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MEETING MINUTES FOR
THE BOARD OF COMMERCE AND INDUSTRY
HELD AT
STATE CAPITOL BUILDING
900 NORTH 3RD STREET
COMMITTEE ROOM 5
BATON ROUGE, LOUISIANA
ON THE 14TH DAY OF DECEMBER, 2018
COMMENCING AT 9:01 A.M.

REPORTED BY: ELICIA H. WOODWORTH, CCR

1 **Appearances of Board Members Present:**

- 2 Tanita Gilbert-Baker
- 3 Mayor Glenn Brasseaux
- 4 Don Briggs
- 5 Senator Norby Chabert
- 6 Major Coleman
- 7 Representative Phillip Devillier
- 8 Rickey Fabra
- 9 Manuel "Manny" Fajardo
- 10 Representative Paul Hollis
- 11 Jerald Jones
- 12 Heather Malone
- 13 Charles R. "Robby" Miller
- 14 Jan K. Moller
- 15 Secretary Don Pierson
- 16 Ronnie Slone
- 17 Bobby Williams, Jr.
- 18 Dr. Shawn Wilson, Designee
- 19 Dr. Woodrow Wilson
- 20 Steve Windham

21 **Staff members present:**

- 22 Samantha Booker
- 23 Tam Bourgeois
- 24 Kristen Cheng
- 25 Frank Favaloro
- 26 Brenda Guess
- 27 Richard House
- 28 Becky Lambert
- 29 Mandi Mitchell
- 30 Joyce Metoyer
- 31 Deborah Simmons
- 32 Anne Villa
- 33 Daria Vinning



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1 MR. WINDHAM:

2 Good morning, everyone. I'd like to
3 call to order the meeting for the December 14th Board of
4 Commerce and Industry. It is 9:02.

5 Just a few opening comments. I'd like
6 to welcome everyone to the meeting and say Happy
7 Holidays to all of you.

8 For the new visitors who are here and
9 the overflow room, I just want to give you an overview
10 of who we are because you may have never been to one of
11 these meetings -- who we are, what we do, you may have
12 never been to these meetings.

13 We are the Board of Commerce and
14 Industry. We're made up of 24 members from communities
15 and entities across the state. Part of our charge is to
16 determine an applicant's compliance with the laws and
17 rules for a variety of programs. I believe we hear four
18 different programs, maybe five different programs at
19 this meeting, the economic development incentive
20 programs. From there we make recommendation, and in the
21 case of the ITEP especially, to the Governor on whether
22 or not a contract should be entered into between the
23 state and the applicant company.

24 Once that determination is made, we, by
25 staff -- via staff, forward the approved Industrial Tax



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1 Exemption applications to the specific local bodies for
2 their consideration of approval or disapproval.

3 We administer in a uniform manner. We
4 ensure that the required documentation which establishes
5 accountability is present and certified through the
6 approval of the documents that these entities represent
7 a positive and community -- a positive state and
8 community economic impact for those communities that so
9 choose to adopt them.

10 The step this Board is charged with is
11 to determine if an application qualifies for a program
12 as provided for by the Constitution, the laws, the rules
13 and Executive Orders that govern the respective
14 programs. If applicants meet these qualifications, it's
15 the responsibility of the Board to forward the
16 application to the local authorities.

17 So as you step forward with thoughts or
18 comments, that you exercise your rights as a citizen of
19 Louisiana as well as the United States of America, we're
20 not here to debate the policies, though. So keep that
21 in mind. Stay on point. Each one of the respondents or
22 speakers will be given two to three minutes of free
23 speech, but understand there's no need to repeat what
24 has previously been said. If you can keep it concise
25 and to the point and not repeat -- I have a gavel. If



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1 you can keep it concise and to the point and not repeat
2 what has been previously expressed.

3 This Board is here to administer the
4 Economic Development programs as provided by law.
5 They've been through the legal due process to adhere to
6 the rules to govern the programs. Your voice of concern
7 should speak to whether a company is or not in
8 compliance with the laws or C&I Board rules.

9 So those are just my opening comments.
10 With that, we'll move to rollcall, Ms. Simmons.

11 MS. SIMMONS:

12 Dr. Shawn Wilson.

13 DR. S. WILSON:

14 Here.

15 MS. SIMMONS:

16 Designee Don Briggs.

17 MR. BRIGGS:

18 Here.

19 MS. SIMMONS:

20 Representative Phillip Devillier.

21 MR. DEVILLIER:

22 Here.

23 MS. SIMMONS:

24 Tanita Baker.

25 MS. BAKER:



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1 Here.
2 MS. SIMMONS:
3 Mayor Glenn Brasseaux.

4 MAYOR BRASSEAUX:
5 Here.

6 MS. SIMMONS:
7 Representative Paul Hollis.

8 MR. HOLLIS:
9 Here.

10 MS. SIMMONS:
11 Yvette Cola.

12 (No response.)

13 MS. SIMMONS:
14 Major Coleman.

15 MAJOR COLEMAN:
16 Here.

17 MS. SIMMONS:
18 Ricky Fabra.

19 MR. FABRA:
20 Here.

21 MS. SIMMONS:
22 Manuel Fajardo.

23 (No response.)

24 MS. SIMMONS:
25 Jerald Jones.



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MR. JONES:

Here.

MS. SIMMONS:

Heather Malone.

MS. MALONE:

Here.

MS. SIMMONS:

Senator Francis Thomas.

MR. THOMPSON:

Here. Thompson.

MS. SIMMONS:

I'm sorry. Thomson.

MR. THOMPSON:

That's all right. If Mr. Chairman can repeat what I didn't hear when I came in four seconds late.

MS. SIMMONS:

Charles Miller.

MR. MILLER:

Here.

MS. SIMMONS:

Jan Moller.

MR. MOLLER:

Here.

MS. SIMMONS:



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1 Senator Norby Chabert.

2 MR. CHABERT:

3 Very good. Yes, I am here. This is
4 only her second meeting, y'all, so she's getting it.

5 MS. SIMMONS:

6 Secretary Don Pierson.

7 SECRETARY PIERSON:

8 Present.

9 MS. SIMMONS:

10 Scott Richard.

11 (No response.)

12 MS. SIMMONS:

13 Darrell Saizan.

14 (No response.)

15 MS. SIMMONS:

16 Daniel Shexnaydre.

17 (No response.)

18 MS. SIMMONS:

19 Ronnie Slone.

20 MR. SLONE:

21 Here.

22 MS. SIMMONS:

23 Bobby Williams.

24 MR. WILLIAMS:

25 Here.



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MS. SIMMONS:

Steve Windham.

MR. WINDHAM:

Here.

MS. SIMMONS:

And Dr. Wilson.

(No response.)

MS. SIMMONS:

We have a quorum.

MR. WINDHAM:

Thank you, Ms. Simmons.

I'm sure everyone has had a chance to read the minutes from the last meeting. Is there a motion to approve?

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

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

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

Ms. Samantha Booker will be presenting the Quality Jobs Program.



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1 This is your first presentation; right?

2 MS. BOOKER:

3 It is.

4 MR. WINDHAM:

5 All right. Everyone be nice.

6 MS. BOOKER:

7 Good morning. I have one new QJ
8 application: Application Number 20161808, Juniper
9 Specialty Products, LLC in Calcasieu Parish.

10 And that concludes the Quality Jobs
11 applications.

12 MR. WINDHAM:

13 All right. And to note on here, there
14 is \$140-million worth of investment, 13 new permanent
15 jobs, 250 construction jobs.

16 Are there any questions from the Board
17 members concerning the application for Juniper Specialty
18 Products?

19 (No response.)

20 MR. WINDHAM:

21 Senator Thompson.

22 MR. THOMPSON:

23 I would ask that as you go through
24 these, I'd like to know -- we're not debating, as the
25 acting Chairman said, we're not debating what the issues



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1 are specifically, but I'd like to know -- it's been a
2 lot of conversation about the largest tax rebates are
3 forgiveness. I'd like to know all of the details as you
4 go through, specifically on how much it cost and how
5 much there are left for parishes or cities or
6 communities to benefit from.

7 Now, I know this one is not as specific,
8 but as you go through them, I'm just telling those so I
9 won't have to ask that question 10 times.

10 MS. BOOKER:

11 Okay.

12 MR. THOMPSON:

13 Thank you.

14 MS. BOOKER:

15 Thank you.

16 MR. THOMPSON:

17 And I'm sure Commerce & Industry
18 officials will make comments on it.

19 MS. BOOKER:

20 Okay.

21 MR. THOMPSON:

22 Thank you.

23 MR. WINDHAM:

24 Thank you, Senator.

25 Are there any comments from the audience



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1 or guests?

2 (No response.)

3 MR. WINDHAM:

4 All right. The motion has been made by
5 President Miller to approve. Is there a second?

6 Seconded by Major Coleman.

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 MS. BOOKER:

15 I have three Quality Jobs Renewals:

16 Contract ID 20140144, Gravios Aluminum Boats, LLC in St.
17 Mary Parish; 20131171, NGL Energy Operating, LLC in East
18 Feliciana Parish; 20131124, Reagent Chemical & Research,
19 Inc., Ascension Parish.

20 And that concludes the Quality Jobs
21 Renewals.

22 MR. WINDHAM:

23 Thank you, Ms. Booker.

24 Are there any comments from the public
25 concerning the renewals for the Quality Jobs Program?



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1 (No response.)

2 MR. WINDHAM:

3 Questions or comments from any of the
4 Board members?

5 (No response.)

6 MR. WINDHAM:

7 Motion to approve made by Mr. Slone;
8 seconded by Mayor Brasseaux.

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. BOOKER:

17 I have two special requests. First
18 request to add an affiliate or LLC members to Schedule 1
19 of the following contract: Contract 2015049, TCI
20 Packaging, LLC requests to add TCI Plastics, LLC, Alvar
21 Properties 1, LLC, France Road Parkway Properties, LLC,
22 Transportation Consultants, Inc. in Orleans Parish.

23 I also have one transfer of ownership:
24 Contract ID 20130822, from Boise Packaging Newsprint,
25 LLC, a wholly owned subsidiary of Packaging Corporation



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1 of America to Packaging Corporation of America in
2 Beauregard Parish.

3 And that concludes the specials.

4 MR. WINDHAM:

5 Thank you, Ms. Booker.

6 Are there any comments from the audience
7 concerning the change of affiliate or full transfer of
8 ownership?

9 (No response.)

10 MR. WINDHAM:

11 Is there any questions from the Board?

12 (No response.)

13 MR. WINDHAM:

14 Motion to approve made by Dr. Wilson;
15 seconded by Senator Thompson.

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

17 (Several members respond "aye.")

18 MR. WINDHAM:

19 All opposed with a "nay."

20 (No response.)

21 MR. WINDHAM:

22 Motion carries.

23 Thank you, Ms. Booker. Good job.

24 Next we have Restoration Tax Abatement
25 Program presented by Ms. Becky Lambert.



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MS. LAMBERT:

Good morning. Restoration Tax Abatement program has one new application to present for Project ID 20161678, 2700 Bohn Motor, LLC in Orleans Parish for an investment of \$9,480,000, 45 new permanent jobs and 30 construction jobs.

This concludes the application.

MR. WINDHAM:

All right. Are there any questions from the public concerning Restoration Tax Abatement Program application?

(No response.)

MR. WINDHAM:

Questions from the Board?

(No response.)

MR. WINDHAM:

Is there a motion to approve?

Made by Major Coleman; 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:



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1 Motion carries.

2 MS. LAMBERT:

3 Thank you.

4 MR. WINDHAM:

5 Next we have the Enterprise Zone Program
6 presented by Joyce Metoyer.

7 MS. METOYER:

8 Good morning. I have five new
9 applications: 20160039, Benny's Car Wash, LLC, East
10 Baton Rouge Parish; 20141316, Peter and Paul MT, LLC,
11 Orleans Parish; 20180100, Randolph McCormick Realty,
12 Incorporated, St. Landry Parish; 20160703, SB Nola
13 Subtenant, LLC, Orleans Parish; and 20150153, Willa
14 Jean, LLC, Orleans Parish.

15 MR. WINDHAM:

16 And can you run through the totals real
17 quick on those?

18 MS. METOYER:

19 The investment?

20 MR. WINDHAM:

21 Yes, the investment and the tax break.

22 MS. METOYER:

23 Okay. For Benny's Car Wash, the
24 investment --

25 MR. WINDHAM:



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1 Just in total.

2 MS. METOYER:

3 Oh, the total. I'm sorry.

4 The total investment is \$58,383,398 for
5 total investment, and the total ITC, Investment Tax
6 Credit, is \$875,735.

7 MR. WINDHAM:

8 Thank you, Ms. Metoyer.

9 MR. THOMPSON:

10 The number of permanent jobs?

11 MS. METOYER:

12 Yes, sir, these are all permanent jobs.

13 MR. THOMPSON:

14 What's the estimated number of permanent
15 jobs? One-hundred something.

16 MS. METOYER:

17 161 new jobs.

18 MR. THOMPSON:

19 Yes. And the total is 58-million
20 investment; right?

21 MS. METOYER:

22 Yes, sir.

23 MR. THOMPSON:

24 Okay. Thank you.

25 MS. METOYER:



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1 You're welcome.

2 MR. WINDHAM:

3 All right. Any comments from the public
4 concerning the Enterprise Zone Program applications, the
5 new ones?

6 (No response.)

7 MR. WINDHAM:

8 Questions or comments from the Board?

9 (No response.)

10 MR. WINDHAM:

11 I'll entertain a motion to approve.
12 Made by Major Coleman; seconded by Ms.
13 Malone.

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 Contract terminations.

22 MS. METOYER:

23 Okay. 20150026, AJ Pontchartrain
24 Employer, LLC, Orleans parish. The existing contract is
25 May 1 of '15 to April 30 of 2020. The requested term



1 date is May 15 of 2018. The program requirements were
2 met and no additional jobs were anticipated; the next
3 one is 20140988, Isidore Newman School in Orleans
4 Parish. The existing contract period is July 15 of 2014
5 to July 14 of 2019. The requested termination date is
6 March 15 of 2017. The program requirements have been
7 met, no additional jobs are anticipated; 20120015, Twin
8 Brothers Marine, LLC, St. Mary Parish. The existing
9 contract period March 27 of 2012 to March 26 of 2017.
10 The requested term date is September 26th of 2014. The
11 program requirements have been met, no additional jobs
12 are anticipated; 20140151, International Paper,
13 Washington Parish. The existing contract period is
14 February 1 of 2014 to January 31 of 2019. The requested
15 term date is July 31 of 2016, and the program
16 requirements have been met, no additional jobs are
17 anticipated; 20120850, Associated Terminal of St.
18 Bernard, LLC, St. Bernard Parish. The existing contract
19 period is November 1, 2013 to October 31 of 2018. The
20 requested term date is April 30 of 2016. The reason for
21 termination -- I'm sorry. Program requirements have
22 been met, no additional jobs are anticipated; 20141196,
23 500 Laurel Development, LLC, East Baton Rouge Parish.
24 The existing contract period is June 15 of 2015 to June
25 14 of 2020. The requested term date is March 31 of

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1 2017. The program requirements have been met, no
2 additional jobs are anticipated; 20130935, Corporate 737
3 Hotels, LLC, Terrebonne Parish. The existing contract
4 period is June 17 of 2013 to June 16 of 2018. The
5 requested term date is June 16 of 2016. The program
6 requirements have been met, no additional jobs are
7 anticipated; 20140182, B&G Food Enterprises, LLC,
8 Lafourche Parish, February 10 of 2014 to February 9 of
9 2019. The requested term date is August 9 of 2016, and
10 the program requirements have been met, no additional
11 jobs are anticipated; 20140456, Enlink Midstream
12 Operating, LP, Acadia Parish, October 1, 2014 to
13 September 30, 2019 is the existing contract period. The
14 requested termination date is March 31, 2017. The
15 program requirements have been met and no additional
16 jobs are anticipated; 20131410, Super Hospitality Master
17 Tenant, LLC, East Baton Rouge Parish. The existing
18 contract is January 1, 2014 to 12/31/2018. The
19 requested term dates is December 31, 2016. The program
20 requirements have been met, no additional jobs are
21 anticipated; 20120870, Exxon Mobil Corp., East Baton
22 Rouge Parish. The existing project period is May 1 of
23 2013 to April 30 of 2018. The requested term date is
24 10/31 of 2015. The program requirements have been met,
25 no additional jobs are anticipated; and 20110959,

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1 Chalmette Refining, LLC, St. Bernard Parish, and the
2 contract period is May 1 of '13 to April 30 of 2018.
3 The requested term date is October 31 of 2015, and the
4 program requirements have been met, no additional jobs
5 are anticipated.

6 MR. WINDHAM:
7 Thank you, Ms. Metoyer.
8 Are there any comments from the public
9 concerning any of the cancelations?

10 MS. METOYER:
11 Terminations.

12 MR. WINDHAM:
13 Terminations. I'm sorry. Terminations.
14 Any questions from the Board?
15 (No response.)

16 MR. WINDHAM:
17 Motion has been made by Senator Thompson
18 to accept the terminations; seconded by Fajardo.

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.



1 All right. Thank you, Ms. Metoyer.

2 Next we have the Industrial Tax
3 Exemption Program presented By Ms. Cheng.

4 MS. CHENG:

5 Good morning. I have five pre-Executive
6 Order new applications: 20160715, Custom Metal Works in
7 East Baton Rouge Parish; 20140273-A, Pod Pack
8 International, LLC, East Baton Rouge Parish; 20141578-A,
9 Shell Chemical Company, LP in St. Charles Parish;
10 20151279-A, Westlake Vinyls Company, LP in Ascension
11 Parish; and 20160666, Westlake Vinyls Company, LP in
12 Ascension Parish. Total investment of \$54,953,90, 12
13 new jobs and 181 construction jobs.

14 MR. WINDHAM:

15 The tax relief from the first year of
16 exemption?

17 MS. CHENG:

18 The estimated tax relief is \$853,904.

19 MR. WINDHAM:

20 All right. Are there any questions or
21 any comments from the public concerning these
22 applications?

23 (No response.)

24 MR. WINDHAM:

25 Any questions or comments from the



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1 Board?

2 (No response.)

3 MR. WINDHAM:

4 Is there a motion to approve?

5 Made by Major Coleman; seconded by Ms.

6 Cola.

7 MS. BAKER:

8 Baker.

9 MR. WINDHAM:

10 I'm sorry. Ms. Baker.

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

12 (Several members respond "aye.")

13 MR. WINDHAM:

14 All opposed with a "nay."

15 (No response.)

16 MR. WINDHAM:

17 Motion carries.

18 MS. CHENG:

19 I have three post-Executive Order 2017

20 Rule application, but Syrah Technologies, LLC in

21 Concordia Parish has asked to defer to the February 2019

22 meeting.

23 MR. WINDHAM:

24 Is there a motion to accept the request

25 for deferral?



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1 Made by Jerry Jones; seconded by
2 Mr. Slone.

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 These two applications.

11 MS. CHENG:

12 These two applications have received
13 their local endorsements prior to coming to the Board:
14 20161566, Driftwood, LNG in Calcasieu Parish, and
15 20160187, HR NU Blu Energy, LLC in West Baton Rouge
16 Parish for a total investment of \$15,946,603,365 with
17 380 new jobs and 6,530 construction jobs. The estimated
18 first year of tax relief is \$284,409,410.

19 MR. WINDHAM:

20 Are there any comments from the public
21 concerning these two applications?

22 Please step forward and identify
23 yourself.

24 MR. BAGERT:

25 I have some material to hand out.



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1 MR. WINDHAM:

2 You can give it to staff I believe. Our
3 staff.

4 MR. BAGERT:

5 I'm Broderick Bagert with Together
6 Louisiana, and two residents from Calcasieu Parish will
7 hopefully be joining me after they pass out these
8 packets.

9 This is or appears to be the largest
10 public subsidy by local governments in the history of
11 the country. There are two sides to that. That also
12 means it's a gigantic project with enormous positive
13 potential. It's, if not the largest, close to the
14 largest capital investment in the history of the country
15 as well, and Southwest Louisiana is strategically
16 positioned to benefit in an extraordinary way from the
17 changes in the liquid natural gas exporting market.

18 It also means that it is a really big
19 decision, and it ought to happen in an appropriate way.
20 Some things that have happened are not appropriate, and
21 we'd like to describe why there's concern in Calcasieu
22 Parish and request a deferral until the next meeting.

23 No one we've talked to was against this
24 project. Most people we've talked to aren't against an
25 exemption for this project. They do want to be informed



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1 about it before the decisions of their elected officials
2 are made.

3 There's three documents that you have in
4 that packet. The first has got a little picture on it,
5 and describes, well, four different points. In February
6 of 2017, this Board adopted a provision that is --
7 became LA Administrative Code 503(D)(2)(b)(i); okay, and
8 the text of it is right there. It says, "The
9 business" -- that is the applicant business seeking an
10 Industrial Tax Exemption -- "shall copy LED on its
11 written request to the parish governing authority, the
12 school board and municipality for the required
13 resolutions and its written request to the sheriff for
14 the required letter."

15 The intent here was under the old rules,
16 when the process starting by companies going to their
17 local taxing bodies and then would come to the Board of
18 Commerce & Industry, that citizens would know that's
19 happening, because if the only people who know it was
20 happening were industry and elected officials, then
21 there wasn't a meaningful public process to deliberate
22 around it. And in order to address that concern, this
23 Board adopted the provisions which started being known
24 as the "ITEP Sunshine Provision."

25 It goes on, "LED" -- after being CC'd --



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1 "shall post a copy -- or post a copy of the business'
2 written request to the parish governing authority,
3 school board and municipality for the required
4 resolutions and the business' written request to the
5 sheriff for the required letter on its website no later
6 than three business days after the receipt of the
7 request."

8 Now, there was, subsequent to this, an
9 interpretation by Mr. House that this is not what it
10 appears to be, that it wasn't your intent to actually
11 have the public know what's going on, that this only
12 became relevant if there was a written request to start
13 120-day period.

14 On the backside of this page is the
15 transcript of the deliberation that happened on February
16 21st, 2017, and it says what many of you know to be the
17 case, that the intent of this is what it looks like it
18 was, to make sure that people know an important decision
19 is going on before that decision is made. This was not
20 adhered to in this case. There was no posting of the
21 application. There was no notice provided that the
22 deliberation process had started.

23 Next, the local taxing bodies -- and
24 this is on them, not on me -- have set up a committee of
25 a formal representative of the taxing bodies that meets



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1 in violation of public meeting laws. It is -- doesn't
2 provide public notice, it bars public input, and it is
3 convened by an industry representative. It was that
4 body that developed the recommendation of 100-percent
5 exemption, and nobody even knew a 100-percent exemption
6 is still a possibility because the rules had changed it
7 to cap at 80 percent.

8 Now, you and I know that there is a
9 provision of a period of time that allows 100 percent,
10 and it folds into that exception, but there was no way
11 to know that this was even going on, much less that it
12 fell into that exception; right? So everybody thought
13 80 percent, we can live with that.

14 This committee meets in secret, then
15 makes a recommendation, and with 24-hours notice,
16 Driftwood LNG Industrial Tax Exemption goes on an agenda
17 for a school board and police jury. Police jury dealt
18 with it in 45 seconds. The school board had almost no
19 discussion about it. There was no provision of the
20 cost. As far as we know, the school board members never
21 even saw the analysis. On the same day that Exxon --
22 Amazon approved HQ2 and New Yorkers flew into a rage
23 because it was 112,000 jobs, this project got approved
24 by the school board, and it's \$8-million per job (sic).

25 The Calcasieu -- it is true. It's



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1 \$2.4-billion and 350 jobs.

2 The Calcasieu school board president, in
3 his personal capacity, because there has not been time
4 to hold a meeting, has written to you asking for you to
5 defer it and has said that the information provided was
6 minimal and it left out pertinent information. It
7 failed to include critical details. And what he ends
8 with is by saying, "By having a more public process, a
9 more open process, it will end with greater support for
10 Tellurian, Driftwood LNG."

11 We think that's the case. We think
12 people back this project, but to approve the largest
13 exemption in state history, maybe in the country's
14 history, on this basis with a violation of your own
15 rules around Sunshine, with a violation locally around
16 public meeting law and without anybody knowing what's
17 going on is unnecessary and is going to leave a long
18 legacy of distrust around this.

19 More than 1,000 residents have signed a
20 petition --

21 MR. WINDHAM:

22 Are you drawing to a close, Mr. Bagert?

23 MR. BAGERT:

24 Yes, sir.

25 -- expressing concern about this in a



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1 72-hour period, and a few of those who are here today
2 would like to talk.

3 Thank you.

4 MR. WINDHAM:

5 Thank you.

6 Senator Thompson.

7 MR. THOMPSON:

8 Just a couple questions for Mr. Bagert.
9 You and I have had discussions about the exemptions for
10 many years, and I think y'all have done good, Together
11 Louisiana. Not always to what I thought, but basically
12 taking another look at exemptions and how communities
13 are left, or some of them, many years back, never got
14 anything, just got the exemption. But I made it clear
15 to you on one in Lake Providence, Louisiana, and to the
16 chairman of Commerce & Industry and others, I noticed
17 most of these names that are mentioned are below I20.
18 Matter of fact, below I10. You don't -- I did hear
19 Concordia mentioned once, but we have very little of
20 that. But you and I argued a point about a facility
21 that was built and back to across the levee up in East
22 Carroll Parish, and we had a disagreement, but I wanted
23 to remind you of this. Locals wanted it, and I told you
24 that. And I said a lot of things I would change, but
25 that's not my job. Probably a lot of the things they



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1 would change if they were a state senator, but that's
2 not their job.

3 And I reminded you, if we did not get an
4 exemption on this plant, it wouldn't be here in two
5 years. And if we didn't, that land is worth zero. Now,
6 you can talk about how much it's valued at and what
7 it's -- but it's worth zero without the economic
8 development portion in it.

9 So my question to you today is, the
10 locals did go through the process. The meeting might
11 not have been as long as you would like it or I would
12 like it. They didn't maybe go in through all of the
13 details that you thought, but you're not on that board,
14 nor I or probably anyone else on the Louisiana group.
15 What procedure did you find that was the most
16 incriminating part of it?

17 MR. BAGERT:

18 Well, I remember the Lake Providence
19 discussion well, and two days before that meeting, I was
20 on a conference with Sister Bernie Barrett, who is a --
21 I don't know if she loves Lake Providence as much as you
22 do, but she loves it a lot.

23 MR. THOMPSON:

24 Not as much, but pretty close.

25 MR. BAGERT:



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1 That's right. A close second.

2 And she asked whether there was anything
3 on there that dealt with Lake Providence, and I said no.
4 And then that, if I remember, was in a separate part of
5 the agenda because it was dealing with a company that
6 had closed, and that's an unusual category for providing
7 an exemption.

8 MR. THOMPSON:

9 Right.

10 MR. BAGERT:

11 And you went after me because what do I
12 know about Lake Providence, and I said that you scare
13 me, but not as much as Sister Bernie. And I couldn't
14 not convey the questions and concerns, not opposition in
15 that instance.

16 But I tell you, she just raised \$50,000
17 to do community improvement in Lake Providence, so she's
18 going to want to work with you.

19 The two things that we think provided a
20 significant and actionable basis for not providing
21 adequate or legal public notice are these: First, this
22 Board has adopted a procedure for the rules in
23 application for this request that say the applicant
24 company starts the process by writing a letter to the
25 local entities and needs to CC LED, and within three



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1 days, LED needs to put it on its website.

2 I'm fully aware and you'll hear LED
3 staff attorneys say that doesn't say what it appears to
4 say. He'll say that that only comes into effect if the
5 companies are requesting 120-day period. I would ask
6 you to recall your own memory and the testimony on here
7 and what the Governor has said publicly about the intent
8 of that. Some of these things don't get resolved unless
9 there's a lawsuit. We don't have a bunch of lawyers.
10 We've just got a bunch of citizens. But that's the
11 first, so that no public residents, no members of the
12 public had any way, even if they were inclined, had any
13 way to know that this deliberation was happening.

14 Second, at the local level, a process
15 whereby official representatives of public bodies met
16 without public notice with industry representatives in a
17 meeting that barred the public, developed a
18 recommendation that was then acted on. That violates
19 public meeting law, and inside of this process, you
20 can't fix that by having a subsequent meeting that
21 doesn't violate it. If the school board members had
22 gone to Bermuda and all deliberated and come up to a
23 conclusion and then they had a second meeting that was
24 public, it wouldn't fix the fact that deliberation and
25 recommendation happened in a way that's nonpublic.



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1 There was a misunderstanding at the
2 local entities' level that if it wasn't an elected
3 official, if it was just staff, then public meeting law
4 didn't apply. It does apply. There have been 21
5 decisions by the Attorney General's office that show
6 that any official representative of the public body
7 representing the public body, public meeting laws apply.
8 That was violated. So the result is, in the largest
9 public subsidy in American history, there was no
10 responsibility of citizens having any of the information
11 about the project before the decision was made. That's
12 wrong. That's illegal. And all they're asking for is
13 60 days to have those hearings. And then so be it. And
14 then if it's approved just the way it is now, they can
15 take it up with their school board member, they can take
16 it up with the police jury member. They may disagree,
17 but they won't have a claim to feel that their rights
18 were violated to know what was happening.

19 MR. WINDHAM:

20 All right. Thank you.

21 MR. THOMPSON:

22 Okay. Let me make a comment, if I
23 might, to that. I understand that, and I had forgotten
24 how well versed you were and how much you enjoy talking
25 about this issue, but that's a good thing.



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1 But to answer my question specifically,
2 the public bodies met and voted in a positive way; is
3 that correct?

4 MR. BAGERT:

5 After --

6 MR. THOMPSON:

7 Yes or no?

8 MR. BAGERT:

9 Yes, after having a meeting that
10 violated public meeting law and the school board
11 president had -- again, yes.

12 MR. THOMPSON:

13 But that's not this body's or this
14 group's problem. We take it as it comes and that those
15 public bodies did vote in favor of it; isn't that
16 correct?

17 MR. BAGERT:

18 Your mission under Constitution is to
19 make decisions that are in the best interest of the
20 state.

21 MR. THOMPSON:

22 Well, let us decide that. You just
23 answer the questions about public bodies voting for it.

24 MR. BAGERT:

25 It is within the purview of this Board's



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1 mandate to determine whether a public process
2 violated -- being your own public process, though, and
3 so we do think that's a consideration.

4 MR. THOMPSON:

5 Yeah. But they did vote for it; isn't
6 that correct? That's the question I ask.

7 MR. BAGERT:

8 They did.

9 MR. THOMPSON:

10 Thank you.

11 MR. WINDHAM:

12 Mr. Jones.

13 MR. JONES:

14 Mr. Bagert, there's information in your
15 handout that I don't find that is in your -- it may be.
16 I tried to read through it very quickly as I've just now
17 gotten it.

18 When was the meeting of the parish held?
19 Not the committee meeting that you're referring to, but
20 the meeting itself where this was passed, what date was
21 that?

22 MR. BAGERT:

23 November the 13th for the school board,
24 and then I'm not recalling the police jury. Maybe it
25 was the -- do y'all know? Sometime in November.



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1 MR. JONES:

2 So it was several weeks ago?

3 MR. BAGERT:

4 Yes, sir.

5 MR. JONES:

6 And you knew at that time that, at least
7 your allegations, that they violated open meetings?

8 MR. BAGERT:

9 I don't think anybody knew at that time.
10 Nobody knew any of the details or even that something
11 significant had happened at that time because there
12 still was, after the meeting, all it said was the
13 Driftwood LNG exemption had been approved.

14 MR. JONES:

15 Okay. I'm trying to understand. I
16 understand your allegations to be two-fold. Number one,
17 that a clandestine meeting of government officials that
18 you believe violates the open meetings law, that's one.

19 MR. BAGERT:

20 That's right.

21 MR. JONES:

22 And Number 2, I thought there was
23 something about the school board -- the parish meeting
24 itself had violated open meetings. Is that true?

25 MR. BAGERT:



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1 That's less clear in that they did give
2 a notice that Driftwood LNG was on there. They didn't
3 provide information around it. I'm not sure whether
4 that violates public meetings law. That's the kind of
5 judgment call the court sometimes makes.

6 But after they acted, there was still no
7 understanding and awareness that an exemption of this
8 size has been approved because no information was shared
9 publically that that meeting --

10 MR. JONES:

11 Okay. It was passed at a duly-called
12 meeting giving 24-hours notice of everything that was on
13 the agenda; is that correct?

14 MR. BAGERT:

15 That's our understanding.

16 MR. JONES:

17 Okay. Now, the earlier meeting that you
18 you're referring to, when did you learn of that early
19 meeting?

20 MR. BAGERT:

21 In late December -- personally, in late
22 November.

23 MR. JONES:

24 Okay. Late November, so it's been at
25 least a couple of weeks. You realize that if there is



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1 an open -- if you believe there's an open meetings
2 violation, there's a way to resolve that by filing a
3 lawsuit?

4 MR. BAGERT:

5 A lot of the details that we found out
6 about that meeting are from an attorney who appears to
7 be preparing a lawsuit on just those grounds.

8 MR. JONES:

9 But it's not been filed?

10 This is my difficulty is that Number 1,
11 frankly, I've been doing municipal law for 30 years, and
12 I frankly disagree with your assessment of what the open
13 meetings law says with this issue. I strongly disagree
14 with you. So when you come to us and represent, you're
15 not under oath, you're coming in and making
16 representations to this Board about something that's
17 happened that we have no way of verifying, we have no
18 way of determining whether it's true or not. You're
19 asking us to accept your word and put a stop to
20 something that local officials, as far as we are
21 concerned, has acted on, that you're wanting us to stop
22 it based on your representations of, A, what you believe
23 happened, but we don't know for sure, of what you
24 believe the law to be, that I disagree with personally.
25 I can't speak for anybody else on the Board.



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1 I might suggest to you, Mr. Bagert, that
2 the right way to handle this, if you come to me and
3 says, "We have filed suit because we believe that there
4 is a violation," I would be much more inclined to listen
5 to your argument, because at that point, somebody has
6 filed something under oath before a court of law that A,
7 B, C and D has happened.

8 MR. BAGERT:

9 Well --

10 MR. JONES:

11 I can't speak for the rest of the Board,
12 but that's my problem with what you're bringing to us
13 here. There was plenty of time to file a lawsuit based
14 on what you've learned. There's -- if there was a
15 citizen that felt that strongly about it, believe me, I
16 have fought open meetings lawsuits, and always there's a
17 lawyer who's willing to file them if somebody feels
18 strongly enough to get it done.

19 So that's my struggle with what you're
20 bringing to me today. You want me to accept what you're
21 telling me. I hesitate on that given the fact that
22 there were lawful actions that, at least on its face,
23 from public bodies.

24 MR. BAGERT:

25 Look, two things: One is not everybody



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1 can afford an attorney. The second --

2 MR. JONES:

3 Excuse me, Mr. Bagert. Let me stop
4 before everybody starts clapping. When I see how much
5 money Together Louisiana is spending in this state,
6 there's plenty of money for Together Louisiana to hire a
7 lawyer, I guarantee you.

8 MR. BAGERT:

9 How much do you think Together Louisiana
10 is spending in this state?

11 MR. JONES:

12 When I see the ads, somebody's paying
13 for that. Somebody's paying for those ads in the
14 newspapers; somebody's paying for the website;
15 somebody's paying for the mailouts that go out. So I
16 don't know.

17 MR. BAGERT:

18 You'd be amazed.

19 MR. JONES:

20 Apparently I would be because I know how
21 much ads in the newspapers cost.

22 MR. BAGERT:

23 We didn't take any ads in the newspaper.
24 This was an article.

25 The second is there's something broader



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1 at stake than narrow legality, and it's the principle
2 and the concept that when an important decision is made,
3 citizens ought to have the opportunity to have access to
4 the information that's relevant to that decision. And
5 even outside of the narrow legality, the questions of
6 narrow legality that we have raised attempting in our
7 most honest way to represent our understanding of what
8 happened, and at the request of 1,000 residents of
9 Calcasieu Parish, that's one question.

10 The other is, if there's no way that
11 people can know something is happening, then they ought
12 to be given the opportunity to have a hearing, and
13 that's what they're asking for. So I don't think it's
14 just a matter of what's legal. It's a matter of what's
15 appropriate and what's good for the people in Calcasieu
16 and the state.

17 MR. WINDHAM:

18 Thank you, Mr. Bagert.

19 Mr. Moller.

20 MR. MOLLER:

21 Is Mr. House available to come up?
22 Because I'm -- you know, as you stated, Mr. Chairman,
23 we're here to see -- you know, not to vote necessarily
24 on our opinion of tax exemptions, but to see if whether
25 these applicants followed the rules and the laws that



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1 we've set up. And I'm curious, Mr. House, on your
2 interpretation of this Sunshine provision that we
3 adopted, and I believe I either made the motion or
4 seconded the motion, and I certainly remember what my
5 intent was at the time, but I'm curious how you
6 interpret it because what I have before me, it says,
7 "LED shall post a copy of the business's written request
8 on its website no later than three business days after
9 receipt of the request." Was that followed? Did LED do
10 that, do you know? And what is your understanding of
11 the intent?

12 MR. HOUSE:

13 That statute -- I'm sorry. That rule,
14 which is available to companies under its plain
15 language, which is available to companies who have not
16 been able to secure a hearing before a local group,
17 before a local entity, and it provides for a 120-day
18 period in which a local entity has to act. And this is
19 under the 2017 approval process.

20 MR. MOLLER:

21 Does this fall under the 2017 process?

22 MR. HOUSE:

23 Yes, it does, and -- but, Mr. Moller, as
24 you know, at that particular meeting, we were discussing
25 this 120-day process, and this particular -- I've never



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1 heard it called the "Sunshine Act." It wasn't called
2 that at the meeting. I remember Mr. Jones making a
3 number of comments at the point -- at that point in
4 time, and I also made a point in time that this referred
5 -- made a comment at this point in time that this
6 referred to the 120-day provision.

7 This particular rule has been followed
8 twice or has been invoked twice, once by a company in
9 Orleans Parish and another time by a company in Caddo
10 Parish, and in both instances, they had not secured or
11 been able to secure a hearing on their request for an
12 exemption under the 2017 rules, and the companies have
13 to have that request for an exemption.

14 MR. MOLLER:

15 So they came to you after they couldn't
16 secure that hearing?

17 MR. HOUSE:

18 They filed their notice under this
19 particular provision because that's what it was designed
20 for, and then when they filed that request or that
21 notice, that notice was published in accordance with
22 what you call the "Sunshine Act."

23 There have been now, since under the
24 2017 rules, there have been a large number of
25 contracts -- I'd have to go back and count them -- where



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1 nobody followed that notice provision because that
2 notice provision wasn't applicable. The companies were
3 able to go before local governing bodies, secure the
4 notice from the local governing bodies and get heard,
5 have hearings. And then those local governing bodies
6 provided us with Exhibit B, as is the case here.

7 So this particular applicant followed
8 the same process that probably 50 to 100 other
9 applicants have followed in getting their contract
10 approved. There was no objection at that time, no
11 invocation of some type of "Sunshine Act."

12 So that's my answer to your question.

13 MR. MOLLER:

14 Okay.

15 MR. HOUSE:

16 And let me just add one other thing
17 while I'm here and it's fresh on everybody's mind
18 regarding the statement about Together Louisiana and
19 money. Last year in Ascension Parish there was a
20 controversy about whether or not the city council or
21 parish council gave appropriate notice. Together
22 Louisiana filed a lawsuit against Ascension Parish and
23 there was a hearing. My recollection, I believe it was
24 ultimately settled by the parties, but, Mr. Jones, I
25 just wanted to make sure everyone knew that because that



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1 wasn't the answer you just got.

2 MR. MOLLER:

3 Okay. I guess my second question, I
4 don't know if it's for you or Mr. Bagert, but if the
5 question here is whether to grant a -- to defer this
6 until February, if this is deferred, what's the
7 recourse, like what could potentially be different in
8 February than today?

9 MR. HOUSE:

10 Well, I think as a matter of how this
11 board conducts itself, Number 1, I don't know that
12 there's any pending motion before the Board right now to
13 defer anything.

14 MR. MOLLER:

15 No, but that's the request.

16 MR. WINDHAM:

17 There is no motion.

18 MR. HOUSE:

19 There is no motion before the Board,
20 Mr. Moller, so in terms of a hypothetical motion or a
21 hypothetical consideration of this, the advice -- and
22 you guys are the Board members. I'm just giving you
23 some advice here -- is that you -- in the 2017 rules,
24 you set up a way to operate. You set that up with the
25 2018 rules. I do believe that you have Exhibit Bs, and



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1 Tam Bourgeois, Executive Counsel of LED, can give you
2 the history of Exhibit Bs and the Board meetings and the
3 information that we have regarding the procedures that
4 went forth at the local level. And you can give as much
5 weight as you want to or don't want to with respect to
6 that, but I believe that, you know, that's a matter of
7 your judgment, but I would ask you to take that into
8 consideration and that if -- you know, and take into
9 consideration the entirety of what you're considering
10 here in terms of the exemption and make the best
11 decision that you can.

12 But the idea that, Number 1, there
13 hasn't been public notice or public bodies haven't met
14 is dispelled by the documentation. I believe it's in
15 your packet. But, again, that's up for you to decide.
16 I mean, if you read these Exhibit Bs and these
17 resolutions from these bodies and you don't want to
18 believe them, then maybe you don't want to believe that
19 9/11 happened, I don't know, but that's up to you.
20 You're a Board member. So take into account those
21 things that you have before you and what they are, and
22 take into account -- I do believe notice is very
23 important. I do believe that what happens is important.
24 But take a look at what you have in your file and make
25 your determination. I think this Board can interpret



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1 its own rules.

2 MR. MOLLER:

3 Well, for the record, I do believe that
4 9/11 happened, but I also believe there are 1,000
5 citizens of Calcasieu Parish who don't believe that
6 they've had adequate input into this process.

7 MR. WINDHAM:

8 Thank you, Mr. Moller.

9 Senator Chabert.

10 MR. CHABERT:

11 Thank you. I don't know if Mr. Bagert
12 wants to come back up or what. I don't necessarily know
13 if I have any questions or comments for the gentleman.

14 There's a lot of numbers being tossed
15 around, and I just want to make sure that I give
16 adequate representation to some of the other factors.

17 Some of the issues that this Board has
18 to analyze is return on investment. This is the Board
19 of Commerce & Industry. What is the value of the
20 investment that is before us? It's a \$15-billion
21 investment of which the opponents are talking about,
22 that \$2-billion exemption. There's 350 jobs associated
23 with this project; okay, that are permanent. Ain't
24 going no where. It's going to be there in, as we say
25 down in the bayou, "temps toute de la terre" (sic), as



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1 long as there it shall last. All right. They there.
2 All right. And there's another 6,400 construction jobs
3 associated with that for a total salary of over
4 \$31-million. The average construction job salary is
5 going to be somewhere around \$83,000. They going to be
6 building that plant for a long time. Those jobs in that
7 community; okay, the average salary on those jobs, 350
8 of them, \$95,000 a year. \$95,000 a year. That's
9 strong, y'all. That's a heck of a deal.

10 I don't serve on the Calcasieu Parish
11 School Board. I don't know -- you know, I do know that
12 it's one of largest school boards in the state. I think
13 there's something along the lines like 11 or 15 members
14 on it, where the average school board in the State of
15 Louisiana is nine. For those of you who do not know, I
16 am also the Chairman of the Senate Natural Resources
17 Committee, so this is an area that I have particular
18 involvement with. The Driftwood LNG project, the
19 Tellurian Group, have been advancing this project for
20 literally years. There has been so much community
21 outreach about this project, you can't -- and I don't
22 mean this in any way, shape or form to anyone here or on
23 this list as disrespectfully. Okay. I respect citizen
24 participation. I mean, I voted for every Sunshine law
25 since I've been in office. I am for it. My father was



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1 a teacher. I get the impact that some of these
2 exemptions, how they hit school boards and local
3 governments and whatnot. However; all right, there's
4 over 200,000 people in Calcasieu Parish and growing. It
5 is literally the fastest growing market in the State of
6 Louisiana in the Southern region and one of fastest
7 growing in the country. What's going on there is world
8 renowned. Okay?

9 And, again, I'm going to say this
10 with -- I mean no disrespect. It's really hard to live
11 where y'all live and not know about this project.
12 Everyone is talking about it, and have been. The
13 Chamber of Commerce laud this project. The Southwest
14 Economic Development Alliance lauds this project. Not
15 to mention, the same people who brought you Cheniere
16 Energy, that amazing transformational project that is
17 being lauded worldwide as the first LNG export facility,
18 they got bought out, and you know what they did? They
19 started a new company called Tellurian. Okay? And are
20 doing -- they're trying to replicate the successes that
21 they had with Cheniere Energy. And all of y'all that
22 are working in Calcasieu and the Cameron area, all of
23 that area, that know what kind of economic boom it has
24 been, the construction that's going on, the retail
25 investment, the improvements to schools, salary



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1 increases across the board, that was because of Cheniere
2 Energy. And then you've got Tellurian coming right
3 behind it, and then you have another one.

4 I know a lot of you around here aren't
5 familiar with the FERC process. That's the permitting
6 process federally that these people have to go through.
7 It's minimum nine, 15 months. And they're still going
8 through it. They're not even approved yet. So there's
9 ample information out there for anyone, including all of
10 the members of the school board, all of the members of
11 the parish government, the sheriffs, the respective
12 council person; okay, certainly the legislative
13 delegation, the state economic development authority,
14 and again the Southwest Economic Alliance. It's not
15 like information on there isn't out there. But I
16 understand what y'all are saying about whether or not
17 the benefit is there and should citizens have been
18 informed. We appreciate that. However, that's not our
19 job. Okay?

20 I totally agree with what my colleague
21 said about disputing Mr. Bagert's question about whether
22 or not that was even operating in an illegal way about
23 the public meeting law, I don't know if I agree with
24 that at all. And then I totally think that probably a
25 lawsuit should be filed if that is the due course, but



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1 that isn't our job.

2 So I don't know if Mr. Bagert wants to
3 say anything or -- and, look, I respect the heck out of
4 him. And he comes before -- I know a lot of you, this
5 is your first meeting, but he comes in every meeting and
6 defends the citizens of our state, and that's a good
7 thing.

8 MR. BAGERT:

9 Only to clarify that you refer to me and
10 the others here as opponents of this project.

11 MR. CHABERT:

12 I don't know if I said opponents, and I
13 may have. I don't want it to be --

14 MR. BAGERT:

15 And really as matter of clarification,
16 the request is for a deferral till the next meeting so
17 that they can have a process that feels like they had
18 the basic information and were able to discuss it and
19 don't have a sort of -- you know, there's a lot of
20 people that have come to feel like our politics are
21 rigged. There's a lot of people in Calcasieu who feels
22 like this was rigged, and 60 days would address that and
23 then we're all right back on track.

24 They knew Driftwood existed. They
25 didn't know about the exemption, the size, the scale of



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1 it, and they just want to be able to have a public
2 process with their public officials and then take it up
3 in two months. There's not opposition from Together
4 Louisiana or, as far as we know, the 1,000 people on
5 that petition to the project. It's asking for a
6 deferral to have a public process.

7 MR. CHABERT:

8 Understood and respected.

9 Thank you, Mr. Chairman.

10 MR. WINDHAM:

11 Thank you, Senator Chabert.

12 Dr. Wilson.

13 DR. S. WILSON:

14 I was just going to point out for my
15 peer, Senator Chabert, Mr. House asked us to go back and
16 look at the Exhibit, and I just wanted to share with the
17 public what we look at here is a resolution that was
18 unanimous by the school board. So I have to trust the
19 local elected officials that the citizens have voted
20 for, and I would echo the Senator's comments. I don't
21 know, going through several processes, whether it's
22 environmental process or others, where we delay and
23 expect a different alternative, and I think those delays
24 can be very complicated and very impactful, particularly
25 when you're talking about \$15-billion of investment.



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1 And I met just this week with other entities in the same
2 business looking to get their final investment decision
3 sooner than later, and I think those delays only
4 complicate that process as well as others.

5 So for the public to know, all of the
6 exhibit and supports we see are from a unanimous school
7 board, as well as support from the sheriff and others
8 that are in this package, and that's what we have to
9 base our decisions on. So my opinion at this point is I
10 don't see the value in the delay and would welcome to
11 hear other comments from the citizens that would like to
12 speak.

13 MR. WINDHAM:

14 Thank you, Dr. Wilson.

15 I believe we have two others that want
16 to speak to this item. Again, if the audience can keep
17 applause down, that would be good, and if you can
18 keep -- and not repeat what's been said before, that
19 would be really good.

20 MS. GRAVES:

21 Absolutely. My name is Georgina Graves,
22 I'm --

23 MR. WINDHAM:

24 Ms. Graves, can you pull the mic a
25 little closer?



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1 MS. GRAVES:

2 I have a sweet voice. I'm sorry.

3 My name is Georgina Graves. I'm from
4 Sulphur, Louisiana. I pride myself on being very active
5 in our community.

6 Unfortunately, I was unaware of the
7 motion to pass the LNG tax exemption, and nobody is
8 against it. What we are against is the exclusion of the
9 public word. And everybody wants to have this. We are
10 definitely, like you said earlier, a booming town. We
11 have advancements happening left and right, but on
12 several of the things, we had Calcasieu Parish School
13 Board, on their agenda posted online, did have a motion
14 to talk about LNG, but with this motion, no documents
15 were provided for the public to see, nor online or at
16 the meeting itself, and they were denied public comment.

17 Now, I know this is a problem that
18 should be taken up with ur school board, and believe me,
19 that we have. But what I'm trying to implore upon you
20 is not that we are against this, but is by not delaying
21 this, you are setting a standard that you could
22 fasttrack and ignore your constituents, have a
23 separate -- they set aside a separate tax authority to
24 thwart the engagement of the public and then made, you
25 know, sidebar conclusions without engaging us, which is



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1 wrong. And if we're just going to come back to the same
2 conclusion that Driftwood gets accepted in 60 days, then
3 so be it, but you're going to force the conversation
4 with the constituents, which is ideally and
5 altruistically how it's supposed to be; right? That's
6 all we're asking, because you're going to help set the
7 standard that stuff like this will not rest, that it is
8 unacceptable of any elected official, because I would
9 hope that each of you would hear the concerns of anyone
10 that came to you, and that's not what's happening here.

11 Thank you.

12 MR. WINDHAM:

13 Thank you.

14 Ma'am, I believe we have one more.

15 Sorry Senator.

16 Mr. Briggs.

17 MR. BRIGGS:

18 This project is absolutely enormous. It
19 is a blessing for our state and for those in Calcasieu
20 and that part of the state that we have such a project.
21 And the last thing we want to ever do is have that
22 project be moved across the river, the other side of the
23 State of Louisiana.

24 Now, you know, I agree with -- I believe
25 we voted on it. I have family in that area, and there



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1 are so many special projects going on in Calcasieu
2 Parish and that part of the state, and the state is
3 reaping the benefits from it. So is that whole area.
4 And even when this one was being developed and voted on
5 and things like that, that I even talked to some of my
6 family there, but there's so many wonderful projects
7 already, and this is one of those very special ones as
8 jobs that keep on giving, revenue that keeps on giving.
9 It doesn't get any better than that. We're fortunate to
10 have it.

11 MR. WINDHAM:

12 Thank you, Mr. Briggs.

13 Mr. Jones.

14 MR. JONES:

15 I think it's real important for all of
16 the citizens to know, not just of Calcasieu Parish, but
17 everywhere, is a group of people came to this Board,
18 including the Governor, and said, "We want the locals to
19 have a voice," and we went through a great deal of
20 process to ensure that locals have a voice. We put
21 rules in place to make sure locals have a voice.
22 However, we cannot become the policemen to make sure
23 that the locals are doing it right. We have to, at some
24 level, let locals be locals. You've asked for the right
25 to go to them and make your arguments, and if your



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1 locals, if you feel like your locals aren't doing it
2 right, and, as you said, ma'am, you need to bring it up
3 with them.

4 MS. GRAVES:

5 We have.

6 MR. JONES:

7 But we -- I understand. Just one second
8 and you'll speak as long as Mr. Windham lets you.

9 But the difficulty you're putting -- by
10 asking what you're asking, the difficulty you're putting
11 on this Board is that then, in the future, every time
12 someone doesn't like what the locals have chosen, they
13 can come to this Board and say, "Wait a minute. They
14 didn't dot this 'i'. They didn't cross that 't.' Y'all
15 need to defer and let us have another shot at the
16 locals." And I Frankly don't want this Board to be put
17 in that situation.

18 If when the board sends us their
19 certified copies of their decisions, that needs to be
20 what we rely on. And if you as citizens don't like the
21 way your boards handle it, I think that's where your
22 recourse is. Not this Board.

23 Thank you.

24 MR. WINDHAM:

25 Thank you, Mr. Jones.



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1 Ma'am.

2 MS. AMES:

3 I've been waiting to speak, because I
4 just want to make it short, sweet --

5 MR. WINDHAM:

6 Please state your name.

7 MS. AMES:

8 My name is Heather Ames. I am a journey
9 wireman from Lake Charles, Louisiana in Calcasieu
10 Parish, which means that I am a construction worker.
11 There's a large possibility that I will work on this
12 project, and I do not make \$95,00 a year.

13 But I'm not debating on -- I want you to
14 understand that these projects are my bread and butter.
15 This is how I make my money. I know exactly what it
16 means.

17 Now, the only debates that I have is
18 they already bought the land. They're not moving, you
19 know. And \$2-million, this is a national conversation.
20 Okay? We're not asking to have permission to come up
21 here and just cry whenever things don't go our way.

22 It's obvious to me, it should be obvious
23 to everyone else, that there was some gray areas, some
24 miscommunications about the law, about the "Sunshine"
25 rules, and these were recently implemented, and this



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1 also applies to our local officials. I'm asking for a
2 90-day extension for us to get the legalities of this to
3 find out what exactly needs to happen. Honestly, I hope
4 that it passes. I hope to get it, but I'm still here
5 because what I'm afraid is that if we don't trust our
6 local officials, at what point are citizens going to
7 show up and vote zero, zero, zero and deny tax
8 exemptions because they feel that there's something
9 fraudulent going on. That would hurt me financially.
10 That would hurt my area. That would hurt everything
11 about it.

12 I'm asking for 90 days that we have this
13 clarified, that we get our local officials on board so
14 that we don't ever have to worry about this again, that
15 we have input and we're properly represented.

16 I'm an electrician. Y'all, y'all know
17 the laws; y'all know the rules. I'm not an accountant,
18 and whenever they have a meeting that discusses the
19 analysis of these dollars, I trust that somebody who
20 professionally handles numbers is going to say, "This
21 means this. This means this," just like you're doing
22 today with the law, your perception of what you believe
23 and what you stand it. I should have privy to those
24 numbers and to that meeting, and the fact that we were
25 not allowed that information and had to read in the



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1 paper that \$2-billion was gone, people are very upset.
2 And I want 90 days to just funnel this down, stop it,
3 end it, and that here on out, that we make the best
4 decisions for Calcasieu Parish and the residents feel
5 like we're making the best decisions for Calcasieu
6 Parish.

7 MR. WINDHAM:

8 Thank you, ma'am.

9 Representative Devillier.

10 MR. DEVILLIER:

11 Thank you, Mr. Chairman.

12 Now, Ms. Heather, where do you come up
13 with \$2-billion?

14 MS. AMES:

15 The tax exemptions, the incentives, it
16 was over \$2-billion and forgone revenue.

17 MR. DEVILLIER:

18 Okay. I'm looking at 283-million.

19 MS. AMES:

20 Okay. Well, maybe if I had the
21 documentation that they decided in that private meeting,
22 I might know a little bit better and have the numbers to
23 give you, sir.

24 MR. WINDHAM:

25 Representative Devillier, that's the



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1 first year.

2 MR. DEVILLIER:

3 Okay. That's what I'm just trying to
4 figure out where you --

5 MS. AMES:

6 Me too. Me too, babe. Ninety days,
7 we'll get it figured out.

8 MR. DEVILLIER:

9 Thank you, Ms. Heather.

10 Are you for this project?

11 MS. AMES:

12 I'm absolutely for this project because,
13 like I said, I will be working on it one way or another
14 at some point, yes.

15 MR. DEVILLIER:

16 So you're for it?

17 MS. AMES:

18 Yes. We all are.

19 MR. DEVILLIER:

20 Thank you. I don't have any other
21 questions.

22 MR. WINDHAM:

23 Thank you.

24 All right. Is there any further

25 discussion on either of the two items that are before us



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1 for approval?

2 (No response.)

3 MR. WINDHAM:

4 Is there a motion?

5 Mr. Miller has made the motion to
6 approve; second by Mr. Slone.

7 All in favor -- substitute by
8 Mr. Moller.

9 Please state your substitute.

10 MR. MOLLER:

11 I would make a substitute motion to
12 defer this until the February meeting.

13 MR. WINDHAM:

14 All right. There's an objection to that
15 made by Representative Devillier.

16 Is there a second on the substitute
17 motion?

18 Second on the substitute? On the
19 substitute?

20 MR. MILLER:

21 No, I do not.

22 MR. WINDHAM:

23 No.

24 Is there a second on the substitute
25 motion?



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MS. BAKER:

I'll second it.

MR. WINDHAM:

Ms. Baker seconds the motion.

We'll have a vote.

Is there any discussion on the substitute motion by the Board members?

(No response.)

MR. WINDHAM:

There's a substitute motion to defer until the February meeting. It's been made by Mr. Moller; seconded by Ms. Baker.

MR. CHABERT:

Point of clarification.

MR. WINDHAM:

Question by Senator Chabert.

MR. CHABERT:

What happens should Mr. Moller's substitute motion pass? What are the ramifications of that? I think it would be important for the Board to understand the ramifications of should this happen, should his substitute motion be approved. Can someone from staff --

MR. WINDHAM:

I will have staff to tell you



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1 specifically.

2 MS. BOURGEOIS:

3 I mean, as far as the Board is
4 concerned, it's simply deferred until February and we
5 just see what happens between now and February when it
6 comes back to the Board at that point. We can't
7 anticipate what might happen at a local level between
8 now and then.

9 MR. CHABERT:

10 Right. And I'm realizing that -- I
11 don't know if you've heard from anybody from Tellurian
12 on this or Driftwood, so if -- they are present, and
13 we're about to take votes and we hadn't even heard from.

14 MR. WINDHAM:

15 Is there a representative from Driftwood
16 with us?

17 Please step forward, identify yourself
18 and answer any questions that may be posed.

19 MR. FRENCH:

20 My name is Jason French, Vice President
21 of Government and Public Affairs for Tellurian,
22 developer of the Driftwood LNG project. Thank you, Mr.
23 Chairman, and members of the Board for inviting me to
24 the table.

25 Deferral, as the motion that's before



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1 you, would be very problematic. I'm not an attorney; I
2 don't claim to be one, and I don't believe this is the
3 venue to necessarily be litigating the issues that
4 Mr. Bagert has raised, but there are a couple things I
5 can tell you. I have been involved with this project
6 since the beginning. As to Senator Chabert's point,
7 we've done extensive outreach to the local community and
8 local elected officials and body that consider this
9 resolution that you have before you, the resolutions
10 that were, I will point out, again, voted on
11 unanimously.

12 I won't spend time going into the legal
13 situation, but what I will tell you is that uncertainty,
14 to your question, Senator Chabert, the deferral would
15 create significant uncertainty for us. It would send a
16 message to the industry that this process, the
17 Industrial Tax Exemption process, which is an important
18 part of the partnership, the public/private partnership,
19 that's causing this transformative change in Southwest
20 Louisiana and really across Louisiana. It would create
21 uncertainty in that process, because I can tell you that
22 we followed the process. We submitted the required
23 data.

24 And I would like to just, if you give me
25 a moment, I would like to credit Mr. Bagert and his



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1 organization. I think the scrutiny that they've brought
2 to the ITEP program and many of the changes that have
3 come about because of the discussion around the ITEP
4 program have been positive ones. And one of most
5 positive changes that were brought about was the local
6 input. These are local tax dollars. So I do commend
7 them and the work that they've done to help bring about
8 that change.

9 We respect the local process. We went
10 through the local process. After two years of
11 discussions and after public notice in every one of the
12 meetings where a vote was taken on this project
13 unanimously, the elected officials supported us.

14 To now defer when we have followed that
15 process, I think textbook to what the Governor
16 envisioned when the changes to ITEP were made and what
17 this Board envisioned, would send a message of
18 uncertainty to us as a company, to the industry, to our
19 customers and partners who are looking as we near final
20 investment decision and make a final decision to
21 actually locate this project in Louisiana. It would
22 create a climate of uncertainty that I don't think this
23 Board wants to send into the industry, to our company,
24 and I think it sends a message to the local officials
25 that their opinions aren't being respected as this



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1 process intended through the ITEP changes.

2 MR. WINDHAM:

3 Thank you, Mr. French.

4 Are there any questions for Mr. French?

5 MR. CHABERT:

6 Mr. French, when you went through the
7 process, how many other entities that have to, by law,
8 engage and sign off on this project have y'all had
9 discussions with?

10 MR. FRENCH:

11 So in our situation, we're an
12 unincorporated area of Calcasieu Parish just south of
13 Carlyss, so it'd be the police jury, the school board
14 and sheriff's office.

15 MR. CHABERT:

16 And did the sheriffs approve this, the
17 sheriff's office?

18 MR. FRENCH:

19 Yes.

20 MR. CHABERT:

21 And you said the parish council?

22 MR. FRENCH:

23 The police jury.

24 MR. CHABERT:

25 I still forget that some parishes around



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1 the state are on the jury system, which is -- where the
2 two parishes that I represent, Terrebonne and Lafourche,
3 we have a consolidated government, and it's a
4 district-type of government where you like to think that
5 everybody kind of tries to hold hands and do things for
6 the betterment of the parish, whereas a police jury
7 system is very district specific. Your representatives
8 and the police jury are very focused, not necessarily on
9 the whole so much as some of the individual parts. So
10 it's -- I would say it's even more difficult to pass
11 something through a police jury as opposed to a
12 consolidated government parish council.

13 And they voted unanimously; right?

14 MR. FRENCH:

15 Right.

16 MR. CHABERT:

17 And then the school board voted
18 unanimously?

19 MR. FRENCH:

20 Yes.

21 MR. WINDHAM:

22 Thank you, Senator Chabert.

23 Mr. Slone.

24 MR. SLONE:

25 I was just going to ask, the



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1 requirements have been met based upon what we're
2 supposed to do, so, you know, for us to consider
3 deferring would be going against the process that's
4 already been in place. I've looked at the Exhibit B's,
5 and everything's been met, the requirements have been
6 met, so I don't think we should be trying to defer this.
7 The fight is a local fight.

8 MR. WINDHAM:

9 Thank you, Mr. Slone.

10 Mr. Moller.

11 MR. MOLLER:

12 I just want to be clear, I'm not opposed
13 to this project at all. My concern is -- nor do I want
14 to substitute my judgment for the locals, but the
15 president of the school board sent us a letter saying he
16 didn't think that they were furnished with enough
17 information before they made their decision, and so my
18 concern is, you know, if we had just a little bit more
19 time. Like you said, this project has been in the works
20 for several years and there's been a lot of input.
21 Explain specifically what does an extra 90 days do you?
22 You mentioned uncertainty.

23 MR. FRENCH:

24 So our project is in a sensitive time in
25 that we are coming up on our final FERC process to get



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1 our permits from FERC to allow us to move forward to
2 site build and operate this facility. That is a key
3 part. Someone on the Board referenced earlier the
4 process that we go through in permitting this. That's
5 extensive; that's coming.

6 We are talking. We are certainly
7 commercializing this project. You see announcements
8 about the LNG projects in the newspaper and across the
9 news. We are commercializing our project and talking to
10 customers and investing partners in our project. This
11 would change and create some significant uncertainty for
12 those partners as we're moving forward, and we need to
13 get the final investment decision to make this
14 investment in Louisiana.

15 You know, the Amazon headquarters thing
16 has been mentioned, but the fact is, this is -- we do
17 not have a final decision here. Is it competing with
18 two cities against one another? Not necessarily, but it
19 is Louisiana competing against itself. Right now we
20 have made a preliminary decision to site in Louisiana.
21 We need to make a final investment decision, and the
22 Industrial Tax Exemption is a key part of that calculus
23 and we're moving very closely to that final investment
24 decision.

25 MR. MOLLER:



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1 But you've already bought the land;
2 correct?

3 MR. FRENCH:

4 We have acquired the land, but acquiring
5 the land is a minuscule amount of a 15.9-billion
6 project.

7 MR. MOLLER:

8 I understand that.

9 MR. WINDHAM:

10 A little order, please.

11 Mr. Moller, anything else?

12 MR. MOLLER:

13 No. I guess my only concern is I think
14 if we just -- if we push this back 90 days and allowed
15 for that input, it would set -- you know, we talked
16 about setting a precedent, and I want to set a positive
17 precedent that when these types of projects of this
18 kind, of size and scope are approved -- and I don't
19 think anybody opposes it. I haven't heard a single
20 person say they oppose this -- that the public process,
21 especially at the local level, is done in as open and
22 transparent level and way as possible. So, again, I'm
23 not trying to kill this project in any way. I'm just
24 hoping we can...

25 MR. WINDHAM:



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1 All right. Thank you.

2 Ms. Tam. Ms. Bourgeois.

3 MS. BOURGEOIS:

4 Tam Bourgeois from LED.

5 Just as a couple points of information
6 for the Board. Number 1, just to address one of the
7 allegations, based upon our information, the committee
8 that looks at the applications before they're presented
9 to the local public bodies are not made up of local
10 officials. They're made up on local economic
11 development staff. So I just wanted to make that point.

12 And, also, this is not the first
13 Calcasieu Parish project to come through the Board under
14 the 2017 rules. They have done -- you know, Calcasieu
15 has been very responsible, we have found, in how they
16 carried out their duty with regard to the new rules, and
17 so this is not the first time that a Calcasieu
18 application has been presented to you and they weren't
19 changed in the past. So just wanted to make those
20 points.

21 MR. WINDHAM:

22 Thank you.

23 All right. There's a substitute motion
24 on the floor. I'm sorry. Senator.

25 MR. THOMPSON:



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1 I wanted to compliment Together
2 Louisiana on making us take a real close look on all of
3 these statewide. But my concern is, as it was earlier
4 today, if the locals have done it, and even if you get a
5 letter from the school board saying, "Well, we'd like
6 some additional information," I know many times that
7 this body, over 40-something years of service, I'd like
8 to go back and have another shot at the apple or do
9 something differently, but I think it's our
10 responsibility to not cause maybe dissension -- more
11 dissension in the community, but follow the rules.

12 If locals are for it, I hate to make a
13 substitute motion to or support one that would put it
14 off if we see no great changes. If somebody can tell me
15 other than, "I'd like to defeat it," but they've already
16 had that discussion.

17 And if they've done something illegal,
18 if they've done something out of line, I'm sure that
19 somebody's going to file suit or do something, but I
20 think it's our responsibility to make these companies or
21 corporations work for the locals. And but I wanted to
22 make that clear, and if you have anything that you
23 disagree that's the LED or the other speakers, I'd like
24 to hear it right now, that's different from what we've
25 talked about.



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1 MR. FRENCH:

2 I appreciate all of your comments. The
3 only thing I would clarify is that while there is a
4 letter that's been put before you today, that was from
5 an individual citizen who happens to serve on the school
6 board. That was not the school board itself. The
7 school board met 60 hours ago and had the opportunity to
8 reconsider the resolution -- there was significant
9 pressure to do so -- and chose not to. So I think -- I
10 don't want anyone on this Board to feel that the school
11 board has suddenly turned against this project.

12 MR. THOMPSON:

13 I got you. And that sounded like that
14 was the school board, but I'm glad you clarified that.

15 Is there anymore clarification that we
16 need to know about from LED?

17 MS. BOURGEOIS:

18 No, sir. We've presented you with what
19 we think you need to consider this application.

20 MR. THOMPSON:

21 Okay. Thank you.

22 MR. WINDHAM:

23 Thank you, Senator.

24 Senator Chabert.

25 MR. CHABERT:



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1 Thank you. That was my question,
2 Senator Thompson hit it, was the letter I had before me
3 explicitly says, "Acting in my personal capacity as a
4 resident."

5 My question is -- "and not as the parish
6 president" -- I mean, excuse me -- "the school board
7 president."

8 My question is, did the gentleman, this
9 member, vote for this prior?

10 MR. FRENCH:

11 He did.

12 MR. CHABERT:

13 So he previously voted for it, and then
14 is sending a letter for -- that's -- no further
15 questions.

16 MR. WINDHAM:

17 Dr. Wilson.

18 DR. S. WILSON:

19 I was just going to make the same
20 statement, that I think the school board member, if he
21 voted unanimously, we have to accept his official vote
22 in that capacity as a public official, and so I know the
23 gentleman -- and, again, the letter is not signed, and
24 so I just have to take it on face value. I don't
25 disagree with the opinions that folks have expressed as



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1 to their concerns, but it's not our place to fix that.
2 And I think delaying will just leave us in an open
3 window with no obligation to act on any other party
4 because they've already acted, and so it just puts us in
5 a holding pattern and I think it does more damage than
6 good.

7 MR. WINDHAM:

8 Thank you, Dr. Wilson.

9 With that, we have a substitute motion
10 on the floor; it's been seconded. It's been objected
11 to, so we will have a rollcall. The motion is to
12 defer -- Mr. Moller, you want to state your motion
13 again?

14 MR. MOLLER:

15 Is to defer to the February meeting.

16 MR. WINDHAM:

17 Which is 60 days-ish.

18 MR. MOLLER:

19 Sixty, yeah, February 27th.

20 MR. WINDHAM:

21 All right it's been objected to, so now
22 we need a rollcall vote. Ms. Simmons.

23 MR. CHABERT:

24 Which way, what happens?

25 MR. WINDHAM:



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1 I'm sorry. If you vote for the motion,
2 this application will be deferred until February. If
3 you vote against the motion, we will proceed with the
4 original motion to approve both of these applications,
5 Driftwood LNG and HR Nu Blu Energy, LLC.

6 Ms. Simmons.

7 MS. SIMMONS:

8 Dr. Wilson.

9 MR. WINDHAM:

10 Wait. I've got to turn it on.

11 MS. SIMMONS:

12 Okay. Dr. Wilson.

13 DR. S. WILSON:

14 I'm usually at end of the rollcall, but
15 my vote is not to defer. No.

16 MS. SIMMONS:

17 Don Briggs.

18 MR. BRIGGS:

19 No.

20 MS. SIMMONS:

21 Representative Devillier.

22 MR. DEVILLIER:

23 No.

24 MS. SIMMONS:

25 Ms. Baker.



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1 MS. BAKER:
2 Yes.
3 MS. SIMMONS:
4 Mayor Glenn Brasseaux.
5 MAYOR BRASSEAUX:
6 No.
7 MS. SIMMONS:
8 Representative Paul Hollis.
9 MR. HOLLIS:
10 No.
11 MS. SIMMONS:
12 Major Coleman.
13 MAJOR COLEMAN:
14 No.
15 MS. SIMMONS:
16 Rickey Fabra.
17 MR. FABRA:
18 No.
19 MS. SIMMONS:
20 Manuel Fajardo.
21 MR. FAJARDO:
22 No.
23 MS. SIMMONS:
24 Jerald Jones.
25 (No response.)



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1 MS. SIMMONS:
2 Heather Malone.
3 MS. MALONE:
4 No.
5 MS. SIMMONS:
6 Senator Francis Thompson.
7 MR. THOMPSON:
8 No.
9 MS. SIMMONS:
10 Mr. Miller.
11 MR. MILLER:
12 No.
13 MS. SIMMONS:
14 Jan Moller.
15 MR. MOLLER:
16 Yes.
17 MS. SIMMONS:
18 Senator Chabert.
19 MR. CHABERT:
20 No.
21 MS. SIMMONS:
22 Secretary Don Pierson.
23 SECRETARY PIERSON:
24 No.
25 MS. SIMMONS:



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1 Ronnie Slone.

2 MR. SLONE:

3 No.

4 MS. SIMMONS:

5 Bobby Williams.

6 MR. WILLIAMS:

7 No.

8 MS. SIMMONS:

9 Steve Windham.

10 MR. WINDHAM:

11 No.

12 MS. SIMMONS:

13 We have two yes and 17 no.

14 MR. WINDHAM:

15 All right. So the motion to defer
16 fails.

17 Now we have a motion on the floor to
18 approve the two, and I believe it was made by Mr. Robbie
19 Miller and seconded by Dr. Wilson.

20 Any further discussion on the motion to
21 approve these two applications?

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.

Thank you, Ms. Cheng.

MS. CHENG:

We need to approve HR Nu Blu Energy as well.

MR. WINDHAM:

The motion was to approve both of them.

MS. CHENG:

Oh, for both. Okay.

MR. WINDHAM:

To approve both of them.

All right. Please proceed.

MS. CHENG:

We have 14 post-Executive Order 2018 rule applications: 20180149, Diversified Foods & Seasonings is requesting to defer until February. Diversified Foods is requesting to defer till February.

MR. WINDHAM:

All right. Is there a motion to allow for the deferral of Diversified Foods?

Made by Mr. Slone; second by Ms. Malone.



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Any discussion?

(No response.)

MR. WINDHAM:

All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carries.

MS. CHENG:

There was also a request by Exxon Mobil Corp to withdraw two of their applications: 20161912 and 20161913. So those are being withdrawn from the agenda.

MR. WINDHAM:

Is there a motion to approve the withdrawal?

Made by Major Coleman; seconded by Dr. Wilson.

Any discussion on the withdrawal?

(No response.)

MR. WINDHAM:

All in favor, indicate with an "aye."

(Several members respond "aye.")



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1 MR. WINDHAM:

2 All opposed with a "nay."

3 (No response.)

4 MR. WINDHAM:

5 Motion carries.

6 MS. CHENG:

7 Okay. We have 20170552, Bancroft Bag,
8 Incorporated in Ouachita Parish; 20170154 Chalmette
9 Refining, LLC in St. Bernard Parish; 20161911 Exxon
10 Mobil Corporation in East Baton Rouge Parish; 20161914
11 Exxon Mobil Corporation in East Baton Rouge Parish; and
12 20161915 Exxon Mobil Corporation in West Baton Rouge
13 Parish; 20180413, Graham Packing Company, LP in East
14 Baton Rouge Parish; 20170155, PBF Logistics, LP in St.
15 Bernard Parish; 20170377, Pala Interstate LLC in
16 Livingston Parish; 20161917 Peppers Unlimited of
17 Louisiana, Inc. in St. Martin Parish; 20180378, Shell
18 Chemical LP in Ascension Parish; and 20170378,
19 Stevendale Road, LLC in Livingston Parish.

20 MR. WINDHAM:

21 All right. Thank you, Ms. Cheng.

22 All right. We have a number of cards
23 related to the Exxon Mobile applications. So with that,
24 I'm going to invite -- some of them don't indicate
25 whether or not they're for or against, so I am going to



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1 invite the ones that say against first. So what I'm
2 going to do is I'm going to call out the person, and
3 then I'm going to call out the person to be on deck as a
4 baseball term.

5 So, first, we have Kirk Green that would
6 like to discuss the Exxon project, and on deck we will
7 have Donald Victorian. So these individuals could come
8 forward, identify themselves and tell us your thoughts.

9 Please step forward.

10 MR. GREEN:

11 Kirk Green.

12 MR. WINDHAM:

13 Two to three minutes, please. Keep it
14 concise. Don't repeat what was said before, not that
15 anything has been said in your case.

16 MR. GREEN:

17 Yes, sir. Thank you to the Board. My
18 name is Kirk Green. First of all, I'm a parent of an
19 EBR student. My daughter attends Baton Rouge Magnet
20 High School. I'm a teacher, a history teacher in the
21 EBR school system. I'm also a homeowner and a taxpayer
22 for East Baton Rouge.

23 First, I'd like to bring a little bit of
24 history into the context. If we remember, we did have a
25 prior system of government called the Articles of



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1 Confederation. Under the Articles of Confederation,
2 there was a complete failure of the government, thanks
3 to things like Shay's Rebellion. Shay's Rebellion was
4 an upheaval of the farmers when the tax burden was
5 shifted completely upon them, so much so that they were
6 able to take away their farms, and that lead to the
7 downfall of the Articles of Confederation and the
8 constitution that we have.

9 In the light of that, Benjamin Franklin
10 wrote to Robert Morris, "The failure of our people in
11 paying taxes is highly blameable. The unwillingness to
12 pay them is still more so. I see in some resolutions of
13 town meetings, a petition against giving congress power
14 to take, as they call it, the people's money out of
15 their pockets. They seem to mistake the point. All
16 property seems to be taxable for public good. He that
17 does not like civil society on these terms, let him
18 retire and live among the savages. He can have no right
19 to the benefits of society who will not pay the support
20 of it."

21 So that we are clear on some of the
22 numbers, the quarterly profit for Exxon in the first
23 quarter, 4.7-billion; second quarter, 4-billion; third
24 quarter, 6.2-billion -- excuse me -- .24-billion. That
25 is just profit enriching shareholders and board members.



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1 The CEO of this board -- excuse me -- of the company is
2 making \$14-million. The deficit for our EBR schools is
3 \$16-million. That's the money we need to teach our
4 children. Now, he gets one year as much as we have as a
5 deficit for our entire year. We're talking a lot of
6 money. I don't make near that.

7 Now, your vote today is going to tell us
8 whether Louisiana will put children first or company
9 profits first. Our children's right to a good education
10 and the promised social mobility of the American dream
11 is important and at stake in some of the these decisions
12 you are making.

13 We have, as Dr. King said, a promissory
14 note. It is for all of us. It is not for the benefit
15 of the few, for the rich, for the white, for the black,
16 for the Republican, for the Democrat.

17 MR. WINDHAM:

18 You have one minute left.

19 MR. GREEN:

20 Thank you, sir.

21 So Benjamin Franklin and our Founding
22 Fathers gave us a government of the people, by the
23 people and for the people, not for the shareholders by
24 the corporations and for profit. We simply ask that
25 equitable support of a society that benefits so heavily



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1 from this society.

2 Thank you, sir.

3 MR. WINDHAM:

4 Thank you.

5 Donald Victorian.

6 MR. VICTORIAN:

7 Thank you. My name is Donald Victorian,
8 and I live at 8545 Hooper Road here in Baton Rouge. I'm
9 a retired petroleum chemist with 35 years of experience.

10 These exemptions are inappropriate
11 because tax exemptions don't seem to be, in my opinion,
12 the proper incentive for a company to locate or not
13 locate -- not locate in a particular area.

14 My wife worked as an educator in East
15 Baton Rouge schools in excess of 11 years. She worked
16 in the alternative school system. Her disappointment in
17 the proper funding of necessary resources of those
18 schools helped to influence her decision to move to
19 Wallis, Texas school system.

20 It's my belief that the approval of
21 these tax exemptions will continue to drive qualified
22 educators away from East Baton Rouge Parish in search of
23 better opportunities.

24 Therefore, the proper funding of East
25 Baton Rouge schools is more important than the proper



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1 development and -- I'm sorry -- proper embellishment of
2 corporate profits.

3 Thank you.

4 MR. WINDHAM:

5 Thank you.

6 Dr. Tia Mills. Please step forward.

7 It's not indicated for or against.

8 And on deck we have Kathryn Grigsby.

9 Please step forward and identify yourselves.

10 DR. MILLS:

11 Good morning. My name is Tia Mills. I
12 am President of the East Baton Rouge Parish Association
13 of Educators, and I'm also a public school teacher in
14 East Baton Rouge Parish School System. This has been an
15 issue that I have been fighting for quite some time, and
16 the only thing that I can look at when I've been in the
17 process of moving through this entire journey is the
18 fact that the students that I serve deserve so much
19 better than what they have.

20 I'm not in favor of giving away dollars
21 that could be used to best serve our students. I'm
22 currently at a school that is an alternative system for
23 elementary-aged children, and the school that I'm at,
24 the building that I currently work in, it's been on the
25 condemned list for years. I've never, since I've served



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1 in the school system, obtained a salary increase. I've
2 been working for the school system for almost 10 years.

3 There are a number of things that my
4 students don't get compared to other schools. The
5 entire district as a whole, we have limited resources.
6 We don't have a lot of technology in our building, and
7 to think that this is what I have -- I have to go above
8 and beyond. So many of our employees give out of their
9 own pockets in order to make sure that our children
10 obtain an education that's conducive to really learning,
11 because right now --

12 MR. WINDHAM:

13 Two minutes.

14 DR. MILLS:

15 -- right now, they're not.

16 I've been fighting this fight along with
17 many others. We've taken it to the court system. We
18 need business and industry to pay their fair share to
19 our children. This is who it is ultimately about. Yes,
20 business and industry, they're doing very well, but what
21 about them? Forget about the fact that employees may
22 not be getting their due diligence, but what about the
23 children? They can't fight for themselves. So it is up
24 for us -- it's up to us to do so. It is up to us to do
25 that, and that's what we're doing because there are



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1 policies that are put in place on their behalf every
2 day, and they can do absolutely nothing about it.

3 I could go on and on about how I'm a
4 taxpayer and how I have homeownership right here in this
5 city. Yes, I do pay property taxes, and if I'm willing
6 to put the investment of the children into play knowing
7 that it's a good one, businesses and industry need to
8 see it as the same thing too.

9 MR. WINDHAM:

10 Thank you, Ms. Mills.

11 Next we have Ms. Kathryn Grigsby, and
12 Dianne Hanley is on deck.

13 MS. GRIGSBY:

14 Good morning.

15 MR. WINDHAM:

16 Please identify yourself.

17 MS. GRIGSBY:

18 I am. My name is Kathryn Grigsby. I'm
19 a lifetime resident of East Baton Rouge Parish, and I
20 began my personal professional career as a teacher in
21 East Baton Rouge Parish School System. I come from a
22 family of educators. My grandparents, my mother. My
23 mom actually was eight hours short of a Ph.D. And
24 once we needed, when I was in high school, a plumber,
25 and she figured out that if she were being paid what the



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1 plumber was being paid for the hours that she spent
2 teaching children, in the classroom only, not at home,
3 she would have been making \$60,000 a year. And I'd
4 venture to say there's not very many teachers -- and
5 that was over 30 years ago.

6 At any rate, what I want you-all to
7 think about and consider is that these dollars, you
8 teach, you educate, you touch the future. All of these
9 business and industries are complaining about not having
10 educated workforce, and if you want an educated
11 workforce, you've got to pay for that. You can't just
12 say "Oh, let's reward these people." This system came
13 into being 80 years ago, and little has changed. And we
14 reward the wealthy to continue a good ol' boy's club,
15 and we can't afford that. When you have a state that is
16 willfully ignorant and benign neglect, when you allow
17 things like this to continue, you've got to think about
18 our future, and these companies want educated people.
19 They want people who can read; they want people who can
20 do math. And we need this money in East Baton Rouge
21 Parish in our school system. You would be appalled at
22 the schools' --

23 MR. WINDHAM:

24 Two minutes.

25 MS. GRIGSBY:



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1 -- condition, if you want to walk
2 through them, and see where there's ceiling tiles
3 falling off.

4 We used to have a fine education system
5 in East Baton Rouge Parish. You have an opportunity
6 today to ensure that that process begins again. And
7 it's not just East Baton Rouge Parish. It's our entire
8 state. Millions and billions of dollars are flying out
9 the door.

10 Thank you.

11 MR. WINDHAM:

12 Thank you, Ms. Grigsby.

13 Ms. Hanley, step forward and identify
14 yourself.

15 MS. HANLEY:

16 I am Dianne Hanley. I live here in East
17 Baton Rouge Parish.

18 The Exxon exemptions are inappropriate
19 because they do not meet the standards that they should
20 be in the best interest of this state. The rules have
21 been tweaked and tweaked, and I followed it for over two
22 years. I watched how the rules have been tweaked and
23 tweaked to be so vague and broad that the applications
24 that are before you follow a new interpretation that I
25 do not believe are true to the intent of full-time



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1 equivalent jobs. There aren't enough full-term
2 equivalent jobs created to warrant the amount of money
3 being foregone, given away, especially from schools.

4 This is important to me because all my
5 children are teachers. They live here, two of them.
6 They work in a different parish because of the salaries.
7 One of them has moved away. That's why it's important
8 to me. We need better salaries to attract and keep good
9 teachers.

10 If you approve this exemption, that will
11 not bring my children here to work. You are taking,
12 one, money away from teachers and giving it to Exxon.
13 Exxon does not need it to stay here, but my children
14 need it to stay here. I'm asking you not to do that
15 because it is against -- not to do that, not to give the
16 exemption because it is against the interest of my
17 children and the interest of this state.

18 Finally, Exxon is saying that they need
19 an incentive to do something that they did a year and a
20 half ago. That is not an incentive. They finished the
21 construction project 18 months ago. We're not saying we
22 blame them for doing that. You gave them permission.
23 Eight-two years of this program gives them permission to
24 go do something and then come say, "We need money to do
25 it." But nobody on this Board and nobody in their right



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1 mind would take seriously that is an incentive to give
2 me money for something I have been able to do on my own
3 without you.

4 Thank you very much.

5 MR. WINDHAM:

6 Thank you, Ms. Hanley.

7 In the interest of other applicants
8 other than the Exxons, we have been requested to
9 consider those that don't have public comment, so those
10 include -- Ms. Cheng, if you'll read off the just the
11 names real quick.

12 MS. CHENG:

13 Excluding Exxon?

14 MR. WINDHAM:

15 Excluding Exxon.

16 MS. CHENG:

17 And I just want to note, these all go to
18 the locals after y'all give preliminary approval.

19 MR. WINDHAM:

20 All right.

21 MS. CHENG:

22 2017 --

23 MR. WINDHAM:

24 You don't have to read the number, just
25 the names.



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1 MS. CHENG:

2 Bancroft Bag, Inc., Calumet Refining,
3 LLC, Graham Packaging Company, LP, PBF Logistics, LP,
4 Pala Interstate, LLP, Peppers Unlimited of Louisiana,
5 Inc., Shell Chemical LP and Stevendale Road, LLC.

6 MR. WINDHAM:

7 All right. Are there any comments from
8 the public concerning any of those applications?

9 Yes, please step forward, identify
10 yourself. Only those, not Exxon.

11 MS. PRANJIC:

12 Well, first of all, I'm going to kind of
13 address generally all of the applications.

14 MR. WINDHAM:

15 Identify yourself.

16 MS. PRANJIC:

17 And my name is Jessica Pranjic. I'm the
18 Manager of Communications and Workforce Development with
19 the Greater Baton Rouge Industry Alliance, and on behalf
20 of our 60-plus industrial member facilities in the
21 greater Baton Rouge area, we would just like to urge the
22 Commerce and Industry Board to approve all of the ITEP
23 applications on the agenda today, of course, assuming
24 that they meet your criteria. And we believe that
25 should the Commerce and Industry Board not approve these



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1 exemptions, it is going to send a strong signal to those
2 interested in investing in Louisiana that the laws
3 written as they are cannot be counted on and the
4 instability caused would make instant news that would
5 travel literally around the globe with the signal that
6 Louisiana is too unpredictable for business.

7 In our role at GBRIA, we work closely
8 with hundreds of contracting companies within our region
9 helping them navigate and understand the safety and
10 skilled requirements needed to construct, operate and
11 maintain these technologically sophisticated plants. We
12 also interact with high schools, trade schools and
13 universities so that they understand the specific skills
14 needed to prepare the industrial workforce, and we
15 interact with many nonprofits who seek donations and
16 grants helping to make the necessary connections in
17 order to find funding for their causes.

18 All of these groups employ people and
19 benefit from the industrial manufacturers being located
20 in this region, especially Exxon Mobil, which is the
21 largest of these. Exxon Mobil has been a steadfast
22 supporter of many activities and organizations that
23 provide a positive affect on our community, not only
24 monetarily, but also in a way that lifts the spirit of
25 the people here.



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1 From the products people buy in grocery
2 stores to the volunteers helping kids and teachers at
3 schools or building homes for the needy and to the many
4 business owners who sell product to industry, the
5 positive effects we see are unmistakable. Industry
6 already pays for two-thirds of all of the property taxes
7 paid in the Capital Region and at a higher percentage in
8 other parts of the state.

9 In addition, business and industry pays
10 for half of all property taxes paid in the state. To
11 say that industry should pay more property taxes is like
12 saying that homeowners should give up their Homestead
13 Exemption. Our state's laws are set; the personal
14 property and ITEP rules are set, so it's time for us to
15 approve these application and just let the system work
16 and let the results continue to build in our
17 communities.

18 So thank you for your time.

19 MR. WINDHAM:

20 Thank you.

21 Are there any questions by any of the
22 Board members?

23 Senator Thompson.

24 MR. THOMPSON:

25 You wasn't suggesting -- you were going



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1 pretty fast there. You're not suggesting we do away
2 with Homestead Exemption because --

3 MS. PRANJIC:

4 No.

5 MR. THOMPSON:

6 Ma'am?

7 MS. PRANJIC:

8 I'm not.

9 MR. THOMPSON:

10 Okay. Because it would change my
11 opinion of Exxon and everybody else. You get my drift?

12 Thank you.

13 MR. WINDHAM:

14 Thank you, Senator.

15 All right. Are there any further
16 comments from the public concerning the ones that are
17 not Exxon that were previously mentioned?

18 (No response.)

19 MR. WINDHAM:

20 Is there a motion to approve, other than
21 Exxon?

22 Made by Mr. Moller; seconded by
23 Mr. Slone.

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.

All right. We are going to go back to Exxon.

Next we have Mr. Edgar Cage, and on deck Angela Reams-Brown.

Again, just to remind everyone, if it's already been said -- I know, Mr. Cage has used the "ditto" statement before. In the interest of time --

MR. CAGE:

I will try to appropriate this time.

MR. WINDHAM:

Thank you.

MR. CAGE:

My name is Edgar Cage. I'm with Together Baton Rouge and Together Louisiana. I've been a frequent visitor to this Board of Commerce and Industry, to this Capital and to this room. I just want to tell you about the four exemptions that you have before you from Exxon Mobil.

For over 83 years we have been giving away millions of dollars to multibillion-dollar



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1 international companies by approving ad valorem tax
2 exemptions. The rich have gotten richer, when,
3 unfortunately, the poor have gotten poorer, and remain
4 the same. When I look around my community, I see bad
5 roads, failing schools, underpaid policemen and access
6 issues to healthy food and health care. These are just
7 some of the critical issues that need to be addressed.

8 Recently, in the last election, I
9 supported two tax measures to begin to address road
10 issues and mental health availability. We have been
11 rubber-stamping these ITEP exemptions without criteria
12 and standards. If we had meaningful, fair and balanced
13 criteria and standards, the tax measures that I just
14 voted on may not have even been necessary. We could
15 have had enough and sufficient funds to do what needs to
16 be done in our community.

17 And I would like to commend our East
18 Baton Rouge Metro Council and other taxing entities
19 across the state that have established those fair and
20 balanced criteria and standards and are not just
21 rubber-stamping.

22 These exemptions that you are
23 considering today will not affect the decision on
24 whether the projects will come. They are here and
25 operating, and they did not need your approval or our



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1 approval for the exemption. Because they did not need
2 them and the projects are complete, we should not give
3 it to them. Let's start today not to stop
4 rubber-stamping these exemptions and serve all citizens,
5 not just big business. Please deny these exemptions.

6 Thank you.

7 MR. WINDHAM:

8 Thank you, Mr. Cage.

9 Ms. Angela Reams-Brown, and on deck we
10 have Robin Moulder.

11 Please identify yourself.

12 MS. BROWN:

13 Good morning. I'm Angela Reams-Brown.
14 I'm a retired educator from the East Baton Rouge Parish
15 School System with 33 and a half years. I'm the proud
16 mother of a son that just turned 35 this week, and he's
17 a graduate of the East Baton Rouge Parish School System,
18 but currently resides in the State of Texas. And I'm
19 the President of the East Baton Rouge Federation of
20 Teachers.

21 As I sat here and listened my
22 colleagues, I decided to approach my message from a
23 different point of view, that of a storyteller and a
24 teacher. All of the facts have been laid out about the
25 consequences of your actions and how your decision today



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1 will affect the citizens of this great State of
2 Louisiana. I would like to appear to a different part
3 of your body, your heart.

4 Often while watching TV we'll see
5 commercials that either warm our hearts or make us cry.
6 It all depends on what we see and what we hear. I'm
7 asking each of you to take a minute to visualize a
8 classroom, a classroom with a teacher who is fatigued
9 from working an extra job to make ends meet the night
10 before. Envision the classroom lacking the most
11 innovative technology that will assist our students in
12 learning. Imagine the parent who is unable to assist
13 her child with their homework and can't afford to hire a
14 tutor, but could and would benefit from an after school
15 extended day program. Envision the citizens of this
16 great state paying additional taxes to support their
17 local schools, even after their children have graduated
18 and moved away from the State of Louisiana. Envision
19 the teachers who do become nationally board certified
20 and earn advanced degrees moving away from their
21 neighboring schools to a state so that they can afford
22 to care for their children and their families.

23 MR. WINDHAM:

24 Two minutes.

25 MS. BROWN:



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1 Now imagine that teacher is you.
2 Imagine that parent is you. Imagine that student is
3 your child, and imagine the taxpaying citizen as
4 yourself. Make a decision today that will warm your
5 heart and not make it cry. Vote no on these
6 applications, because these applications will not create
7 any additional jobs and they have already been
8 completed.

9 Thank you, ladies and gentlemen, and
10 Merry Christmas.

11 MR. WINDHAM:

12 Thank you, Ms. Reams. You too.
13 Mr. Moulder, and on deck we have
14 Alexandra Clark.

15 MR. MOULDER:

16 My name is Robin Moulder. I am a
17 homeowner in East Baton Rouge Parish. These exemptions
18 and those this Board has passed in the past have and
19 will require homeowners and all other classes of
20 business, commercial, office space, apartment,
21 residential, all other kinds of businesses, to pay more
22 property tax so that we can all have the same level of
23 government services we have today, that's sheriff,
24 schools and the metro.

25 We all pay more so that we can exempt



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1 Exxon from paying its share of the property tax. Why?
2 Why are we doing that? Why are we giving Exxon and
3 other large industrial firms an exemption to the taxes
4 we all pay, you pay? We hope they'll provide more jobs.
5 We don't require proof. We don't have any idea what
6 they really did. We are just taking it on faith that
7 they are going to have more jobs because we gave them
8 their exemption to our taxes.

9 An ex-Metro Council member at the Baton
10 Rouge Metro Council -- I'm going to paraphrase him. I'm
11 sure I'm not quoting him exactly -- said that that is
12 like shooting of case of shotgun shells straight up in
13 the air and calling it duck hunting. In this particular
14 case, two years after they did the work, the flock of
15 ducks is already on the other side of the hill before
16 they started shooting. You're wasting ammunition, my
17 tax money.

18 MR. WINDHAM:

19 Thank you, Mr. Moulder.

20 Alexandra Clark, please step forward,
21 identify yourself. On deck we have Valencia Johnson, I
22 believe. Valencia.

23 AUDIENCE MEMBER:

24 Valencia had to go.

25 MR. WINDHAM:



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1 Oh, okay. Thank you.

2 On deck then we have Joyce Williams.

3 AUDIENCE MEMBER:

4 She did too.

5 MR. WINDHAM:

6 She had to leave.

7 All right. Gretchen Lampe.

8 MS. LAMPE:

9 That's me.

10 MR. WINDHAM:

11 You're on deck, Ms. Lampe.

12 MS. CLARK:

13 Good morning. My name is Alexandra
14 Clark, and I'm a school psychologist in the EBR School
15 System.

16 As a school psychologist, my main job
17 responsibility is to evaluate students for special
18 education eligibility. During the 2010-2011 school
19 year, my first year with EBR, my had close to 20
20 psychologists. Now we are down to just 11, and two are
21 set to retire this school year. That's currently 11
22 school psychologists for 80-something schools once you
23 include the private and charter schools that we have to
24 serve.

25 Due to our lack of funds, when a



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1 psychologist leaves or retires, they are not replaced,
2 just as with many other positions in the school system.
3 When one leaves, they just double our workload, which
4 adds more stress on us, and, yet, our pay remains the
5 same. Lack of funds also means less teachers employed,
6 which makes it harder to get the paperwork I need as
7 part of the special education evaluation. And may I add
8 that all of that information is mandated by the federal
9 government, so I have to have it from the teachers as
10 part of the reports. Due to understaffing, teachers
11 don't have planning periods or free time to complete the
12 required paperwork.

13 The funding issue is so bad that my
14 department, Pupil Appraisal, is rationing out paper to
15 us knowing that our job is paper based. Sometimes we
16 can do a report on a student that's over 30 pages long.
17 So just imagine each of us probably evaluates at least
18 50 kids a year. There's like 60 to 70 of us altogether,
19 so that's a lot of reports and that's a lot of paper,
20 and they're rationing paper out to us for a paper-based
21 job. That's how bad it is. That's how much money we
22 need. Without paper, I can't print the reports that are
23 required to give a student the services they qualify
24 for, which is both unethical and illegal.

25 Keep in mind that Louisiana is Number 1



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1 to Number 2 in most resources. We are the richest
2 state, but, yet, we have the poorest schools, the
3 poorest school systems. We're at the bottom of the
4 barrel with reading, math, quality of life and
5 everything else, but we have all of these resources at
6 our disposal, but we don't access it because you keep
7 giving this money away.

8 MR. WINDHAM:

9 Two minutes.

10 MS. CLARK:

11 Basically approving exemptions leads to
12 no money for the school system, which leads to not
13 enough supplies or employees, and our children's
14 education and future will suffer. These children are
15 supposed to be our future and our future lawyers,
16 doctors, engineers and future process operators in the
17 plant. If you don't stop these exemptions, we will all
18 soon regret it.

19 MR. WINDHAM:

20 Thank you, ma'am.

21 Ms. Lampe, and I believe on deck we have
22 Jean Coco.

23 Please identify yourself.

24 MS. LAMPE:

25 Hi. I'm Gretchen Lampe. I'm employed



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1 by the Louisiana Association of Educators. I represent
2 the education employees in EBR.

3 Just an aside comment before I make my
4 regular ones, the person who spoke before about how much
5 property tax the corporations of Louisiana are paying,
6 that they pay over half of the property taxes. If
7 you-all happen to have the chance to look at the ITEP
8 video that was done by Together Baton Rouge about why
9 Louisiana remains in poverty, it may be because our
10 corporations property and the reason they're paying half
11 the property taxes is when your property is worth
12 \$3.1-billion, that's a whole lot more than that person
13 who's getting a Homestead Exemption for their \$115,000
14 home. Not only that, between 67 percent to 95 percent
15 of that property is exempted at this point, and they are
16 not paying taxes on it.

17 You've heard of the phrase that it will
18 be a great day when schools are funded and the Air Force
19 has to have a bake sale to buy airplanes. The employees
20 that I work with every day are trying to make sure that
21 students have a great public school education. Our
22 economic development job is to prepare students for
23 future jobs that we are creating today and don't know
24 what they're going to look like. It takes resources to
25 have great public schools.



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1 In the last 10 years, EBR, just like
2 every other school system in Louisiana, has had one,
3 only one, dime of increase in per-pupil funding from the
4 Minimum Foundation Program. Now, that's on the
5 legislature for doing that, but you have approved 47 tax
6 exemptions, which means that local revenue that we need
7 to educate these students for future jobs is not coming
8 in. Because of the starvation of our school systems,
9 and that's every school system in this state that's
10 being starved, we're facing a \$23-million deficit in EBR
11 this year.

12 MR. WINDHAM:

13 Two minutes.

14 MS. LAMPE:

15 You're now preparing to grant a tax
16 incentive for projects that were completed in the past
17 and were actually we're acquiring capital equipment,
18 which is the cost of doing business if you own a
19 company.

20 I'll be now looking for a day when I
21 don't have to come and beg you to deny tax exemptions
22 that we believe don't meet the ITEP requirements.

23 Thank you so very much for giving me an
24 opportunity to speak to you today, and you-all have a
25 real good holiday.



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1 MR. WINDHAM:

2 Thank you, Ms. Lampe.

3 Jean Coco. And then I believe that is
4 all of my opposition cards, and then we'll have the in
5 support of.

6 MS. COCO:

7 Good morning. My name is Jean Coco.
8 I'm representing the League of Women Voters of Baton
9 Rouge. I also teach writing at LSU. I'm from a family
10 that has lived in this state for six generations, and
11 I'm also a product of public schools, K through college.
12 So I thank you for letting me speak today. I appreciate
13 it.

14 So I have a little story to tell. I
15 left Louisiana in 1999 with my spouse, a native of
16 Wisconsin, for academics. So we had a good job offer in
17 Rochester, New York. So my daughter was a kindergartner
18 at Buchanan Elementary, where I was very active in the
19 PTA. She happened to be in a gifted program, and I felt
20 terribly guilty about the fact that my gifted child --
21 all of the kids there were gifted -- was in class with
22 only six students, whereas next door, the regular
23 students, had classrooms of 30. Actually, those were
24 the kids that needed more help, more one-on-one
25 attention, a lower teacher-student ratio,



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1 student-teacher ratio. So off we went to New York,
2 where I have to say my kids, for 10 years, had an
3 amazing education because class sizes were capped at 20.
4 The property taxes I paid year to year were the property
5 taxes I paid in a month in New York, where teachers had
6 master degrees after five years and were paid very well.
7 And I had a kid with some learning issues, and she was
8 serviced just extraordinarily well. Then we moved to
9 North Carolina, where we also had a fine education.

10 So then we came back to Louisiana about
11 18 years later because we kind of wanted to come back
12 and do something good for our state. My husband got a
13 job at LSU. He's Dean of Library at LSU, and I'm still
14 teaching there.

15 MR. WINDHAM:

16 Two minutes.

17 MS. COCO:

18 And I was shocked to see all of the
19 volunteers we have in the state for Teach for America,
20 City Year, AmeriCorps, that come from states that
21 educate these kid well, and then they come in here and
22 do charity work for us because we're really not paying
23 our way because we give so many tax breaks to big
24 companies that aren't going to go anywhere else because
25 we have the Mississippi and the Gulf and they've already



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1 got stuff going on here. So it really makes me sad that
2 nothing's really changed here, and I watch poor kids get
3 poor education and have no alternatives.

4 I registered people to vote at the CATS
5 bus station and watched people wait two hours for a bus
6 to get to a job interview. It's embarrassing. When are
7 we going to step up and not be 48, 49, 50 in education?
8 We have a multimillion, billion dollar company all over
9 this river, all over this state taking our resources.
10 And then, yes, of course you would go to Texas to teach
11 or to New York where a teacher would make \$90,000 a
12 year.

13 MR. WINDHAM:

14 All right. Start wrapping it up,
15 please.

16 MS. COCO:

17 Thank you.

18 MR. WINDHAM:

19 Thank you.

20 All right. Is there anyone else on the
21 opposition side that has not filled out a card that
22 would like to address the Board?

23 (No response.)

24 MR. WINDHAM:

25 All right. Not seeing anyone, we will



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1 go with the ones in support of the projects. I guess
2 we'll start off with Stephanie Cargile, and on deck
3 we'll have Chris Barker.

4 Please step forward and identify
5 yourself. And, again, limit your comments to two to
6 three minutes, three minutes, and don't repeat what has
7 been said previously if possible.

8 MS. CARGILE:

9 Hi. This is Stephanie Cargile with
10 Exxon Mobil in Baton Rouge, and I am also a Baton Rouge
11 native, like many of the speakers that you've heard
12 today.

13 I think the first thing I want to say,
14 because my job is the Public Affairs Manager here in
15 Baton Rouge, is that we love teachers, and the majority
16 of the community investments that we make in the Baton
17 Rouge area is to education to support our teachers. In
18 fact, last night we were honored at the school board for
19 being the largest corporate donor of the East Baton
20 Rouge Parish School System, and that's a commitment we
21 take seriously, to support education in the community,
22 and we'll continue to do so. So that is reality. It's
23 not something we have to imagine. It's happening right
24 now, and it will continue to happen.

25 In particular, the three applications



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1 before you, two are in East Baton Rouge Parish and one
2 is for our facility in Port Allen, and we have our plant
3 management here that can give you more information about
4 those specific projects that were involved. We can
5 provide you with the details of the investment that was
6 made.

7 As it's been pointed out by some of the
8 speakers, the investment was made in 2017. However, in
9 an industry like ours, we don't just build a unit in one
10 year and say that we're done. A lot of the investment
11 on these three sites that we chose as a company to go
12 forward with were to pave the way for future investment,
13 and our plant manager is here can speak to you about
14 that. So they were strategic; they were competitive.

15 I want to also point out that our
16 company, we cannot take it for granted that they're
17 going to continue to invest in Baton Rouge. That is
18 misinformation. We're a global company. As you guys
19 have heard, we're investing right now \$20-billion in the
20 Gulf Coast, so that's a great opportunity for Louisiana.
21 It's also a great opportunity for Texas. And that
22 investment --

23 MR. WINDHAM:

24 Two minutes.

25 MS. CARGILE:



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1 -- it's competitive. So we have to use
2 programs like ITEP to bring that investment here.

3 The most important thing I ask of you
4 today is to be predictable for us. If you choose one
5 company to single out, our company has followed the
6 rules, and like the folks that are here today, they're
7 choosing one company to target. There have been many
8 applications that you guys have approved with no
9 comments, no questions that had 2017 investments, and
10 these folks have not singled out. And we just ask for
11 predictability and for fairness going forward.

12 MR. WINDHAM:

13 Thank you, Ms. Cargile.

14 Senator Chabert may have a question.

15 MR. CHABERT:

16 Yes. Ms. Cargile, you're a
17 representative of Exxon, how much did y'all pay in
18 property taxes last year?

19 MS. CARGILE:

20 We're the largest property taxpayer in
21 East Baton Rouge.

22 MR. CHABERT:

23 You're the largest property taxpayer in
24 East Baton Rouge Parish.

25 MS. CARGILE:



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1 And the state.

2 MR. CHABERT:

3 And the state.

4 MS. CARGILE:

5 We pay around 32 to 33-million annually.

6 MR. CHABERT:

7 I just wanted to -- it's important to
8 get all of the information out there. Numbers are
9 numbers; math is math; one plus one equals two. Period.
10 If they're the largest taxpayer in the state, they're
11 the largest taxpayer in the state.

12 AUDIENCE MEMBERS:

13 How often do they get exemptions? That
14 cancels it out.

15 MR. WINDHAM:

16 Ma'am.

17 MR. CHABERT:

18 All right. I think it's very important,
19 and I don't want y'all to get all riled out about that.
20 All right. Just listen. It's a holistic -- you have to
21 look at things from a holistic view. Okay? You can
22 choose not to, but you have to. All right?

23 The State of Louisiana generates the
24 majority of its tax revenue on two things, and I think
25 it's wrong and I think we need to change it. So as much



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1 passion as we have for this, we need to really work on a
2 constitutional convention. That's my plug to y'all.
3 Because that's where a lot of the problems in our state
4 lie. And I'm telling -- look, Ms. Cargile probably
5 doesn't want that, and a lot of businesses out there
6 don't want that, but we have an inherently broken tax
7 system that begins there. All right?

8 So I would encourage you-all to channel
9 this energy and work with your legislators and your
10 local governments and civic organizations to really work
11 on a broken constitution, particularly in the area of
12 our tax code. We do have the lowest property tax in the
13 state. We have the lowest gas tax in the state. The
14 result of that, you have to wind up having one of the
15 highest sales taxes in the state.

16 We have, you know, the -- 75 percent of
17 our revenue in comes from sales and income, and that
18 hits every working person in the State of Louisiana, me,
19 you, her, him, them, everybody. And we need to
20 fundamentally change that. So quite often we pick a
21 target like the largest corporation in the world and
22 say, "You're the bad guy." So I think we really need to
23 just take a more holistic view of all of this and not
24 disincentivize it and discourage corporate investment
25 into Baton Rouge. You know, they face infrastructural



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1 challenges in our state on a daily basis because we
2 don't have any money as legislators to appropriate it
3 properly because we don't collect enough because we have
4 the lowest gas tax in the doggone country.

5 Phillip Devillier hates it when I say
6 that.

7 DR. S. WILSON:
8 Secretary Wilson likes when you say
9 that.

10 MR. CHABERT:
11 But it's true.
12 Traffic in East Baton Rouge backs up
13 every day. Why? Because we don't have money to pour
14 another bridge? Why? Because we don't collect enough
15 infrastructure tax to improve it. Exxon hates that,
16 so...

17 MR. WINDHAM:
18 Thank you, Senator Chabert.

19 MR. CHABERT:
20 So we all need to work on this together.

21 MR. WINDHAM:
22 Thank you, Senator.

23 Mr. Miller.

24 MR. MILLER:
25 Yes, ma'am. I have -- actually I have a



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1 lot of thoughts, but I just want to ask you a few
2 questions.

3 You mentioned that this project has
4 been -- several people have mentioned that this project
5 has been finished. When was the decision or
6 approximately when was the decision made by Exxon to
7 actually invest that money in East Baton Rouge Parish?

8 MS. CARGILE:

9 That's a great question.

10 So for these projects, the decision was
11 made way back in 2014 or 2015.

12 MR. MILLER:

13 That's what I figured.

14 MS. CARGILE:

15 So they were made under the old ITEP
16 rules. In fact, the advanced application was filed back
17 in 2016. We waited until the new rules were promulgated.

18 And there was a lot of discussion
19 earlier on another agenda item about communicating with
20 the public, and that's one thing that our company
21 believes very strongly in. We went and even talked to
22 neighbors, elected officials and the mayor's office
23 about these applications, and they asked us to wait
24 until the new rules were promulgated to move forward.

25 MR. MILLER:



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1 I just want to make sure that everyone
2 understood, Exxon doesn't make -- like most people,
3 don't make decisions to invest in '16 to build in '16.
4 It's usually way before that.

5 Secondly, during that timeframe, from
6 '14 through today, how many projects has Exxon, roughly,
7 and within your group, how many projects has Exxon
8 decided to do elsewhere?

9 MS. CARGILE:

10 So I think anyone can look at the media
11 and see the investment that has been made recently in
12 the state next to ours, in Texas. There is, like I
13 said, it is about \$20-billion worth of investment at our
14 hands and an opportunity. I don't have an exact number
15 of that 20-billion how much is going to Texas, but
16 there's a lot, but the good news is we want to bring
17 more of it here.

18 We have a project right now that is
19 under gate review today, and we are hoping to get that
20 project. You guys actually approved the ITEP for the
21 eventually nearly a billion-dollar polypropylene project
22 here. So we want to get some of that investment. If we
23 can, we can grow the amount of property taxes that we
24 pay for the long-term.

25 MR. MILLER:



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1 Right.

2 MS. CARGILE:

3 Our assets at the refinery, for example,
4 stay on the tax rolls for 30 years. Even when those
5 assets go out of service, they are still -- we're still
6 paying taxes on them.

7 MR. MILLER:

8 Okay. So if I'm not mistaken, there was
9 a \$10-billion project that Exxon took to Texas we barely
10 got to look at because we were in the middle of our
11 rules evaluation. I think it was 1,200 jobs that went
12 to Texas, and no mater what Exxon says, I have to
13 believe that our uncertainty had something to do with
14 that.

15 Just for -- this isn't necessarily about
16 Exxon. If anybody thinks that the markets trends,
17 market forces, including ITEP, don't have an impact or
18 they're not -- and the river's there. If you go down --
19 anybody here drives down Gulf States Road in Baton
20 Rouge, when I was a kid, because I grew up right off of
21 Foster Road where that gentleman lives, and my dad
22 worked at the end of Gulf States Road, there are plants
23 all of way down that road. Today they're not there.
24 Some of them are not there. And nothing's come back in
25 its place. So things can make them leave.



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1 I don't believe Exxon would pick up
2 tomorrow and be gone, but in 15 years, instead of being
3 6,500, 7,000 employees, there could be 3,000. If you
4 think it's hard to get tax money out of people who are
5 growing and green and doing great, then try and get
6 something from someone that's leaving.

7 And I have much more to say, but that's
8 all I'll leave with today. Thank you.

9 MR. WINDHAM:

10 Thank you, Mr. Miller.

11 Mr. Moller.

12 MR. MOLLER:

13 I just have some questions specific to
14 the one on -- the refinery and the job creation totals.
15 Would you be the appropriate person to ask or is there
16 anybody else?

17 MS. CARGILE:

18 I'd like for Gloria Moncada, our
19 refinery manager, to come up here if that's okay.

20 MR. MOLLER:

21 Okay.

22 MS. CARGILE:

23 I can help answer them, but she's...

24 MR. WINDHAM:

25 Please identify yourself.



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25

MS. MONCADA:

Gloria Moncada, Exxon Baton Rouge
Refinery Manager.

MR. WINDHAM:

Congratulations.

MS. MONCADA:

Thank you.

MR. MOLLER:

I'm just trying to understand job
creation, because this says the refinery component would
create 18 new permanent jobs.

MS. MONCADA:

Correct.

MR. MOLLER:

I'm looking at the Advanced Notification
filed on the refinery in late 2016. That said there
were 1,283 existing jobs at the refinery, and then
another Advanced that was filed a year later, at the end
of the 2017, that said there were 1,272 jobs, so a net
loss of 11 jobs. But then in your application, it said
there were 1,357 existing jobs and that 18 new ones
would be added. Could you just kind of clarify those
three numbers for me so I understand?

MS. MONCADA:

Yeah, absolutely. I know how it can be



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1 confusing. It has to do with the timeframe that you're
2 looking at. So we hire throughout the year. In fact,
3 you know, we'll have years where we hire over 100
4 people, but during the year, we'll have retirements,
5 you've got people that move on to different assignments,
6 and so depending on when you take that snapshot, you
7 could see movement in the head count.

8 What you need to look at is positions in
9 the refinery; right, because you'll sometimes have a
10 position, but it's unfilled while you've got a
11 retirement waiting on that next new hire to get trained
12 up and put in the job. So when we count positions, we
13 know that we're increasing positions.

14 MR. MOLLER:

15 So 1,357, the number that's in this
16 application, that is the number of positions at your
17 company at what point in time?

18 MS. MONCADA:

19 I don't know that I can --

20 MR. MOLLER:

21 That's not the actual number of warm
22 bodies working at the refinery?

23 MS. MONCADA:

24 The 1,357 is the number of bodies
25 that -- that application has the number of bodies that



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1 were at the site at the time that number was drawn.

2 MR. MOLLER:

3 On 3 -- on March 30th of 2018?

4 MS. MONCADA:

5 I believe so.

6 MS. CARGILE:

7 I believe so, yeah. I think so.

8 And, Jan, one other thing that you might
9 want to notice is when the advances were filed -- and
10 this is something we've shared with a lot of folks --
11 you had a different set of rules; right? So the assets
12 related to the jobs at that time were different than
13 when we readjusted because several of our assets did not
14 apply under the new rules; right?

15 MR. MOLLER:

16 Right.

17 MS. CARGILE:

18 So we had to remove regulatory,
19 environmental regulatory, anything that was in there
20 that did not apply. So that changed the whole face of
21 your application as well. So your final application was
22 moved to adjust the new capital that applied under the
23 new rules and the new jobs with that capital.

24 MR. MOLLER:

25 Okay. And LED is satisfied that these



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1 18 jobs are actual 18 new jobs? I'm just -- you
2 understand my confusion, because it looked like the
3 number of jobs decreased year to year during the year
4 where it was supposed to add 18.

5 MS. MONCADA:

6 Absolutely. Right.

7 MS. CHENG:

8 There are compliance documents that need
9 to be filed with LED once there is an active contract on
10 this application, and the compliance documents are filed
11 every year, so...

12 MS. MONCADA:

13 And we use whatever basis, you know,
14 whether if we start out by applying with positions,
15 we'll end with positions. If we start out applying by
16 just pure head count, we use that same basis so that we
17 don't create confusion in approving of the number.

18 MR. MOLLER:

19 So they file the compliance documents
20 after we approve this?

21 MS. CHENG:

22 Correct.

23 MR. MOLLER:

24 And if there's some problem with the
25 compliance, I mean, if you look at this and say, "Well,



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1 it doesn't look like you actually created the 18 jobs,"
2 what happens then?

3 MS. CHENG:

4 If compliance isn't met, it comes back
5 to the Board and it goes back to the locals.

6 MR. MOLLER:

7 Okay.

8 MS. CARGILE:

9 And let me also add to that that you
10 only see two EBR applications and one West Baton Rouge;
11 right? And we haven't asked why, but the answer is that
12 all of our plant managers look at the CEA that LED asks
13 us to sign, and they wanted to make sure that we were
14 able to maintain those job growth numbers for each
15 contract over the 10-year period of the abatement. So
16 that was done with very diligent review by each plant
17 manager as well as our HR team because they didn't want
18 to sign that --

19 MS. MONCADA:

20 In fact, two of the applications, the
21 reason they were not sure about maintaining is because
22 we're sending employees to Texas for projects that are
23 being built there with Exxon Mobil because it's more
24 attractive.

25 MR. MOLLER:



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1 Thank you.

2 MR. WINDHAM:

3 All right. I have on deck Mr. Slone
4 first and then Secretary Pierson.

5 Mr. Slone.

6 MR. SLONE:

7 Sure. Thank you for sharing that
8 information about the jobs because they can be a little
9 bit confusing.

10 I guess my questions would be simply can
11 you talk a little bit about the direct value to Baton
12 Rouge and the communities that you guys have put some
13 work into? Because I know there's some things going on
14 in North Baton Rouge that are near and dear to my heart
15 as a young man that grew up in North Baton Rouge and had
16 relatives at Exxon Mobil, and from what I can hear is
17 there's a corporate citizenship piece that maybe
18 sometimes get overlooked in some of these conversations.
19 So can you share a little bit about that?

20 MS. CARGILE:

21 Absolutely. That's what I like to talk
22 about the most.

23 So we give about 5-million back to the
24 Baton Rouge community alone every year. There's a
25 little bit more added to that because we were actually



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1 able to attract \$13-million that went to the National
2 Math and Science Initiative. And that, by the way, goes
3 to schools in our surrounding school districts. A lot
4 of it in EBR where each school gets direct funding and
5 the teachers in those schools that teach AP classes
6 actually get stipends. So it's a great way to directly
7 support the schools and teachers involved in the
8 National Math and Science Initiative. So we are hoping
9 that we can continue to bring that NMSI funding back to
10 Louisiana and back to EBR schools.

11 Some of the really cool projects that I
12 think you're referring to that we're doing in North
13 Baton Rouge, we're working right now to help the
14 community there start a small business resource center,
15 and we're hoping to get that up and running in early
16 2019. That's a cool partnership between Southern
17 University, the Chamber, LED. We brought in a whole lot
18 of partners, and even gotten other companies in the
19 area, like Coca-Cola and some of the banks in North
20 Baton Rouge to rally around with us. That will be a
21 business investment because the business is actually
22 giving us an office building to operate from. We will
23 also have the Baton Rouge North Economic Development
24 District housed there. So that's a great way to foster
25 growth in small businesses in the North Baton Rouge



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1 area.

2 We're secondly expanding our North Baton
3 Rouge Industrial Training Initiative. That actually
4 tripled. There was a news release that went out
5 yesterday. And like you said, it didn't get picked up
6 yet by the media. Sometimes it's hard to get the story
7 out. But that program accepted 200 people in North
8 Baton Rouge to go through a free fasttrack training
9 where they'll get jobs in our industry. And Gloria
10 Moncada right here made the commitment to actually
11 direct hire the students in the millwright program. So
12 that's a new tract directly that will be hired by the
13 refinery.

14 So that's just an example of two of the
15 programs that we're doing in North Baton Rouge.

16 MR. SLONE:

17 Do you have any idea of how much money
18 does Exxon Mobil contribute to the United Way?

19 MS. CARGILE:

20 We're the largest corporate distributor
21 to the United Way, so we make up about 14 percent of
22 their budget, and it's about 1.5-million each year.

23 MR. SLONE:

24 But when they distribute that money, it
25 doesn't say "Exxon Mobil" on it, does it?



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MS. CARGILE:

No, it does not.

MR. SLONE:

It just says "United Way"?

MS. CARGILE:

That's right.

MR. SLONE:

Thank you.

MR. WINDHAM:

Thank you, Mr. Slone.

Secretary Pierson.

Please let's keep the order.

SECRETARY PIERSON:

Just a point of clarification and maybe one other point I'd like to illuminate, but certainly Advanced Notifications are estimates and they should already be treated that way. They are the best available information when the project is envisioned, and that's why when the application comes forward, you have more certainty, and certainly the Governor's edition of the NXA, which is basically a contract of what the company will provide and where and for how long. Those details are available. They're available for the examination in front of these school boards and parish and sheriff activities. So the idea that the



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1 Advanced may not have agreed with the final document in
2 the application is not surprising at all.

3 Just want to kind of -- one of features
4 of the Industrial Tax Exemption Program is it also
5 recognizes the permanent jobs that are created as part
6 of the project. That may or may not be a full-time
7 Exxon employee, but represent a significant employment
8 in the region. So while we see maybe 1,270, 80 jobs
9 that are Exxon at the refinery, what figure do you think
10 of when you think of your total employment there?

11 MS. MONCADA:

12 The number of people that cross through
13 our gate every day at the refinery alone is over 3,000
14 people. For all of the Exxon Mobil facilities in Baton
15 Rouge, it's about 5,000 people.

16 SECRETARY PIERSON:

17 Thank you. I think it just calls
18 attention to a discrepancy of seven or 10 that will be
19 accounted for, that we do know the exact location where
20 these projects will be executed, we do have access to
21 payroll and we will hold Exxon accountable to the
22 requirements of the program, but I would hope that all
23 of us would look beyond just the people that pass
24 through the gate, more than 5,000 daily, and understand
25 the implications that these manufacturing tax exemptions



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1 are only offered to manufacturers. Why? Because
2 they're a tremendous multiplier. There's many thousands
3 of other jobs that are generated by this project and by
4 that employment that ripple through the economy, and all
5 of that needs to be looked at. And, you know, certainly
6 from our perspective, we want to build a vibrant economy
7 in Louisiana, we want good education. How will we get
8 there? We grow the pie. And so I'm hopeful that the
9 Board will support today, and I'm certainly speaking on
10 behalf of these projects that Exxon has proposed for the
11 10-year tax exemption.

12 MR. WINDHAM:

13 Thank you, Mr. Secretary.

14 Senator Thompson.

15 MR. THOMPSON:

16 Mr. Secretary, those were great remarks
17 and comments. I had wanted to say that I have a lot of
18 support back home for changes in the laws that we have
19 and the procedures that we have, but I wanted to let you
20 know that it's a little bit too little too late. As you
21 said, you couldn't get it in the paper about what you
22 were doing and how you're doing, but I just, as a
23 warning or as an information deliver, there's a lot of
24 legislators that want to change the direction we're
25 going. And the way we're going to build Louisiana is



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1 like what Commissioner Pierson said, if we don't get
2 these corporations in and people that are in it now to
3 do a good job for the future, we won't have the public
4 being supporting you like you're being supported today.

5 Nothing's more important than education.
6 When I hear those teachers, former teachers, talking
7 about the importance of education, nothing is more
8 important than that. And corporations like Exxon have
9 recognized that, but they're going to have to do a real
10 good selling job for the next generation of those ITEP
11 groups that come in. Hope they're in my area. Hope we
12 can work as partners in that type of operation, but if
13 we hadn't had Governor John Bel Edwards in the mix, we
14 probably wouldn't have this opportunity to do what we're
15 doing today.

16 But I just want people to realize that
17 here today, the public is supporting Exxon and others.
18 We've seen that all through the process today, but that
19 may not be the case in another five or six months. And
20 Don Pierson made that point very clear. We've got to
21 make sure that you-all do the right thing all of the
22 time, and I want to encourage that. I don't know who's
23 here with Exxon Mobil today, but one of the largest
24 corporations in the world making more profit than any,
25 they need to set good examples here in Louisiana.



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1 MS. CARGILE:

2 Absolutely.

3 MR. THOMPSON:

4 As they've done in the past.

5 MS. CARGILE:

6 We agree.

7 MR. THOMPSON:

8 But rather than taking baby steps, we
9 ought to make some leaps. We shouldn't be here today
10 talking about that. If we'd have done right at the
11 beginning, we probably wouldn't be refighting this
12 battle and every step of the way. You understand that?

13 MS. CARGILE:

14 Right. I think, you know -- and just to
15 reply to that, I think, you know, in general, our
16 company agrees with the policy changes that have been
17 made. We like the fact that locals are involved. It's
18 given us an opportunity to talk to a lot of stakeholders
19 about our investment, about our projects, things that we
20 maybe would have never had those types of conversations.
21 So we embrace the changes that have been made.

22 The thing that I think our company asks
23 the most is just for predictability. Tell us what the
24 policy is, and we will follow it, we will abide by it,
25 and we will use it to try to get projects here so that



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1 we can become an even stronger corporate citizen, an
2 even stronger contributor to the economy.

3 MR. THOMPSON:

4 Thank you for those comments, because
5 that's what we want, but if I was at Exxon Mobil, I
6 would have every university in research and development
7 in this area, not just -- and I would not come to the
8 table and say, "I couldn't get my points across in the
9 newspaper." If you can't get your points across in the
10 newspaper, somebody's not doing their business.

11 MS. CARGILE:

12 It was just that one story.

13 MR. THOMPSON:

14 Right, but we ought to be leading, not
15 following or not saying, "Whatever y'all require of us
16 to do, we're going to do our best to do it." You ought
17 to be making examples. And I bet if I did a little
18 research, I could find that you're doing much more in
19 some other states that are not doing as much for you as
20 the people of Louisiana are.

21 MS. CARGILE:

22 I actually do have to just disagree with
23 that. Our community --

24 MR. THOMPSON:

25 Well, prove it to me.



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1 MS. CARGILE:

2 I would love to sit down with you and
3 show you what we're doing in the Baton Rouge Community.
4 That is the leader amongst all of our downstream sites.

5 MS. MONCADA:

6 Absolutely.

7 MS. CARGILE:

8 And Gloria will agree with that. As far
9 as bringing private sector funding and resources to
10 public issues, like giving capacity to small businesses,
11 like giving folks jobs in North Baton Rouge.

12 MR. THOMPSON:

13 Right.

14 MS. CARGILE:

15 So that was -- North Baton Rouge
16 Industrial Training Initiative was, one of our refinery
17 managers started that because they wanted our near
18 neighbors to have more jobs in our industry. So that is
19 a program that has not been replicated at any of our
20 sites across the US, and we want to lead.

21 MR. THOMPSON:

22 Right. Last comment, I appreciate that,
23 but I would just suggest make some leaps and just -- you
24 don't have to do it just right here where you get the
25 vote. You need to do it statewide and make sure that



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1 all of these entities next time are right there in
2 support of what you're doing because this -- the
3 resources that we have in Louisiana, gas, oil, you
4 wouldn't be here without that, and processing and so
5 forth, but that's owned by all of the citizens of the
6 State of Louisiana. You know that.

7 MR. WINDHAM:

8 Thank you, Senator.

9 All right. Next on we have -- Ms.
10 Moncada, do you have anything to add?

11 MS. MONCADA:

12 The only thing I want to clear up is a
13 fallacy that was I think referred to earlier that Exxon
14 Mobil is here to stay and that the ITEP doesn't make any
15 difference. I'm, in fact, in a position of knowledge to
16 know that it makes absolutely a difference at Exxon
17 Mobil. When asked earlier about projects that have not
18 come here, I've been involved in watching corporately
19 decisions being made to send billion-dollar-plus
20 projects to our Beaumont refinery. And, in fact, we're
21 competing right now, very hard, for a project in Baton
22 Rouge that's being considered versus our Baytown, Texas
23 refinery.

24 I'll just end with saying the \$6-million
25 abatement that we're talking about here, these projects



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1 came with that incentive. It attracted those projects
2 to Baton Rouge versus our other refineries, 19, around
3 the world, and they're going to generate \$23-million of
4 property and sales tax benefit over the next 20 years.
5 \$6-million of abatement providing \$23-million. If the
6 projects hadn't come, that 23-million would be a zero,
7 so...

8 MR. WINDHAM:

9 Thank you, Ms. Moncada. And you tell
10 those people at corporate that we want those projects.

11 MS. MONCADA:

12 Thank you.

13 MR. WINDHAM:

14 I know this Board does.

15 All right. Next we have Mr. Chris
16 Parker. I think Mr. On deck we have Scott Gleason.

17 Again, if you can keep your comment to
18 two to three minutes, unless there are questions by the
19 Board members.

20 MR. PARKER:

21 Yes, sir. Chris Parker, Exxon Mobil.

22 Most of the comments I was going to make
23 were discussed between the Board and Stephanie and Ms.
24 Gloria, but I did just want to add and clear up
25 something that was stated earlier. It was said that the



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1 projects were completed 18 months ago, but in reality
2 they were completed December of 2017. So that's 12
3 months by my calculations. So just wanted to clear that
4 up.

5 MR. WINDHAM:

6 All right. Thank you.

7 Mr. Gleason.

8 Please, if you have comments you'd like
9 to talk amongst yourself, please step out to the
10 hallway.

11 Mr. Gleason.

12 MR. GLEASON:

13 Good morning. I'm Scott Gleason. I am
14 the Plant Manager at the lubricants plant in Port Allen,
15 Louisiana.

16 In the interest of not repeating
17 anything, I'll just talk in terms of from a lubricants
18 perspective. We do compete, not only with the other
19 plants here in the United States, but across the globe
20 for these investments. Recently we celebrated two years
21 of our new aviation facility, which we are very, very
22 proud of. And the predictability of the investment that
23 we make drives a lot of these decisions. So we have a
24 lot of things in the future that we're competing not
25 only with our neighboring states in Texas, but



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1 throughout the US and throughout the globe for this
2 business. So I'd ask that you continue to give us that
3 predictability so that we can make the appropriate
4 investment.

5 I am not from Louisiana, but this is my
6 second time I've returned a citizen. I'm very, very
7 happy to be here. I want to continue to support our
8 great state, and thank you very much.

9 MR. WINDHAM:

10 Thank you, Mr. Gleason.

11 We have Brad Allen, and on deck, Sam
12 Williams.

13 MR. ALLEN:

14 Good morning. My name is Brad Allen.
15 I'm the Operations Manager at Exxon Mobil's Baton Rouge
16 Polyolefins plant. So that is the plant where we've had
17 a lot of discussions at past meetings about the
18 polypropylene expansion project.

19 Again, not to repeat anything. Just
20 wanted to mention, you know, one of our lined items on
21 this ITEP approval is for some projects in our
22 polyethylene facility. So we produce both of those
23 products at our plant here. Those projects are really
24 designed to increase our reliability, our safety
25 performance in order to set ourselves up for that next



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1 tranche of that \$20-billion corporate investment that
2 we're looking at. So we are very successful over the
3 years of improving our plant to get that money for this
4 polypropylene plant. We're doing the same thing right
5 now for polyethylene. So that's another expansion zone
6 we're looking at, and that's what these projects are
7 really designed to do. They're to make ourselves look
8 better in our corporation's eyes so that we're able to
9 successfully compete for those bigger expansions and
10 projects in the future.

11 Thank you.

12 MR. WINDHAM:

13 Thank you, Mr. Allen.

14 Sam Williams, and on deck we have Clay
15 Fuller.

16 MR. WILLIAMS:

17 Good morning. My name is Sam Williams.
18 I am the Product Quality Assurance Manager at Port Allen
19 lubricants plant on the west side.

20 I'm just here to say that I appreciate
21 allowing me to come on today to speak and to ask you-all
22 to do what you are here to do. But I'm excited about
23 the opportunity that I have at Exxon Mobil with these
24 projects coming along and to make us more robust to get
25 more projects at our facilities and also allow us an



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1 opportunity to send some of our employees over to the
2 other schools to be able to be mentors with Junior
3 Achievement and things of that nature. And if it were
4 not for these projects, then we could not free these
5 young people up to go and inspire other people in our
6 public education schools.

7 I am a graduate, a lifelong resident of
8 East Baton Rouge Parish. I went to schools in East
9 Baton Rouge Parish. I actually volunteered my time,
10 energy and effort, also my wife, in the schools. So we
11 spend a lot of time in the schools. So, therefore, I
12 just ask you-all to assist us to help young people to go
13 and inspire other young people in the education areas.

14 Thank you.

15 MR. WINDHAM:

16 Thank you.

17 Clay Fuller.

18 MS. CHENG:

19 Clay Fuller doesn't want to speak.

20 MR. WINDHAM:

21 Oh, I'm sorry.

22 All right. Tyler Gray, I think, and on
23 deck, Adam Knapp.

24 MR. GRAY:

25 Good morning. I think it's still the



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1 morning. My name is Tyler Gray. I am currently the
2 General Counsel for the Louisiana Mid-Continent Oil &
3 Gas Association, but I will, in my capacity here, I'll
4 also be President of the organization starting next
5 year.

6 You know, a lot has been covered today,
7 some different issues. What I want to do is just kind
8 of make one general comment. So Louisiana Mid-Continent
9 Oil & Gas Association has several members representing
10 the oil and gas industry here in the State of Louisiana.
11 Those memberships include Exxon, Shell, PBF, Chalmette
12 Refining, Enlink, Tellurian and several other companies.

13 Now, the other companies have already
14 been approved; right? The rules have been followed, and
15 they've been allowed to move forward. At this point,
16 we're looking at one application, and from what I've
17 heard today from Secretary Pierson, whose trust I put in
18 evaluating the rules that we set forth, it comes out in
19 favor of the application. So, therefore, as a
20 representative of all of industry, I do want to focus on
21 the fact that we are granting exemptions when
22 organizations are following the rules. Therefore, when
23 we have situations where we look at policy beyond the
24 scope of this Board, something like education, which the
25 Governor has already come out and said is an issue and



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1 we will address going forward. And as a representative
2 of industry, I can tell you that workforce development
3 is just as important as investment.

4 We have those conversations at the
5 appropriate time. Today we look at the rules, we review
6 the exemptions, we grant the exemption. If they don't
7 comply, we send them back to the place that they go.
8 LED has spoken. We've heard from the applicant. And so
9 at that point, I ask you to look at it from that
10 perspective to make sure that we stay focused, we review
11 the application, what's put in front of us and we move
12 forward.

13 With that, I appreciate the opportunity
14 to make comments. Thank you.

15 MR. WINDHAM:

16 Thank you.

17 Mr. Knapp.

18 MR. KNAPP:

19 Thank you for the opportunity be with
20 you today. My name is Adam Knapp. I'm the President
21 and CEO of the Baton Rouge Area Chamber. Our
22 organization leads the economic development in the
23 nine-parish Capitol Region and we serve as the economic
24 development partner for East Baton Rouge Parish on
25 economic development projects that concern the parish.



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1 On a personal note, I'll also add, for
2 the prior comments, that my children are students in the
3 East Baton Rouge Parish School System, all three of
4 them, and my wife and I are both participants in the PTA
5 and active in our community. Our parish -- our own
6 property taxes and sales taxes, of course, go to support
7 our parish services, and we are personally involved and
8 active in the education system. And I would say we are
9 proud of the services provided by East Baton Rouge
10 Parish public schools, and that's the reason why my
11 family chooses to do that for our children. It's
12 something that we believe is an important part of our
13 life. Both of us were products of public education. Me
14 in Lake Charles and her in Virginia, but we both
15 continue to be very active. I will say it is a good
16 public school system and it's one that's working very
17 hard every day because of many of the people in the room
18 doing everything they can to get better as well.

19 Our parish is stronger, not weaker, for
20 having an incredible base of manufacturing, which is,
21 today, driving our economy. Yesterday, the Baton Rouge
22 Area of Chamber released it's 2019 forecast for the
23 regional economy, and we enjoy economic growth. Much
24 was said earlier about the boom that's happening in Lake
25 Charles. I would say that we've been on a pretty good



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1 streak ourselves, although we do envy a little bit some
2 of the numbers that we see in Lake Charles. We've been
3 on a good streak ourselves.

4 We also reported yesterday that area
5 household incomes in the Capital Region reached a record
6 high this past year, largely driven by an incredible
7 surge we've seen in manufacturing activity over the last
8 five or six years, and that is driving household income
9 at a rate faster than Louisiana, faster than our peer
10 cities across the country in the last 10 years --

11 MR. WINDHAM:

12 Two minutes.

13 MR. KNAPP:

14 -- and we're excited to see that
15 contributing to a benefit that is spreading across our
16 community.

17 Economic development is, of course, a
18 complicated business, and our tax code is less
19 attractive in many cases than other states, so the
20 incentive tools that you provide through things like the
21 ITE provide targeted strategies for how companies make
22 corporate investment decisions, as you've heard, and it
23 has benefited our community, not taking away from it, to
24 have a very strong manufacturing base.

25 Industry, as you've heard, is paying



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1 two-thirds of the parish property taxes in our
2 community, and they're going to continue to be the fuel
3 in the tank of education funding because of ITEP,
4 because of ITEP is helping to attract manufacturing, and
5 we should do everything we can to continue to push
6 forward.

7 We stand in support of the Exxon Mobil
8 applications today. We are pleased to continue to
9 compete for economic development projects with Exxon.
10 We continue to appreciate the support that this
11 organization board has provided.

12 I would note that the last application
13 you approved for the project, that polyolefin project
14 that was spoken of, was approved at the local level
15 unanimously by the school board, by the Metro Council
16 and signed off on by the sheriff. There is an enormous
17 community support for Exxon Mobil and for manufacturing.

18 We appreciate your time in volunteering.
19 Thank you.

20 MR. WINDHAM:

21 Thank you, Mr. Knapp.

22 That is all of the cards that I have.

23 Again, is there anyone that would like to make a
24 comment?

25 (No response.)



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1 MR. WINDHAM:

2 I always like to give everyone an
3 opportunity to speak.

4 All right. With that, all we have on
5 this one is three Exxons for consideration; correct, Ms.
6 Cheng? Three?

7 MS. CHENG:

8 Correct. 20161911, 20161914 and
9 20161915.

10 MR. WINDHAM:

11 All right. With those, I believe
12 Mr. Slone has made the motion to approve. It has been
13 seconded by Ms. Heather Malone.

14 Any further discussion or questions by
15 any of the Board members?

16 (No response.)

17 MR. WINDHAM:

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 Next on the agenda, we have 14



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1 post-Executive Order --

2 MS. CHENG:

3 We just did that.

4 MR. WINDHAM:

5 I'm sorry.

6 MS. CHENG:

7 That's okay. We have 111 --

8 MR. WINDHAM:

9 We have 111 renewal applications, and in
10 light of the video that was put out, I'd like for you to
11 read each one of those individually.

12 MS. CHENG:

13 Okay.

14 MR. WINDHAM:

15 So it is not perceived that we just
16 rubber stamp these. Unless there's an objection by any
17 of the Board members.

18 MS. CHENG:

19 20140276, American Advanced
20 Technologies, LLC in Terrebonne Parish; 20121084, BASF
21 Corporation in Concordia Parish; 20140332, Bancroft Bag,
22 Inc. In Ouachita Parish; 20121271, Bell Helicopter
23 Textron, Inc. in Lafayette Parish; 20140295, Bercen --

24 MR. WINDHAM:

25 I will entertain a motion to approve



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1 these in globo.

2 Made by Mr. Slone; seconded by Mr. Jan
3 Moller.

4 Is there any discussion from the public
5 concerning in globo passing of these renewals?

6 (No response.)

7 MR. WINDHAM:

8 Any comments or discussion from the
9 Board members?

10 (No response.)

11 MR. WINDHAM:

12 Do we have a quorum?

13 MR. CHABERT:

14 There are several members that are in
15 need of a pause, but they're coming out.

16 MS. CHENG:

17 I can keep reading until then if you
18 want.

19 MR. WINDHAM:

20 I'm sorry. There is a video screen in
21 the break room with audio. We have 13 now or 14.

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

23 (Several members respond "aye.")

24 MR. WINDHAM:

25 All opposed with a "nay."



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1 (No response.)

2 MR. WINDHAM:

3 The renewals are approved.

4 We have one late renewal request.

5 MS. CHENG:

6 Yep. It's 20111226, PBF Holding
7 Company, LLC in St. Bernard Parish. Their initial
8 contract expired 12/31/2017. They requested their
9 renewal on 8/14/2018.

10 MR. WINDHAM:

11 Is there a representative here from PBF
12 Holding Company?

13 Please step forward. Can you tell us
14 why you were late?

15 MR. KORT:

16 First off, my name is Greg Kort. I'm
17 with Ryan, LLC. Thank you for the chance to speak to
18 you on this issue.

19 Reason for us being late on this is PBF
20 had a transition in consulting in terms of who was
21 handling their property taxes in Louisiana. Prior
22 consultant contract ended at the end of the year and
23 ours picked up at the beginning of the year and we had
24 basically a learning process of getting an understanding
25 of what PBF all had. And we kind of missed the boat on



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1 this, so we apologize. And that's the reason for the
2 late application.

3 MR. WINDHAM:

4 So this due date was December 31st,
5 2017. The renewal request date was 2018, 8/14 of 2018.
6 It's been our practice to reduce this by one year, and I
7 would entertain a motion for the same.

8 Made by Ms. Malone; seconded by Mr.
9 Briggs.

10 Any discussion?

11 (No response.)

12 MR. WINDHAM:

13 Do we have a quorum now?

14 Yes, we have a quorum.

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, sir.

23 MS. CHENG:

24 We have 74 changes of company name only
25 contract amendments.



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1 MR. WINDHAM:

2 Motion has been made to approve the 74
3 in globo as they apply to two entities, Columbian
4 Chemicals Company will be changed to Birla.

5 MS. CHENG:

6 Birla Carbon U.S.A., Inc. in St. Mary
7 Parish and Graphic Packaging International, Inc. will be
8 changed to Graphic Packaging International, LLC in
9 Ouachita Parish.

10 MR. WINDHAM:

11 That's for all of the listed contracts
12 as identified by number.

13 Motion has been made by Dr. Wilson to
14 approve in globo; seconded by Ms. Malone.

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 MS. CHENG:

23 We have one change in physical location
24 contract amendment requests.

25 MR. WINDHAM:



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1 Comments, please step outside.

2 MS. CHENG:

3 Denbury Onshore, LLC, Contract 20150267
4 was previously located at 481 Highway 609, Delhi,
5 Louisiana 71235 in Richland Parish, and their new
6 location is 463 Highway 609, Delhi, Louisiana in
7 Richland Parish.

8 I believe they didn't move. It's a
9 change in address by the post office.

10 MR. WINDHAM:

11 All right. Are there any questions
12 concerning this, even though.

13 Motion has been made by Dr. Wilson to
14 approve; seconded by Major Coleman.

15 All in favor, indicate with an "aye" --
16 oh, I'm sorry. Dr. Wilson has a question in addition.

17 DR. S. WILSON:

18 Just to comment for a Senator Francis,
19 we've had three projects that were all North Louisiana,
20 and he was commenting the entire day of nothing being in
21 North Louisiana.

22 MR. THOMPSON:

23 I made the motion.

24 MR. WINDHAM:

25 All right. Thank you, Dr. Wilson.



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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 MS. CHENG:

9 We have one transfer of tax exemption
10 contract: Great Southern Galvanizing, Inc., D/B/A,
11 Great States Galvanizing, Contract 20161014 is being
12 transferred to South Atlantic, LLC in East Baton Rouge
13 Parish.

14 MR. WINDHAM:

15 All right. For the transfer of
16 exemption contract, any comments from the public?

17 (No response.)

18 MR. WINDHAM:

19 Motion from the Board?

20 Made by Mr. Briggs; seconded by Mayor
21 Brasseaux.

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

24 MR. WINDHAM:

25 All opposed with a "nay."



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1 (No response.)

2 MR. WINDHAM:

3 Motion carries.

4 MS. CHENG:

5 We actually have four -- that's
6 incorrect on the front cover page. We have four partial
7 transfers -- or, no. I'm sorry. They're being
8 transferred to multiple companies. That's why. I
9 misspoke. Sorry.

10 Great Southern Galvanizing, Inc., D/B/A,
11 Great States Galvanizing, Contract 20100919, they're
12 retaining \$741,106. South Atlantic, LLC is receiving
13 \$3,416,185 in assets and Natchez Management, LLC is
14 receiving \$5,281,298 in assets from that contract.

15 Great Southern Galvanizing, Inc., D/B/A,
16 Great States Galvanizing, Contract 20190919-A is
17 retaining \$431,866 in assets in East Baton Rouge Parish
18 and is transferring \$25,571 to South Atlantic, LLC and
19 Natchez Management, \$31,101 to Natchez Management, LLC
20 in East Baton Rouge Parish.

21 Great Southern Galvanizing, Inc., D/B/A,
22 Great States Galvanizing, Contract 20140711 is retaining
23 \$71,273 in East Baton Rouge Parish, transferring \$51,948
24 in assets to South Atlantic, LLC and \$68,237 in assets
25 to Natchez Management, LLC both in East Baton Rouge



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1 Parish.

2 Great Southern Galvanizing, Inc., D/B/A,
3 Great States Galvanizing, Contract 20150736 is retaining
4 \$8,046, transferring \$92,553 to South Atlantic, LLC and
5 \$78,091 to Natchez Management, LLC in East Baton Rouge
6 Parish.

7 MR. WINDHAM:

8 Thank you, Ms. Cheng.

9 On the partial transfer of exemption
10 contracts, any comments from the Board members?

11 (No response.)

12 MR. WINDHAM:

13 From the public?

14 (No response.)

15 MR. WINDHAM:

16 Questions or comment from the Board
17 members?

18 (No response.)

19 MR. WINDHAM:

20 Is there a motion to approve?

21 Made by Senator Francis Thompson;
22 seconded by Mr. Briggs.

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

24 (Several members respond "aye.")

25 MR. WINDHAM:



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1 All opposed with a "nay."

2 (No response.)

3 MR. WINDHAM:

4 Motion carries.

5 Ms. Cheng.

6 MS. CHENG:

7 I have 11 contract cancelation requests:

8 Deltech Corporation, Contracts 20090579, 20100090,
9 20110315, 20120527, 20130550, 20140481, 20141333,
10 20150504 and 20160965, company requests cancelation, and
11 they're located in East Baton Rouge Parish.

12 Dredging Supply Company, Inc., Contract
13 20110831 in St. John the Baptist Parish, company
14 requests cancelation.

15 And Groth Equipment Corporation, D/B/A,
16 Groquip, Contract 20100619 in Ascension Parish, both
17 companies request cancelation.

18 MR. WINDHAM:

19 All right. All of these have been
20 requested cancelation by the companies themselves.

21 Are there any comments from the public
22 concerning the cancelation request of the companies?

23 (No response.)

24 MR. WINDHAM:

25 Is there a motion?



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1 The motion has been made by Senator
2 Thompson; seconded by Representative Devillier.

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 MS. CHENG:

11 I six special requests from Bradken in
12 Tangipahoa Parish. They request non-cancelation of
13 their -- they are actually idled currently, but they're
14 requesting to continue their ITEP contracts in the hopes
15 of attracting a buyer. They're working with locals to
16 get a letter of support, but these are Contracts
17 20100584, 20110612, 20120506, 20140515, 20150507, and
18 20161009.

19 MR. WINDHAM:

20 All right. Thank you.
21 Secretary Pierson.

22 SECRETARY PIERSON:

23 Just some additional information. The
24 Parish Resident, Robbie Miller, would likely have to
25 recuse himself from this vote. He has not been able to



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1 stay here at the meeting and has had to depart. His
2 request was to the Board that this be deferred to the
3 February meeting.

4 MR. WINDHAM:

5 Motion has been made by Mr. Slone to
6 defer the cancelations until the February meeting for
7 these ones related to Bradken. There's a second by
8 Secretary Pierson.

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. CHENG:

17 That concludes the Industrial Tax
18 Exemption portion of the agenda.

19 MR. WINDHAM:

20 We have an appeal, I believe.

21 MS. CHENG:

22 ITEP appeals are under Other Business.

23 We do have one ITEP denial appeal, LED requests --
24 received a request from Reliable EDM appealing the
25 decision to deny their request for late renewal of tax



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1 exemption contract by the Board of Commerce and Industry
2 at the October 31st, 2018 meeting.

3 MR. WINDHAM:

4 Is there a representative from Reliable
5 EDM with us?

6 Please step forward and identify
7 yourself, make your appeal.

8 Mr. SOMMER:

9 Yes. I'm John Sommer with Reliable EDM,
10 and we're obviously not on par with these companies. I
11 had no idea this is this formal. I was actually out of
12 town and I was at a meeting and I didn't realize that it
13 was this formal. I apologize. I was not able to make
14 it to the meeting on the 31st. I was in Denver.

15 So I'm asking is there any way that we
16 could continue this contract that we had?

17 MR. WINDHAM:

18 All right. The process is, I believe we
19 have to have a motion to --

20 MS. CHENG:

21 Approve the appeal.

22 MR. WINDHAM:

23 -- approve the appeal, and then we'll
24 vote on --

25 MS. CHENG:



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1 Reconsider.

2 MR. WINDHAM:

3 -- the consequences, reconsideration.

4 So is there a motion to approve the
5 request for appeal?

6 Made by Mr. Briggs.

7 Is there a second?

8 Made by Mr. Manny Fajardo. I'll get it
9 right one day.

10 Is there any discussion by any of the
11 Board members to approve the request for the appeal?

12 (No response.)

13 MR. WINDHAM:

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 All right. So on here, you were due to
22 be in on December 31st of 2017. You were late by eight
23 months. The practice has been to reduce your exemption
24 by one year for that.

25 MR. SOMMER:



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1 Okay.

2 MR. WINDHAM:

3 So is there a motion to do just that,
4 reduce it to a four-year contract?

5 Motion has been made by Major Coleman;
6 seconded by Ms. Baker.

7 Any further discussion?

8 (No response.)

9 MR. WINDHAM:

10 All in favor, indicate with an "aye."
11 Mr. Slone.

12 MR. SLONE:

13 Okay. I was just curious, is this the
14 one from our meeting where there was no representative
15 present and we thought that maybe based on the magnitude
16 of what's was going on that someone should have been
17 here? I'm just curious if this was the same one. I'd
18 have to go back to my last meeting notes.

19 MR. WINDHAM:

20 I don't believe so. This was one where
21 there was no representative. The one that I -- I have a
22 different question about, but I don't think so because
23 this investment was \$298,000.

24 MR. SLONE:

25 Okay.



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MR. WINDHAM:

The exemption is \$2,700 a year.

MR. SLONE:

Okay.

MR. WINDHAM:

All right. Any further questions?

(No response.)

MR. WINDHAM:

Secretary Pierson.

SECRETARY PIERSON:

I'll make my remarks very quickly as the hour grows late, and I know that --

MR. WINDHAM:

I'm sorry. I thought you had a comment.
Hold on.

All right. So all in favor, indicate with an "aye" to reduce it by one year, so it's a four-year renewal contract. All in favor, indicate with an "aye."

(Several members respond "aye.")

MR. WINDHAM:

All opposed with a "nay."

(No response.)

MR. WINDHAM:

Motion carried. Thank you.



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1 All right. So what happened to
2 Cocentric? Did the gentleman not make it?

3 MS. CHENG:

4 No. His renewal was timely.

5 MR. WINDHAM:

6 It was just an oversight?

7 MS. CHENG:

8 Yeah.

9 MR. WINDHAM:

10 That was the gentleman that I told that
11 he did not have to come back?

12 MS. CHENG:

13 That's correct.

14 MR. WINDHAM:

15 All right. I just want to make sure
16 that we all know that I was trying to be nice.

17 All right. Secretary -- that's all the
18 exemptions, special requests and everything?

19 MS. CHENG:

20 Yes.

21 MR. WINDHAM:

22 Secretary Pierson, comments to the Board
23 and to the public.

24 SECRETARY PIERSON:

25 Again, I'd like to thank all of the



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1 Board members for their participation in this important
2 process today. We had a lot of very good discussion.
3 We think that it's very appropriate for the public to
4 have input with the elected officials to make the
5 decisions at the local level, which is what this Board
6 now provides through the new rules established through
7 the leadership of Governor John Bel Edwards. We have
8 accountability, we have a local voice in the process and
9 what we're seeing here is simply that action taking
10 place. And with that, we've also seen unanimous support
11 for proposed expanding industries in our state, and
12 hopefully this message resonates and allows us to
13 continue to recruit new jobs, new investment in our
14 state, grow the pie and completely agree with the
15 support for education, and we know that's a priority to
16 the Governor as well.

17 I get concerned about some of the
18 figures that I read in the paper when there are
19 estimates about what a tax exemption might be, when
20 those are exaggerated and divided by numbers and come up
21 with a sort of a meaningless quote that alarms many
22 people, citizens, business organizations and
23 corporations, appropriately alarms them. But just as we
24 talked about 1,280 jobs for Exxon and their project with
25 a realization that actually there's a number of



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1 contractors that augment that to a number that exceeds
2 3,000, and those are the jobs inside the fence that are
3 multiplied significantly through the ripple effect in
4 the economy.

5 Again, it's important, as we do our
6 work, to educate and to make sure there's an
7 understanding out there in the greater community, that
8 we're not doing this for every business. We are doing
9 this for manufacturers that will be held accountable for
10 what they're offering to our state and growing the pie,
11 and that certainly is how we improve many things,
12 education included, health care, roads, bridges, et
13 cetera.

14 With that, I want to thank the LED staff
15 who put a lot of muscle into making sure that we were
16 well prepared today to answer your questions, to answer
17 the questions of the public and for their dedication.
18 We've had a great year. We will print our annual report
19 and have that available to you in the first quarter of
20 '19, but we continue to set a standard of excellence at
21 Louisiana Economic Development, where we are now the
22 only state organization in economic development that is
23 certified by the International Economic Development
24 Council where we once again receive the Number 1
25 Workforce Training Program in America designation from



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1 Business Facilities Magazine, and our efforts in 2017
2 yielded a Number 2 Business Position in the South for
3 Capital Investment and Job Creation. Only Kentucky in
4 front of us.

5 So we're doing your work, and certainly
6 the support that we get from this Board with the
7 scrutiny, the requirement for accountability and
8 following a process, treating all of our clients in a
9 uniform manner is greatly appreciated and makes a very
10 significant statement towards establishing stability,
11 which is the number one requirement for business to make
12 investments in our state.

13 So thank you for your efforts and
14 support in that regard.

15 MR. WINDHAM:

16 Thank you, Secretary Pierson.

17 I have just a couple of announcements
18 that I have to make before we adjourn. Most
19 importantly, your annual ethics for Board members is due
20 December 31st. If you have not taken the online class,
21 you will be getting -- you'll probably be getting an
22 e-mail anyway to sign up for the online ethics training
23 so that we all are in compliance with that.

24 Board meeting dates for next year will
25 be forthcoming, I believe, or do we have them? Oh, we



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1 passed them out. Okay. I didn't get that. Maybe I
2 did.

3 And then most importantly, elections of
4 officers will be at the February Board meeting. So any
5 of you that would like to step into this chair, please
6 raise your hand now.

7 SECRETARY PIERSON:

8 We have had some interest from Mr. Jerry
9 Jones, but we can handle this nominations process at our
10 next meeting.

11 MR. WINDHAM:

12 Okay. There's going to be a
13 nominations.

14 Senator Thompson.

15 MR. THOMPSON:

16 I'm not a regular member of this Board,
17 sadly to say, but it's well run. I appreciate the
18 effort that you-all put forward, and certainly our
19 chairman, he was very well prepared. I would like to
20 have him run most of my meetings for me. I'd just tell
21 him what to do, Don. But thank you for your knowledge
22 and your background. You know, I've watched you through
23 Governor -- before you retired. And thank you, Don
24 Pierson, on the job you do. Appreciate all of you's
25 hard work and dedication, and legislators that agree to



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1 serve on here. That's really good. Very important
2 group.

3 MR. WINDHAM:

4 All right. With that, I'll entertain a
5 motion to adjourn.

6 Made by Mr. Hollis; seconded by
7 Mr. Slone.

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 Adjourned.

15 (Meeting concludes at 12:08 p.m.)
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2 I, ELICIA H. WOODWORTH, Certified Court
3 Reporter in and for the State of Louisiana, as the
4 officer before whom this meeting for the Louisiana Board
5 of Commerce and Industry, do hereby certify that this
6 meeting was reported by me in the stenotype reporting
7 method, was prepared and transcribed by me or under my
8 personal direction and supervision, and is a true and
9 correct transcript to the best of my ability and
10 understanding;

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

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

20 Dated this 4th day of January, 2019.

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