

BOARD OF COMMERCE & INDUSTRY MEETING

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BOARD OF COMMERCE AND INDUSTRY MEETING,
TAKEN AT THE STATE CAPITOL, HOUSE COMMITTEE ROOM
5, BATON ROUGE, LOUISIANA ON OCTOBER 25, 2017
COMMENCING AT 9:40 A.M.

REPORTED BY:

RACHEL TORRES-REGIS, CCR, RPR
CERTIFIED COURT REPORTER



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BOARD OF COMMERCE & INDUSTRY MEETING

- 1 APPEARANCES OF BOARD MEMBERS:
- 2 Steven Windham
- 3 Robert Adley
- 4 Robert Barham
- 5 Millie Atkins
- 6 Glenn Brasseaux
- 7 Major Coleman
- 8 Scott Richard
- 9 Bobby Williams
- 10 Senator Claitor
- 11 Robby Miller
- 12 Dr. Wilson
- 13 Ronnie Slone
- 14 Danny Schexnaydre
- 15 Don Pierson
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BOARD OF COMMERCE & INDUSTRY MEETING

1 APPEARANCES OF STAFF MEMBERS:

2

3 Melissa Sorrell

4 Brenda Guess

5 Eric Burton

6 Becky Lambert

7 Kristin Cheng

8 Danielle Clapinski, Esq.

9 Frank Favaloro

10 Anne Villa

11 Joyce Metoyer

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1 MR. WINDHAM:
2 I would like to call the
3 meeting for the Board of Commerce
4 and Industry to order on October
5 25, 2017 at approximately 9:40.
6 Ms. Sorrell, if you will call the
7 roll.

8 MS. SORRELL:
9 Robert Adley.

10 MR. ADLEY:
11 Here.

12 MS. SORRELL:
13 Robert Barham.

14 MR. BARHAM:
15 Here.

16 MS. SORRELL:
17 Representative Schexnaydre
18 for Representative Abramson.

19 MR. SCHEXNAYDRE:
20 Here.

21 MS. SORRELL:
22 Millie Atkinson.

23 MS. ATKINSON:
24 Here.

25 MS. SORRELL:



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1 Mayor Brasseaux.
2 MR. BRASSEAUX:
3 Here.
4 MS. SORRELL:
5 Representative Carmody.
6 Yvette Cola. Major Coleman.
7 MR. COLEMAN:
8 Here.
9 MS. SORRELL:
10 Rickey Fabra. Manny Fajardo.
11 Jerry Jones. Heather Malone.
12 Senator Claitor for Senator
13 Martiny.
14 MR. CLAITOR:
15 Present.
16 MS. SORRELL:
17 Roger Miller.
18 MR. MILLER:
19 Here.
20 MS. SORRELL:
21 Yawn Moller. Senator
22 Chabert. Don Pierson.
23 MR. PIERSON:
24 Present.
25 MS. SORRELL:



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1 Scott Richard.
2 MR. RICHARD:
3 Here.
4 MS. SORRELL:
5 Darryl Saizan. Danny
6 Schexnaydre.
7 MR. SCHEXNAYDRE:
8 Here.
9 MS. SORRELL:
10 Ronnie Slone.
11 MR. SLONE:
12 Here.
13 MS. SORRELL:
14 Bobby Williams.
15 MR. WILLIAMS:
16 Here.
17 MS. SORRELL:
18 Steve Windham.
19 MR. WINDHAM:
20 Here.
21 MS. SORRELL:
22 Dr. Wilson.
23 MR. WILSON:
24 Here.
25 MS. SORRELL:



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1 We have a quorum.

2 MR. WINDHAM:

3 Thank you, Ms. Sorrell. Has
4 everyone had a chance to approve
5 the minutes. I will entertain a
6 motion for approval. Made by Dr.
7 Wilson. Seconded by Mr.
8 Williams. All indicate with an
9 aye.

10 ALL BOARD MEMBERS:

11 Aye.

12 MR. WINDHAM:

13 All oppose with a nay.

14 Motion carries. Mr. Burton.

15 MR. BURTON:

16 Yes. I have four new
17 applications for Quality Jobs.

18 20151179 Audubon Field
19 Solutions, LLC in Jefferson
20 Parish.

21 20151134, Calumet GP, LLC in
22 Caddo Parish.

23 20151377, Delta Machine &
24 Ironworks, LLC in East Baton
25 Rouge Parish.



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1 20151251, Zen-Noh Grain
2 Corporation in St. James Parish.

3 This concludes the new
4 applications for Quality Jobs.

5 MR. WINDHAM:

6 Is there a motion to approve?

7 Made by Mr. Slone. Seconded by
8 Dr. Wilson.

9 Any discussion from the
10 Board? Any comments from the
11 public?

12 All in favor indicate with an
13 aye.

14 ALL BOARD MEMBERS:

15 Aye.

16 MR. WINDHAM:

17 All oppose with a nay.

18 Motion carries.

19 MR. BURTON:

20 Next item is going to be the
21 Quality Jobs Renewal. We have
22 one renewal.

23 20121300, CF Industries
24 Nitrogen, LLC in Ascension
25 Parish.



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1 MR. WINDHAM:
2 Is there a motion to approve?
3 Made by Mr. Miller. Seconded by
4 Dr. Wilson.
5 Any comments from the Board?
6 Questions/comments from the
7 public?
8 All in favor indicate with an
9 aye.
10 ALL BOARD MEMBERS:
11 Aye.
12 MR. WINDHAM:
13 All oppose with a nay.
14 Motion carries.
15 MR. BURTON:
16 Next item is going to be
17 request for Change in Name only
18 of the following contracts.
19 20140937 from Module X Solutions,
20 LLC and Home and Security, LLC to
21 Module X Solutions, LLC in Caddo
22 Parish.
23 20130765 from Federated
24 Sample, LLC to Lucid Holdings,
25 LLC in Orleans Parish.



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1 And 20121300, CF Industries
2 Nitrogen, LLC to CF Industries
3 Employee Services, LLC in
4 Ascension Parish.

5 MR. WINDHAM:

6 Is there a motion to approve
7 the name changes? Made by Ms.
8 Atkins. Seconded by Mr. Slone.
9 All -- any comments from the
10 Board? Comments from the public?
11 All in favor indicate with an
12 aye.

13 ALL BOARD MEMBERS:

14 Aye.

15 MR. WINDHAM:

16 Motion carries -- opposed?
17 Motion carries.

18 MR. BURTON:

19 Next item is going to be one
20 Request to add additional
21 affiliate to schedule 1 of the
22 following contracts.

23 20121300, CF Industries
24 Employee Services, LLC. Adding
25 affiliate, CF Industries



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1 Nitrogen, LLC in Ascension
2 Parish.

3 MR. WINDHAM:

4 And can you explain the
5 reason for adding an affiliate.

6 MR. BURTON:

7 The reason for adding an
8 affiliate, as we see, they have
9 had a name change above, so they
10 want to make sure that they can
11 get the capital investment
12 expenditures for the actual
13 affiliate.

14 MR. WINDHAM:

15 All right. Is there a motion
16 to approve?

17 MR. CLAITOR:

18 I had a question.

19 MR. WINDHAM:

20 Sorry. Senator Claitor has a
21 question.

22 MR. CLAITOR:

23 Thank you, Mr. Chairman.

24 From the information that's on my
25 sheet, I can't tell how much



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1 money are we talking about?

2 MR. BURTON:

3 The schedule 1 affiliate is
4 just going to add an addendum to
5 the Quality Jobs contract, so the
6 contract itself does not change.
7 The reason for that is we've had
8 a name change from CF Industries
9 Nitrogen, LLC to CF Industries
10 Employee Services, LLC, so the
11 owner of the actual employees
12 change from the quality job
13 contract what must be a change
14 the affect of that is going to be
15 the quality jobs applicant has to
16 be the same as on the contract,
17 so any kind of purchases that are
18 made for capital expenditures
19 with the Quality Jobs contract
20 are able to be able -- to get
21 rebated, and that is going to be
22 the purchases for CF Industries
23 Nitrogen, LLC, who is the
24 original owner of the Quality
25 Jobs contract.



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1 MR. CLAITOR:
2 So the answer to my question,
3 how much money are we talking
4 about?

5 MR. BURTON:
6 I do not have that with me at
7 this date.

8 MR. CLAITOR:
9 Thank you, Mr. Chairman.

10 MR. WINDHAM:
11 Certainly. Are there any
12 other questions?

13 Is there a motion to approve
14 the additional affiliate? Motion
15 by Dr. Wilson. Seconded by Mayor
16 Brasseaux.

17 Any comments from the Board?
18 Comments from the public? All in
19 favor indicate with an aye.

20 ALL BOARD MEMBERS:
21 Aye.

22 MR. WINDHAM:
23 All oppose with a nay?
24 Motion carries.

25 MR. BURTON:



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1 Next item is going to be a
2 request for a Change in Ownership
3 of the following contracts:
4 20141040 from PennTex Midstream
5 Management Company, LLC, to
6 LaGrange Acquisition, LP in
7 Lincoln Parish.

8 And 20141403, PennTex
9 MidStream Management Company, LLC
10 to La Grange Acquisition, LP in
11 Lincoln Parish.

12 MR. WINDHAM:

13 Is there a motion to approve?
14 Made by -- sorry -- made by Mr.
15 Slone. Second made by Dr.
16 Wilson. Any comments from the
17 Board? Questions? Any comments
18 from the public concerning the
19 name -- Change in Ownership?

20 All in favor indicate with an
21 aye.

22 ALL BOARD MEMBERS:

23 Aye.

24 MR. WINDHAM:

25 All oppose with a nay?



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1 Motion carries.

2 MR. BURTON:

3 The last item for Quality
4 Jobs would be to Request to
5 Cancel the following contract:
6 20140643, John H. Carter Company
7 Incorporated. The company
8 requested to cancel the contract
9 due to not meeting the program
10 requirements. No benefits have
11 been received. And this is in
12 East Baton Rouge Parish.

13 MR. WINDHAM:

14 All right. Is there a motion
15 to approve the cancellation of
16 this contract? Made by Mr. Slone
17 -- I'm sorry. By Mayor Brasseaux.
18 Seconded by Senator Claitor.

19 Any comments from the Board?

20 Comments from the public?

21 All in favor indicate with an
22 aye.

23 ALL BOARD MEMBERS:

24 Aye.

25 MR. WINDHAM:



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1 All oppose with a nay?

2 Motion carries.

3 Thank you, Mr. Burton.

4 Next on the list is the Tax
5 Abatement Program presented by
6 Ms. Becky Lambert.

7 MS. LAMBERT:

8 Good morning. We have five
9 new applications.

10 First one is 20170127, 1539
11 Robertson, LLC in Orleans Parish.

12 20161642, 214 South 14th
13 Street, LLC, East Baton Rouge.

14 20151067, Artisan Cafe in
15 Orleans.

16 20141425, French Quarter
17 Apartments, LP, Orleans.

18 20161637, Market Street, LLC
19 in Caddo.

20 This concludes the number of
21 new applications. There are five
22 for a total of investment of
23 \$43,287,840.

24 MR. WINDHAM:

25 Thank you, Ms. Lambert. Is



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1 there a motion to approve the
2 Restoration Abatement
3 Applications? Made by Dr.
4 Wilson. Seconded by Ms. Atkins.

5 Any questions or comments
6 from the Board members? Comments
7 from the public?

8 All in favor indicate with an
9 aye.

10 ALL BOARD MEMBERS:

11 Aye.

12 MR. WINDHAM:

13 All oppose with a nay?

14 Motion carries.

15 MS. LAMBERT:

16 We have two renewals. They
17 are 20120786, 2021 Borders, LLC
18 in Jefferson. And 20101025, 715
19 South Washington, LLC in
20 Morehouse Parish. This is two
21 renewals for \$12 million.

22 MR. WINDHAM:

23 Thank you, Ms. Lambert. Is
24 there a motion to approve the
25 renewals of restoration? Made by



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1 Mr. Slone. Seconded by Ms.
2 Atkins. Any questions or
3 comments from the Board members?
4 Comments from the public?

5 All in favor indicate with an
6 aye.

7 ALL BOARD MEMBERS:

8 Aye.

9 MR. WINDHAM:

10 All oppose with a nay?

11 Motion carries.

12 Thank you, Ms. Lambert.

13 MS. LAMBERT:

14 Thank you.

15 MR. SLONE:

16 Mr. Chairman, if you don't
17 mind.

18 MR. WINDHAM:

19 Yes.

20 MR. SLONE:

21 A question concerning the
22 timeframe of, let's say,
23 contracts signing, stuff coming
24 out of the governor'S office. Is
25 there a standard on that? I was



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1 asked a question one day and I
2 had no answer for this particular
3 applicant. Since they were
4 approved by the Board in April,
5 so I was curious is there a
6 normal timeframe on potential?

7 MR. WINDHAM:

8 I would have to defer to
9 staff to respond to that. Mr.
10 Favaloro.

11 MR. FAVALORO:

12 Frank Favaloro with Louisiana
13 Economic Department. There is no
14 standard time for the Governor to
15 return contracts. They are
16 submitted timely by LED to the
17 Governor's office. Yes.

18 MR. SLONE:

19 Right.

20 MR. WINDHAM:

21 Mr. Pierson may be able to
22 shed some light on this.

23 MR. PIERSON:

24 To be helpful, if you will
25 identify -- I mean, we can do



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1 this offline or we can do it now,
2 but certainly if there is inquiry
3 from a company that is looking
4 for a response, we can expedite
5 that process.

6 MR. WINDHAM:

7 We can do it offline. Thank
8 you. Senator Claitor.

9 MR. CLAITOR:

10 Thank you. Mr. Favaloro
11 might be able to help me with
12 this as well, and Becky that
13 presented this earlier, and I am
14 sorry I'm backtracking a little
15 bit, but on restoration tax
16 abatement we have the number of
17 the companies the parish
18 investment and new permanent jobs
19 and the construction and salaries
20 that is in here, but it's not in
21 your face what cost to the
22 government is in these, and so it
23 would be helpful to highlight
24 what that is as well.

25 MR. FAVALORA:



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1 I am not aware of the cost.
2 It's a local program. It's local
3 ad valorem taxes that are -- you
4 are referring to the restoration
5 tax abatement program?

6 MR. CLAITOR:

7 Yes.

8 MR. FAVALORO:

9 It's the ad valorem taxes
10 that are abated on the capital
11 investment. I don't have that
12 investment with me -- I mean,
13 that --

14 MR. CLAITOR:

15 Number. Yes.

16 MR. WINDHAM:

17 Senator, can you hold on one
18 second so we can fix your mike.

19 MR. CLAITOR:

20 That's probably why I was
21 given this spot.

22 (Laughter from audience)

23 MR. WINDHAM:

24 We need the feedback.

25 MR. CLAITOR:



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1 That's just a suggestion for
2 the public. I'm not a member of
3 this Board. I have attended the
4 meetings in the past on several
5 occasions, and I think when folks
6 aren't regular attendees, as far
7 as they are relatively
8 representative of what the public
9 is looking for when they are
10 looking at these type of
11 documents and they would like to
12 know what this information is.

13 MR. FAVALORO:

14 Yes, sir.

15 MR. CLAITOR:

16 Thank you.

17 MR. WINDHAM:

18 Thank you. Any other
19 comments or questions?

20 All right. I believe we can
21 move to Ms. Metoyer on the
22 Enterprise Zone Program. Please
23 identify yourself.

24 MS. METOYER:

25 Joyce Metoyer. I'm the



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1 Program Administrator for
2 Enterprise Zone.

3 I have 23 new applications
4 today.

5 20141180, Affinity Health
6 Group, LLC, Ouachita Parish.

7 20141179, Affinity Health
8 Group, LLC, Ouachita Parish.

9 20150272, Associated Marine
10 Equipment, LLC, St. James Parish.

11 20150961, B & G Food
12 Enterprises, LLC, East Baton
13 Rouge Parish.

14 20150261, Barriere
15 Construction Company, LLC, East
16 Baton Rouge Parish.

17 20141545, Bayou Lodging, LLC,
18 St. John the Baptist Parish.

19 20150313, Courtesy Realty of
20 Ruston, LLC, Lincoln Parish.

21 20130003, Creekstone
22 Management, LLC, Livingston
23 Parish.

24 20161385, Delta Medical
25 Group, LLC, St. Mary Parish.



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1 20141329, G.E.O. Heat
2 Exchangers, LLC, Iberville
3 Parish.
4 20151399, Govind Hotels, LLC,
5 East Baton Rouge Parish.
6 20110929, James Construction
7 Group LLC, East Baton Rouge
8 Parish.
9 20150141, Leading Healthcare
10 of Louisiana, Lafayette Parish.
11 20151398, LogoJET, Lafayette
12 Parish.
13 20141118, Mihir Enterprises,
14 LLC, East Baton Rouge Parish.
15 20150897, Primoris Energy
16 Services Corporation, East Baton
17 Rouge Parish.
18 20150204, Rouse's
19 Enterprises, LLC, Tangipahoa
20 Parish.
21 20141279, Southwest Louisiana
22 Hospital Association, Calcasieu
23 Parish.
24 20141547, Southwest Louisiana
25 Hospital Association, Calcasieu



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1 Parish.

2 20141415, Syngenta Crop

3 Protection, LLC, Iberville

4 Parish.

5 20151009, The National World

6 War II Museum, Orleans Parish.

7 20141178, Vantage Health

8 Plan, Incorporation, East Baton

9 Rouge Parish.

10 And 20130847, Waskey Bridges,

11 Incorporation, East Baton Rouge

12 Parish.

13 MR. WINDHAM:

14 Thank you, Ms. Metoyer.

15 Are there any questions on

16 any of the Enterprise Zone

17 applications? Is there a motion

18 from the Board to approve the

19 applications? Made by Dr.

20 Wilson. Seconded by Major

21 Coleman.

22 Any questions from the Board

23 members? Comments from the

24 public?

25 Please step forward and



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1 identify yourself.

2 MR. BAGGER:

3 Good morning. I am Roderick
4 Bagger with Together Louisiana.
5 Pardon my voice. I know you
6 appreciate this. This was the
7 follow up from the last meeting.

8 We had discovered that the
9 local input process in East Baton
10 Rouge involved a problematic
11 internal process whereby these
12 exemptions would be -- to the
13 Planning Commission would be
14 distributed internally among the
15 metro council, and if no one had
16 an objection they would be sent
17 home with an approval without a
18 public hearing that was against
19 the East Baton Rouge charter.
20 Our understanding is they haven't
21 continued that, but we asked
22 whether that was a practice.

23 MR. WINDHAM:

24 They have or they have not?

25 MR. BAGGER:



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1 They have not continued that
2 for any this year, but whether
3 that was a practice in any other
4 places, and the Board and staff
5 said they would look into that
6 and I wanted to see if there had
7 been any follow-up on what the
8 process of local input is at a
9 time where we're in the midst, as
10 we all know, of local input and
11 around the separate program and
12 just having clarity about the
13 expectations to the public and
14 making sure that the standards of
15 public input and public
16 disclosure are appropriate for
17 the law.

18 So just wanted to see if
19 there was any follow-up about
20 whether the processes of local
21 input around programs that
22 require resolutions are in fact
23 requiring resolutions or just
24 statements of some kind. Do they
25 have to go through a public



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1 hearing or have the kind of
2 document that is to say a
3 resolution versus a letter from
4 the mayor, whether there have
5 been any further research into
6 that.

7 MR. WINDHAM:

8 Certainly. Ms. Metoyer, can
9 you respond to that? Sorry. She
10 can't.

11 MS. METOYER:

12 I was not aware of this
13 question. That's a -- that was
14 going on at that local office.
15 We are not involved in that part
16 of it.

17 MR. PIERSON:

18 Don't Pierson, LED Secretary.
19 The program that we are talking
20 about here is the Enterprise Zone
21 program. Specifically what you
22 see addressed in front of you is
23 a state program, and I don't know
24 that it would require the actions
25 of a local body relative to the



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1 implementation of what you
2 essentially see is given that a
3 company qualifies by creating
4 five or more new jobs, and you
5 are also seeing a cleanup here
6 where retail food services,
7 employment services, other
8 categories were removed over time
9 by the legislature, and you may
10 be seeing the tail end of some of
11 those that have been in process
12 for quite some time, but the tax
13 relief that occurs is in your
14 column where it speaks to the
15 investment tax credit, and
16 essentially that's a handshake
17 between the state and the
18 corporation wherein typically you
19 might undergo a construction
20 project, get the four percent or
21 five percent now state sales tax
22 rebate or to streamline that
23 process, segment of the
24 investment be authorized by
25 legislation to be rebated to the

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1 company. So that's the column
2 that you see where those tax
3 collections that were made during
4 the process of construction are
5 then provided back to the company
6 for making the \$512 million in
7 investment associated with the
8 projects, so there is not a
9 specific role at the parish level
10 specific to this program.

11 MR. BAGGER:

12 But -- well, and maybe just
13 to clarify the question, and I
14 think it's the kind of question
15 that we leave with you again and
16 check in next time, but that this
17 program under these that are
18 currently approved are just the
19 ITC portion. When there is a
20 local sales tax exemption that is
21 a part of it, the rules of the
22 Board require a local resolution
23 that we had discovered quite to
24 our concern and dismay that the
25 local process by which East Baton



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BOARD OF COMMERCE & INDUSTRY MEETING

1 Rouge Parish had in the past been
2 approving those was not in
3 accordance with this charter and
4 was not even submitting
5 resolutions, which is what -- as
6 far as we know, which is what the
7 law requires, it was some kind of
8 statement from the mayor. This
9 has been discontinued locally in
10 East Baton Rouge Parish, but
11 without going into every parish
12 ourselves and trying to discern
13 that what we wanted to know is
14 whether when it does require a
15 local resolution, is this Board
16 and LED requiring a resolution in
17 making sure that is, you know,
18 not some other statement that
19 wouldn't require local process
20 and it's relevant now because
21 there is now an expansion of the
22 process for local input, so what
23 has been happening in the past
24 we're going to have new
25 precedents set around the



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1 Industrial Tax Exemptions, so
2 that's why we don't have any
3 local exemptions, and,
4 understand, I don't want to take
5 any more time on the agenda, but
6 if that is something that can be
7 checked on.

8 MR. PIERSON:

9 We're going to defer that to
10 the judgment of either the parish
11 attorney or the city attorney
12 that they are appropriately
13 providing public notice relative
14 to resolution that impact the
15 public in those jurisdictions.

16 MR. BAGGER:

17 Okay.

18 MR. PIERSON:

19 Because if they are
20 essentially there to act on
21 behalf of the citizens to enforce
22 the charter for the governance
23 that is in place.

24 MR. BAGGER:

25 And our question is are you



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1 getting resolutions that are
2 formal resolutions that are
3 accepting other statements, but I
4 will leave it at that. Thank you.

5 MR. WINDHAM:

6 Ms. Clapinski, want to add
7 something to this, please.

8 MS. CLAPINSKI:

9 Sure. I will just clarify
10 real quickly that under the
11 Enterprise Zone Program there are
12 two different capital expenditure
13 benefits; the sales new tax
14 rebate or the investment tax
15 credit. Under the sales new tax
16 rebate, they are eligible for the
17 state portion of the sales new
18 tax rebate and with local
19 approval potentially the local
20 portion rebated as well, and I
21 believe that is what Mr. Bagger
22 is referring to.

23 Quite honestly, we have to
24 take these on a case by case
25 basis as they come in as there



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1 are 64 jurisdictions. Right now
2 none of the applications that are
3 on your agenda, there is only
4 two, Leading Health Care of
5 Louisiana and Primoris Energy
6 Services Corporation that are
7 even anticipating using the state
8 sales and new tax rebate.

9 Everyone else is under the ITC,
10 and those two companies do not
11 anticipate any local sales and
12 used tax rebates; therefore,
13 there is nothing required of the
14 local for those two.

15 MR. WINDHAM:

16 And ITC is only applied at
17 the state level.

18 MS. CLAPINSKI:

19 That is correct. It's a
20 refundable investment income tax
21 credit, state taxes.

22 MR. WINDHAM:

23 All right. Thank you. Mr.
24 Barham.

25 MR. BARHAM:



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1 I thought Roderick was going
2 to come up and celebrate today
3 that the fact that the one with
4 the largest permanent job
5 increase has the lowest tax
6 relief. I thought that is why he
7 was coming in today, but --

8 (Laughter from audience.)

9 MR. WINDHAM:

10 Any other comments from the
11 public? Motion is on the table
12 to approve. Any other questions,
13 comments, public or by the Board
14 members?

15 All in favor of approving the
16 Enterprise Zone application
17 please indicate with an aye.

18 ALL BOARD MEMBERS:

19 Aye.

20 MR. WINDHAM:

21 All oppose with a nay.

22 Motion carries.

23 Next is the Contract
24 Termination Request. Ms.
25 Metoyer.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 MS. METOYER:
2 Project 2010813, Excel
3 Fabrication and Construction,
4 Incorporated, Ascension Parish.
5 Existing contract period
6 5-24-2011 through 5-23-2016.
7 Requested Term Date, 12-31-2014.
8 All of the program requirements
9 were met and no additional jobs
10 are anticipated.

11 The next one is 20110547, Red
12 Stick Armature Work Incorporated,
13 West Feliciana Parish. Existing
14 contract date April 6, 2011
15 through April 5, 2016. Requested
16 term date, 12-31-2013. The
17 program requirements were met and
18 no additional jobs are
19 anticipated.

20 20111044, International
21 Marine Terminals Partnership,
22 Plaquemines Parish. Existing
23 contract period May 1 of 2012
24 through April 30 of 2013. The
25 program requested term date is



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BOARD OF COMMERCE & INDUSTRY MEETING

1 December 31 of 2014. All of the
2 program requirements were met.
3 No additional jobs are
4 anticipated.

5 20111024, Moran Printing
6 Incorporated, East Baton Rouge
7 Parish. September 26, 2011
8 through 9-25 of 2016 is existing
9 contract period. The requested
10 term date is March 25 of 2014.
11 The program requirements were met
12 and no additional jobs are
13 anticipated.

14 20130141, Schottel
15 Incorporated, Terrebonne Parish.
16 Existing contract period 2-27 of
17 2013 through 2-26 of 2018. The
18 requested term date is February
19 26, 2016. Program requirements
20 have been met. No additional
21 jobs are anticipated.

22 20120990, CommCare Corp,
23 Avoyelles Parish. The existing
24 contract period is September 1 of
25 2012 through August 31 of 2017.



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1 The requested term date is August
2 31 of 2015. The program
3 requirements have been met. No
4 additional jobs are anticipated.

5 20120999, Pay-Less Super
6 Market Incorporated, Ascension
7 Parish. The existing contract
8 period is July 25 of 2012 through
9 July 24 of 2017. The requested
10 term date is December 31 of 2016.
11 The program requirements have
12 been met. No additional jobs are
13 anticipated.

14 20130549, Pay-Less Super
15 Market Incorporated, Ascension
16 Parish. The existing contract
17 period is April 2 of 2013 through
18 April 1 of 2018. The requested
19 term date is December 31 of 2015.
20 All program requirements have
21 been met. No additional jobs are
22 anticipated.

23 20100778, Dupre Logistics,
24 Incorporated. EBR Parish.
25 Existing contract period, March 1



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1 of 2012 through February 28 of
2 2017. The requested term date is
3 February 28 of 2015. The program
4 requirements have been met and no
5 additional jobs are anticipated.

6 20100939, Baton Rouge General
7 Medical Center, East Baton Rouge
8 Parish. The existing contract
9 period is October 1 of 2011
10 through September 30 of 2016.

11 The requested term date is March
12 31 of 2014. All of the program
13 requirements have been met and no
14 additional jobs are anticipated.

15 And the final contract
16 termination is 20131054, Energy
17 Hydraulics, LLC, Bossier Parish.
18 The existing contract period is
19 August 2 of 2013 through August 1
20 of 2018. The requested term date
21 is February 28 of 2016. The
22 program requirements have been
23 met and there are no additional
24 jobs anticipated.

25 MR. WINDHAM:



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1 Thank you, Ms. Metoyer.
2 Is there a motion to approve
3 the requested contract
4 termination by the companies?
5 Made by Dr. Wilson. Seconded by
6 Mr. Slone.

7 Any comments from the public?
8 Comments from the Board and
9 comment from the public? Any
10 comments from the Board or
11 questions before Mr. Roderick
12 comes up here. All right.
13 Please identify yourself again.

14 MR. BAGGER:

15 Roderick Bagger with together
16 Louisiana. I don't know how this
17 escaped my attention but I just
18 want to celebrate the previous
19 item that the item with the
20 smallest exemption had the most
21 jobs, and that's what we're
22 pointing out that James
23 Construction Group.

24 This is also just a follow-up
25 from the previous meeting. In



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1 the database on Fast line is an
2 extremely helpful resource, and
3 better than most states in terms
4 of providing timely information
5 and access to it. There is one
6 respect in this program that we
7 think can be improved that we
8 raised last time and now have
9 more clarity around.

10 In the records, at least in
11 that database, I am not sure
12 about the actual files, it
13 doesn't distinguish between
14 Enterprise Zone exemptions that
15 are terminated because they met
16 all of the program requirements
17 and those that are canceled
18 because they did not meet the
19 program requirements. So it
20 lumps together under one category
21 the best of them, and I don't
22 mean the worst of them, but the
23 ones that actually didn't meet
24 the program requirements and had
25 the exemption cancelled for that



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1 reason. You know, that let us in
2 a previous meeting to say, wait a
3 minute, this one had a bunch that
4 were terminated and it turned out
5 in one case that was because they
6 were doing really well and
7 another that they hadn't created
8 the jobs that were required under
9 the Enterprise Zone exemption, so
10 I wanted to ask if that could be
11 changed to where if they are
12 canceled because of
13 non-compliance with the job
14 creation it would indicate
15 cancelled, and, you know, even
16 say the reasons behind that but
17 at least indicate canceled due to
18 non-performance and if they were
19 terminated because they met the
20 requirements, well, then that's a
21 very different thing and ought to
22 be categorized differently.

23 MR. PIERSON:

24 We can take that under
25 advisement.



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1 MR. BAGGER:

2 Okay.

3 MR. PIERSON:

4 The Department is happy to
5 take that under advisement.

6 MR. WINDHAM:

7 Thank you, Mr. Bagger. Okay.

8 Any other questions, comments
9 from the public or from the
10 Board? All in favor of approving
11 the contract termination request
12 indicate with an aye.

13 ALL BOARD MEMBERS:

14 Aye.

15 MR. WINDHAM:

16 All oppose with a nay.

17 Motion carries.

18 Ms. Cheng, the Industrial Tax
19 Exemption Program.

20 MS. CHENG:

21 Good morning.

22 MR. WINDHAM:

23 Excuse me. Mr. Adley would
24 like to open up with the
25 comments.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 MR. ADLEY:

2 If I can make a suggestion,
3 we have a whole lot of renewals
4 today. I assume all of those
5 will be dealt with in-globo based
6 upon what we have done in the
7 past. The new applications,
8 however, I know that albeit it
9 appears to be many more, there is
10 15 companies making the
11 applications, and what I would
12 simply ask Mr. Chairman is that
13 there are a number of them that
14 the governor's office has no
15 questions of at all, but some
16 that we do have questions of, and
17 so since they are only 15
18 companies, if we can take them
19 one at a time by company would be
20 very helpful instead of trying to
21 do them in-globo and then go back
22 and take them out separately and
23 deal with them then.

24 MS. CHENG:

25 And this is for the new



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1 applications?

2 MR. ADLEY:

3 Yes. For the new
4 applications. If that is
5 possible, Mr. Chairman, I think
6 that would help us time wise.

7 MR. WINDHAM:

8 So, I guess we will ask you
9 -- I'm sorry.

10 MR. PIERSON:

11 I have a question. I just
12 want to be clear. I'm seeing
13 these are advances filed prior to
14 6-24.

15 MS. CHENG:

16 Yes, sir.

17 MR. PIERSON:

18 So these all fall under the
19 previous set of rules, am I
20 correct?

21 MS. CHENG:

22 You are correct.

23 MR. PIERSON:

24 So -- anyway, I just note
25 that I don't know why we have



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1 extensive discussion, but I'm
2 open to that.

3 MR. ADLEY:

4 The reason is simple. Under
5 the old rules you have to insure
6 that they are manufacturing
7 facilities, and some of the
8 applications are not clear
9 exactly what they have done or
10 what they are manufacturing, and
11 we happen to believe that if they
12 are not clear we ought to at
13 least be clear on them regardless
14 of when they were filed.

15 MR. WINDHAM:

16 All right.

17 MS. CHENG:

18 Okay. I have 38 new
19 applications --

20 MR. WINDHAM:

21 I am sorry, Ms. Cheng, what I
22 will ask you to do is read the
23 name and then the number, and
24 then when you do a group of them
25 read the name and all of the



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1 numbers.

2 MS. CHENG:

3 Got it. I have 20152058,
4 Albemarle Corporation in East
5 Baton Rouge Parish.

6 20152047, BASF Corporation in
7 Ascension Parish.

8 MR. WINDHAM:

9 Anyone have any questions
10 raise your hand.

11 MR. ADLEY:

12 What I'm going to ask, Mr.
13 Chairman, if we can go ahead and
14 just approve -- for instance, the
15 first one, the 20152058, if there
16 were no questions or objections
17 to it, if we would go ahead and
18 get a motion to approve that so
19 we can get those behind us as we
20 get to any of those have
21 questions, they will already be
22 approved.

23 MR. WINDHAM:

24 All right. Can I accept that
25 as a motion to approval



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1 Albemarle?

2 MR. ADLEY:

3 Yes.

4 MR. WINDHAM:

5 Is there a second? Second by
6 Mr. Slone.

7 Any comments from the Board
8 concerning the first application?
9 Comments from the public?

10 All in favor of approval
11 indicate with an aye.

12 ALL BOARD MEMBERS:

13 Aye.

14 MR. WINDHAM:

15 All oppose with a nay.

16 Motion carries. Second one.

17 MS. CHENG:

18 20152047, BASF Corporation in
19 Ascension Parish.

20 MR. WINDHAM:

21 Motion made by Mr. Slone to
22 approve. Seconded by
23 Representative Schexnaydre. Any
24 questions or comments from the
25 Board? Comments from the public.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 All in favor indicate with an
2 aye.

3 ALL BOARD MEMBERS:

4 Aye.

5 MR. WINDHAM:

6 All oppose with a nay.

7 Motion carries.

8 MS. CHENG:

9 20150973, Diversified Foods
10 and Seasonings, LLC, in St.
11 Tammany Parish.

12 MR. WINDHAM:

13 Is there a motion to approve.

14 Made by Mr. Adley. Seconded by
15 Dr. Wilson.

16 Any questions from the Board
17 members? Comments from the
18 public? All in favor indicate
19 with an aye.

20 ALL BOARD MEMBERS:

21 Aye.

22 MR. WINDHAM:

23 All oppose with a nay.

24 Motion carries.

25 MS. CHENG:



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1 I have a correction to make
2 on three of the Dow Chemical
3 company applications. 20140993,
4 20161400 and 20150367 should be
5 in Iberville parish.

6 MR. WINDHAM:

7 Okay. What was the third
8 one? I'm sorry.

9 MS. CHENG:

10 20150667.

11 MR. WINDHAM:

12 All right.

13 MS. CHENG:

14 So I have Dow Chemical
15 company, 20151167 in west Baton
16 Rouge. 20140993 in Iberville.
17 20150368 in west Baton Rouge.
18 20120848 in west Baton Rouge.
19 20161400 in Iberville. 20151302
20 in West Baton Rouge, and 20150367
21 in Iberville Parish.

22 MR. WINDHAM:

23 All right. Are there
24 questions on these applications?

25 MR. ADLEY:



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1 Move to approve for the Dow
2 applications.

3 MR. WINDHAM:

4 All right. A motion has been
5 made for approval. Seconded by
6 Mr. Slone.

7 Any questions from the Board
8 members? Comments from the public
9 concerning Dow applications?

10 All in favor indicate with an
11 aye.

12 ALL BOARD MEMBERS:

13 Aye.

14 MR. WINDHAM:

15 All oppose with a nay.

16 Motion carries.

17 MS. CHENG:

18 I have Dr. Reddys
19 Laboratories Louisiana, LLC in
20 Caddo Parish. Application
21 numbers 20150934, 20150934A,
22 20150934B, 20150934C.

23 MR. WINDHAM:

24 Are there any questions for
25 Dr. Reddys Laboratories?



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1 MR. ADLEY:

2 This is the first one that we
3 have a question on. The issue is
4 I'm reading the project
5 description to manufacturing C2
6 substance at Shreveport facility
7 require security systems, visual
8 cameras in addition to process
9 equipment.

10 The question I'm trying to
11 figure out is how does security
12 fit in with a manufacturing
13 process?

14 MR. WINDHAM:

15 Is there a representative
16 from Dr. Reddys Laboratories
17 Louisiana, LLC?

18 MS. CHENG:

19 Because this is advanced from
20 prior to June 24 of '16.

21 MR. ADLEY:

22 We all have the right
23 regardless -- bear with me. Just
24 to sit here and say just because
25 it was all approved that those of



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1 us looking at it today may not
2 believe that security is part of
3 the manufacturing process and we
4 just like to know how it is.

5 MS. CHENG:

6 I understand.

7 MR. ADLEY:

8 If the company can explain it
9 it would be helpful.

10 MR. WINDHAM:

11 Sir, please identify
12 yourself.

13 MR. RAY:

14 Daniel Ray, project
15 engineering, Dr. Reddys
16 Laboratories.

17 Security is a requirement by
18 the ADA. Because we're looking
19 to manufacture control
20 substances, we have to have
21 sufficient security to guarantee
22 that no one can break in and
23 steal any of the manufactured
24 drugs.

25 MR. ADLEY:



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1 I got you. Ma'am, now let me
2 ask you. Under the new rules
3 with the description of
4 manufacturing, would that apply
5 or not?

6 MS. CHENG:

7 I'm not sure. It would be --
8 if it's directly in the
9 manufacturing process, yes, but
10 we haven't come up with to any of
11 those yet.

12 MR. ADLEY:

13 Okay. Thank you. I move for
14 approval.

15 MR. WINDHAM:

16 We have a motion on the floor
17 and seconded by Dr. Wilson.
18 Motion was made by Mr. Adley.
19 Senator Claitor, you have a
20 question? You waive.

21 Any other questions by the
22 Board members? Any other comments
23 from the public? All in favor
24 indicate with an Aye.

25 ALL BOARD MEMBERS:



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1 Aye.
2 MR. WINDHAM:
3 All oppose with a nay.
4 Motion carries. Thank you, sir.

5 MS. CHENG:
6 20150982A, FlightSafety
7 International, Inc. in Bossier
8 Parish.

9 MR. WINDHAM:
10 Questions from the Board
11 members concerning this
12 application.

13 MR. ADLEY:
14 This is the FlightSafety?

15 MR. WINDHAM:
16 This is the FlightSafety, Mr.
17 Adley. Questions?

18 MR. ADLEY:
19 Is this the one that's been
20 on the agenda two or three times
21 before?

22 MS. CHENG:
23 Yes.

24 MR. ADLEY:
25 We've asked the question



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1 before and no one has ever been
2 here to answer, so I'm going to
3 ask it again. I'm trying to
4 understand how simulated teaching
5 of flight safety is
6 manufacturing. I'm trying to
7 figure out how this fits.

8 MR. WINDHAM:

9 I believe we have a
10 representative from the company.
11 If you can step forward and
12 identify yourself.

13 MR. MOROUX:

14 My name is Kenny Moroux and I
15 am with Metro Aviation in
16 Shreveport, Louisiana. I'm here
17 on behalf of FlightSafety. So
18 the project with FlightSafety is
19 a partnership between Metro
20 Aviation and FlightSafety.

21 Metro Aviation submitted an
22 application and was approved to
23 build this additional facility to
24 house these full motion
25 simulators and FlightSafety,



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1 because they still retain
2 ownership of the simulators,
3 submitted their own application,
4 so they are intertwined together.
5 It's one big project.

6 MR. ADLEY:

7 I was of the opinion if it
8 were a manufacturing if it was
9 something that you were
10 manufacturing or making subject
11 to resale that's not happening
12 here.

13 MR. MOROUX:

14 So Metro Aviation completes
15 or completes helicopters. Our
16 specialty is air medical but we
17 do law enforcement all of the
18 time, so we get a green aircraft
19 from the original equipment
20 manufacturer and we turn that
21 aircraft into the ultimate
22 product. We complete the
23 manufacturing process. As a part
24 of that offering, we have
25 customers that come from all over



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1 the United States, and all over
2 the world, in fact, that -- that
3 come for those -- those aircraft
4 completions, and the training
5 that's provided for those
6 helicopters is included in that.

7 MR. ADLEY:

8 What I'm trying to follow are
9 they buying a product from you or
10 is it training that we're talking
11 about that's being exempted?
12 That's what I don't follow.

13 MR. MOROUX:

14 It's both. I mean, the
15 product -- if I can give you one
16 example, so there is a company in
17 California named Calstar that
18 buys helicopters on a regular
19 basis. They purchase the green
20 aircraft from air bus in Grand
21 Prairie, Texas, and then that
22 aircraft comes to Metro Aviation
23 and we have a complete total
24 package where we complete the
25 aircraft for them and provide



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1 five years of full motion
2 simulator train for their pilots
3 as a complete and total package.

4 MR. ADLEY:

5 When they -- when they buy it
6 and they come to you are you
7 adding parts to it that's -- I'm
8 trying to get away from the
9 training. I don't think the
10 training fits at all, and so I'm
11 trying to, in my mind, legitimize
12 that you have actually made
13 something, manufactured something
14 that actually got sold to
15 somebody, not training, but some
16 equipment, some part.

17 MR. MOROUX:

18 Absolutely. We do -- for
19 those helicopters we do on
20 average for an aircraft about \$1
21 million worth of -- worth of
22 manufacturing and completing of
23 that -- of that product.

24 MR. WINDHAM:

25 What do you add to it?



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1 MR. MOROUX:

2 We add paint, air medical
3 interior, we manufacture the
4 interior components, the
5 stretcher, the litter that goes
6 in the back. We manufacture air
7 conditioning systems, lighting
8 systems, autopilot systems. All
9 -- I mean, we're a turnkey shop.
10 We sort of hold ourselves out as
11 the Disney World for helicopters.
12 It's a one stop shop. We -- our
13 direct competitors are in Denver
14 and Dallas. The first full
15 motion sim was actually installed
16 at the DWF airport in Dallas at
17 the flight safety facility there
18 and we convinced FlightSafety to
19 bring that sim to Shreveport and
20 we're actually City of Shreveport
21 but in Bossier Parish.

22 MR. WINDHAM:

23 When you say green, are you
24 speaking of shell. You get a
25 shell in and then you outfit it



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1 for its intended use.

2 MR. MOROUX:

3 Right.

4 MR. WINDHAM:

5 Okay.

6 MR. MOROUX:

7 It's not like going to the
8 Chevy dealership and purchasing
9 the burgundy Impala with the tan
10 leather interior. It's more like
11 going to the General Motors plant
12 and picking up a 15 passenger
13 van. There is no paint, no
14 interior. It's basically a five
15 gallon bucket of steering wheel.
16 Bring it to us. We cut out the
17 windows, the air conditioning,
18 the upholstery, the carpet, the
19 air conditioning, lighting,
20 everything that gets added to it.

21 MR. WINDHAM:

22 And part of this finishing
23 out you have to show the new
24 operators of the operators that
25 will be flying the vessel how to



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1 operate it.

2 MR. MOROUX:

3 Absolutely. Probably the
4 biggest advantage has been the
5 international market. We have a
6 lot of customers from South
7 America, Brazil, Argentina that
8 are having their aircraft
9 completed at our facility because
10 of everything that we're able to
11 offer in that -- in that one
12 package. We had 1800 pilots of
13 those completion customers come
14 through our facility this past
15 year. We used up five thousand
16 hotel room nights this past year
17 estimated to use 7,000 this
18 coming year. So it's -- I mean,
19 it's a -- in any of you that come
20 through Shreveport or live in
21 north Louisiana we would love to
22 host you at our facility. I
23 think if you would just come
24 spend an hour with us it would
25 click.



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1 MR. ADLEY:
2 I do live there.

3 MR. MOROUX:
4 I know. I know.

5 MR. ADLEY:
6 I wish you didn't know that.

7 MR. MOROUX:
8 We actually have background.

9 MR. ADLEY:
10 The description that is on
11 your application, I think that's
12 what drove me off.

13 MR. MOROUX:
14 It does.

15 MR. ADLEY:
16 This is what you say the
17 project had. Flight simulators
18 on, FlightSafety international
19 and leased, not sold, not
20 rebuilt, not put together, not
21 changed, and when I read that it
22 just -- it doesn't look like
23 manufacturing to me.

24 MR. MOROUX:
25 Right. And I understand that



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1 completely. I think -- and I
2 don't know how to do that, but I
3 think it has to be read in
4 context or conjoined with the
5 Metro Aviation application that
6 was previously submitted and
7 approved because it really is one
8 project combined.

9 MR. ADLEY:

10 I highly recommend and some
11 different description because if
12 I was just reading that blindly,
13 I mean, that would not -- that's
14 not manufacturing.

15 MR. MOROUX:

16 Right.

17 MR. ADLEY:

18 But if you are literally
19 taking parts or equipment and
20 changing them on a specific order
21 from a company, which is allowed
22 under the ITEP, I mean, that's
23 clearly allowable, and so I just
24 want to make sure that's what you
25 are doing. That you are --



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1 ownership is transferring from
2 you to someone else from
3 equipment that you changed, put
4 together for them to add to a
5 product.

6 MR. MOROUX:

7 Absolutely.

8 MR. WINDHAM:

9 Mr. Miller. President

10 Miller. I'm sorry.

11 MR. MILLER:

12 Yes, sir. I'm sorry.

13 Whenever you -- I know it wasn't
14 required to put on this. This
15 helps you guys either add jobs or
16 retain jobs.

17 MR. MOROUX:

18 Right. We have actually far
19 exceeded the numbers that were
20 included in the metro aviation
21 application, so today we have
22 just associated with those
23 simulators we have 20 jobs about
24 \$1.5 million worth of -- worth of
25 annual payroll.



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1 MR. MILLER:

2 Secondly --

3 MS. MITCHELL:

4 Which I think is twice the
5 number we had.

6 MR. MILLER:

7 Would this simulator be tied
8 to -- specifically to the
9 helicopter that I purchased. I
10 come and I fix it, I finish it
11 the way I want and then my pilots
12 have to come learn how to fly it.

13 MR. MOROUX:

14 Absolutely.

15 MR. MILLER:

16 So you wouldn't give me that
17 helicopter if I didn't go through
18 the simulator?

19 MR. MOROUX:

20 I wouldn't say that. I mean,
21 we have been in business for --

22 MR. MILLER:

23 You much prefer me going
24 through that.

25 MR. MOROUX:



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1 And you would much prefer to
2 go through that. Again, our
3 competition are in much larger
4 cities. The State of Texas is
5 very, very aviation friendly, so
6 it's -- folks all over the world
7 are amazed that we have been able
8 to do what we have done.

9 MR. MILLER:

10 Would you say that without
11 the simulator you wouldn't be
12 selling as many helicopters?

13 MR. MOROUX:

14 Oh, there is no doubt.
15 Especially the international
16 markets and even on the operation
17 side of the business we have some
18 very large customers who because
19 we have this capability in
20 Shreveport have started bringing
21 their helicopters completions to
22 us, so if you go through our shop
23 we have 15 aircraft in there at a
24 time. The majority of those
25 aircraft are -- we're completing



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1 for our customers on the
2 operation side of the business,
3 so we'll make money from anybody
4 we can.

5 MR. WINDHAM:

6 I'm sure the patients
7 appreciate the training.

8 MR. MOROUX:

9 Absolutely.

10 MR. WINDHAM:

11 All right. Is there a motion
12 to approve? Made by Mr. Claitor.
13 Seconded by Dr. Wilson. Any
14 further comments from the Board?
15 Questions, comments from the
16 public?

17 All in favor indicate with an
18 aye. All oppose with a nay?
19 Motion carries.

20 MR. MOROUX:

21 And I -- sincerely, if you
22 come through Shreveport, you need
23 to see this facility. It will
24 make you absolutely proud of what
25 is going on in Louisiana. Thank



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1 you.

2 MR. WINDHAM:

3 Thank you, sir. Ms. Cheng.

4 MS. CHENG:

5 20151303, GCI OPCO DST in
6 West Baton Rouge Parish.

7 MR. WINDHAM:

8 Are there any questions
9 related to GCI?

10 MR. ADLEY:

11 The only question, and this
12 may have come up before, too, is
13 this the one that's the subsidy
14 of Dow? I mean, I see the
15 explanation is pretty much the
16 same explanation that Dow had.

17 MS. CHENG:

18 It is a warehouse on Dow's
19 facility, and I did go make sure
20 that it was in the fence line of
21 the Dow facility.

22 MR. ADLEY:

23 Thank you.

24 MR. WINDHAM:

25 Is there a motion -- oh, I am



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1 sorry. Any other questions
2 related to this one? Motion is
3 made by Mr. Slone for approval.
4 Seconded by Mr. Williams. Any
5 questions from the public?

6 All in favor indicate with an
7 aye.

8 ALL BOARD MEMBERS:

9 Aye.

10 MR. WINDHAM:

11 All oppose with a nay.

12 Motion carries.

13 MS. CHENG:

14 20151379, Graphic Packaging
15 International, Inc. in Ouachita
16 Parish.

17 MR. WINDHAM:

18 Are there any questions
19 related to Graphic Packaging,
20 Inc.? Is there a motion to
21 approve? Made by Dr. Wilson.

22 Seconded by Ms. Atkins.

23 Any comments from the public?
24 Questions from the Board. All in
25 favor indicate with an aye.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 ALL BOARD MEMBERS:

2 Aye.

3 MR. WINDHAM:

4 All oppose with a nay.

5 Motion carries.

6 MS. CHENG:

7 I have Marathon Petroleum

8 Company, LP in St. John the

9 Baptist Parish. 20152011,

10 20152010, 20131420, 20140895 and

11 20152030.

12 MR. WINDHAM:

13 Are there any questions

14 related to Marathon Petroleum

15 applications? Mr. Adley.

16 MR. ADLEY:

17 The 20131420.

18 MR. WINDHAM:

19 Is there a representative

20 from Marathon.

21 MR. ADLEY:

22 It just says -- the

23 description is modify existing

24 flares, and I actually have three

25 questions on three of your



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1 different projects, and this is
2 on the first one.

3 MR. WINDHAM:

4 Please identify yourself and
5 who you represent.

6 MR. KRZYZAK:

7 My name is Stephen Krzyzak.
8 I represent Marathon Petroleum.
9 Tom Williams, Marathon Petroleum.

10 MR. ADLEY:

11 Tom, the modification to the
12 flares, is that an environmental
13 requirement? What brought that
14 about. Why that change? I'm
15 trying to understand that. It
16 won't impact your ITEP for this
17 application, but I'm just curious
18 why is the change being made.

19 MR. KRZYZAK:

20 Well, it's for safety and
21 pollution control. It's due to
22 the US EPA.

23 MR. ADLEY:

24 Is it anything required by
25 the federal government or anyone



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1 or is this just a decision that
2 you made? That's what I'm trying
3 to understand.

4 MR. WILLIAMS:

5 It was made by US EPA.

6 MR. WINDHAM:

7 Pull the mike a little bit
8 closer, please.

9 MR. WILLIAMS:

10 It was required by the US
11 EPA.

12 MR. ADLEY:

13 Which would, so you know,
14 create problems under the new
15 rules.

16 MR. KRZYZAK:

17 We understand.

18 MR. ADLEY:

19 The second one, 20140895, and
20 it simply says, build a new
21 control room, and I just want to
22 know that that -- take that how
23 that relates to the
24 manufacturing. It's not some
25 administrative building.



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1 MR. KRZYZAK:
2 No. It's not an
3 administrative building. The
4 central control room is basically
5 the brains of the refinery.
6 Things are monitored from there.
7 Things are controlled from there.

8 MR. ADLEY:
9 And the last question that I
10 had for you was the radio system,
11 and 20152030, explain to me how
12 that one relates to the
13 manufacturing.

14 MR. KRZYZAK:
15 So the refinery has a bunch
16 of different processing units,
17 and during the refining process,
18 everybody has to be in constant
19 communication with one another,
20 so it allows the different
21 operators of the different
22 processing units to be able to
23 talk to each other to keep the
24 process going.

25 MR. ADLEY:



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1 Thank you.

2 MR. WINDHAM:

3 Any other questions
4 concerning any of the Board
5 members from Marathon? Is there
6 a motion to approve? Made by
7 Representative Schexnaydre.
8 Seconded by Mr. Miller or
9 President Miller.

10 Any other comments from the
11 public? Questions from the Board?
12 All in favor indicate with an
13 aye.

14 ALL BOARD MEMBERS:

15 Aye.

16 MR. WINDHAM:

17 All oppose with a nay.
18 Motion carries. Thank you,
19 gentlemen.

20 MS. CHENG:

21 20140362A, Methanex
22 Louisiana, LLC in Ascension. And
23 20120766B, Methanex USA, LLC in
24 Ascension.

25 MR. WINDHAM:



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1 Any questions concerning the
2 Methanex Corporation? Is there a
3 motion? Made by Dr. Wilson.
4 Seconded by Representative
5 Schexnaydre.

6 Any comments from the public
7 concerning Methanex? Questions
8 from the Board? All in favor
9 indicate with an aye.

10 ALL BOARD MEMBERS:

11 Aye.

12 MR. WINDHAM:

13 All oppose with a nay?

14 Motion carries.

15 MS. CHENG:

16 I have 20141344A, Reagent
17 Chemical & Research, Inc. in
18 Ascension Parish.

19 MR. WINDHAM:

20 Any questions concerning
21 Reagent Chemical and Research?
22 Is there a motion to approve?
23 Made by Mr. Adley. Seconded by
24 Representative Schexnaydre. Any
25 questions from the Board?



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1 Questions, comments from the
2 public?

3 All in favor indicate with an
4 aye.

5 ALL BOARD MEMBERS:

6 Aye.

7 MR. WINDHAM:

8 All oppose with a nay.

9 Motion carries.

10 MS. CHENG:

11 I have 20152032, Stuller,
12 Inc. in Lafayette Parish.

13 MR. WINDHAM:

14 Any questions concerning
15 Stuller? Yes. Mr. Adley.

16 MR. ADLEY:

17 In the description it talks
18 about the publication of reports.
19 Can I have someone explain that
20 one to me, please, sir.

21 MR. WINDHAM:

22 Is there a representative
23 from Stuller please step forward
24 and identify yourself and your
25 company.



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1 MR. ADLEY:
2 It talks about a tool to
3 assist with a production and
4 publication of reports to assist
5 us in analyzing various
6 manufacturing cost as well as
7 sales by the various merchant
8 groups. I'm trying to understand
9 how that is part of the
10 manufacturing process.

11 MR. PATTON:
12 That particular asset --

13 MR. WINDHAM:
14 Please identify yourself.

15 MR. PATTEN:
16 My name is Jason Patten. I'm
17 with Stuller Incorporated.

18 That particular asset is an
19 analytical tool and manufacturing
20 tool on that particular item.

21 MR. ADLEY:
22 Well, kind of walk me through
23 it, then. When I read
24 publication of reports to assist
25 and analyzing various



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1 manufacturing cost as well as
2 sale by various merchants groups
3 -- well, let's do it this way,
4 what are you manufacturing?

5 MR. PATTON:

6 We manufacture precious metal
7 jewelry.

8 MR. ADLEY:

9 Okay. So these reports and
10 your manufacturing of jewelry,
11 when you make the jewelry, I
12 understand you make a ring and
13 you put a diamond on it and so
14 forth.

15 MR. PATTON:

16 Right.

17 MR. ADLEY:

18 I'm trying to understand the
19 reports themselves are part of
20 the manufacturing process.

21 MR. PATTON:

22 This particular asset is not.
23 It's one asset in our application
24 is a subset of our entire
25 application, so this particular



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1 asset is more of an analytical
2 tool and a mistake that was
3 included in this application.

4 MR. ADLEY:

5 So if you removed it would it
6 change the value of the property
7 tax exemption? In other words,
8 the value for putting these
9 reports in that were not put in
10 correctly, what would the value
11 of them be removed -- if it was
12 going to approve this when you
13 approve it less that amount.

14 MR. PATTON:

15 About 250,000 for that
16 particular asset.

17 MR. ADLEY:

18 250,000?

19 MR. PATTON:

20 Right.

21 MR. ADLEY:

22 What I would suggest, Mr.
23 Chairman, if it's possible for
24 this Board to do that is to
25 approve this one amended not to



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1 include the report that he just
2 said was not supposed to be
3 included here.

4 MR. WINDHAM:

5 The one comment that I have
6 with that these were all advanced
7 notices filed prior to the rule
8 of change, so I don't think it
9 would be appropriate to remove
10 that because it was within the
11 rules.

12 MR. PATTEN:

13 Well, it was within the
14 previous rules, correct. It is
15 part of our manufacturing
16 facility and it is used to
17 analyze our sales and our
18 manufacturing processes but it is
19 not specifically tied to the
20 particular manufacturing process
21 itself.

22 MR. ADLEY:

23 I thought within the prior
24 rules was always a determination
25 that what you were doing was



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1 within the manufacturing process.

2 MS. CHENG:

3 No. If they are a
4 manufacturer, under the old
5 rules, anything at the site was
6 eligible for the exemption.

7 MR. ADLEY:

8 Anything?

9 MS. CHENG:

10 Yes.

11 MR. ADLEY:

12 So under the new rules
13 obviously that would not --

14 MS. CHENG:

15 Yes. But under the new rules
16 for this particular application.

17 MR. ADLEY:

18 Since I'm not sure exactly
19 what the Governor's position will
20 be in regard to this one, I will
21 let Mr. Pierson weigh in with
22 him. This report my vote is no
23 so that he can at least have it
24 flagged and make that
25 determination for himself, and



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1 then rest of the Board vote to
2 approve however you want to, but
3 I just want to make sure mine is
4 recorded no on this one because
5 that's clearly outside of what
6 was intended by the constitution.
7 Clearly, in my opinion, outside
8 of review.

9 MR. WINDHAM:
10 Senator Claitor.

11 MR. CLAITOR:
12 Thank you, Mr. Chairman. I
13 thought I heard the gentleman say
14 that he would remove that from
15 his application.

16 MR. PATTON:
17 I did say that. If it's
18 approved then it's approved and
19 if we remove it, we'll remove.
20 It's 250,000.

21 MR. CLAITOR:
22 Do you intend to remove it or
23 not?

24 MS. CHENG:
25 It's eligible. It does not



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1 need to be removed.

2 MR. CLAITOR:

3 Okay. So you don't intend to
4 remove it because it's eligible
5 under the old rules; is that
6 correct?

7 MR. PATTON:

8 Correct.

9 MR. PIERSON:

10 For clarify, there's a much
11 larger number here and you are
12 simply proposing that you would
13 remove that 250,000 element from
14 the larger package; is that my
15 understanding?

16 MR. PATTON:

17 That was the comment that I
18 made, yes, sir.

19 MR. PIERSON:

20 And so the rest of this is
21 all distinctly manufacturing
22 oriented?

23 MR. PATTON:

24 Everything is tied to the
25 manufacturing product that we



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1 sell.

2 MR. PIERSON:

3 So to correctly hear your
4 proposal was to amend this to
5 remove the \$250,000 document that
6 had to do with quality control?

7 MR. PATTON:

8 Under the assumption that
9 it's ineligible. If it's
10 ineligible I will remove it from
11 the application, certainly.

12 MR. PIERSON:

13 I just want to make sure that
14 if we're voting against the
15 entire package or if we are
16 voting no that we don't think we
17 should allow this particular
18 element to get clarity around
19 that.

20 MR. ADLEY:

21 I'm probably the only person
22 that would vote no on this. I
23 would certainly go for any of the
24 manufacturing he does and the
25 manufacturing of the jewelry. I



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1 just don't think it's ever been
2 the intent regardless of what was
3 done before, period, that this is
4 a manufacturing exemption, and
5 this clearly deals with analyzing
6 your sales which as nothing to do
7 with that. Just my view. I
8 would have no objection if you
9 didn't have that 250,000
10 included. I wouldn't.

11 MR. WINDHAM:

12 Any further questions from
13 the Board members? Is there a
14 motion. Motion to approve has
15 been made by Mr. Slone. Seconded
16 by Representative Schexnaydre.
17 All in favor -- I am sorry. Any
18 other comments from the public?
19 All in favor indicate with an
20 aye.

21 ALL BOARD MEMBERS:

22 Aye.

23 MR. WINDHAM:

24 All oppose with a nay. Two
25 votes nay. Senator Claitor and



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1 Mr. Adley. So with that, motion
2 carries.

3 Thank you, sir.

4 MS. CHENG:

5 I have two applications for
6 the Bayou Companies, LLC in
7 Iberia Parish. 20141544 and
8 20161527.

9 MR. WINDHAM:

10 Are there any questions
11 concerning the Bayou Companies?

12 MR. ADLEY:

13 The only question that I have
14 on this one it talks about a new
15 building but it didn't say what
16 it's for. Can you tell me what
17 the building is for.

18 MR. WINDHAM:

19 Is there a representative
20 from the Bayou Companies? Please
21 step forward and identify
22 yourself.

23 MR. LEONARD:

24 My name is Jimmy Leonard.
25 I'm with Advantage Consulting



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1 here on behalf of Bayou
2 Companies.

3 The new building was in order
4 to add a new pipe insulation
5 activity to the facility and it
6 was not on the adjacent property.
7 They had to go down and build a
8 new building so they can provide
9 this manufacturing product.

10 MR. ADLEY:
11 I move for approval.

12 MR. WINDHAM:
13 All right. A motion has been
14 made for approval and seconded by
15 Dr. Wilson. Any other questions
16 from the Board members? Comments
17 from the public? All in favor
18 indicate with an aye.

19 ALL BOARD MEMBERS:
20 Aye.

21 MR. WINDHAM:
22 All oppose with a nay.
23 Motion carries.

24 MS. CHENG:
25 I have Union Carbide



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1 Corporation in St. Charles
2 Parish. 20141263, 20150955 and
3 20151589.

4 MR. WINDHAM:

5 Are there any questions
6 concerning Union Carbide
7 Corporation. Mr. Adley.

8 MR. ADLEY:

9 This is the last one by the
10 way on this list.

11 The Union Carbide 20141263,
12 which talks about upgrading
13 reconfigure electrical
14 distribution system in St.
15 Charles. Upgrade current
16 electrical design standards
17 including substation, so forth.
18 I just want to know was this
19 under some directive that this is
20 being done under some EPA, some
21 fire toll, some anything. I just
22 need to understand why this was
23 being done.

24 MR. WINDHAM:

25 Please come forward and



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1 identify yourself.

2 MS. DAIGLE:

3 Rona Daigle, Dow Chemical tax
4 manager. It was not under EPA
5 restrictions.

6 MR. ADLEY:

7 Or any other directive. It's
8 something that you just showed on
9 your own.

10 MS. DAIGLE:

11 It reconfigured to increase
12 capacity.

13 MR. ADLEY:

14 Okay. I move for approval.

15 MR. WINDHAM:

16 All right. A motion has been
17 made. Seconded by Mr. Slone.
18 Any other comments from the
19 public? Questions from the Board?
20 All in favor indicate with an
21 aye.

22 ALL BOARD MEMBERS:

23 Aye.

24 MR. WINDHAM:

25 All oppose with a nay.



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1 Motion carries.

2 MS. CHENG:

3 And then I have WestRock CP,
4 LLC in Jackson Parish. 20161468,
5 20161468A, 20161468B, 20161468C
6 and 20161468D.

7 MR. WINDHAM:

8 I believe there are no
9 questions from the Board. Is
10 there a motion to approve
11 WestRock, CP. Motion made by Mr.
12 Williams. Seconded by Dr.
13 Wilson. Any other comments?
14 Comments from the public. Please
15 step forward and identify
16 yourself.

17 MR. BAGGER:

18 My name is Roger Bagger with
19 Together Louisiana. This is a
20 concern about reporting and it's
21 not with the specifics with the
22 way that it's totaled.

23 At the bottom of this section
24 it indicates that there are 144
25 new permanent jobs created and



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1 that the first year investment
2 amount would be 9.6 million.
3 That's the number that's going to
4 be on the annual reports that's
5 going to be accounted for. That
6 includes 20 jobs for each of the
7 Dr. Reddys Laboratories
8 exemptions, and it's got an
9 asterisk there that indicates
10 that new jobs are associated with
11 multiple applications, but then
12 there is still totaled in a way
13 that if anybody is looking at
14 this, and certainly if they are
15 looking not at individual Board
16 agendas but looking at the data
17 overall to determine the
18 performance, they would
19 reasonably take this to mean that
20 there are 144 new jobs created,
21 that even if all of the jobs are
22 created it's not 144 it's 144
23 minus 60 assuming that each of
24 those 20 or not 20, 20, 20, but
25 one set of 20, so just that

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1 reporting to identify duplicates
2 for separate applications are not
3 just indicated with an asterisk
4 but take them out in total, it
5 gives a more accurate and
6 transparent indication of the job
7 creation that is taking place
8 with programs or investments
9 associated with this program.

10 MR. WINDHAM:

11 Mr. Adley.

12 MR. ADLEY:

13 Mr. Roderick, I think you
14 probably stepped out in front of
15 the last one we just had, which
16 was the question I had of Cortec
17 when they come up on there MCA.
18 They show five jobs for each one
19 of those applications, and my
20 question of Cortec is is it ten
21 new jobs or is it five?

22 MS. CHENG:

23 I did check with them and it
24 is ten because they are separate
25 sites.



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1 MR. ADLEY:
2 They are what?

3 MS. CHENG:
4 There are two separate sites.
5 I did check with them and it is
6 ten.

7 MR. ADLEY:
8 You did.

9 MS. CHENG:
10 Yes.

11 MR. ADLEY:
12 So at our last meeting we
13 went through this issue of the
14 jobs thing, making sure we were
15 getting an accurate count, so on
16 this entire list, what I assume
17 he is referencing now, you went
18 back and checked with each one of
19 them so that we made sure that we
20 are not double counting our jobs.

21 MS. CHENG:
22 Well, that's why we have the
23 asterisk because our current
24 system right now, we can't report
25 it any other different way. We



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1 are working on the new Fast lane
2 and at that point we will collect
3 the numbers to where we have a
4 more accurate job count, but
5 right now this is the only way we
6 can do it and it is noted that it
7 is double.

8 MR. ADLEY:

9 Let me ask you this question,
10 and I'm not trying to push the
11 issue on you at all, but at our
12 last meeting this Board directed
13 y'all to do just that with the
14 understanding we knew there was
15 applications that were in front
16 of us that day you couldn't go
17 back in time on those, but these
18 are new applications that came
19 here. Just seems like there were
20 15 companies, it just seemed like
21 -- I mean, I clearly understand
22 what he is saying. We are double
23 counting in many cases the jobs
24 that are showing up under ITEP.
25 This is -- I just can't



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1 understand why is that difficult.

2 MR. WINDHAM:

3 Mr. Pierson may be able to
4 help.

5 MR. PIERSON:

6 We are looking at that
7 directly right now, and these
8 aren't new applications, these
9 are applications that were filed
10 sometime ago and what the staff
11 is doing is reporting it publicly
12 transparently just the way we
13 received it, and for those that
14 we need to dig deeper into to
15 make sure there is not any
16 duplication, we are committed to
17 having the correct numbers just
18 the way that you would -- you and
19 I would agree if they need to be
20 reflected.

21 Sometimes on these larger
22 projects they actually do have
23 those distinct segments of
24 numbers associated with them, and
25 also keep in mind in some of



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1 these larger vessels and the
2 things that happened in some of
3 our local plants and refineries
4 that the program also allows for
5 those contract maintenance
6 workers to be attributed to that
7 job count, so -- but anyway, the
8 bottom line is we want to get it
9 right.

10 MR. ADLEY:

11 And before you step up, let
12 me just add. There was somebody
13 here from Dr. Reddys earlier that
14 answered questions for me. Just
15 wave your hand yes or no for me
16 that you listed 20 jobs. You had
17 four applications and you listed
18 20 new jobs with each one of
19 them. Is it 80 new jobs or is it
20 20?

21 MS. CHENG:

22 I can answer that question
23 for you. It is 20 new jobs over
24 the next two years because of
25 this one project. It's one



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1 project and they are creating 20
2 new jobs. But the phase is they
3 -- as -- because of the way they
4 filed the application, 20 new
5 jobs are associated with that
6 project, which is why it's
7 duplicated.

8 MR. ADLEY:

9 I'm going to suggest to you
10 if you know the answer, and just
11 a moment ago you told me there
12 was no way to know, if you just
13 told me that on that one it's not
14 80, it's 20, why don't we just
15 put 00020.

16 MS. VILLA:

17 Anne Villa under secretary
18 for LED. I believe we had this
19 discussion at the last Board
20 meeting, and so we are not trying
21 not to make any changes to our
22 existing Fast Lane system. We
23 are trying not to expend any
24 additional taxpayer dollars on a
25 system that we are completely



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1 overhauling, and that is due to
2 be rolled out in May, so what we
3 have done from just a
4 presentation standpoint to the
5 Board is to note when we know
6 that there are duplications and
7 jobs that are being reported and
8 that is what we did for Reddys.
9 We actually put a little
10 asterisks and let you-all know
11 that it's not the, I believe, 80
12 or 100 jobs, 80 jobs, it's only
13 the 20, so those are efforts that
14 we were trying to make so that we
15 don't have to go into
16 reprogramming of an old system
17 that we are actually replacing in
18 the next six, seven months.

19 MR. ADLEY:

20 Then let me make this
21 suggestion. I read your notation
22 and the notation says new jobs
23 associated with multiple
24 applications/projects. Why don't
25 you just add to that this number



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1 doesn't reflect it is not this
2 many jobs, something. If I read
3 that that doesn't mean anything
4 to me either. Just put some --
5 something in there saying when
6 you put the stars you knew it
7 wasn't 80, so just say we know
8 it's not 80.

9 MR. WINDHAM:

10 Duplication of jobs.

11 MS. VILLA:

12 Right. Okay.

13 MR. ADLEY:

14 Just put some language that
15 is understandable because anyone
16 reading this just walking in the
17 door they wouldn't know what that
18 means anymore than we know what
19 it means.

20 MR. WINDHAM:

21 Mr. Bagger.

22 MR. BAGGER:

23 Just to be precise about
24 where we have a concern, it was
25 on their application and so



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1 that's reflected here, and, I
2 mean, I understand that the
3 asterisk seems the appropriate
4 way to do that. It's at the
5 bottom when you total it up it
6 ought to say 184 jobs not -- or,
7 sorry, 84 jobs and not 144, so
8 you know what the total is. That
9 part, if it requires a manual --
10 but that is the part that people
11 look at is the total to figure
12 out what is the job creation and
13 if that says 144 with, you know,
14 we are talking about something
15 broader than this. If the
16 reporting has a total whatever
17 the asterisk is, it creates a
18 misleading impression and likely
19 to read the misreading
20 information as the value for
21 dollar, so that would be, you
22 know, our request for suggestion
23 is that when the totaling takes
24 place both now and in the future
25 that it has what the real number



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1 is.

2 MR. PIERSON:

3 We agree. We don't have any
4 disagreement with that. That is
5 why we self reported with those
6 asterisks and we will edit the
7 footnote to make more clarity
8 around that, and under -- as
9 Secretary Villa has indicated,
10 we're in the process of giving an
11 update to the system to continue
12 to provide the most accurate and
13 transparent information
14 available.

15 MR. BAGGER:

16 Appreciate it. Thank you
17 very much.

18 MS. VILLA:

19 To make the changes that he
20 is suggesting is to put on the
21 total line is going to require
22 some programing changes, and I do
23 not feel that that is a good
24 spend of our of the taxpayers
25 dollars to make those changes to



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1 those totals. We can easily
2 insert language down here but we
3 can't change the totals because
4 that's a report generated out of
5 the system. So, again, we're in
6 the process of updating it and
7 we're going to make sure that we
8 don't have duplication of jobs in
9 the applications when we receive
10 them in the future.

11 MR. WINDHAM:

12 All right. I certainly
13 understand. Mr. Adley.

14 MR. ADLEY:

15 I have been around here long
16 enough to know that when you make
17 a statement I believe it not
18 reflect a good expenditure of
19 taxpayer dollars you are going to
20 find a mix view.

21 MS. VILLA:

22 I'm sure I will.

23 MR. ADLEY:

24 And I'm sure everyone does
25 not agree with that, me being



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1 one. That when we report what
2 we're gaining or losing from all
3 of our incentive programs, it
4 should be accurate because it's
5 what leads us to the decision of
6 what to do next, which makes much
7 more money for the taxpayer than
8 what we might spend changing a
9 computer program to get an
10 accurate fact to make the
11 decision with.

12 I'm just suggesting to you
13 that there will be a number
14 people who will disagree with you
15 that having pure transparency at
16 whatever cost to insure the right
17 information and making good
18 legitimate decisions is going to
19 be paramount to anything else. I
20 can just tell you I sat in
21 meetings just yesterday with
22 members of the Governor's staff
23 in working our way through where
24 do you go through now with all of
25 the various problems we have with



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1 finances, and all of the credits
2 and various things that we do,
3 you came up in that discussion,
4 and I'm sitting there depending
5 to the tenth degree of quality
6 jobs and things like that because
7 what they do create, but I'm
8 having to defend them with
9 information that may be very
10 erroneous. That's just terribly
11 wrong and no one should ever have
12 to go back and look at the
13 footnote of any report and go
14 back and retally and retally. We
15 should have an ongoing tally, and
16 I understand you have to change
17 your program. I still highly
18 recommend to you that is probably
19 an extremely good expenditure of
20 taxpayer money.

21 MS. VILLA:

22 Thank you.

23 MR. WINDHAM:

24 Any other questions
25 concerning the totaling? Ms.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 Cheng. Thank you, Ms. Villa.

2 MS. CHENG:

3 We still need to vote on
4 WestRock.

5 MR. WINDHAM:

6 Oh, I am sorry. A motion has
7 been made, I believe, by Mr.
8 Williams and seconded by Dr.
9 Wilson, I believe. And any other
10 questions or comments? Comments
11 from the public. All in favor
12 indicate with an aye.

13 ALL BOARD MEMBERS:

14 Aye.

15 MR. WINDHAM:

16 All oppose with a nay.
17 Motion carries. Please proceed.

18 MS. CHENG:

19 I have two applications that
20 were inhouse prior to their MCA
21 applications that were inhouse
22 prior to the Executive Order
23 being issued.

24 20160697m Cortec, LLC in West
25 Baton Rouge Parish, and 20160698m



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BOARD OF COMMERCE & INDUSTRY MEETING

1 Cortecm LLC in Terrebonne Parish.

2 MR. WINDHAM:

3 Mr. Adley, I believe your
4 question concerning duplication
5 of these jobs have been answered.

6 MR. ADLEY:

7 That was the issue.

8 MR. WINDHAM:

9 Is there a motion on the
10 floor to approve? Made by Major
11 Coleman. Seconded by Ms. Atkins.
12 All in favor -- sorry. Any
13 comment from the public?

14 All in favor indicate with an
15 aye.

16 ALL BOARD MEMBERS:

17 Aye.

18 MR. WINDHAM:

19 All oppose with a nay.

20 Motion carries.

21 MS. CHENG:

22 I have one new application
23 that was an MCA filed after the
24 Executive Order, and this was an
25 appeal that y'all approved at the



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1 August Board meeting, so it is
2 before y'all for reconsideration.
3 This is 20170187, Ash Industries,
4 Inc. in Lafayette Parish.

5 MR. WINDHAM:

6 This was MCA filed after June
7 24th. Are there any questions or
8 comments?

9 MR. ADLEY:

10 Where is this now?

11 MR. WINDHAM:

12 Is there a representative
13 from Ash Industries in the
14 audience? Please step forward
15 and identify yourself. I believe
16 there may be questions.

17 MR. SPENCE:

18 I am Hardy Spence. President
19 of Ash Industries in Lafayette,
20 Louisiana.

21 MR. ADLEY:

22 Mr. Spence from the last
23 meeting. Okay. I couldn't
24 locate it. I apologize.

25 MR. WINDHAM:



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1 I think you may have some
2 questions, Mr. Adley.

3 MR. ADLEY:

4 I think the only question was
5 when we got to this point I need
6 to ask the staff, I guess Mr.
7 House, this came in after the
8 Executive Order.

9 MS. CHENG:

10 Yes, sir.

11 MR. ADLEY:

12 And so does it comply with
13 the rules that we have passed or
14 not complied. That is the only
15 question that I have.

16 MR. HOUSE:

17 It does not comply with your
18 present rules. We did ask per
19 the direction from this Board
20 last time prepare a rule which
21 was submitted to you as Chairman
22 of the rules committee.

23 MR. ADLEY:

24 But that related -- I think
25 that rule related to the



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1 emergency rules as it relates to
2 we had approved -- we had
3 approved some -- I think two
4 prior to this point that came in
5 after the fact, and so the
6 discussion was do we need
7 emergency rules because there
8 were others like them this --
9 this didn't fall in that
10 category.

11 MR. HOUSE:

12 And this is one of them.

13 MR. ADLEY:

14 Okay. I just want to say to
15 the Board for what it's worth, I
16 think it's important that you
17 know this that the Governor is
18 not going to sign the two that
19 this Board approved that were for
20 Centurytel and a ship builder
21 that came out of here, in my
22 opinion, mistakenly thinking that
23 it was different to the others
24 only to find out that it was not
25 different to all of the others



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1 and that it did not comply with
2 the rules, so the Governor is not
3 going to approve those, which, in
4 my opinion, puts us back to where
5 the current rules are and no need
6 for any emergency rules because
7 than everyone would be treated
8 exactly the same.

9 So this Board and the
10 legislature and everyone involved
11 through the last year approved a
12 set of rules that we have been
13 following, and the Governor is
14 going to make sure that he
15 follows the same set of rules,
16 and it's our position to ask the
17 Board to do exactly the same
18 thing on all of these so that
19 everyone is treated exactly the
20 same, but he is not going to
21 approve those that got out of
22 here before.

23 MR. WINDHAM:

24 All right. Thank you, Mr.
25 Adley. Mr. Spence.



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BOARD OF COMMERCE & INDUSTRY MEETING

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MR. SPENCE:
Yeah. Spence. I would like to ask that we be given a chance to make our appeal before the Governor. That we are a true manufacturing company. We're Louisiana based. We're Louisiana founded. We are taking resources from the state and selling them to companies across the United States and bringing money back here. We did everything according to what we knew to do that was right before the Executive Order. It just so happened the Executive Order came after we had spent the money and installed the equipment, and we submitted our application just has been -- had the been the process up until that point. So we're a small company. We don't have a legal department. We don't have a tremendous front office. We have a whole bunch of



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1 people with dirty hands making
2 things here in the state, and I
3 would ask that the Board would
4 please approve this. I think
5 this is a legitimate request. It
6 has tremendous local approval
7 from the people who would be
8 affected by the tax abatement,
9 and we are creating jobs and
10 building our local area and doing
11 good things for the state.

12 MR. WINDHAM:

13 Yes. Mr. Miller.

14 MR. MILLER:

15 Mr. Spence, if you -- I'm
16 sorry, Ms. Cheng, if there had
17 been advanced notification for
18 this project, does it meet all of
19 the qualifications of the new
20 rules?

21 MS. CHENG:

22 Yeah.

23 MS. BOATNER:

24 Rhonda Boatner with Didier
25 Consultants. He was not required



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BOARD OF COMMERCE & INDUSTRY MEETING

1 to file an advance --

2 MR. MILLER:

3 Please let me continue. So
4 let's -- and I made this
5 argument, this discussion topic
6 several times, and I'm not
7 talking just to be talking to
8 hear myself, this project creates
9 jobs. It's a new product line,
10 correct?

11 MR. SPENCE:

12 That's correct.

13 MR. MILLER:

14 You knew it was going to be
15 under \$5 million.

16 MR. SPENCE:

17 Oh, yes, sir.

18 MR. MILLER:

19 From the beginning, no doubt
20 about it. If LED was clairvoyant
21 and knew that we were going to
22 have rules change that would have
23 been a third category, I would
24 presume, called the small
25 projects or something of that



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BOARD OF COMMERCE & INDUSTRY MEETING

1 matter, and I also note during my
2 discussions I'm probably opening
3 myself up for some scrutiny, but
4 that's okay, so this project is
5 -- would be similar to all of us
6 and I'm sure all of us -- most of
7 us in here at least have a high
8 school diploma, probably many of
9 us have college degrees and
10 advance from. That would be like
11 us to show up to graduate, going
12 to apply for graduation and the
13 powers at be say, oh, did you
14 take class X, Y Z, no, I didn't.
15 Well, you can't graduate because
16 we changed the rule yesterday and
17 you will never be able to
18 graduate because there is no way
19 to back up and take that class.
20 That's what we've done to real
21 projects. I get the idea and I
22 will -- I will concede the idea
23 of maintenance of miscellaneous
24 capital additions being possibly
25 taken advantage of by companies,



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1 large companies, but this is
2 clearly a project that was below
3 \$5 million. There is a good
4 chance you called LED and said
5 you are going to do this project,
6 what do I need to do, and your
7 answer was -- and their question
8 was how much is it going to cost
9 and you said -- I can't read it,
10 I don't have my classes on. \$1
11 million. That way you don't have
12 to do anything, just fill it and
13 come up up to the Board and you
14 will get approved. No one knew
15 that the -- we are going to have
16 a change in the rules.

17 I just have a hard time when
18 we know it's a real project that
19 fits everything that we're
20 looking for to not give it, and
21 so that's just -- I know it's my
22 editorial but I appreciate the
23 time. Thank you.

24 MR. SPENCE:

25 I very much appreciate the



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BOARD OF COMMERCE & INDUSTRY MEETING

1 illustration because that's
2 exactly what it feels like.

3 MS. BOATNER:

4 We're just asking that Ash be
5 -- their application be reviewed
6 and approved consistent with what
7 has happened with these other two
8 so he can go before the Governor
9 and explain his situation to the
10 Governor.

11 MR. WINDHAM:

12 Mr. Adley.

13 MR. ADLEY:

14 This is a good argument and I
15 had an opportunity to visit
16 fairly lengthy with Rob Deal over
17 the phone about your case trying
18 to figure it out. What makes
19 yours so very difficult, frankly,
20 is is that in many of the
21 companies that took advantage of
22 the MCA's really were large
23 enough to have filed an advanced
24 notice. Under the old rules, he
25 couldn't do that just by size of



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BOARD OF COMMERCE & INDUSTRY MEETING

1 the company. He didn't have that
2 opportunity, so he was told this
3 is the way to do it. I get that.
4 For me, and based on the
5 directives that I've gotten from
6 the Governor's office, they are
7 not signing any of those. If
8 this Board wants to send it up to
9 him so that, you know, he can
10 visit with him and visit with him
11 all and that's clearly your
12 business, I'm going obviously to
13 vote no because we are going to
14 try to follow the rules.

15 Just bear in mind that when
16 you send one up, there are 14 or
17 15 more sitting out there that
18 are coming behind this one, and
19 unless you can figure out a way
20 language wise, and that's what I
21 discussed with Robbie, how he
22 come up with some language to
23 insure that the small company
24 that had no way but just
25 absolutely prohibited from doing



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1 an advance notice had to do it
2 this way unlike the bigger
3 companies. Unless you can come
4 up with some language in some
5 motion somehow, what's going to
6 happen to you is it's going to be
7 14 or 15 other lovely ladies like
8 you sitting in front of this
9 Board saying we just want to be
10 like everybody else, and let us
11 go up there and visit with him,
12 too.

13 I just know we had to reach a
14 point to where we all -- the
15 MCA's had reached a point of that
16 appeared abuse and it had to be
17 stopped. We went through an
18 entire year of rulemaking to get
19 to a set of rules to follow, but
20 I understand your argument. I
21 do. I get it. And you do fall
22 in a peculiar catch 22 that some
23 of the others don't, but how they
24 can figure out a motion of some
25 kind to insure that is applicable



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1 solely to you without putting 14
2 or 15 others down here that's the
3 problem. That is the issue.

4 MR. SPENCE:

5 I would ask that the Board
6 consider my case, my situation,
7 the way the Board was running
8 these applications before, and
9 also understand that small
10 amounts of money make a
11 tremendous impact on small
12 companies. I can do a lot with a
13 little bit of leverage, and I
14 would like the chance to speak to
15 the Governor, make an appeal to
16 him, but I haven't made it for 30
17 years by playing the odds. I
18 have made it for 30 years by
19 taking one problem at a time and
20 handling it and continuing to
21 build our company and add
22 employees.

23 MR. ADLEY:

24 As I do figure it, I do
25 remember it, though, the



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1 application that you put in it
2 did come in late because you were
3 off at a show somewhere doing
4 some presentation, is that the
5 reason why or no.

6 MR. SPENCE:

7 No, sir.

8 MS. CHENG:

9 He was not at the meeting but
10 it was filed on time. The
11 application was filed timely.

12 MS. BOATNER:

13 And it was deferred.

14 MR. SPENCE:

15 It was deferred at the
16 meeting because I was at a trade
17 show.

18 MR. ADLEY:

19 Okay. But if he had been at a
20 meeting, we approved them all at
21 that meeting. Is that -- is that
22 correct.

23 MS. CHENG:

24 That's correct.

25 MR. ADLEY:



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1 And we did. And so those that
2 got deferred are the ones that
3 got -- and is his the only one
4 that got deferred at that
5 meeting?

6 MS. CHENG:

7 No, sir.

8 MR. ADLEY:

9 So it puts us right back to
10 the same 14 or 15 applications.

11 MR. WINDHAM:

12 Mr. Miller.

13 MR. MILLER:

14 Senator Adley and myself
15 spoke at length about this and he
16 he did give me a charge to find
17 the language and the proper way
18 to do it, and I did not get that
19 accomplished. I didn't talk to
20 enough smart people to figure
21 that out, but I'm appealing to
22 this Board that I'm sure there
23 are a group of us that are smart
24 enough to figure out what
25 questions to ask you to make sure



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1 that we fit real projects, not
2 miscellaneous or maintenance
3 projects, that could have been --
4 that could have slid through the
5 system by -- I don't even want to
6 go there, but the idea that
7 companies taking advantage of
8 that program, and I think that we
9 should try and figure out how to
10 do that, and if it's 15, it's 15.
11 I mean, if there is legitimately
12 people who did it, who did it
13 this way who weren't clairvoyant,
14 who didn't know the change was
15 coming that we should -- that's
16 what we've charged with is to do
17 the job that vet these out, and
18 there is going to be people that
19 is going to have to tell no to
20 that we don't believe there are
21 actually clear additions to your
22 line, clear adds, you know, new
23 adds of lines or whatever it was
24 that your project that your
25 expenditure was just maintenance.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 I think that's what we're here to
2 -- supposed to do and then pass
3 it to the Governor and for his
4 decision.

5 I would hope that as a
6 collective group we can come up
7 with those questions, and I
8 appreciate y'all doing that.

9 MR. WINDHAM:
10 Senator Claitor.

11 MR. CLAITOR:
12 Thank you, Mr. Chairman. On
13 the investment part of that, the
14 application, the number 683,570
15 is the number. On these other
16 applications that we're talking
17 about that would potentially
18 follow behind it, Ms. Cheng, are
19 they all less than \$1 million as
20 well?

21 MS. CHENG:
22 They would be less than \$5
23 million.

24 MR. CLAITOR:
25 Do we know that they are less



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BOARD OF COMMERCE & INDUSTRY MEETING

1 than \$5 million? This one is
2 less than \$1 million. Are there
3 others less than \$1 million?

4 MS. CHENG:

5 The only -- the stipulations
6 for an MCA, miscellaneous capital
7 additions, it had to be under \$5
8 million, so I wouldn't say that
9 they are all under \$1 million.

10 MR. WINDHAM:

11 Mr. Claitor, anymore?

12 MR. CLAITOR:

13 I am just trying to get an
14 idea of the number of dollars we
15 are talking about. Where we had
16 just gone through a list where we
17 are talking about Dow and
18 Marathon and millions and
19 millions of dollars and the
20 little guys frequently left
21 without the resources that we
22 give everybody else. So I'm just
23 trying to get an idea of what we
24 are talking about on these others
25 that Robert is talking about that



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BOARD OF COMMERCE & INDUSTRY MEETING

1 eventually may come behind it,
2 and if it's 1500 at less than a
3 million dollars a piece, I think
4 we have the time to go through
5 them one by one.

6 MR. ADLEY:

7 I doubt most of them are a
8 million or less, and I think you,
9 Robby, he may be on the right
10 track with something that may or
11 may not be workable. Most of the
12 MCA's we saw bumped right up
13 against the five million, most of
14 them. Ironically that's what got
15 our attention they all bumping up
16 against it.

17 I would just make a
18 suggestion to the Board and it
19 may be a way out of this, Robby,
20 if we could defer it one more
21 time to put some of those
22 brighter minds together to see if
23 you could figure out a way to
24 deal with the smaller company, if
25 this Board approves this today



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1 without some really carefully
2 drafted language of some kind,
3 you are going to put the Governor
4 and everybody in this state in a
5 terrible place because there is
6 going to be 14 or 15 coming in
7 behind it. They are. Robbie and
8 -- I asked him to do it but Mr.
9 Claitor, he may have gotten close
10 but we don't know that until we
11 look carefully at what's there,
12 and, Robbie, that might be the
13 answer. It might be looking at
14 the size by the dollar amount
15 that Mr. Claitor came up with.

16 If there were a way for us to
17 at least defer it one more time.
18 I mean, you are not going to get
19 to your property tax payment yet,
20 are you.

21 MR. SPENCE:

22 No, sir. Not yet.

23 MR. ADLEY:

24 If you can do that at least
25 gives us an opportunity to see if



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1 there is a way. I'm not sure if
2 there is, I got to tell you
3 honestly, but we are maybe
4 getting close to something.

5 MR. WINDHAM:
6 Senator Claitor.

7 MR. CLAITOR:
8 Not to stop if I'm ahead if
9 Robert says I'm getting close to
10 being right.

11 MR. ADLEY:
12 I don't say it very often.

13 MR. WINDHAM:
14 Mr. Miller.

15 MR. MILLER:
16 Not to keep going, but I
17 think Senator Claitor, when I
18 spoke to the Governor about this
19 he wanted to know how much could
20 it possibly be, and I'm not sure
21 there is a way to really know
22 talking to the staff, but I do
23 think that there is probably a
24 finite number. It might be more
25 than we think, but it's still a



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1 finite number that fall in this
2 category, and if we are going to
3 defer it, which I hate to -- Mr.
4 Spence, bringing you back and
5 back and back, but we have to get
6 it done before the end of this
7 year and it goes on the tax rolls
8 and once it goes on the tax
9 rolls, you are done.

10 MR. SPENCE:

11 Right.

12 MR. MILLER:

13 So I'm okay with deferring it
14 if we get it done next month or
15 next meeting, but I do think we
16 need to try to figure out if
17 there is an idea how many we are
18 talking about, how many dollars
19 and how many projects might do it
20 but -- and then I know the next
21 step the Governor still has an
22 opportunity to either not to
23 grant it or not, and that's okay,
24 that's what he got elected to do,
25 so thank you.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 MR. WINDHAM:

2 Thank you, Mr. Miller. Mr.
3 Barham.

4 MR. BARHAM:

5 I have to make a comment
6 here. I'm a little concerned
7 about choosing a number figure of
8 a small company or large company.
9 We sent up some applications to
10 the Governor, and you named one
11 of them that I want to especially
12 mention and that's CenturyLink.
13 We sent it up because we believe
14 they had done everything that was
15 required for our approval, and
16 then their position is the rules
17 were changed after the
18 application.

19 I have to tell you having
20 once lived up there, CenturyLink,
21 I think, is our only Fortune 500
22 company in Louisiana, and I was
23 chilled when I read the feature
24 article last week. We are losing
25 the CEO of CenturyLink. He is not



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1 going to be in Louisiana anymore
2 January 1st. He is in Denver,
3 Colorado because of acquisitions
4 and mergers, and his comment was
5 we are not going to move the
6 headquarters of CenturyLink now.

7 Well, that sends a message to
8 me that that could happen, and if
9 CenturyLink leaves Monroe, I
10 don't want to speculate on what
11 Monroe will suddenly become, but
12 by extension it will certainly
13 impact Louisiana, and part of our
14 job is the development and the
15 environment where business feels
16 that this is a business friendly
17 state. And I would appeal to the
18 Governor to take a look at these
19 companies that we sent him that
20 this Board believe that they had
21 adhered to the rules that existed
22 at that time.

23 We may disagree, and I
24 understand that, but I would ask
25 him to reconsider his position on



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BOARD OF COMMERCE & INDUSTRY MEETING

1 -- there may be 15 beautiful
2 ladies, as you described, Mr.
3 Adley, but there is one Miss
4 America in that group, and I --
5 I'm chilled by the thought that
6 we could lose Miss America when
7 we don't have to.

8 MR. WINDHAM:

9 Thank you, Mr. Barham.

10 MR. ADLEY:

11 I got to respond to Mr.
12 Barham. And I was around for
13 some of those discussions. I
14 want you to know that everyone is
15 doing everything they can to
16 insure that CenturyLink is always
17 part of Louisiana. But what
18 CenturyLink receives from the
19 state goes way beyond this one
20 application was. I'm not saying
21 that they are in agreement with
22 what the Governor is going to do,
23 but what the Governor thought and
24 what we thought when we voted was
25 is that those two applications



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1 were different to the others. We
2 actually said that. Only to find
3 out that what we thought they
4 were they were not. I did ask
5 Mr. House, Robbie, how many more
6 we would be looking at, so he
7 went and he did look that up.
8 I'm reading from his text to me
9 back in September when we
10 discussed it. There were 17
11 applications that were dismissed
12 in June. 16 of them fall in the
13 category with this company. So
14 the total is 16. They may be
15 different size companies
16 admittedly.

17 MR. HOUSE:

18 The rule that we proposed was
19 that is where the 16 number comes
20 from, presuming those 16
21 companies do actually have jobs
22 as this one does. Right now you
23 have -- you have two that have
24 been approved CenturyTel and FM,
25 and you have this company, they



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1 all are known to have jobs. You
2 would have to find out whether
3 the additional 16 applications
4 and this takes it through a time
5 period of June, and we felt like
6 that was the date that we would
7 choose because at the meeting in
8 April this came up and Mr.
9 Windham as the chairman said, you
10 know, those of you who may fall
11 under this should gather your
12 information in applications, and
13 if you take it through to the
14 beginning of the new rules than
15 that's where you get the 16
16 people, and that's -- those were
17 the dates that were established
18 in that.

19 Now -- and so that's where
20 that information and that is
21 where that number comes from.

22 MR. WINDHAM:

23 Thank you, Mr. House. I am
24 still of the opinion that the
25 companies spend their money, put



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1 the operations into place at
2 before the rules came out they
3 did not know that they were going
4 to be excluded from
5 participation. After that it was
6 fair game. Everybody knew. We
7 didn't say anything about it be
8 retrospective but definitely
9 prospective.

10 MS. BOATNER:

11 If I can make a comment on
12 that. Typically -- and I
13 understand the Executive Order
14 process, but when new rules are
15 promulgated they do get give a
16 date that it becomes effective.
17 So had we known this was going to
18 happen on June 24 of 2016 we
19 definitely would have put an
20 application in prior to that
21 Executive Order being issued, so,
22 again, to your point, they spent
23 all of this money prior to the
24 Executive Order. We are not
25 required to put an application in



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1 at that time, but had we known,
2 we would have.

3 MR. ADLEY:

4 Ma'am, if you had actually
5 been at the meeting that it first
6 came up and not missed the
7 meeting it would have been
8 approved. It would have been
9 gone.

10 MR. SPENCE:

11 Hang on a second. Hang on a
12 second. I was in another part of
13 the country.

14 MR. ADLEY:

15 I got it.

16 MR. SPENCE:

17 I had a two day notice and I
18 was already there.

19 MR. ADLEY:

20 I got it.

21 MR. SPENCE:

22 I spent half of my -- one
23 third of my year trying to get
24 new business and bring it to
25 Louisiana.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 MR. ADLEY:

2 I'm not chastising you but
3 you are chastising us to a great
4 degree when, in fact, we had all
5 had followed the rules just like
6 they were laid out at the time,
7 it would have been okay. I'm just
8 saying to you that I know that
9 there are 16 others laying there,
10 and I don't have them in front of
11 me, but I believe if we can get
12 our staff to bring us those 16
13 for us to look carefully at to
14 see if there is not a way to try
15 to deal with this issue.

16 Mr. Barham, I am going to
17 have to tell you you are going to
18 have to see him yourself about
19 your CenturyLink thing. I can't
20 help you with that one. But
21 there may be a way for us to try
22 to work through this one.

23 MR. HOUSE:

24 They would have been in the
25 same position as Centurytel and F



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1 & M had they been at the meeting.
2 Centurytel and F & M still don't
3 have signed agreements. The 16
4 people or the 16 potential
5 applicants would be covered by
6 the proposed rule that we
7 provided to you. That is where
8 the 16 comes from. So in terms
9 of what the department has done,
10 the department has done what it
11 was asked to do via the last
12 meeting, and so it's now up to
13 the Board as how you want to go
14 forward.

15 MR. ADLEY:

16 I agree.

17 MR. WINDHAM:

18 Thank you, Mr. House.

19 Is there any further
20 discussion regarding the appeal?
21 Is there a motion regarding the
22 appeal?

23 MS. CHENG:

24 Sorry, Mr. Chairman. This is
25 actually an application. We



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1 would be voting on the
2 application.

3 MR. WINDHAM:

4 Oh, I'm sorry. Is there a
5 motion on the application. Mr.
6 Slone, let me get you on the
7 mike.

8 MR. SLONE:

9 No. I was just asking
10 clarity on what the motion should
11 be based upon all of this
12 discussion. Are we going to
13 defer or are we going to go ahead
14 and approve, I mean, motion to
15 approve?

16 MR. WINDHAM:

17 I would believe the motion
18 would be to defer right now
19 because I believe there is still
20 a way to work this through. So I
21 would entertain a motion for
22 deferral one more time. Last
23 time, actually. Hold on.

24 MR. ADLEY:

25 Mr. Chairman, I want to make



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1 a motion to defer. If you look
2 on your agenda from the agenda
3 there is a series of other
4 appeals that are going to be the
5 same votes to appear again, and
6 so I'm going to ask you to at
7 least defer it to give us some
8 time to see if we can't find a
9 way to work through it.

10 MR. WINDHAM:

11 All right. I have a motion
12 by Mr. Adley to defer. I have a
13 question or comment by Mr.
14 Claitor.

15 MR. CLAITOR:

16 No. I second.

17 MR. WINDHAM:

18 A second by Mr. Slator {sic}.
19 Claitor. I'm sorry.

20 MR. CLAITOR:

21 That's all right. I have been
22 called worst.

23 MR. WINDHAM:

24 So, is there any further
25 discussion from the Board



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BOARD OF COMMERCE & INDUSTRY MEETING

1 members?

2 MR. PIERSON:

3 So understanding that we are
4 considering -- we should be sure
5 that we package into our thinking
6 that we are going to want to --
7 and if it requires a special call
8 meeting, I don't know, but
9 understand for everyone that we
10 are up against the end of the
11 year, and so there are some
12 elements of time is of the
13 essence. We need enough time to
14 conduct the constructive dialog
15 that Senator Adley seeks to help
16 us with as it integrates into the
17 rules and how we proceed, but I
18 would just want the Board to
19 notice that we may need to meet
20 in the interim period for review
21 of those under appeal or some
22 similar type of lane that allows
23 us to move quickly because if we
24 don't then this all becomes moot
25 by the end of December.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 MR. WINDHAM:

2 Thank you, Secretary Pierson.

3 Any other comments from the Board

4 members? Yes. Mr. Richard.

5 Bear with me.

6 MR. RICHARD:

7 Thank you, Mr. Chairman.

8 Given the discussion about

9 possible exception rule language,

10 and the timeframe that we are

11 looking it with the end of the

12 year, if there are processes put

13 in place to add language changes

14 to the rules to provide for the

15 exception that we are talking

16 about, do those rule changes have

17 to go through the administrative

18 procedures act, which will

19 require some -- I would propose

20 would extend past the end of the

21 year.

22 MR. WINDHAM:

23 Sorry.

24 MR. ADLEY:

25 It's not my goal to try to



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1 proceed further with an emergency
2 rule or regular rule. It's to
3 look at the existing rules that
4 we have to see if there is some
5 way inside those rules to deal
6 with some issue like this. I am
7 not for sure that it's there. If
8 you proceed with rules, I mean,
9 you are going to be a year out
10 before you get a rule, and if you
11 proceed with an emergency rule,
12 it would be somewhat quicker,
13 but, still, you are going to be a
14 ways off.

15 MR. RICHARD:

16 That's exactly why I raised
17 the issue.

18 MR. WINDHAM:

19 All right. Thank you, Mr.
20 Adley. Secretary Pierson, you
21 had something?

22 All right. The Board is
23 clear now. Any other comments
24 from the public concerning
25 deferral of this and possibly



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1 others? All right.

2 All in favor of deferral of
3 this to the next meeting, for
4 sure, indicate with an aye.

5 ALL BOARD MEMBERS:

6 Aye.

7 MR. WINDHAM:

8 All oppose with a nay.

9 Motion carries.

10 MS. CHENG:

11 I have 155 timely renewals.

12 MR. ADLEY:

13 Read them all.

14 MR. WINDHAM:

15 I believe Mr. Adley has a
16 motion for these.

17 MR. ADLEY:

18 Approved.

19 MR. WINDHAM:

20 Motion for in-globo approval.

21 Seconded by Dr. Wilson, all of
22 the renewals for the Industrial
23 Tax Exemption Program.

24 Are there any other questions
25 from the Board members? Is there



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BOARD OF COMMERCE & INDUSTRY MEETING

1 a comment from the public?

2 Mr. Bagger, please step
3 forward and identify yourself.

4 MR. BAGGER:

5 Roderick Bagger with Together
6 Louisiana. And I want to direct
7 your attention not to the
8 applications with advanced
9 notices but the miscellaneous
10 capital additions for two
11 reasons: One is that the previous
12 discussion it could open up a can
13 of worms larger than the ones
14 that already applied, and to give
15 some sense of that going forward
16 -- any the other I will describe
17 in a minute. BASF, it starts on,
18 I think, page 14, has 1, 2, 3, 4,
19 5, 6, 7, 8, 9, 10, 11 separate
20 MCA applications; therefore,
21 4.968 million, 4.3 million, 4.3
22 million, 4.7 million, 4.9, 5
23 million even, 4.1, 3.9, 4.9, 3.24
24 million. Calumet has two that is
25 over 7.3. Discovery Products has



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1 four of the total 13.4 million.
2 Everick (ph) has four of the
3 total 15.5 million. Graphic
4 Packaging has 6, the total 21.8
5 million. International Paper has
6 7 or 6, the total 19.9 million.
7 NewStar has 9. The total of 40.9
8 million. WR Grace has two, the
9 total of 2.6 million.

10 Just for the record, we think
11 these are submitted in violation
12 of the existing rules at the time
13 when they were originally
14 submitted. They are
15 miscellaneous capital additions.
16 Miscellaneous capital additions
17 say the commissions made be made
18 up to an accumulation of the
19 projects totaling below five
20 million, and the practice here
21 was to submit multiple
22 accumulations usually at an
23 average of 4.9 million in order
24 to -- the term federal law is
25 structure the project in order to



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1 avoid that regulation. In other
2 context that deem the violation
3 of existing rule or law, we think
4 it would be in this case, and
5 just want to put that on the
6 record that any miscellaneous
7 capital additions where multiple
8 submissions total higher than the
9 accumulation total should have
10 been rejected originally. This
11 renewal process is a new
12 decisionmaking process, and even
13 under the Governor's executive --
14 even prior to the Governor's
15 Executive Order the existing
16 rules apply under the existing
17 rules these were a violation
18 that's our interpretation and we
19 just want to put that on the
20 record. Thank you.

21 MR. WINDHAM:

22 Thank you, Mr. Bagger. Mr.
23 Adley. Hold on.

24 MR. ADLEY:

25 Not a question. I'm just



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1 going to ask you when this
2 meeting is over with whatever
3 list, whatever you were reading
4 from, can you give us that in
5 writing, please.

6 MR. BAGGER:

7 Yes.

8 MR. WINDHAM:

9 Mr. Miller.

10 MR. MILLER:

11 Mr. Bagger, you may not have
12 exclusively said it, do you have
13 any evidence that shows that
14 these companies accumulated these
15 -- took a project, a big project
16 and split it up into smaller
17 projects to do the MCA or is that
18 just a feeling on your part?

19 MR. BAGGER:

20 This isn't an allegation of
21 doing so was -- right. It was
22 already --

23 MR. MILLER:

24 Sure sounds like it.

25 MR. BAGGER:



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1 The -- even if they are
2 individual separate projects,
3 let's assume all 11 are
4 individual separate projects.

5 MR. MILLER:

6 Hold on. Each of those
7 applications could have been five
8 projects or six or seven
9 projects.

10 MR. BAGGER:

11 That's right. That's right.

12 MR. MILLER:

13 And accumulated into 4.9
14 million. I'm not going to argue
15 that they are either all
16 legitimate or all corrupt. Just
17 the possibility is that each one
18 of those 4.9 million, the 5
19 million one could have been
20 multiple, ten, 12, 15 tiny
21 projects that is they just rolled
22 up because that's what the rules
23 allowed them to do. Is that a
24 fact? So how is that wrong from
25 the -- how are we not supposed to



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1 accept that?

2 MR. BAGGER:

3 Because it violates the rule,
4 and that's where I'm -- I'm very
5 definitively not saying that the
6 -- they are pretending. They are
7 -- whether it is -- what the
8 rules allow is an accumulation of
9 capital projects that total under
10 5 million, and so to submit
11 multiple accumulations, under any
12 scenario whether those are 11
13 different projects or one giant
14 project being split, it's no more
15 or less a violation under the
16 rules, so that part of how they
17 are characterizing it, but
18 that --

19 MR. MILLER:

20 Is there a limit on the
21 number of applications that they
22 can apply for?

23 MR. BAGGER:

24 An accumulation already is
25 capped to then allow multiple



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1 accumulations. I will repeat it
2 is our interpretation that it's a
3 violation of the rules and other
4 context and tax law that has been
5 deemed to be in violation. Here
6 is an example. If the federal,
7 you know -- you know, right, and
8 you say, no, I don't -- this is
9 off the top of my head, but I
10 don't make, you know, just \$4
11 million with this company, I make
12 \$1 million in four different ways
13 and they say, yeah, but if you
14 are just -- if you are just
15 presenting that in a way that
16 makes it eligible then that is
17 called structure and it's a
18 violation of those rules.

19 In this case, whether or not
20 these were 11 discreet projects
21 or one project broken into 11
22 pieces in our view is immaterial
23 because the rule prohibits an
24 accumulation that totals over
25 five million. So under either



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BOARD OF COMMERCE & INDUSTRY MEETING

1 scenario the accumulation year is
2 48.7 million, 13 million and we
3 think violates those rules that
4 were in place originally.

5 MR. MILLER:

6 Thank you.

7 MR. WINDHAM:

8 Thank you, Mr. Bagger. All
9 right. There has been a motion on
10 the floor by Mr. Adley and I
11 believe seconded by Dr. Wilson
12 approve the renewals in-globo.

13 Are there any other questions
14 from the Board? Comments from
15 the public? All in favor indicate
16 with an aye.

17 ALL BOARD MEMBERS:

18 Aye.

19 MR. WINDHAM:

20 All oppose with a nay.

21 Motion carries. Ms. Cheng. I
22 have four late renewals.

23 20080850, LaShip, LLC in
24 Terrebonne Parish. The initial
25 contract expired on 12-31 of 2015



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BOARD OF COMMERCE & INDUSTRY MEETING

1 from the original request from
2 9-18-2017.

3 MR. WINDHAM:

4 All right. We are on the
5 late renewals for them. She just
6 read LaShip, I believe. I
7 believe in the past we have -- I
8 believe in the past the practice
9 for late renewals has been
10 reduced by one year, correct?

11 MS. CHENG:

12 That's correct.

13 MR. WINDHAM:

14 Is there a representative
15 here from LaShip, LLC? No
16 representative. Okay. With that
17 I will entertain a motion.

18 MR. ADLEY:

19 I would like to move to do
20 exactly the same thing that we
21 have done with all of the late
22 renewals, and that is to reduce
23 it by one year from five to four,
24 which is basically reducing it by
25 20 percent bearing in mind that



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1 some people here that hadn't been
2 here before, we only had three
3 choices and by law and by rule,
4 and that's to approve the full
5 five years to approve it with a
6 penalty or to deny it all
7 together. Those are the only
8 three choices that we have, and
9 what this Board has done since
10 the day we came on the Board was
11 to reduce them from one hundred
12 percent to 80 percent going from
13 five years to four. I make that
14 motion.

15 MR. WINDHAM:

16 Thank you. Senator Adley.
17 Senator Claitor.

18 MR. CLAITOR:

19 I have no comments. Thank
20 you.

21 MR. WINDHAM:

22 Thank you. Is there a second
23 -- or Mr. Slone.

24 MR. SLONE:

25 So we always -- so we did



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BOARD OF COMMERCE & INDUSTRY MEETING

1 make it a practice of if there
2 wasn't a representative here,
3 right, that we denied it? Isn't
4 that how we did it?

5 MS. CHENG:

6 We deferred them until the
7 next meeting. If they don't show
8 up twice, I think we did deny
9 them.

10 MR. SLONE:

11 Deny. Okay.

12 MR. MILLER:

13 They have been on here
14 before?

15 MS. CHENG:

16 No.

17 MR. ADLEY:

18 That will be fine. Whenever
19 they get here they are going to
20 end up with 80/20 percent based
21 on what we have done. If you
22 want to defer them, I will
23 withdraw my motion.

24 MR. SLONE:

25 I understand. I was trying



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1 to keep it consistent.

2 MR. WINDHAM:

3 All right. Question is still
4 on the floor. Is there a second
5 to the motion? Seconded by Ms.
6 Atkins to reduce them by one
7 year.

8 Any other questions or
9 comments from the Board? I do
10 appreciate you pointing that out,
11 Mr. Slone. Any questions or
12 comments from the public?

13 All in favor indicate with an
14 aye.

15 ALL BOARD MEMBERS:

16 Aye.

17 MR. WINDHAM:

18 All opposed with a nay? All
19 oppose with a nay? Motion
20 carries.

21 MS. CHENG:

22 I have Cortec in Terrebonne
23 Parish. 20110306 and 20120756.
24 They both expired initially on
25 12-31 -- I am sorry. One expired



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1 on 12-31 of '15 and one expired
2 12-31 of '16, and I received the
3 renewal request on 8-4 of 2017.

4 MR. WINDHAM:

5 All right. So there are
6 three that were MCA's. The
7 original application they were
8 late for their renewals. Are
9 there representatives from Cortec
10 here? Is there a representative
11 from Shaw Alloy Piping Products
12 in the audience. Please step
13 forward and identify yourself.

14 MS. CHENG:

15 I am sorry. I didn't read
16 that one. 20120355, Shaw Alloy
17 Piping Products in Bossier
18 Parish. Initial contract expired
19 12-31 of '16, late renewal was
20 8-1-17.

21 MR. LEBLUE:

22 Mr. Chairman, members of the
23 Board, my name is Doug LeBlue
24 and I am a consultant
25 representing Shaw Alloy Piping.



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1 I can't tell you how embarrassed
2 I am to be sitting at the table
3 right now. I am.

4 The company pays me to manage
5 and provide guidance on the
6 Industrial Tax Exemption Program,
7 and, quite frankly, I just let
8 them down on this issue. It's a
9 mistake. I apologize for it but
10 at the same time I would like to
11 that thank the Board for
12 considering the late renewal.

13 MR. WINDHAM:

14 Thank you, Mr. LeBlue. Mr.
15 Adley.

16 MR. ADLEY:

17 And because you are so very
18 persuasive and very nice about
19 it, I want to make the same
20 motion that we did with the
21 others rather than rejecting it
22 all together.

23 MR. LEBLUE:

24 Thank you very much.

25 MR. WINDHAM:



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BOARD OF COMMERCE & INDUSTRY MEETING

1 All right. The motion has
2 been made to restrict the motion
3 by one near. Is there a second?
4 Seconded by Mr. Slone. Any
5 further discussion? Discussion
6 from the audience.

7 All in favor indicate with an
8 aye.

9 ALL BOARD MEMBERS:

10 Aye.

11 MR. WINDHAM:

12 All oppose with a nay?

13 Motion carries.

14 MR. LEBLUE:

15 Thank you very much.

16 MR. ADLEY:

17 I want to point out that the
18 other one, not for you, sir, but
19 the other one, the Cortec that
20 was up a moment ago and worried
21 about them being here, they were
22 on the prior agenda, but all of a
23 sudden they are no longer
24 available once they got what they
25 got out of the other one, so --



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BOARD OF COMMERCE & INDUSTRY MEETING

1 MS. CHENG:

2 They were here. I guess they
3 left. For the applications they
4 didn't realize they had to be
5 here for the late renewal, I
6 guess.

7 MR. ADLEY:

8 This is a late application,
9 is it not?

10 MS. WOODWORTH:

11 Melody Woodworth with LED. A
12 representative from the company
13 was here. He was heard earlier in
14 the agenda. He didn't realize --
15 I guess he thought that was the
16 entire thing and he left, but he
17 was here for the meeting.

18 MR. ADLEY:

19 Yeah. I just want to point
20 out for the Board members, I
21 mean, the people who file late,
22 this is for their benefit and so
23 they sat here and they got
24 approval of the first one and the
25 one that they were late on they



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1 still didn't know they were late
2 on, so they left, and they didn't
3 know they were on the agenda so
4 they left.

5 In some point -- these are
6 pretty big companies by large
7 part, to give or take that we
8 have small ones, but by large
9 parts you notice from the last
10 gentleman up there most of them
11 afford to have people paid to
12 represent them here. So I just
13 don't see any reason to defer
14 those things. I mean, it is what
15 it is. If they were late, if
16 they are going to get it, we
17 ought to go ahead and implement
18 the penalty as we have done with
19 everybody else. That is all I am
20 saying; particularly for a
21 company that was here and left.

22 MR. WINDHAM:

23 Thank you, Mr. Adley. Please
24 proceed, Ms. Cheng.

25 MS. CHENG:



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BOARD OF COMMERCE & INDUSTRY MEETING

1 I have 34 contract transfers.

2 MR. WINDHAM:

3 Sorry. All in favor of
4 reducing them by one year please
5 indicate with an aye.

6 ALL BOARD MEMBERS:

7 Aye.

8 MR. WINDHAM:

9 All oppose with a nay?

10 Motion carries. Thank you,
11 Senator Slator {sic}. Oh, Slator
12 {sic}. Claitor.

13 MS. CHENG:

14 34 contract transfers. Alon
15 Refining Krotz Springs, Inc.
16 Contract 20080368, 20090078,
17 20090432, 20110244, 20110245,
18 20140646, 20140647, 20140648,
19 20140649, 20140650, 20140651 and
20 20140652 are being transferred to
21 Delek US Holdings, Inc. in St.
22 Landry Parish.

23 And we have Williams Olefins,
24 LLC in Ascension Parish.

25 Contract 20080358, 20080359,



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BOARD OF COMMERCE & INDUSTRY MEETING

1 20080360, 20080361, 20090421,
2 20090582, 20100491, 20110474,
3 20111033, 20111013A, 20111013B,
4 20120488, 20120489, 20130504,
5 201305005, 20130506, 20140601,
6 20150375, 20150623, 20150624 and
7 20160037 are being transferred to
8 NOVA Chemicals Olefins, LLC.

9 MR. WINDHAM:

10 All right. Are there any
11 questions concerning the
12 transfers? Motion made by Dr.
13 Wilson. Seconded by Major
14 Coleman.

15 Comments from the public?

16 All in favor indicate with an
17 Aye.

18 ALL BOARD MEMBERS:

19 Aye.

20 MR. WINDHAM:

21 All opposed with a nay?

22 Motion carries.

23 MS. CHENG:

24 I have six contract
25 cancellations.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 Coastal Engine Works, LLC in
2 Iberia Parish. Contract No.
3 070686. I was notified by the
4 Iberia Parish Assessor that the
5 facility had been closed.
6 Company has been notified and
7 staff request cancellation.

8 Custom Engine Works, LLC.
9 Contract 070686 in 20150967 also
10 in Iberia Parish. I was
11 contracted by the Iberia Parish
12 Assessor notifying us that the
13 facility has been closed and the
14 company has been notified. Staff
15 request cancellation.

16 Unimin Corporation in Webster
17 Parish. Contract 20090917,
18 20111109 and 20140454. I was
19 also informed by the Webster
20 Parish Assessor that the facility
21 has been closed. The company has
22 been notified and the staff
23 request cancellation.

24 MR. WINDHAM:
25 All right. Thank you, Ms.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 Cheng. Are there any questions
2 concerning the cancellation of
3 these contracts? Is there a
4 motion for approval? Motion by
5 President Miller. Seconded by
6 Mr. Williams.

7 Any comments from the public?
8 All in favor indicate with an
9 aye.

10 ALL BOARD MEMBERS:

11 Aye.

12 MR. WINDHAM:

13 All oppose with a nay.

14 Motion for cancellation OF
15 contracts carries.

16 MS. CHENG:

17 This concludes the Industrial
18 Tax Exemption Program.

19 MR. CLAITOR:

20 Hang on one second.

21 MR. WINDHAM:

22 Senator Claitor.

23 MR. CLAITOR:

24 I don't know what we do when
25 there is a difference between



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1 what she says than what is on the
2 actual paper, but when she went
3 through the Williams Olefins
4 contract, the third to last
5 contract she stated, she said
6 20130623, and I think she meant
7 to say 20150623, so I don't know
8 what we do if there is conflict
9 and what the agenda shows.

10 MS. CHENG:

11 We can just correct it. That
12 was 2 -- which one was it?

13 MR. CLAITOR:

14 Third to last one that you
15 mentioned. 20150623. Can we
16 make a correction on the record?

17 MR. WINDHAM:

18 Yes. We can make a
19 correction. Thank you, Senator
20 Claitor.

21 Next we have Industry
22 Assistance, and I believe
23 Secretary Pierson will come up
24 with himself and a
25 representatives of the company.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 To explain the Industry
2 Assistance Program, I believe
3 everyone received a short
4 briefing and the roles that are
5 have been promulgated with the
6 Industry Assistance Program.

7 Secretary Pierson, please
8 identify yourself and --

9 MR. PIERSON:

10 Don Pierson, Secretary of
11 Louisiana Economic Development,
12 and my colleagues here also read
13 into the record their names and
14 positions.

15 MR. TAYLOR:

16 My name is Eric Taylor. I'm
17 general manager of the Hodge
18 Paper Mill in Hodge, Louisiana.

19 MR. BRADFORD:

20 I'm James Bradford from
21 Jonesboro, Louisiana and also a
22 consultant with WestRock.

23 MR. PIERSON:

24 To the Board members, thank
25 you for your time and attention



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1 today. You are pretty familiar
2 with our Quality Jobs Program,
3 Enterprise Zone Program and some
4 other programs. Today we're
5 asking consideration around a
6 program that is not frequently
7 used but we feel like it's a real
8 good fit for this particular
9 project. With Board concurrence
10 here, your favorable
11 consideration of this, the
12 application would then proceed to
13 be confirmed or approved by the
14 joint legislative committee on
15 the budget, so this won't be a
16 final approval but given that we
17 are convincing today that we have
18 a correct and favorable outcome
19 that we would like to advocate.
20 This mill is owned by the
21 WestRock Corporation. They own
22 numerous mills throughout not
23 only the nation but the world,
24 and so we found ourselves in a
25 competition for capital within



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1 this corporation and hopefully to
2 secure that capital and that
3 commitment to this very
4 significant facility that's
5 located in Jonesboro, Hodge,
6 Louisiana, Jackson Parish.

7 This is a rural area and
8 certainly this very sophisticated
9 mill provides a strong number of
10 jobs in that region and the
11 company's commitment is to
12 continue to maintain 400 jobs
13 there. While that's a very
14 significant number and they are
15 high paying jobs, certainly what
16 is very, very significant about
17 this particular opportunity is
18 that the jobs reach far beyond
19 the fence line of the facility.
20 The timber that is harvested in
21 approximately six surrounding
22 parishes, all of the jobs
23 associated with trucking
24 logistics, support, mechanics,
25 etc., etc., are very far



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1 reaching. It's the exact example
2 that we do like to deploy in
3 terms of economic development
4 where we take a product from
5 Louisiana, which is our forestry
6 and convert that value add to
7 that with a program with a
8 manufacturing opportunity and
9 build value, and in the process,
10 create a great number of direct
11 and indirect jobs.

12 The consideration around the
13 Industry Assistance Program is
14 that it will reduce the tax
15 burden for the company in the
16 amount \$1.5 million per year for
17 five years, in aggregate \$7.5
18 million of assistance not
19 completely taking away tax bill
20 from them, but certainly
21 significantly lowering that. In
22 exchange for that we are getting
23 the commitment from the company
24 to make very significant capital
25 improvements going into the



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1 future which will certainly
2 extend the life and viability of
3 this plant and keep a very viable
4 operation going.

5 I would like to yield just
6 for a voice from the community,
7 the great community support that
8 exist in the region.

9 MR. BRADFORD:

10 Thank you, Mr. Secretary.
11 I'm not going to go into the full
12 of -- reading all of the support,
13 but we do have letters of support
14 from the Village of Hodge, north
15 Hodge and east Hodge, which is
16 where the plant is located, and,
17 of course, that makes us a larger
18 area, but we also have letters of
19 support from the Jackson Parish
20 Police Jury, the Jackson Parish
21 School Board, the Town of
22 Jonesboro, the Chamber of
23 Commerce, Tax Assessor's Office,
24 the sheriff's department and some
25 other letters here that say they



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BOARD OF COMMERCE & INDUSTRY MEETING

1 support this project and realize
2 the benefit and how important it
3 is for this plant to continue
4 operating in Jackson Parish and
5 Hodge and Jonesboro, Louisiana.
6 I would like to leave these as a
7 part of the record to show you
8 that we do have community support
9 for the project. Thank you very
10 kindly.

11 MR. WINDHAM:

12 Thank you.

13 MR. PIERSON:

14 Gentlemen, ladies, plant
15 managers are also here to answer
16 any questions or concerns. We
17 know how important it is for a
18 company that's making a
19 significant act to make
20 themselves available to you and
21 we respect that and certainly if
22 you have any questions or any
23 statement that you would like to
24 make on behalf of WestRock.

25 MR. TAYLOR:



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1 Well, I would certainly thank
2 you all for hearing us today and
3 for allowing us to be here. I
4 think it's important to know, and
5 many of you do, to understand a
6 community, the people, you need
7 to understand their history, and
8 Hodge became known as Hodge
9 because one of the founders of
10 this paper mill was named Mr.
11 Owie Hodge, and so the town came
12 up around this paper mill, and
13 one thing that you notice is very
14 quickly and I will say this
15 because I understand it better
16 than most and I'm glad I sit in
17 the position that I sit in. I'm
18 glad I have the understanding of
19 what I'm about to tell you, I
20 grew up in a very similar
21 community. I lived in south
22 Mississippi. When I was growing
23 up right across the state line,
24 there was the -- what is now a
25 Georgia Pacific. My father



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1 worked there, my brother worked
2 there, my mother had a business
3 in town nearby, similar size
4 county, similar size facility,
5 and I always knew that anything
6 -- if anything happened with that
7 facility that I was not only my
8 father's job, my brother's job,
9 that was my mother's business,
10 and change the way our family
11 would live forever.

12 I will tell you that's a
13 similar place where we are in the
14 Jonesboro Hodge area. The
15 community truly grew up around
16 that mill. It is the heartbeat,
17 the life blood of that community.
18 And it is very important that you
19 understand that, and I think it's
20 also important that I and my
21 leadership team of the paper
22 mill, we take that responsibility
23 very seriously.

24 So a couple of things I would
25 like to leave with you, and one



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BOARD OF COMMERCE & INDUSTRY MEETING

1 thing that I would like to do, if
2 I may just take a minute here, we
3 have Todd Piles with us. If you
4 will stand up. Todd is our
5 engineering manager, but just to
6 give you an idea of the community
7 and how this paper mill has
8 impacted lives over the years,
9 Todd's grandfather went to work
10 in that paper mill in 1933, and
11 that was five years after we made
12 our first sheet of paper at the
13 Hodge Mill. He raised four
14 children with a wife of 60 years,
15 two of those children ended up
16 with college degrees, and one of
17 those, who was Todd's father,
18 Charlie Piles, went to work at
19 the mill before his father ever
20 retired, and then Todd came to
21 work at the mill before his
22 father ever retired, and he had
23 moved up from a process engineer
24 up to our engineering manager,
25 and that's just one of many



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1 examples of generations, and we
2 have many families with four
3 generations who have worked in
4 that in that facilities. So very
5 much a part of that community and
6 very, very important to that
7 community, and I think as much so
8 as any industry you have here in
9 the State of Louisiana.

10 And then one other thing that
11 I think is important for us to
12 leave you with as we talk about
13 these investments in facilities,
14 I would like to leave this Board
15 with a sense of assurance that
16 we're also working on our sales.
17 It's not just our equipment. We
18 are working on our sales as
19 leaders, focusing on what we're
20 doing strategically and having a
21 vision for the future to make
22 sure we are not only doing the
23 right things today but we are
24 looking for the innovation in the
25 future not only with our



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1 equipment but our processes and
2 our leadership, so we talk about
3 things -- if you ask one of my
4 people that sit around my
5 leadership table, we ask you how
6 you are living and the answer is
7 Hodge strong, right, because we
8 know we have to be better,
9 stronger, faster than other
10 competition because we are in a
11 mill that the facility is 90
12 years old and we have a lot of
13 work to do. But know that we are
14 extreme owners. We know that if
15 things aren't right in our
16 business is because we are not
17 doing something correctly as
18 leaders and hold each other
19 accountable every day; them me
20 and certainly me them, and we mix
21 all of that up and put on -- add
22 a big hunk of what we wall GSD,
23 get stuff done, so we out there
24 doing it and our part as leaders,
25 we have got -- we're really



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1 working hard to demonstrate to
2 our company that's the right
3 place to invest in and we
4 certainly appreciate any help
5 that our state can offer in that
6 regard to make sure this facility
7 is here for the long term. Thank
8 you.

9 MR. WINDHAM:

10 Thank you. So, Mr. Pierson,
11 I read the documents that you had
12 sent out before. So big picture
13 wise basically the state will
14 refund, rebate, reduce state
15 taxes for 1.5 million. Company
16 is committed to providing the 15
17 million in investment each other,
18 and there are proportion of
19 reductions in any tax relief that
20 is provided should they fall
21 short on that -- that investment
22 for reduction in jobs.

23 MR. PIERSON:

24 As you have stated it is
25 correct in concept and is also



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1 formulated a cooperative endeavor
2 agreement that we will execute
3 with the company, and exactly
4 right.

5 MR. WINDHAM:

6 And then the Board gets an
7 annual report?

8 MR. PIERSON:

9 Yes.

10 MR. WINDHAM:

11 Where they stand, where they
12 stood the preceding year.

13 MR. PIERSON:

14 Correct.

15 MR. WINDHAM:

16 Do you also give that report
17 to the JLCV if they require it?

18 MR. PIERSON:

19 We submit to the legislature
20 in general, so all
21 representatives and senators will
22 receive that information.

23 MR. WINDHAM:

24 All right. Thank you. Mr.
25 Adley, I believe you had a



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1 question.

2 MR. ADLEY:

3 First I just want to say to
4 you the Governor's office is glad
5 they can help and clearly
6 recognize the importance of the
7 Hodge Mill in Jonesboro. We saw
8 what happened to Spring Hill when
9 they lost the mill. We have been
10 through that. I wanted, for the
11 record, to make it clear this is
12 a public hearing that is required
13 by this assistance program by
14 this Board. That is what this is
15 about today.

16 MR. PIERSON:

17 Correct, sir.

18 MR. ADLEY:

19 And so there is no
20 misunderstanding why we are here.
21 I only have one question for you,
22 and -- but I need -- and it may
23 or may not have anything to do
24 with what you are doing.

25 When I read through all of



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BOARD OF COMMERCE & INDUSTRY MEETING

1 the information, I looked at the
2 state and local taxes, sales and
3 used taxes, and I am just
4 curious, those numbers that run
5 from 12 through 16, how did you
6 derive to those numbers, are
7 those just exactly what was paid
8 on a monthly basis match to the
9 parish? How are those numbers
10 derived?

11 MR. TAYLOR:

12 I believe that that comes in
13 our actual accounting.

14 MR. ADLEY:

15 The only reason that I'm
16 asking the question is we are
17 finding it very difficult going
18 around all 64 parishes because
19 most of our businesses is exempt
20 from equipment sales tax. I
21 assume do you get the MM&E, too,
22 is that -- the MM&E out of this,
23 do you know?

24 MR. TAYLOR:

25 I can't answer that.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 MR. ADLEY:

2 I'm asking the questions
3 because we come around all 64
4 parishes trying to locate exactly
5 how much sales tax we are
6 collecting from the business
7 community, and we have found it
8 very, very difficult that no one
9 seems to keep a record of it, and
10 if I look at yours correctly, it
11 looks like somebody up there did
12 a pretty good job of keeping a
13 record, and that's why I'm asking
14 you is this the actual
15 expenditure as paid to the
16 parish? This says state and
17 local, so I assume there is some
18 local in there, too, is there
19 not?

20 MR. TAYLOR:

21 That's correct. And we do
22 have a one sales tax collections
23 agency that we can pull it from.

24 MR. ADLEY:

25 But our business community



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1 they don't pay sales tax, right?
2 You go down to Home Depot and pay
3 sales tax. You pay it once a
4 month and somebody has to keep a
5 record of it. We find it very
6 difficult to get a record from
7 most of our parishes and it
8 sounds like somebody has kept a
9 pretty detailed record up there.

10 MR. TAYLOR:

11 We would certainly keep that
12 record in inside of our business,
13 and the only reason I hesitate to
14 directly answer your question is
15 because I'm not exactly sure that
16 that is where these figures came
17 from, but we certainly have those
18 figures, absolutely, and I
19 believe these are those figures.

20 MR. ADLEY:

21 But they are not estimates,
22 these are actual numbers.

23 MR. TAYLOR:

24 Right. And I believe that's
25 where they came from from our



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1 accounting finance.

2 MR. ADLEY:

3 Again, we know how important
4 you are. I can tell you being
5 from northwest Louisiana, I lived
6 through a couple of mills
7 shutting down what happens to
8 those towns when they go. It's
9 very, very difficult.

10 MR. WINDHAM:

11 All right. Mr. Slone.

12 MR. SLONE:

13 Yeah. I just want to commend
14 Secretary Pierson and your team
15 with providing us with this
16 information ahead of time. I'm
17 just curious, how does somebody,
18 a company pop up on your radar
19 since it's by invitation?

20 MR. PIERSON:

21 We run a very robust business
22 retention expansion program at
23 Louisiana Economic Development,
24 so we go through all of the
25 parishes. We prioritize what we



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1 call economic driver companies.
2 We can identify the big
3 manufacturers of the large
4 employers and we are going to go
5 sit down with management and have
6 a conversation. We're doing this
7 through staff and they will
8 collect the information, and many
9 times things are going good or
10 maybe there's some issues that
11 they want to bring to our
12 attention and we aggregate all of
13 that, but what I call panning for
14 gold. Occasionally we'll have a
15 conversation and they will tell
16 us, hey, we are looking at
17 headquarters in Atlanta and we
18 are either going to expand mill A
19 or mill B or mill C in Hodge, and
20 at that point we jump on it and
21 begin to aggressively try to put
22 a compelling package in front of
23 that leadership group that makes
24 them recommit to Louisiana. As
25 you know, a lot easier to take



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1 good care of the industry that we
2 have in our state, and it's
3 important that we recruit and
4 bring in new, but it's job one to
5 take care of what we have here.

6 MR. SLONE:

7 And that's primarily what I
8 wanted to hear for the record so
9 that people will know the extent
10 that your staff and your team
11 goes through to help us maintain
12 what we have but also grow what
13 we need to get it here.

14 MR. PIERSON:

15 Thank you for pointing that
16 out, sir.

17 MR. SLONE:

18 Thank you.

19 MR. WINDHAM:

20 Thank you, Mr. Slone. Are
21 there any other comments from the
22 Board members? So I believe it
23 would be appropriate to entertain
24 a motion to make a recommendation
25 to the joint legislative



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1 committee on the budget to
2 approve the Industry Assistance
3 Contract for their consideration
4 and intended furtherance to the
5 Governor.

6 MR. PIERSON:

7 Affirmative.

8 MR. WINDHAM:

9 Thank you. So Mr. Slone
10 would like to make that motion.
11 Seconded by Dr. Wilson.

12 Are there any other questions
13 from the Board members? Are there
14 any comments from the public?

15 All in favor indicate with an
16 Aye.

17 ALL BOARD MEMBERS:

18 Aye.

19 MR. WINDHAM:

20 All oppose with a nay.

21 Motion carries.

22 MR. PIERSON:

23 Thank you, gentlemen.

24 MR. WINDHAM:

25 Thank you.



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1 Next we have Industrial
2 Exemption Appeals. Ms. Cheng,
3 will you be presenting those?

4 MS. CHENG:

5 I will.

6 MR. WINDHAM:

7 Step forward. Mr. Adley
8 has --

9 MR. ADLEY:

10 Are these the same appeal
11 that were based upon the Ash
12 appeal that we saw earlier? I
13 mean, they are all basically the
14 same thing, so and so, they said
15 they were appealing?

16 MS. CHENG:

17 Yes.

18 MR. ADLEY:

19 I would ask, Board, if you
20 would defer these, too, at the
21 same time so that we can try to
22 analyze exactly what we may or
23 may not be able to do with regard
24 to these appeals.

25 MR. WINDHAM:



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BOARD OF COMMERCE & INDUSTRY MEETING

1 All right. Senator Claitor.

2 MR. CLAITOR:

3 Can we have the dollars that
4 are at issue. It's not shown on
5 the report.

6 MS. CHENG:

7 It's not on this agenda
8 because we were only considering
9 the appeal to reconsider the
10 application. The companies are
11 here. They may have the numbers,
12 but I do not.

13 MR. WINDHAM:

14 We can get them.

15 MR. CLAITOR:

16 If they are being deferred, I
17 want the people to have the
18 information at the next meeting
19 because we know that Ash was
20 680,000.

21 MR. WINDHAM:

22 We may have that information
23 in the package from Ash.

24 MR. CLAITOR:

25 I know what we have on Ash.



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1 MS. CHENG:

2 And the companies that are
3 here may be able to provide you
4 with the numbers right now.

5 MR. WINDHAM:

6 All right.

7 MS. DUNAWAY:

8 Hi. I am Cindy Dunaway with
9 Bancroft Bag, and our original
10 contract was for \$1,350,119.
11 What we were asking for was the
12 expenditures up until June 24th,
13 and that is \$1,045,799.

14 MR. WINDHAM:

15 All right.

16 MS. DUNAWAY:

17 Mr. Adley, I do have our
18 sales tax number. Do you want
19 that? This year we paid
20 \$132,848.55 in sales taxes.

21 MR. ADLEY:

22 And you pay that --

23 MS. DUNAWAY:

24 To the state and to the
25 local.



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1 MR. ADLEY:
2 To the local you pay that on
3 a monthly basis.

4 MS. DUNAWAY:
5 Yes, sir.

6 MR. ADLEY:
7 The parish again.

8 MS. DUNAWAY:
9 Ouachita.

10 MR. ADLEY:
11 Ouachita. Thank you.

12 MR. WINDHAM:
13 Thank you.

14 MS. DUNAWAY:
15 And also last time at the
16 meeting you wanted to know how
17 much property taxes we paid,
18 Bancroft paid \$381,000 last year.

19 MR. ADLEY:
20 Did Bancroft get any
21 inventory credits at all.

22 MS. DUNAWAY:
23 I don't think so. I don't
24 think we are doing that program.

25 MR. ADLEY:



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BOARD OF COMMERCE & INDUSTRY MEETING

1 You don't pay any inventory
2 tax?

3 MS. DUNAWAY:

4 Yes. We do.

5 MR. ADLEY:

6 If you pay inventory tax you
7 get a credit.

8 MS. DUNAWAY:

9 Talking about on my taxes?

10 MR. ADLEY:

11 Yes.

12 MS. DUNAWAY:

13 Yes. We do. I have that
14 bill. Do you want that number?

15 MR. ADLEY:

16 No. Just curious, but you
17 did get it?

18 MS. DUNAWAY:

19 Yes. I thought you were
20 talking about the program.

21 MR. ADLEY:

22 No. I got it. Thank you.

23 MR. WINDHAM:

24 Ms. Trichel.

25 MS. TRICHEL:



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1 I am the President of
2 northeast Louisiana Economics
3 Alliance and we are the region
4 for Ouachita Parish, and Bancroft
5 has been a long term company in
6 our area. Their family has two
7 plants, and as Secretary Pierson
8 was talking about the economics
9 drivers, Bancroft has long been
10 an economic driver of our parish,
11 and I'm here in support of their
12 request, and also Shield Pack is
13 also an economic driver, and they
14 will be coming up in a few
15 minutes.

16 MR. WINDHAM:

17 All right. Thank you,
18 ladies.

19 MS. CHENG:

20 Do you want to know that
21 Bancroft did get resolutions of
22 support from the Ouachita Parish
23 School Board, the Ouachita Parish
24 Sheriff, the mayor and the police
25 jury.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 MS. TRICHEL:

2 Very well supported by the
3 local governmental agencies.

4 MR. WINDHAM:

5 All right. Thank you. Is
6 there a representative from
7 Calumet that would like to come
8 up and answer Senator Claitor's
9 questions.

10 MR. MURPHY:

11 Hello. Phil Murphy, tax
12 director for Calumet.

13 MS. SADLER:

14 Jennifer Sadler, tax manager
15 for Calumet.

16 MR. WINDHAM:

17 Do you know the property
18 amount of the investments of
19 those applications.

20 MS. SADLER:

21 We have four. The first one
22 1.2 million. The second one was
23 for 5 million. The third one was
24 for 4.9 million. And the 4th one
25 was 2.1 million.



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1 MR. WINDHAM:
2 What was the last one?

3 MS. SADLER:
4 2.1 Million.

5 MR. ADLEY:
6 When you put together the
7 packet of the four, if you bundle
8 them all together what would the
9 total be.

10 MS. SADLER:
11 Well, they are two different
12 companies. Yeah.

13 MR. ADLEY:
14 I got you. I got you. Okay.

15 MR. WINDHAM:
16 So in this case, ma'am, it
17 would be -- first one, 1.2 and
18 the other three --

19 MS. SADLER:
20 The other three was --

21 MS. CHENG:
22 Which investment was in
23 Bossier and Caddo.

24 MS. SADLER:
25 Bossier was 1.2.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 MS. CHENG:
2 And then what in Caddo?

3 MR. WINDHAM:
4 12 million in Caddo Parish
5 and 1.2 in Bossier.

6 MR. ADLEY:
7 Just as a matter of practice
8 that you did it via the MCA and
9 the not the advanced notice. Do
10 you have advanced notice
11 application that you have also
12 done?

13 MR. MURPHY:
14 Yeah. We've changed our
15 process after the Executive Order
16 to now we are filing --

17 MR. ADLEY:
18 No. No. I mean prior to the
19 Executive Order, did you -- did
20 Calumet ever do any with an
21 advanced notice?

22 MR. MURPHY:
23 If we did it would have been
24 for a large expansion over. But
25 not for the miscellaneous.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 MR. ADLEY:

2 I got you. Okay.

3 MR. WINDHAM:

4 All right. Any other
5 questions for the lady and
6 gentleman? All right. Thank you
7 very much.

8 MR. MURPHY:

9 One comment. I guess are we
10 requesting that the denial is
11 reversed and then deferred to
12 next meeting, is that our --

13 MR. WINDHAM:

14 We're deferring consideration
15 of the appeal until the next
16 meeting. Thank you.

17 Is there someone from Shield
18 Pack present with us? Please
19 identify yourself.

20 MS. MAXWELL:

21 I'm Melinda Maxwell. I am
22 the financial director for Shield
23 Pack.

24 MR. WINDHAM:

25 Do you know about how much



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1 your application was.

2 MS. MAXWELL:

3 It was just under 2.5
4 million.

5 MR. WINDHAM:

6 2.5.

7 MS. MAXWELL:

8 And we are a small
9 manufacturing company located in
10 West Monroe, Louisiana, and this
11 investment was for equipment for
12 entry into the aseptic packaging
13 for industrial packaging. We
14 made a 300 package. That's a lot
15 of -- a lot of folks, so you
16 would never see this package in
17 your grocery stores, but, yes,
18 like, we would sell to an orange
19 juice harvester in Florida that
20 would be as they harvest the
21 orange and the season comes in,
22 they would package in these
23 package and store it and mix it
24 and eventually comes through in
25 the grocery store, but this would



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1 be the first thing that come out
2 of the harvest and the markets.
3 And we sold into the market in a
4 non-aseptic. Things like eggs
5 and whole. They don't have --
6 but we're invested into the
7 aseptic markets, which is we
8 assess out about \$30 to \$35
9 million market of which we have
10 been able to only get \$2 million
11 of that market, so far so I don't
12 -- I'm not running this equipment
13 24 hours a day, 7 days a week
14 right now, but if we can get
15 market numbers and get in like we
16 want to we could probably have 24
17 jobs on this investment.

18 MR. WINDHAM:

19 All right. Mr. Miller has a
20 -- President Miller has a
21 question, I believe.

22 MR. MILLER:

23 To clarify, I think you just
24 said, I want to make sure I
25 understood, this \$2.5 million



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1 investment was a new line. You
2 added a product line to your
3 manufacturing facility.

4 MS. MAXWELL:

5 Yes. New product line, new
6 building was actually on the
7 application last year and this is
8 the equipment that goes in the
9 building.

10 MR. MILLER:

11 And because it was under \$5
12 million y'all did not do an
13 advance notification. Do you
14 know if y'all called LED and
15 talked to them or any Economic
16 Development Director or anything
17 like that?

18 MS. MAXWELL:

19 No. No. The building and
20 the machinery was under \$5
21 million.

22 MR. WINDHAM:

23 Please step forward.

24 MR. MILLER:

25 Sorry, ma'am, I missed your



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BOARD OF COMMERCE & INDUSTRY MEETING

1 name a while ago.

2 MS. RACHELLE:

3 Sorry. Tammy Rachelle.

4 Northwest Economic Lives.

5 MR. MILLER:

6 Would they have contacted you
7 and asked.

8 MS. RACHELLE:

9 They did.

10 MR. MILLER:

11 And your advice was.

12 MS. RACHELLE:

13 To proceed because it wasn't
14 required until the advance
15 notification under the five
16 million, and as I said earlier,
17 Shield Pack is also an economic
18 driver and company of
19 long-standing, and this was also
20 a competitive situation with
21 other companies in their holding
22 company. The incentive was
23 important to them.

24 MR. MILLER:

25 It was used as part of your



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1 internal investment.

2 MS. RACHELLE:

3 Correct. And if they didn't
4 get that the equipment would go
5 somewhere else.

6 MR. MILLER:

7 Thank you, ma'am.

8 MR. WINDHAM:

9 Thank you, Mr. Miller. Mr.
10 Adley.

11 MR. ADLEY:

12 In the past has the company
13 done any advanced notices at all.

14 MS. MAXWELL:

15 No. During my tenure there,
16 we just had a renewal that was
17 for \$250,000 and so we would not
18 have qualified, and currently
19 working on our annual operating
20 project for next year, and we
21 have been approved at, like,
22 400,000, so those are typically
23 the type capital we get. This is
24 very unusual for us to have this
25 type capital to invest, so it was



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1 a one stop shop for us.

2 MR. ADLEY:

3 Thank you.

4 MR. WINDHAM:

5 Thank you, ma'am. Any other
6 questions? All right. I believe
7 there is a motion on the floor
8 for deferral of the consideration
9 of appeals and it was seconded --
10 made by Mr. Adley and seconded by
11 Mr. Slone.

12 So any other comments from
13 the public? All right. Questions
14 from the Board?

15 All in favor indicate with an
16 aye.

17 ALL BOARD MEMBERS:

18 Aye.

19 MR. WINDHAM:

20 All opposed with a nay?
21 Motion carries. Thank you,
22 ma'am. Ms. Cheng, that's it for
23 you.

24 MS. CHENG:

25 Yep.



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BOARD OF COMMERCE & INDUSTRY MEETING

1 MR. WINDHAM:

2 All right. I believe we are
3 on comments from our Secretary,
4 Mr. Don Pierson.

5 MR. PIERSON:

6 Thank you, ladies and
7 gentlemen. I will be brief.
8 That you again for the confidence
9 of the Board and handling a large
10 number of contracts today.
11 Certainly beats power of efforts
12 and are very significant, and
13 really pleased to see the A plus
14 rating that we just received from
15 Thumbtack. That's an external
16 survey that checks the pulse of
17 your small business, and we moved
18 from No. 17 to No. 4 with an A
19 plus rating, and that's thanks to
20 a lot of team work that we have
21 across our state that's certainly
22 a significant amount of
23 leadership that originated with
24 Governor Edwards and our Economic
25 Development transition team



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BOARD OF COMMERCE & INDUSTRY MEETING

1 speaking to making sure that we
2 provide robust support for small
3 businesses across our state, and
4 we're implementing and working
5 strong against that objective now
6 for 21 months and to see it and
7 noted this way was very
8 satisfying.

9 We are also engaged with
10 Restore Louisiana working through
11 the SBA and bringing federal
12 funds to help the companies out
13 there that have been impacted by
14 flood damage and so many
15 different areas of our state. We
16 are aggressively participating
17 with local communities on ITEP
18 workshops to make sure that there
19 is a clear understanding of the
20 Governor's directives which have
21 allowed accountability, which
22 have allowed the voice of the
23 local School Board, local
24 sheriff, local police jury or
25 county or parish commission or



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1 the incidents where a project
2 might not be related to
3 municipality located there to
4 bring that voice to the table as
5 well. We've created templates to
6 provide to those of the
7 legislative bodies. We have also
8 made personal visits and
9 continued to do so across the
10 state to just increase the
11 understanding and the
12 applicability to everybody is
13 very clear, and also at the same
14 time we will -- as we come up
15 this learning curve with these
16 local elected officials be able
17 to move through these analysis
18 and opportunities more quickly,
19 so something that we're pleased
20 with.

21 Thank you for your support of
22 the mill. The exact image that
23 Senator Adley speaks of a closed
24 mill that stands today in Spring
25 Hill, Louisiana looms large in my



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1 mind. We have other aging plants
2 in our state that we are
3 beginning to engage and trying to
4 modernize those and work with
5 them to maintain their strength
6 often located in rural areas is a
7 priority for us.

8 Also reporting that Champion
9 Homes over in Leesville going
10 into the manufacturing of housing
11 units is a very significant win
12 again for us in a rural setting,
13 so across the board a lot of
14 great things happening with your
15 staff at Louisiana Economic
16 Development. Honored and
17 privileged to be the leader
18 there, and also if you have any
19 concerns or questions, happy to
20 address those, and either here or
21 offline with you. Thank you.

22 MR. WINDHAM:

23 Thank you, Secretary Pierson.
24 Is there a motion to adjourn?
25 Made by Senator Claitor and



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seconded by Major Coleman. All
in favor. Pass.

(Whereupon the meeting ended at 12:17 p.m.)



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8

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