate on the actual collections for, I guess, one  
14 year? Is there a way that we can get that?

15 And the reason I ask, whenever the  
16 locals actually start picking up that 20 percent, it  
17 could have a tendency to trigger other things on the  
18 State side to roll off, and just looking at it from our  
19 side, I'm trying to see how we could make it work.

20 SECRETARY PIERSON:

21 It's a good question. I think, and I'll  
22 ask staff to verify it, but if this, because it's in the  
23 new class of 80 percent maximum abatement, it would be  
24 reflecting here 80 percent. So with the math of, say,  
25 what the balance of 20 percent will be rolling onto tax



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1 roles for full assessment with millage on day one of  
2 plant operations. So we can back into that math and get  
3 it to you.

4 MR. DEVILLIER:

5 And is that something that we could  
6 possibly add as far as a line item, I don't know, you  
7 know, in future meetings?

8 MR. WINDHAM:

9 I think it's a great idea. I don't know  
10 if the software, because these --

11 MS. CHENG:

12 This is really just an estimate,  
13 honestly, off of the investment amount that was provided  
14 and the millage rate that they provided us and --

15 MR. WINDHAM:

16 Well, I can tell you for a quick glance,  
17 Representative --

18 MS. CHENG:

19 I'm sure we could get an estimate. I  
20 don't know --

21 MR. WINDHAM:

22 Well, I can tell you for a quick glance  
23 on here, it's going to be a fourth of what's on here.  
24 Because if this is 80 percent divided by four, that's  
25 going to be about going on the role.



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1 MR. DEVILLIER:

2 Okay. I'm looking at that, and I know  
3 in my district we had a plant that went online a couple  
4 years ago, and what happened through the MFP formula was  
5 the state was actually able to roll back almost a  
6 million dollars in MFP dollars because the plant started  
7 paying the local school board, and I just think it's  
8 something that we need to be paying attention to moving  
9 forward. Thank you.

10 MR. WINDHAM:

11 All right. Thank you.

12 MR. CARMODY:

13 Mr. Chairman, just the point that, I  
14 guess, Representative Devillier just made I think is  
15 appropriate from the standpoint that if the local  
16 governing school boards are anticipating that revenue  
17 being additional revenue that they would have in that  
18 year, and then the state's MFP backs it out, that's  
19 going to create a financial hardship on the school  
20 board. That's just my comment. I don't know if that  
21 that's been the situation, but it can certainly create  
22 confusion.

23 MR. DEVILLIER:

24 Thank you. That's exactly on the lines  
25 of my thinking, sir.



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MR. WINDHAM:

So now we have an unintended  
consequence.

Yes, Mr. Jones.

MR. JONES:

I'll save my comment, but unintended  
consequences are hell.

MR. WINDHAM:

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

(No response.)

MR. WINDHAM:

Is there a motion to approve the  
applications?

Made by Representative Carmody; seconded  
by Dr. Wilson.

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay.")

(No response.)

MR. WINDHAM:

Motion carries.

All right. Now we have renewals.

MR. USIE:



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1                   We have 162 renewal applications, two of  
2                   which requested deferrals.

3                   MR. WINDHAM:

4                   All right. Let's move on the deferrals  
5                   first.

6                   MR. USIE:

7                   20140675, Honeywell International,  
8                   that's in East Baton Rouge Parish, and 20140701,  
9                   Southern Recycling, LLC in St. Mary Parish.

10                  MR. WINDHAM:

11                  All right. Again, for Senator Hewitt's  
12                  education, can you just describe how the renewals work?

13                  MS. CHENG:

14                  These are contracts that were approved  
15                  pre-Executive Order about five years ago. They were  
16                  requesting renewal before their initial five year term  
17                  is up, and they can have an additional five years.

18                  MR. WINDHAM:

19                  Assuming they continue to meet all of  
20                  the qualifications and didn't breach any portion of the  
21                  contract initially.

22                  MS. CHENG:

23                  Yes.

24                  MR. WINDHAM:

25                  So what was the second one, Honeywell



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1 and?

2 MR. USIE:

3 Southern Recycling.

4 MR. WINDHAM:

5 Southern Recycling. Okay.

6 So motion has been made by

7 Representative Carmody to defer these; seconded by Jan  
8 Moller.

9 MR. CARMODY:

10 Can I clarify that, Mr. Chairman?

11 It's not Southern Recycling that we see  
12 three on here. This is just Southern --

13 MR. USIE:

14 They only requested the one Southern  
15 Recycling in St. Mary Parish, 2014070.

16 MR. CARMODY:

17 Okay. Thank you, sir.

18 MR. WINDHAM:

19 With that clarification, seconded by Jan  
20 Moller.

21 Comments from the public on the deferral  
22 of those two?

23 (No response.)

24 MR. WINDHAM:

25 Questions from the Board?



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1 (No response.)

2 MR. WINDHAM:

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

4 (Several members respond "aye.")

5 MR. WINDHAM:

6 All opposed with a "nay."

7 (No response.)

8 MR. WINDHAM:

9 Motion carries.

10 All right. In glancing over these, are  
11 there any questions or concerns from any of the Board  
12 members on 162 or 160 renewals in front of us?

13 (No response.)

14 MR. WINDHAM:

15 All there any comments from the public?

16 (No response.)

17 MR. WINDHAM:

18 With those two questions from the chair,  
19 I would entertain a motion to approve the renewals in  
20 globo.

21 Made by Ms. Malone; seconded by  
22 Mr. Briggs.

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 Next we have late renewals.

6 MR. USIE:

7 We have 14 late renewals. 20101084,

8 Bayou Teche Holdings, LLC, St. Martin Parish. Initial

9 contract expiration 12/31/2017, renewal request date 12,

10 5 of 2018.

11 MR. WINDHAM:

12 All right. Is there a representative

13 from Bayou Teche with us today?

14 Please step forward, identify yourself.

15 MS.

16 Good morning. I'm Stephanie Knott from

17 Bayou Teche Brewing.

18 MR. WINDHAM:

19 All right. Can you tell us why you were

20 late?

21 MS. KNOTT:

22 I really overlooked that, and my

23 apologies. I didn't realize it was due, and the local

24 government contacted me a few months ago, I guess, and

25 let me know it was due and I put that paperwork in right



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1 away.

2 MR. WINDHAM:

3 All right. Any questions for Ms. Knott?

4 (No response.)

5 MR. WINDHAM:

6 Is there a motion on the floor  
7 concerning the late renewal?

8 MR. JONES:

9 What is our formula for --

10 MR. WINDHAM:

11 Basically for one year, it would be a  
12 one year reduction on this one.

13 Motion made by Dr. Wilson to reduce by  
14 one year the renewal period.

15 Is there a second?

16 Seconded by Mr. Shexnaydre.

17 All in favor -- I'm sorry. Comments  
18 from the public?

19 (No response.)

20 MR. WINDHAM:

21 Questions from the Board members?

22 (No response.)

23 MR. WINDHAM:

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. JONES:

We ran through that very quickly. You understand what just happened?

MR. WINDHAM:

Ms. Knott.

MR. JONES:

We ran through that very quickly. We renewed it, but reduced the renewal time by one year. You understand?

MS. KNOTT:

So we've got one year less of the benefits; right?

MR. JONES:

You'll lose one year of the benefits.

MS. KNOTT:

Sure. Thank you.

MR. WINDHAM:

All right. Please proceed.

MR. USIE:

20080752, Boise Cascade Wood Products,



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1 LLC, Allen Parish. Initial contract expiration 12/31 of  
2 2015, renewal request date November 16th of 2018;  
3 20110179, Boise Cascade Wood Products, LLC, Rapides  
4 Parish. Initial contract expiration 12/31 of '15,  
5 renewal request date 11/16 of 2018; 20110201, Boise  
6 Cascade Wood Products, LLC, Allen Parish. Initial  
7 contract expiration 12/31 of 2017, renewal request date  
8 11/16 of 2018; 20110317, Boise Cascade Wood Products,  
9 LLC, Sabine Parish. Initial contract expiration 12/31  
10 of 2015. Renewal request date 11/16 of 2018; 20110320,  
11 Boise Cascade Wood Products, LLC in Allen Parish.  
12 Initial contract expiration 12/31/2015. Renewal request  
13 date 11/16 of 2018; 20130464, Boise Cascade Wood  
14 Products, LLC, Rapides Parish. Initial contract  
15 expiration 12/31 of 2017. Renewal request date 11/16 of  
16 2018; 20130468, Boise Cascade Wood Products, LLC, Allen  
17 Parish. Initial contract expiration 12/31/2017.  
18 Renewal request date 11/16 of 2018; and 20130472, Boise  
19 Cascade Wood Products, LLC, Sabine Parish. Initial  
20 contract expiration 12/31/2017. Renewal request date  
21 11/16 of 2018.

22 MR. WINDHAM:

23 Thank you, Mr. Usie.

24 Is there a representative from Boise  
25 Cascade Wood Products with us?



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1                   Please step forward, identify yourself.

2                   MR. FORREY:

3                   My name's Chris Forrey. I'm tax  
4 director for Boise Cascade.

5                   MR. WINDHAM:

6                   And can you tell us why all of these are  
7 so late? Well, are late. I shouldn't say "so late."

8                   MR. FORREY:

9                   Some of them are so late. I wish there  
10 was a great explanation. We've had one individual who's  
11 handled kind of all of the filings over the last 15  
12 years and really weren't aware that she had dropped the  
13 ball on them. So, I mean, the end response now, we have  
14 three people involved and kind of a commitment to not  
15 make these mistakes again, but...

16                   MR. WINDHAM:

17                   So as I look at some of them, just using  
18 the formulas that we have used, we your one, two, three,  
19 four that are three years late, and one, two, three,  
20 four that are one year late respectively.

21                   Motion's made by Dr. Wilson to reduce them  
22 by those periods, and there's a second by Mr. Fajardo.

23                   Are there any comments from the public  
24 concerning the reduction?

25                   (No response.)



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MR. WINDHAM:

Questions from the Board members?

Yes, Ms. Baker.

MS. BAKER:

I'm just curious about the process.

When their renewals become due, does the office or staff contact them to let them know?

MS. CHENG:

So when they file their affidavit of final costs and project completion report, once we process them, on those acknowledgement letters, we do have the renewal date listed on there saying you need to renew by such and such date, and if it's after that date, it will be late. So they do have that date. And it's also listed in their projects on FastLane.

MS. BAKER:

So it's just their responsibility to keep up with the date?

MS. CHENG:

Yes.

MR. WINDHAM:

Thank you.

Any other questions or comments?

(No response.)

MR. WINDHAM:



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1 Motion's been made and properly  
2 seconded.

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

5 MR. WINDHAM:

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

8 MR. WINDHAM:

9 Motion carries.

10 Thank you, sir. And thank you for the  
11 investment in Louisiana.

12 MR. FORREY:

13 Thank you.

14 MR. USIE:

15 Next we have 20110924, Folger Coffee  
16 Company, Orleans Parish. Initial contract expiration  
17 7/31 of 2017. Renewal request date 12/20 of 2018;  
18 20110925, Folger Coffee Company, Orleans Parish.  
19 Initial contract expiration 7/31/2017. Renewal request  
20 date 12/20 of 2018; 20121011 Folger Coffee Company in  
21 Orleans Parish. Initial contract expiration 7/31 of  
22 2018. Renewal request date 12/20 of 2018; 20121012,  
23 Folger Coffee Company, Orleans Parish. Initial contract  
24 expiration 7/31 of 2018. Renewal request date 12/20 of  
25 2018.



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MR. WINDHAM:

Is there a representative from Folgers with us today?

Please step forward and identify yourself.

MR. MALL:

Good morning. Curtis Mall with Folger Company. I'm the VP of tax.

MR. WINDHAM:

Good morning, Mr. Mall.

MR. MALL:

Good morning.

MR. WINDHAM:

And why were these late?

MR. MALL:

These were late because we got caught -- very similar to the last gentleman. We got caught flatfooted when the department switched from more of a paper system to online, so this is when we kind of dropped the ball on some of these dates. Didn't realize they were coming up so quickly.

MR. WINDHAM:

All right. And I note that all of these are one year late or within the one-year period.

MR. MALL:



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1 Correct.

2 MR. WINDHAM:

3 So motion is made by Major Coleman to  
4 restrict by one year; seconded by Mr. Fajardo.

5 Any questions or concerns from the  
6 public?

7 (No response.)

8 MR. WINDHAM:

9 Comments from the Board, questions?

10 MR. USIE:

11 I think the first two, they were due in  
12 2017. Should be two years because it's a year or  
13 portion of a year that it's late, so it would have been  
14 due one year would have made July 31st of 2017, and they  
15 were renewed in December of 2018.

16 MS. CHENG:

17 They are on a defendant tax year because  
18 they're in Orleans Parish.

19 MR. USIE:

20 So the first two would be two years'  
21 exemption. The second two would be one year.

22 MR. WINDHAM:

23 Ah, very good catch. Thank you, Mr.  
24 Usie. And, again, a credit to the good staff that we  
25 have on this board.



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1                   So we'll amend those motions, Mr.  
2 Coleman?

3                   MR. COLEMAN:

4                   Yes, sir, I do.

5                   MR. WINDHAM:

6                   Amend your second, Mr. Fajardo?

7                   MR. FAJARDO:

8                   Yes.

9                   MR. WINDHAM:

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. Thank you again for the  
18 investment.

19                  MR. MALL:

20                  Thank you.

21                  MR. USIE:

22                  20111159-A, Stuller, Inc., Lafayette

23 Parish. Initial contract expiration 12/31 of 2017.

24 Renewal request date 11/6 of 2018.

25                  MR. WINDHAM:



1                   Is there a representative from Stuller  
2 with us?

3                   Please step forward and identify  
4 yourself.

5                   MR. PATTEN:

6                   Good morning. My name is Jason Patten.  
7 I'm the tax director of Stuller, Incorporated.

8                   MR. WINDHAM:

9                   All right. And why were your renewal  
10 applications late?

11                  MR. PATTEN:

12                  I don't have a great excuse. I do have  
13 a paper file that reminds me of my renewals, but it was  
14 checked off without the actions being taken, so...

15                  Procedures are in place to avoid this,  
16 but unfortunately this did occur this year.

17                  MR. WINDHAM:

18                  All right. Thank you.

19                  Is there a motion to restrict by one  
20 year?

21                  Made by Mr. Shexnaydre; seconded by  
22 Mr. Briggs.

23                  Any questions from the Board members?

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. PATTEN:

9 Thank you.

10 MR. WINDHAM:

11 And, again, thank you for your  
12 investment in Louisiana.

13 MR. PATTEN:

14 Yes, sir.

15 MR. USIE:

16 Next we've got eight change in name  
17 requests. Entergy of Arkansas, Inc., Contracts  
18 20081251-A, 20091186, 20101169, 20111214, 20121318,  
19 20131377, 20141501 and 20151925. The new name is  
20 Entergy Arkansas, LLC, and this is in Ouachita Parish.

21 MR. WINDHAM:

22 Are there any comments from the public  
23 concerning the name change only?

24 (No response.)

25 MR. WINDHAM:



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1 Questions from the Board?

2 (No response.)

3 MR. WINDHAM:

4 There's a motion made by Representative  
5 Carmody; seconded by Ms. Cola.

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 Change in locations.

14 MR. USIE:

15 We have one change in location, PCS  
16 Nitrogen Fertilizer LP, Contract 20140376. Previous  
17 location Highway 3115, Geismar, Louisiana 70734. New  
18 location Highway 30, Highway 3115, Geismar, Louisiana  
19 70734. The previous location was Ascension Parish.  
20 This is just a correction on the parish. The new parish  
21 being Iberville Parish.

22 MR. WINDHAM:

23 All right. Comments from the public?

24 (No response.)

25 MR. WINDHAM:



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1 Questions from the Board?

2 (No response.)

3 MR. WINDHAM:

4 Motion has bide made by Dr. Wilson;  
5 seconded by Major Coleman.

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 Transfer of Tax Exemption contracted.

14 MR. USIE:

15 We have nine transfers, Banc of America  
16 Leasing and Capital LLC - lessor to Graphic Packaging  
17 International, Inc., Contracts 20130337 and 20140429  
18 being transferred to Graphic Packaging International,  
19 LLC in Ouachita Parish.

20 DOW Chemical Company, Contracts  
21 20062293-A, 20062293, 20070909, 2071026, 20110228,  
22 20111182-A, and 20111182 being transferred to DDP  
23 Specialty Electronic Materials US, Inc., and this is in  
24 Iberville Parish.

25 MR. WINDHAM:



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1                   And I'm assuming in the first case it  
2 was because it was a leasing arrangement where ownership  
3 changed from the owner of the property who has to file  
4 the application, to transfer that ownership to the  
5 manufacturing company itself?

6                   MR. USIE:

7                   Yes.

8                   MR. WINDHAM:

9                   Yes.

10                  Any comments from the public?

11                  (No response.)

12                  MR. WINDHAM:

13                  Questions from the Board members  
14 concerning this?

15                  (No response.)

16                  MR. WINDHAM:

17                  Is there a motion to approve?

18                  Made by Ms. Malone; seconded by  
19 Mr. Williams.

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:



1 Motion carries.

2 Now we have a partial transfer of Tax  
3 Exemption contracts.

4 MR. USIE:

5 We have 15 partial transfers. Am I  
6 reading each one individually? DOW Chemical Company,  
7 20100139, DOW is retaining \$1,282,552, DDP Specialty  
8 Electronic Materials US, Inc. is receiving \$1,608,142.  
9 This is in Iberville Parish; 20110276, DOW is retaining  
10 \$2,397,997, DDP Specialty Electronic Materials US is  
11 receiving \$2,574,191 in Iberville Parish; DOW Chemical  
12 company 20120472 is retaining \$670,837, DDP Specialty  
13 Electronic Materials US, Inc. is receiving \$217,450.  
14 This is in Iberville Parish; DOW Chemical Company,  
15 20130252, DOW is retaining \$613,136, DDP Specialty is  
16 receiving \$2,405,156 in Iberville Parish. DOW Chemical  
17 Company, 20130255, DOW is retaining \$2,440,407, DDP  
18 Specialty is receiving \$312,261, Iberville Parish; DOW  
19 Chemical Company, 20140508, DOW is retaining \$2,407,492,  
20 DDP Specialty is receiving \$12,753, Iberville Parish;  
21 DOW Chemical Company, 20150363, DOW is retaining  
22 \$2,416,434, DDP Specialty is receiving \$12,700 in  
23 Iberville Parish; DOW Chemical Company, 20150364, DOW is  
24 retaining \$2,105,838. DDP Specialty is receiving  
25 \$394,585. This is Iberville Parish; DOW Chemical



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1 Company, 20170366, DOW is retaining \$4,362,956. DDP  
2 Specialty is receiving \$137,569. This is in West Baton  
3 Rouge Parish; DOW Chemical Company, 20160842, DOW is  
4 retaining \$4,240,795. DDP Specialty is receiving  
5 \$184,886, Iberville Parish; Union Carbide Corporation,  
6 20120157, Union Carbide is retaining \$3,446,581.  
7 Specialty Products, LLC is receiving \$843,343. This is  
8 St. Charles Parish; Union Carbide Corporation, 20120474,  
9 Union Carbide is retaining \$3,647,072. Specialty  
10 Products US, LLC is receiving \$207,410, St. Charles  
11 parish; Union Carbide Corporation, 20130206, Union  
12 Carbide is retaining \$2,795,669. Specialty Products is  
13 receiving \$764,171, this is St. Charles parish; Union  
14 Carbide Corporation, 20140422, Union Carbide is  
15 retaining \$3,817,629. Specialty Products is receiving  
16 \$388,045, St. Charles Parish; Union Carbide Corporation,  
17 20150356, Union Carbide is retaining \$3,411,904.  
18 Specialty Products is receiving \$1,346,647, St. Charles  
19 Parish.

20 MR. WINDHAM:

21 Thank you, Mr. Usie.

22 Are there any comments from the public  
23 concerning the partial transfers of these contracts?

24 (No response.)

25 MR. WINDHAM:



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1 Questions or comments from the Board?

2 (No response.)

3 MR. WINDHAM:

4 Motion's been made by Ms. Malone;  
5 seconded by Dr. Wilson.

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. USIE:

14 Next we have eight cancelation requests.

15 AGI Industries, Inc., Contract 20150473, and this is

16 Lafayette Parish; Dolese Bros. Co. Inc., 20120435 and

17 20161156, St. Helena Parish; Equilon Enterprises, LLC,

18 DBA Shell Oil Products US, Contracts 20100082, 20110563,

19 20130823, 20140529 and 20140536, St. Charles Parish.

20 MR. WINDHAM:

21 All right. So on the cancelations, of

22 course we know notify the local assessors that the

23 contracts have been canceled?

24 MR. USIE:

25 Yes.



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MR. WINDHAM:  
And they proceed from there?  
MR. USIE:  
Yes.  
MR. WINDHAM:  
Comments or questions from the public?  
(No response.)  
MR. WINDHAM:  
Questions or comments from the Board  
members?  
(No response.)  
MR. WINDHAM:  
Is there a motion to approve the  
cancelations?  
Made by Mr. Briggs; seconded by  
Mr. Shexnaydre.  
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. USIE:  
Next we have appeals. Folger Coffee



1 Company, Contracts 20100720-a and 20100917-A, they  
2 requested renewal on our October 31st, 2018 meeting.  
3 Both renewals were denied due to company representative  
4 not being present at that time, so they're appealing  
5 today.

6 MR. WINDHAM:

7 Mr. Mall I believe.

8 MR. MALL:

9 Yes.

10 MR. WINDHAM:

11 All right. Please state your appeal.

12 MR. MALL:

13 That contract was a late. A little  
14 different. We amended that contract, which pulled the  
15 due date up, and, therefore, we missed the -- we were  
16 working off the original contract date for the renewal  
17 versus the amended, so that's why we were late for that.

18 MR. WINDHAM:

19 And I assume you were notified that you  
20 were going to be on the agenda the last time?

21 MR. MALL:

22 We were, and I was unable to travel  
23 here, yes.

24 MR. WINDHAM:

25 All right. Mr. Jones?



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1 MR. JONES:

2 The reason for the denial was not the  
3 source of the why you were behind. It was not appearing  
4 at the meeting. Did you notify the staff that you could  
5 not appear?

6 MR. MALL:

7 I did.

8 MR. JONES:

9 Is there no one else that you could have  
10 sent to be here?

11 MR. MALL:

12 I could have sent somebody from the  
13 facility, but I wouldn't want to put them in the  
14 position in case there were questions asked.

15 MR. WINDHAM:

16 So the alternatives are to hear the  
17 appeal.

18 Is there a motion to re-entertain the  
19 appeal?

20 MR. CHABERT:

21 Is there any precedent for this?

22 MR. USIE:

23 Yes.

24 MR. JONES:

25 If I may, I think going back, I've been



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1 on this Board for 11 years, and we've been fairly  
2 consistent on this issue because the importance of the  
3 Industrial Tax Exemption Program and the value that we  
4 believe that provides to the industries. As you can  
5 see, we're very open to what happens. We know people  
6 make mistakes, we know things happen. We feel like as a  
7 Board, and I think the Board has expressed a fairly  
8 consistent message that there's a penalty when that  
9 happens, but, you know, we try to be fair with that.

10 And I've given this speech when you  
11 weren't hear, so I'm not aiming it necessarily to you  
12 personally or Folgers, please understand that, but when  
13 something as important as these renewals come up and the  
14 company does not feel it's important enough to send a  
15 representative, we feel like it's important to send the  
16 message that this is important to us, and that's the --  
17 I think this Board has been, at least in my experience  
18 over the last 11 years, has been fairly consistent that  
19 when we don't have someone here to explain what  
20 happened, that there are consequences to that, so...

21 MR. WINDHAM:

22 Mr. Saizan.

23 MR. SAIZAN:

24 Do you have a record of who you spoke  
25 with? You said you called and talked --



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1 MR. MALL:

2 I did send -- no. I sent an e-mail I  
3 believe to Kristin, and I believe she read partially  
4 that e-mail here at that meeting.

5 MR. JONES:

6 She did.

7 MR. SAIZAN:

8 Is there some compelling reason why you  
9 would have been the only one, you couldn't send somebody  
10 else that you can share with us this morning?

11 MR. MALL:

12 We are responsible for the filing, so if  
13 any questions were to come up related to the filings, I  
14 would be the one that would have to answer those. We  
15 get inputs from several different individuals, but they  
16 may not be as familiar with it as I would be, nor have  
17 they bean through this process before, so...

18 MR. SAIZAN:

19 Thank you.

20 MR. WINDHAM:

21 There needs to be a motion to hear the  
22 appeal, and we are -- otherwise, the alternative is it  
23 just dies if there's no motion to hear the appeal.

24 Hearing none?

25 (No response.)



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MR. WINDHAM:

Your request is denied.

MR. MALL:

Thank you.

MR. WINDHAM:

Thank you.

MR. USIE:

That concludes the ITEP portion of the agenda.

MR. WINDHAM:

All right. Next on the agenda, we have the election of officers.

As you guys know, I have done this for three years, and I've enjoyed it, so, but we do need for some new blood in here.

With that said, open for nominations.

SECRETARY PIERSON:

And let me be as specific as we move forward, currently the Board of Commerce and Industry has two officer positions that we need to fill today. The first is the term expired for our chairman, and I thank Chairman Steve Windham for his service. And then, secondly, we need to elect a vice chair, in that a vacancy exist presently due to the resignation of Senator Adley, who previously served as our vice chair.



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1 So just please note as we proceed with opening for  
2 nominations that there will be two positions that we  
3 seek to fill today.

4 Back to you, Chairman.

5 MR. WINDHAM:

6 Representative Carmody.

7 MR. CARMODY:

8 Thank you, Mr. Chairman. Again, I  
9 applaud your work. Thank you for your leadership, but I  
10 would like to go ahead and nominate Jerry Jones as  
11 Chairman.

12 MR. PIERSON:

13 Seconded by?

14 MR. WINDHAM:

15 Seconded by Dr. Wilson.

16 Motion has been made. Are there any  
17 other nominations?

18 MAJOR COLEMAN:

19 I move to close the nominations.

20 MR. WINDHAM:

21 Motion to close the nominations;  
22 seconded by Mr. Fajardo.

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 That motion carries.

5 Well, Jerry, since you're the only one  
6 nominated, you win. Congratulations.

7 MR. JONES:

8 I like those odds.

9 MR. WINDHAM:

10 And with that, I will pass it over.

11 MR. JONES:

12 I thought this would happen next month.

13 All right. Let's open the floor for the  
14 vice chair please, and then one thing that we do need to  
15 understand about the vice chair, unlike the Vice  
16 Presidency of the United States, the vice chair actually  
17 has a job, and on this board, he is the -- he or she is  
18 the chair of any rules committee, if there are any rule  
19 changes that come up, that person serves and shepherds  
20 that rules process through it's -- and it's not always  
21 easy. So it's a very important position.

22 So we open the floor for nominations.

23 MS. MALONE:

24 I'll nominate Robby Miller if he'll take  
25 it.



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MR. JONES:

Robby Miller has been nominated. Do we have a second?

Mr. Fajardo.

MR. WINDHAM:

I move that they be closed.

MR. JONES:

Motion that the nominations be closed.

I would entertain a motion to accept Robby Miller by acclimation.

I have a motion. All right.

No opposition?

(No response.)

MR. JONES:

Thank you, Mr. Miller. Look forward to serving with you.

MR. MILLER:

Can y'all do that in August so nobody will qualify for --

MR. CHABERT:

Mr. Chair?

MR. JONES:

Yes, sir?

MR. CHABERT:

I guess this is as good a time as any,



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1 I'm happy to go out like that, but I've tendered my  
2 resignation to the Chairman of the Senate of Revenue &  
3 Fiscal Affairs Committee and the President of the  
4 Senate. I have served on the Board now for five years  
5 under two governors. I've been proud of the work that  
6 this group has done. Some of the reforms that we  
7 brought about were necessary. There was a word I wrote  
8 down that I'm trying to remember where it was. But it's  
9 constant change, in effect, that this Board is going to  
10 have to do to keep up with the changing business  
11 climates, the changing labor climates, the changing  
12 legislative climates that are facing this country and  
13 this state, and I think that this Board has done a  
14 really good job of that, sometimes in the face of some  
15 pretty bright spotlights. And I'm happy that my last  
16 two votes here are for the new leadership, who I very  
17 much respect. Robby and I get along, except for when we  
18 don't get along, and normally that's only when  
19 Southeastern plays Nichols, but sometimes it's about  
20 some other pretty big issues at the Capitol.

21 No reason other than I'm extremely busy, and  
22 this is with my committee chairmanship for Financial  
23 Resources. That's probably one of the committees in the  
24 legislature that has the most additional assignments  
25 that you have to do. And I have recommended a couple of



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1 worthy senators to the president and the chairman of the  
2 committee based on their requests of me to do so, and  
3 hopefully those two senators will enjoy serving on this  
4 committee as much as I have. So best of luck. The  
5 State of Louisiana is counting on you. It's been a  
6 pleasure to meet most of you that I didn't know, and  
7 it's certainly a pleasure to serve the citizens in  
8 another capacity.

9 MR. JONES:

10 Norby, thank you for your services, and  
11 you always have good words of wisdom for all of us and  
12 we appreciate it very, very much and we'll miss you.

13 MR. CHABERT:

14 Thank y'all.

15 MR. JONES:

16 Steven, thank you. I don't know any  
17 chairman who has served three years, so you deserve  
18 triple pay.

19 And now we'll turn the meeting over to  
20 our Secretary of LED, Don Pierson.

21 SECRETARY PIERSON:

22 I'll make my comments very brief today.  
23 We've had some great announcements recently across our  
24 state. We've got some great projects in the pipeline  
25 that you'll hear announcements on in the very near



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1 future.

2 One of the things I've done today is  
3 provided you with a copy of our 2018 annual report.  
4 This is fresh off the presses, so you're among those  
5 first to see it, and we're very pleased with the work  
6 that we've accomplished during 2018.

7 Significant in this, and there is a lot of  
8 work that's represented by the department, by the  
9 legislature and the communities that we work with, but  
10 for 2018, 47 project wins, but I think very important to  
11 note that that spans 31 parishes, almost half the  
12 parishes in our state. And I think that speaks to our  
13 focus not just on the metro areas, but also doing all we  
14 can to support the rural regions of our state, and rural  
15 economic development is much more challenging than the  
16 things that sometimes happen much more easily in the  
17 urban environments. So just note that as we go forward,  
18 and I'll be happy to entertain questions or concerns  
19 that you have after the meeting.

20 I would also like, on behalf of the  
21 Board and behalf of the department, to present this  
22 token of appreciation to outgoing Chairman Windham, the  
23 three-year veteran of a lot of time and effort here at  
24 the Board of Commerce and Industry. Thank you for your  
25 service.



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That concludes my remarks.

MR. JONES:

Thank you, Don.

Any other comments from the Board?

(No response.)

MR. JONES:

Any comments from the public before we  
adjourn?

(No response.)

MR. JONES:

Thank you for being here today. I'll  
entertain a motion to adjourn.

So moved.

All in favor, say "aye."

(Several members respond "aye.")

MR. JONES:

No opposition.

(Meeting concludes at 10:33 a.m.)



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