

STATE OF LOUISIANA
 LOUISIANA ECONOMIC DEVELOPMENT CORPORATION
 BOARD OF DIRECTORS MEETING
 BEING HELD ON THURSDAY, October 13, 2022
 AT THE LASALLE BUILDING
 617 North Third Street, FLOOR 1, LABELLE ROOM
 Baton Rouge, Louisiana

REPORTED BY: KELLY S. PERRIN, C.C.R.

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1 APPEARANCES :

2 BOARD MEMBERS PRESENT :

3 CHAIRMAN A.J. ROY, III

4 CHARLES E. JACKSON, III

5 CAL SIMPSON

6 LOUIS REINE

7 SECRETARY DON PIERSON

8 NORISHA GLOVER

9 OLUWASUYI E. GEORGEWILL

10 STAFF MEMBERS PRESENT :

11 LAURA WOMACK

12 SUSAN BIGNER

13 ROBIN PORTER

14 MARISSA DOIN

15 SHAMELDA PETE

16 CRYSTAL DALGO

17 MOLLY HENDRICKS

18 KELLY A. RANEY

19 BRENDA GUESS

20 DEBORAH SIMMONS

21 TEDRA CHEATHAM

22 OLEVIA SHARBAUGH

23 SONJA CHRISTOPHE

24 LETICIA JOHNSON

25 ANNE VILLA

1 YANCY LEGRANDE

2 SPEAKERS FROM THE AUDIENCE:

3 EVIE POITEVENT, GNO, INC.

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18 REPORTED BY: KELLY S. PERRIN, CCR

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1 P R O C E E D I N G S

2 CHAIRMAN ROY:

3 Good morning. Call to order the Board of
4 Directors, Louisiana Economic Development
5 Corporation roll call, please.

6 MS. SIMMONS:

7 Good morning. A.J Roy?

8 CHAIRMAN ROY:

9 Here.

10 MS. SIMMONS:

11 Louis Reine?

12 MR. REINE:

13 Here.

14 MS. SIMMONS:

15 Cal Simpson?

16 MR. SIMPSON:

17 Here.

18 MS. SIMMONS:

19 Charles Jackson?

20 MR. JACKSON:

21 Here.

22 MS. SIMMONS:

23 Andy Adler?

24 (No response.)

25 MS. SIMMONS:

1 Norisha Glover?

2 MS. GLOVER:

3 Here.

4 MS. SIMMONS:

5 Secretary Don Pierson?

6 SECRETARY PIERSON:

7 Present.

8 MS. SIMMONS:

9 Stephen David?

10 (No response.)

11 MS. SIMMONS:

12 Mr. Georgewill?

13 MR. GEORGEWILL:

14 Here.

15 MS. SIMMONS:

16 We have a quorum.

17 CHAIRMAN ROY:

18 Thank you. I'll ask everyone to please

19 sideline their devices. First order of

20 business is the approval of the minutes of

21 LEDC Board Meeting of September the 8th. What

22 is the pleasure of the Board?

23 MR. REINE:

24 Mr. Chairman, I looked through the

25 minutes, I was amazed I didn't ask any

1 questions at all. And then I realized, I
2 wasn't at the meeting. So I move we adopt the
3 minutes.

4 MR. SIMPSON:

5 Second.

6 CHAIRMAN ROY:

7 We can amend those minutes to insert a
8 question if you'd like.

9 MR. REINE:

10 And, look, I wasn't here and it's still
11 125 pages. Y'all must have been talking about
12 me.

13 CHAIRMAN ROY:

14 Motion for approval as presented.

15 MR. SIMPSON:

16 Second.

17 CHAIRMAN ROY:

18 Second. Any discussion?

19 Any comments from the public?

20 Hearing none, all in favor, aye?

21 ALL MEMBERS:

22 Aye.

23 CHAIRMAN ROY:

24 All opposed?

25 Motion stays without objection.

1 Next order of business is the SSBCI
2 Program. Ms. Bigner?

3 MS. BIGNER:

4 Good morning. Yes, I don't have Shamelda
5 to warm y'all up this morning, so it's going
6 to be all me.

7 CHAIRMAN ROY:

8 You might want to move the microphone a
9 little closer.

10 MS. BIGNER:

11 Is that better?

12 CHAIRMAN ROY:

13 I think so.

14 MS. GUESS:

15 A little closer.

16 CHAIRMAN ROY:

17 A little closer. There you go.

18 MS. BIGNER:

19 Okay. Usually, I talk loud and so okay.
20 All right. Good morning. Last month, the
21 Board approved the Louisiana Venture Capital
22 Program submissions for eligibility. This
23 month, I will be presenting the submissions
24 for the Louisiana Seed Capital Program. These
25 entities are looking to invest 25 to 75,000

1 dollars per round for early stage financing.
2 The investments may be to get an idea into a
3 marketable product or to assist an
4 entrepreneur to start their business.

5 Venture Capital is for assisting an
6 established business for growth, so that's
7 what we looked at last month. And so this
8 month, we're looking at early stage and seed
9 capital. This program is a revision of the
10 Seed Capital Program established to utilize
11 SSBCI funds previously administered under the
12 Small Jobs Act of 2010, which we commonly
13 refer to as SSBCI 1.0. With the
14 revitalization of the program through the
15 American Rescue Plan Act of 2021, or commonly
16 referred to as SSBCI 2.0, Louisiana Seed
17 Capital Program will join the Venture Capital
18 Program's Angel Funds -- I'm sorry, Venture
19 Capital Funds, Angel Funds, and nonprofit
20 organizations to create partnerships into a
21 new seed capital fund.

22 Each fund will provide private financing
23 through seed stage investments to startups in
24 early stage small businesses in order to
25 create jobs and improve the State's economy.

1 Specific interests will be made to small
2 businesses owned by socially and economically
3 disadvantaged individuals and very small
4 businesses as defined by U.S. Treasury.

5 Investments may be made by the purchase of
6 common stock, preferred stock, partnership
7 rights, or other equity investments.

8 Additionally, it may mean debt positions,
9 which may act as equity or have equity
10 features such as subordinate debt, debentures,
11 or other instruments used in conjunction with
12 features intended to yield significant capital
13 appreciation.

14 LED, through LEDC, has undergone an RFQ
15 evaluation process to identify qualified
16 entities to participate in the Louisiana Seed
17 Capital Program. The criteria evaluated were
18 the same as the Louisiana Venture Capital
19 Program, experience and qualifications,
20 business plan, fundraising, growth-related
21 services, Louisiana location, and capacity.
22 Staff is seeking approval of the following
23 Seed Capital Entities for eligibility not to
24 exceed the amount stated dependent on private
25 capital match, contingencies, and parameters

1 for the Louisiana Seed Capital Program.

2 Those entities are 100 Black Angels &
3 Allies, Benson Capital Partners, Boot64
4 Ventures, Eastwear JDJ, Greater New Orleans
5 Development Foundation, Innovation Catalyst,
6 who have two separate requests, Louisiana
7 State University/LSU Foundation, LSU Health
8 Foundation, New Orleans BioInnovation Center,
9 New Orleans Startup Fund, Nichols State
10 University, Ochsner Ventures, Social
11 Entrepreneurs of New Orleans, also known as
12 Propeller, The Idea Village, and Tulane
13 Innovation Institute.

14 The first seed capital entity is 100
15 Black Angels & Allies doing business as 100
16 Black Angels Fund I, LP, and they're
17 requesting up to \$1 million. This entity
18 started raising capital in 2019 with the
19 managing member of the general partner having
20 over 20 years of venture capital experience.
21 The other managing members have early stage
22 startup investing and are successful
23 entrepreneurs. The fund is structured as a
24 Limited Partnership with the 100 Black Angels
25 General Partners, LLC as managers. They

1 usually make investments of 25,000 to 75,000
2 per round, and they currently have eight
3 investments on the books.

4 100 Black Angels funds will be working
5 with partners to provide mentorship and
6 assistance to portfolio companies at the
7 location in New Orleans. The general partner
8 has raised \$1.4 million in funds and expects
9 additional funds to be raised for the match.

10 Next is Benson Capital Partners doing
11 business as Benson Capital Seed Fund I, LP
12 requesting up to \$5 million.

13 CHAIRMAN ROY:

14 Excuse me, Ms. Bigner, I think we have a
15 question.

16 MR. REINE:

17 Good morning. On the first one, it says
18 they have raised part, but they expect
19 additional funds for the match. So they don't
20 have the funds available for the match or how
21 does that work?

22 MS. BIGNER:

23 Okay. A lot of these are waiting on this
24 approval before they go out and raise the
25 additional funds. So when they come to --

1 when we do the funding agreement, we will know
2 then how much they have to match. And then on
3 each request for a capital call, they will
4 have to prove a match before we release those
5 funds.

6 MR. REINE:

7 And the match is dollar for dollar or
8 what?

9 MS. BIGNER:

10 In Seed, yes.

11 MR. REINE:

12 Okay. Thank you.

13 MS. BIGNER:

14 Sure. Any other questions?

15 All right. Benson Capital Partners is a
16 for-profit entity founded in 2019 to honor the
17 legacy of Gail Benson's late husband, Tom
18 Benson, by fostering entrepreneurship and
19 innovation in the Gulf South Region. Although
20 this was a new fund, Benson Capital Partners
21 has -- although this will be a new fund,
22 Benson Capital Partners has an existing VC
23 fund called BCP Fund I, with an established
24 marketing, screening, and evaluation process
25 already in place. The Seed fund will target

1 companies based in Louisiana and that are too
2 early for funding by BCP Fund I. Gail Benson
3 is the sole member of the partnership and is
4 responsible for all private capital with the
5 office located in New Orleans. Five million
6 dollars will be committed upon approval.

7 MR. JACKSON:

8 Question. Actually, a couple of
9 questions. It says, with a focus on Louisiana
10 opportunities. Will they be required to
11 invest our portion and the match in Louisiana?

12 Will there be tracking of that or --

13 MS. BIGNER:

14 Yes. We ask that they request -- I mean
15 that they do tracking on everything, and we
16 will have to look at each transaction.

17 Treasury will allow up to 10 percent to be
18 invested outside of the state, but we are
19 requesting that they do it in Louisiana. And
20 if there is a special case where there will be
21 outside, we will be looking to see if that
22 state does not have a Venture Capital Program,
23 and they will benefit by our Venture Capital
24 Program.

25 MR. JACKSON:

1 Okay. And this is, in essence, a
2 transaction that would be with a single
3 individual?

4 MS. BIGNER:

5 It will be with an individual or a
6 company, yes.

7 MR. JACKSON:

8 Okay. All right. Thank you.

9 MR. REINE:

10 What's the total dollar amount in the
11 program?

12 MS. BIGNER:

13 We -- I'll go ahead and let Kelly take
14 that.

15 MS. RANEY:

16 The Seed Capital Program has been
17 allocated 30 million.

18 MR. REINE:

19 And the request -- I would have to add
20 them up, but the requests are less than or
21 equal to or -- or they exceed?

22 MS. BIGNER:

23 They exceed, and that's the reason why
24 we're saying up to a certain amount. We are
25 expecting that once -- okay. There are

1 contingencies that we were not aware of when
2 we put out the RFQ. They will have to create
3 a closed-end fund that is -- meets the
4 definition of a Venture Capital Fund as per
5 the Securities Exchange Commission. So a lot
6 of these such as some of the nonprofits, they
7 have an evergreen, which means that it just
8 continuously, you know, all the returns go
9 back in and they recycle those funds. They
10 would not be able to do that with these funds.
11 It would be a closed-end. And when the
12 returns come back to the fund, LEDC and LED
13 will have the option to have those returns
14 back -- sent back to LED or reinvest. And it
15 will be on a case by case basis right now.

16 MR. REINE:

17 So do you expect that just because they
18 can't meet the criteria that the request will
19 be down? I mean, what's the total request
20 number?

21 MS. RANEY:

22 So there is a larger amount of interest
23 in the program than there is allocated, so it
24 will be administered on a first come first
25 serve basis for those that raise their match

1 and are able to prove and provide all the
2 required documentation to receive the SSBCI
3 match to make that investment.

4 MR. REINE:

5 Okay. So that's how we would decide
6 first come first serve?

7 MS. BIGNER:

8 Right.

9 MS. RANEY:

10 They have to be able to prove their
11 private capital match. So, for example, you
12 mentioned in Number One the \$1.4 million, so
13 for example, if we had closed and were at the
14 point in time where they're requesting their
15 SSBCI match, if they only had \$1.4 million to
16 show us, they would only be eligible to
17 receive 1.4 million.

18 MR. REINE:

19 Okay. And so when it comes time to
20 decide whether they give that money back to
21 LED, and I don't know, could you tell me what
22 happens to it then or we give it back to them
23 to reinvest, who makes that decision?

24 MS. BIGNER:

25 It would be up to Management, the

1 Secretary, Undersecretary and Assistant
2 Secretary.

3 MR. JACKSON:

4 So the \$30 million, is that spread over
5 the three tranches or initial fees?

6 MS. RANEY:

7 That is spread over the three tranches.

8 MR. JACKSON:

9 So how much is available for the initial
10 fees?

11 MS. RANEY:

12 I guess I'm confused by the question of
13 additional.

14 MR. JACKSON:

15 The initial amount that we'll be
16 receiving that will be subject to disbursement
17 before we have to prove to draw a second and
18 third or is this subject to that or not?

19 CHAIRMAN ROY:

20 Traunch one.

21 MS. RANEY:

22 So the way Treasury is disbursing the
23 three tranches, I think this is what you're
24 getting at, the first traunch is going to be
25 33 percent, the second is going to be 33

1 percent, the third is going to 34 percent.
2 After the first traunch, 33 percent is sent to
3 us. Once we get them our report card on how
4 we perform with all the capital programs,
5 they're going to basically evaluate that, see
6 how we performed against our goals to include
7 a steady goal of achieving roughly 54.89
8 percent of all our dollars into saving
9 businesses. That will then dictate the extra
10 for traunch two and possibly traunch three,
11 but the base allocation spread is 33, 33, 34.

12 MR. JACKSON:

13 So we're really talking about \$10 million
14 to be spread among all of these entities that
15 we're looking at today, we're talking about
16 doing first come first serve. Does that
17 include us ending any kind of conflict,
18 potentially, with beating the setting goals?
19 I mean, looking at for example, one of these
20 that we've just talked about, they'll be
21 pulling the \$5 million immediately.

22 MS. BIGNER:

23 They will request through a capital call.
24 And, usually, it's the first three years or
25 when you're investing in your companies --

1 MR. JACKSON:

2 Right.

3 MS. BIGNER:

4 -- in a fund. So they will not be
5 requesting the full \$5 million on Day One.
6 They will have to show that they have --
7 although they may be approved for up to \$5
8 million and they have the capital, we will
9 obligate that \$5 million to them.

10 MR. JACKSON:

11 Okay. But --

12 MS. BIGNER:

13 So and if --

14 MR. JACKSON:

15 I guess I'm concerned the way that sort
16 of, I think the way it sort of works, is if
17 they've got a -- if they're asking for
18 \$5 million and some of the others are asking
19 for a million, they're more likely to be able
20 to invest in their \$5 million all early on and
21 suck up that much of the ten?

22 MS. BIGNER:

23 Right. Well, also what we're going to be
24 looking at is to see their performance in the
25 first couple years. If they're not getting

1 the money out and in doing investments, then
2 LED will have the option to reduce what has
3 been obligated to them so that it can be
4 spread to other parts of the state or to funds
5 that are performing better.

6 MR. JACKSON:

7 Right. I'm just concerned and it may be
8 completely unwarranted, but a bigger pool of
9 money, and in this case, we've got a couple
10 that are requesting up to half of what's
11 available initially --

12 MS. BIGNER:

13 Right.

14 MR. JACKSON:

15 -- they're going to be able to deploy
16 that potentially quicker and suck up more of
17 that initial pool of money at the expense of
18 the ones that are going to be just a little
19 bit slower if it's first come first serve.

20 MS. RANEY:

21 We as a state jurisdiction have a
22 requirement to abide by Treasury. In order to
23 call in tranch two, we have to show improved
24 by a certain date that we have expended
25 80 percent of that first tranch. And if we

1 don't, Treasury will take the funds back and
2 put in the Treasury Fund.

3 SECRETARY PIERSON:

4 I --

5 MR. JACKSON:

6 I get that. I think I'm not being clear.
7 I'm concerned that we may have one or two that
8 disproportionately draw. It can still be
9 invested properly, but we may not be giving
10 the diversification across the number of funds
11 if we're first come first serve.

12 Mr. Secretary, I'm sorry.

13 SECRETARY PIERSON:

14 Yeah, and just to make it simply, I think
15 what we're talking about here is we have a
16 milkshake, and one client sits down with a big
17 straw and drinks half of it, then you've
18 left out the other eight people at the table.
19 What safeguards are there so that we make sure
20 we get a dispersed portfolio of takers and
21 that there's not one big dog that takes all
22 the food?

23 MS. VILLA:

24 And the things that you all are
25 discussing is exactly what we discussed when

1 we were looking at the RFQs that came in for
2 the Seed, because there is an over request of
3 even our entire dollar amount. So that's
4 whenever we were determining how to present it
5 to the Board, we put the up to language in
6 there because we're not going to allow it to
7 be completely absorbed by one fund. They're
8 going to have traunches just like we're
9 getting traunches from the federal government.

10 So just because they potentially could raise
11 all of their total asks, we're not going to
12 allocate it to them. It's going to be
13 outlined that it will be awarded to them as
14 they perform and as it's allocated to us from
15 Treasury.

16 So, for instance, if we've got, I'm just
17 going to use simple math, if we've got ten
18 funds and we've got the ten funds that are
19 approved by the Board and they each ask for,
20 you know, \$2 million, \$1 million, whatever
21 that allocation comes up to, that's going to
22 be then divided by three. And we're going to
23 look at that and say for the first traunch,
24 you have up to this and you have this amount
25 of time to raise the funds because we have to

1 ensure that the funds are put into place
2 within the timeline that Treasury has given
3 us.

4 MR. JACKSON:

5 So it's not exactly first come first
6 serve.

7 MS. VILLA:

8 It is to an extent.

9 MR. SIMPSON:

10 But there is another --

11 MS. VILLA:

12 But there is -- there are guardrails in
13 there to prevent someone absorbing all of our
14 first allocation.

15 MR. JACKSON:

16 I think that's a risk that we're not here
17 for.

18 MS. VILLA:

19 Oh, of course.

20 MS. BIGNER:

21 And I will say that I expect that not all
22 of these will decide to proceed.

23 MS. VILLA:

24 Right.

25 MS. BIGNER:

1 The fact that they will have to create a
2 new fund that is formed as a Limited
3 Partnership may be more than what they're
4 willing to do for the funds.

5 MS. VILLA:

6 Uh-huh.

7 MS. BIGNER:

8 So we won't know how many will actually
9 decide not to proceed until we get to talking
10 with them a little bit more.

11 MS. GLOVER:

12 I know that y'all have had these internal
13 discussions about it, but I want to echo about
14 making sure someone doesn't -- or one
15 particular fund doesn't suck it up. And I
16 have two other areas of diversity that I want
17 us to focus on. So when I look through the
18 potential organizations that could apply,
19 62.5 percent of them are in New Orleans, and
20 y'all know how, like, I love New Orleans; who
21 doesn't, right? But wanting to make sure it's
22 not also just one fund that potentially suck
23 it up because they have some guardrails, but
24 that there's also diversification in terms of
25 State. And I love that some people add, and

1 we also support the rest of Louisiana, and
2 that's not really nice for them to put in
3 there, but I want to make sure it is really
4 looking at the rest of the State.

5 And then also, I haven't made my way
6 through the entire list to research all of
7 them, but I see a number of them are in
8 technology. So I'd also hate to see a
9 situation where we put up all those
10 guardrails, but still in the end, a large
11 amount went to Venture Capital Funds that
12 supported technology and not food and
13 agriculture or clean energy. So I know that
14 you're already having these discussions, but I
15 just wanted to add those points that beyond
16 just making sure that one individual fund
17 doesn't do it, but also some diversification
18 as it relates to location of organization
19 that's supported across the State and
20 industries that are supported.

21 MS. BIGNER:

22 Right. LSU and LSU Health, Ochsner, they
23 -- although their main office may be in New
24 Orleans or in Baton Rouge, they have offices
25 across the State. LSU Health has a partner

1 that is up in North Louisiana, Shreveport, who
2 will also be bringing potential business to
3 the funds, so that will be something that we
4 will push when we talk to them is you're not
5 the only one in New Orleans. If there's an
6 investment, only one Seed fund with SSBCI
7 funds can invest in that company. So we're
8 not going to have three funds investing in one
9 company and no one else getting investments.
10 So they will -- there's Pennington, you know.

11 There's a lot of incubators and
12 accelerators that are out there that will know
13 about these funds and they have their fingers
14 in all of this across the State. So I expect
15 that, although they may be stationed in New
16 Orleans or have their main office in New
17 Orleans, and I'm hoping that it's statewide
18 and not just in New Orleans or in Baton Rouge.
19 Lake Charles needs a lot, Alexandria, North
20 Louisiana. So some of them have partners that
21 are in other parts of the State that will also
22 be looking at these.

23 MR. JACKSON:

24 And I'd like to be really clear that it's
25 not a question of doubting staff or anything

1 like that. I know how hard you've all worked
2 on trying to gain this out and think it
3 through and everything. I think it's
4 important by our asking the questions and
5 getting the answers that we get that kind of
6 on the record so that anybody can see that it
7 really was thought through and you're trying
8 to get it as just as equitable and controlled
9 as possible.

10 MS. PORTER:

11 You're fulfilling the intended purpose
12 for the Board.

13 MR. REINE:

14 I have a followup for her question.
15 Without any kind of ranking system, do we have
16 any target areas such as location, such as one
17 proposes to have a positive impact from
18 underserved populations? To me, that should
19 be a target area that they probably need the
20 help more than some of the other people. But
21 if we don't rank any of them, how do we ensure
22 that we identified target areas or maybe the
23 target area -- one of the targets would be
24 Lake Charles that need some help.

25 MS. BIGNER:

1 Right.

2 MR. REINE:

3 But if we don't have any ranking system,
4 how do ensure that we've identified targets
5 and we're giving them priority?

6 MS. BIGNER:

7 The socially economic -- I'm sorry.

8 MR. REINE:

9 And you might know and I just don't know.

10 MS. BIGNER:

11 The disadvantaged individuals, the
12 setting. Treasury is making that a major
13 goal, that and small business. And so that is
14 a main goal of all of this program is that we
15 want to reach out to those individuals that
16 will have the very small businesses, which is
17 less than ten people and the setting, the low
18 income areas and that type of stuff. We are
19 asking for reporting to make sure, and they
20 will have to give us their location of the
21 company as far as --

22 MR. REINE:

23 So are these stated as goals from the
24 getgo so that people know that's our targeted
25 area and that's the priority of the program?

1 MS. BIGNER:

2 Correct.

3 CHAIRMAN ROY:

4 The Secretary has a comment.

5 SECRETARY PIERSON:

6 If I may.

7 MR. REINE:

8 There was -- in my mind, when you say
9 first come first serve, then you have, without
10 any kind of ranking system, we have certain
11 people of higher priority in certain
12 locations.

13 MS. VILLA:

14 That's -- sorry.

15 SECRETARY PIERSON:

16 It's baked in. We don't really make all
17 the rules. This is coming to us authorized by
18 Treasury that's saying here are the things you
19 must do. And what we're doing as
20 administrators is making sure that we are in
21 compliance with the way that the funds were
22 intended for disbursement, which is very
23 specifically written up in the program given
24 to us by Treasury. So it's baked in that
25 these micro lending opportunities are going to

1 be a priority and a requirement. And so as
2 each of those award applicants come forward
3 and say, here's what we're going to do, we're
4 trying to integrate that that meets the
5 objectives that are coming from federal
6 government.

7 MS. VILLA:

8 Right. And what the Board members see is
9 a very, very concise summary of each of the
10 RFQs that we receive. When we put the RFQ out
11 there, the inclusion of the study as we've
12 been talking about was disclosed, like, you
13 all have got to invest. Like, that is going
14 to be a number one rule to ensure that the
15 percentages that are required from Treasury
16 for the investment to be in Seed companies
17 that demonstrate that they are socially and
18 economically disadvantaged. That's the
19 undertone of all of the Seed Capital and the
20 Venture Capital Funds.

21 So although you see it very succinct and
22 summarized, the information that we receive
23 back from the potential funds all disclose to
24 us how they were going to do that, how they
25 were going to go out and demonstrate and

1 market to and obtain those individuals for
2 usage into the funds.

3 Do you have anything else to add?

4 MS. GUESS:

5 I was just going to say, I think because
6 it's a summary --

7 MR. REINE:

8 I just didn't know. Now, I know and I
9 feel more comfortable.

10 MS. GUESS:

11 Yeah, it's a summary. And the RFQs, had
12 we brought all the files in here, we would
13 probably still be trying to bring in stacks of
14 paper. It was very concise and those
15 questions weren't asked then. And then if it
16 wasn't clear at the time of the RFQ itself, we
17 asked additional questions to make sure that
18 they were meeting the goals that we were
19 targeting.

20 MS. VILLA:

21 I agree with the Board by asking the
22 questions, as you've said, because it does
23 need to go into the record so for those that
24 aren't here can see the conversation that
25 occurs between us as staff and you all as

1 Board Members so that y'all can have an
2 appreciation for what all we are doing behind
3 the scenes to present to you today the Seed
4 Capital Funds.

5 MS. GLOVER:

6 When the organizations that are here
7 applying for funds and they are working with
8 these small disadvantaged business, which --
9 is there a particular certification that we
10 are requiring that they use across the board
11 or they could use any certification to
12 determine that an organization is small or a
13 disadvantaged business?

14 MR. JACKSON:

15 That's a --

16 MS. RANEY:

17 The U.S. Treasury has a certification
18 form they've provided.

19 MS. GLOVER:

20 Say it one more time.

21 MS. RANEY:

22 The U.S. Department of Treasury has
23 prepared that certification form you're
24 referring to for this setting certification.

25 MR. JACKSON:

1 But there's a specific definition of
2 setting.

3 MS. BIGNER:

4 Right. And on each transaction, they
5 will have to give that information.

6 MS. GLOVER:

7 So I don't disagree that there is a
8 definition. I also know that people gain the
9 system, and that is what I'm trying to figure
10 out is if I claim that I'm one but I'm not
11 actually one, where is the --

12 MR. JACKSON:

13 If you meet the definition, by definition
14 you are. Whether you've been able to gain or
15 not, if you can meet the definition --

16 MS. GLOVER:

17 If I am a male and I have my wife, my
18 name on the business --

19 SECRETARY PIERSON:

20 If you sign the certification and it's
21 not in compliance with the law --

22 MS. GLOVER:

23 Then you're breaking the law.

24 SECRETARY PIERSON:

25 -- then you're breaking the law. So

1 these will be certified. And if it comes to
2 light that you didn't meet the qualifications
3 and you've made untrue statements, then you're
4 going to be subject to the clawbacks and the
5 other civil penalties.

6 MR. JACKSON:

7 But there are plenty lawyers that make a
8 handsome living figuring out how to fit within
9 those definitions. And that's, unfortunately,
10 not something we have a lot of knowledge of.

11 MR. SIMPSON:

12 My question, would there be a failsafe
13 ongoing to ensure that we don't appear to be
14 discriminatory towards, as other Board Members
15 mentioned, everything going to New Orleans or
16 everything going to technology that we're
17 diversifying?

18 MS. GUESS:

19 I think the process of the RFPs or Qs
20 that we underwent, it was open. We contacted
21 or made it public, and these were the
22 applicants. We know that there might be some
23 other applicants from other areas of the
24 State, other disciplines that they may be
25 looking into. And so this is just a first

1 one. We anticipate that as we go along and as
2 some of the capital calls and making more
3 dollars available still on the table, we would
4 be looking at additional rounds of approvals
5 for other venture entities.

6 MS. RANEY:

7 Correct.

8 MR. REINE:

9 One more question, you said that the Feds
10 allow a certain percentage to be invested in
11 another state?

12 MS. BIGNER:

13 Yes, it's 10 percent.

14 MR. REINE:

15 Because that's -- they are allowing that.
16 But since we have more requests than that, can
17 we limit it to investments within the State?

18 MS. BIGNER:

19 Yes, it's --

20 MR. REINE:

21 Or at least 'til we, you know, we fund
22 everybody whose been businesses in Louisiana
23 before we agree to do anybody whose outside
24 the State.

25 MS. BIGNER:

1 We are not going to point out, you know,
2 that you can market outside. Our emphasis is
3 we're doing this for the State of Louisiana
4 and we want the businesses to be within the
5 State of Louisiana.

6 MR. REINE:

7 Okay. But I kept my house, I can want
8 something, that don't mean I'm going to get
9 it. So can we --

10 MS. BIGNER:

11 We are looking at every transaction. And
12 like I said, if it's one that maybe they're on
13 the line between Louisiana and Mississippi and
14 Mississippi doesn't have a Venture Capital
15 Program, they don't have the Venture Capital
16 Funds or the Seed Funds that Louisiana has,
17 then this company would not be able to take or
18 go to the next step. Unless we assist, then
19 that decision will be made.

20 MR. REINE:

21 My concern is bigger that we have one in
22 Alexandria, but because somebody committed
23 money to a Mississippi company, there's not
24 funds available to help the company that's in
25 Alexandria.

1 MR. JACKSON:

2 Yeah.

3 MR. REINE:

4 So if --

5 MR. JACKSON:

6 If Mississippi doesn't have a fund,
7 that's not my problem.

8 MS. BIGNER:

9 Well, and I will tell you, with SSBCI
10 1.0, they were all Louisiana companies.

11 MR. JACKSON:

12 Sure.

13 MS. BIGNER:

14 There are three or four that are -- well,
15 we only had four. All four of the funds that
16 we did with SSBCI 1.0, of these, one person of
17 those funds is either requesting additional
18 funds or is assisting some of these funds. So
19 they know how to deal with us. There may also
20 be some individuals that we assisted with 20
21 years ago. Matter of fact, there is one,
22 Jefferson Capital. They understand that they
23 have to have a Louisiana office, production
24 office here and that the businesses need to be
25 in Louisiana.

1 MS. VILLA:

2 I would just hate for us to, you know,
3 basically handcuff ourselves, only because I
4 think about what we do in Chalmette at Michoud
5 and how we have that relationship with
6 Stennis, which is in Mississippi. If you've
7 got a young entrepreneur that is starting a
8 Seed company that's going to benefit both
9 Louisiana and Mississippi, I would hate for us
10 to not allow the investment because the Fed
11 does allow up to 10 percent. That's just me.
12 That's just one example and I'm sure there are
13 others.

14 MR. JACKSON:

15 And if the Feds allow it --

16 MS. VILLA:

17 Right.

18 MR. JACKSON:

19 -- I mean that's something that certainly
20 needs to be accomplished.

21 MS. VILLA:

22 Right.

23 MR. JACKSON:

24 And I agree, we don't want to tie hands.

25 MS. VILLA:

1 Right.

2 MR. JACKSON:

3 But by the same token, I think
4 characterizing it as if Mississippi doesn't
5 have the program, we can help out is probably
6 not the best way to characterize it.

7 MS. BIGNER:

8 Okay. And also, these investments are
9 going to be between 25 and 75,000. If the
10 fund is the only investor around, which is
11 highly unlikely, it would be 50 percent of
12 their match and 50 percent of LEDC, so that
13 would only be 12,500. So these are smaller
14 amounts, so these funds will go further.

15 MR. JACKSON:

16 Okay.

17 CHAIRMAN ROY:

18 It sounds like --

19 MS. VILLA:

20 All great questions.

21 CHAIRMAN ROY:

22 It is. And it sounds like we're trying
23 to achieve a balancing act, which is --

24 MS. BIGNER:

25 Right.

1 CHAIRMAN ROY:

2 -- you don't even know where the pendulum
3 is exactly. It's moving, so you're trying to
4 balance on a moving target; but, yeah, all
5 great questions. I have one. I think Kelly
6 said that 80 percent of the funds have to be
7 distributed, right, or they're going to be
8 clawed back in the first traunch? Is that
9 what you said?

10 MS. RANEY:

11 Eighty percent of the funds in traunch
12 one must be expended before we will be
13 eligible to call in the second traunch. And
14 if a certain date identified by the U.S.
15 Treasury office in 2025 comes to pass and we
16 have not achieved that goal expending 80
17 percent, then the U.S. Treasury office will
18 take those funds back into the Fund and view
19 that as the State jurisdiction did not need
20 the funds. So, therefore, that also supports
21 why the timelines and requirements that are
22 being asked of us, we're also passing along to
23 each program participant.

24 CHAIRMAN ROY:

25 And we are also oversubscribed, if you

1 will, to the tune of how many dollars,
2 millions?

3 MS. BIGNER:

4 Yeah, this one was 65. And we were --
5 we've budgeted 30 for Seed.

6 CHAIRMAN ROY:

7 Right. And so the final question I have
8 is, we also, I think said, I think you said
9 that we do not think that all of these funds
10 will reach their level of commitment.

11 MS. BIGNER:

12 Correct.

13 CHAIRMAN ROY:

14 And I'm asking --

15 MS. BIGNER:

16 I don't expect that we will execute
17 funding agreements with all of these.

18 CHAIRMAN ROY:

19 Right. So I'm just asking you to
20 speculate, you must have speculated as to what
21 extent, what percentage of these will not
22 reach their commitment level? It must have
23 been how you backed into oversubscribing.

24 MS. BIGNER:

25 Right. I would say probably 20 percent

1 will decide not to. And I would say once they
2 realize the parameters and the contingencies
3 and everything, they will come back with a
4 more realistic amount that they are going to
5 be requesting because they are going to have
6 to understand that we have the deadlines and
7 that there are certain goals that they will
8 have to meet. There's reporting requirements.
9 And if they're not willing to do those things,
10 then they're not going to participate
11 unfortunately or fortunately, I'm not sure.
12 But -- or they may just not invest as much.
13 So that will leave funds for other funds that
14 we'll do and we'll participate and we'll give
15 the funds out.

16 MR. REINE:

17 What's the timeline to draw down the
18 money? So you said it's three tranches of
19 \$10 million?

20 MS. RANEY:

21 It is three tranches where the U.S.
22 Treasury will disperse our total allocation
23 for the State of Louisiana across that three
24 tranche timeline over ten years. But for the
25 first tranche, the date is mid-2025, where --

1 MR. REINE:

2 And that's \$10 million?

3 MS. RANEY:

4 No, sir. That 2025 date is for our
5 entire traunch one, 80 percent to be expended;
6 not just the Seed portion.

7 MR. REINE:

8 So it would be 30 million?

9 MS. VILLA:

10 It's 10 million for the Seed portion of
11 the one that we're reviewing today and
12 10 million is the first traunch.

13 MR. REINE:

14 Okay. So we get 10 million?

15 MS. VILLA:

16 Yes.

17 MR. REINE:

18 And so the total for this program is?

19 MS. VILLA:

20 Thirty million.

21 MR. REINE:

22 Thirty million. So we need to get
23 commitment for 10 first. So when does the
24 next ten come?

25 MS. BIGNER:

1 Okay. For it to be applied to that 80
2 percent, they will have to not only do a
3 capital call, but they will have to truly
4 invest in the company.

5 MR. REINE:

6 So the second comes after the first is
7 invested and it's not a certain date?

8 MS. VILLA:

9 Two and a half years is what --

10 MS. BIGNER:

11 Yeah. So if we give them \$500,000 on
12 their first capital call, they will have to
13 show us that they have invested at least 80
14 percent of that 500,000 and we have -- we will
15 have looked at all of the transactions, and
16 they will have to show us that they have a
17 deal flow that they are expecting to invest in
18 and what they're expecting with this next
19 capital call. So there's a lot of balances.

20 MR. REINE:

21 Okay. I don't do this for a living, so
22 --

23 MS. BIGNER:

24 I understand.

25 MR. REINE:

1 -- we've got -- we're going to get
2 \$10 million, but we're going to commit it and
3 we have to do 80 percent of that. Is the next
4 10 million come when you meet that goal or
5 does the next 10 million come on a certain
6 date and you have to do everything before the
7 certain date? I just I want to understand.

8 MS. GUESS:

9 Yeah. The first \$10 million -- and the
10 answer is, yes, you have to do it by a certain
11 date. We have to expend at least 80 percent
12 of that traunch.

13 MR. REINE:

14 When you spend the 80 percent, is the
15 next 10 million available?

16 MS. GUESS:

17 That has to take place by the year 2025.

18 MS. VILLA:

19 Right.

20 MR. JACKSON:

21 If you expend it earlier, you can --

22 MS. GUESS:

23 You can draw it down earlier.

24 MR. REINE:

25 That was my question.

1 MR. JACKSON:

2 But the 80 percent is the total amount of
3 monies subject to Seed or Venture or small
4 business.

5 MS. GUESS:

6 It's all worked into all the programs.

7 MR. JACKSON: So all of the programs have to
8 hit the 80 percent.

9 MS. GUESS:

10 All programs.

11 MR. JACKSON:

12 Or some from the --

13 MS. GUESS:

14 Or some -- right.

15 MR. JACKSON:

16 But the whole pool has to hit 80 percent
17 before we get to draw the next --

18 MS. VILLA:

19 By the middle of 2025. And my
20 appreciation is, then they will review
21 everything that we have done to ensure that we
22 have been within compliance before that second
23 traunch is given.

24 MS. GUESS:

25 That's correct.

1 MR. JACKSON:

2 And that's really the reason you've got
3 flexibility to move between the programs --

4 MS. VILLA: For.

5 the next two and a half years to ensure
6 that we get -- yes. We meet the 80 percent
7 and we meet the intended goals of the program.

8 MR. JACKSON:

9 So that's really part of the dashboard we
10 need to create, how much of the total pool has
11 been allocated and expended as of each meeting
12 with maybe a bar that shows where we stand
13 with each one of them.

14 MS. VILLA:

15 And we're in the midst of working for a
16 technical platform to support the
17 administration of the program because it's a
18 lot of --

19 MR. JACKSON:

20 That's really the bigger piece. That's
21 the bigger challenge.

22 MS. VILLA:

23 It's a lot of details and transactions
24 that we're going to have to be reviewing and
25 presenting reports to not just to you, the

1 Board, but also to Treasury.

2 MR. JACKSON:

3 Was it like this ten years ago when it --

4 MS. VILLA:

5 Well, there wasn't any --

6 MS. BIGNER:

7 It was \$13 million --

8 MS. VILLA:

9 Exactly.

10 MS. BIGNER:

11 -- 10 years ago, 11 years ago. Only five

12 went to Venture Capital. We had four funds.

13 There are additional certifications. There

14 are different -- there are stronger

15 requirements. We did not -- a fund did not

16 have to set up a limited partnership to be

17 able to participate at that time, so the

18 reporting is stronger this time. The

19 certifications are a little bit different.

20 The tranches, we understand because we did

21 that. But, I mean, this is so much more

22 money.

23 MR. JACKSON:

24 Yeah.

25 CHAIRMAN ROY:

1 Question, do -- it would seem to me that
2 there's sort of a finite potential group in
3 Louisiana that would fall within the
4 applicable definitions that might qualify.
5 Are we confident pursuant to the sentiment of
6 the Board and everybody constantly concerned
7 about areas across the State that have needs
8 and trying to market to them, are we confident
9 that we have such a list and that we market to
10 them accordingly to let them know about that?
11 MS. GUESS:

12 I think we are. One of the things that
13 was a requirement in the RFQ process was that
14 they had to give us their service areas. And
15 as Susan mentioned, the way we, a firm that's
16 located in one part of the State, if you're
17 going to be reaching out to the rural part, to
18 reach more of the disadvantaged individuals to
19 setting individuals, you know, there's data
20 that shows where these pockets are. So you
21 would have to that make that determination or
22 the determination was given to us for us to
23 take a look at to see how far reaching your
24 arms would be as far as your deal flow. So
25 we're hopeful that that was done in a very

1 equitable manner to make sure we did reach all
2 of those areas.

3 CHAIRMAN ROY:

4 Am I correct in assuming that there's
5 sort of a finite group that might meet the
6 definition of those that might qualify?

7 MS. GUESS:

8 Yes.

9 MS. GLOVER:

10 Might I suggest that whatever programming
11 that LED does and whatever collaboration y'all
12 have with the small business owners that there
13 be multiple workshops when funding your growth
14 through debt versus equity. I think there are
15 small businesses who operate each day just
16 thinking how am I going to get through to the
17 next paycheck or grow as a business, and they
18 have no idea. And for those of us who are
19 sitting here, maybe debt and equity is a
20 conversation we have all the time, there are a
21 ton of organizations and a ton of people who
22 don't get it, don't know it, don't understand
23 it who wouldn't even apply to this or would
24 not even know to apply to one of these funds,
25 so as much as we can have. And I'm not saying

1 that they've never existed before, I'm sure
2 they have, but if we could maybe increase the
3 number of workshops that we are having in
4 partnerships with those organizations that
5 helps small businesses understand debt versus
6 equity in terms of funding or growth, I think
7 that would be helpful.

8 SECRETARY PIERSON:

9 And that speaks to another element here
10 outside of this particular program that we're
11 making an allocation for additional fundings
12 that provide for technical assistance. And so
13 there's a whole 'nother wave of funding that's
14 going to allow us to push out and enhance this
15 outreach in the communities and be putting
16 boots on the ground to hold the hand in the
17 companies that have the capacity to
18 participate in this program and create that
19 win/win scenario that we're trying to get to.
20 So you make a great point, but it's nice to
21 know there's going to be resources that help
22 us push this forward.

23 MS. VILLA:

24 In addition to that, Secretary and the
25 Board, there's a marketing RFP specific to the

1 State's Small Business Credit Initiative that
2 we're working on getting onto the street
3 because it's very, very specific goals that we
4 want to achieve through that marketing
5 contract, so we're hopeful to get that
6 hopefully on the street soon. I would put --
7 I would hope that it would be on the street by
8 now, but it's not, so we're working through
9 that as well as putting that RFP out there.
10 But in the meantime, we're going to utilize an
11 emergency contract with the marketing so that
12 we can actually start the process as soon as
13 we have the award.

14 MS. GLOVER:

15 Whose our emergency contract with?

16 MS. VILLA:

17 It's with M Street X. They are
18 experienced in space. They have principles
19 that were with U.S. Treasury prior to and
20 SSBCI 1.0. And one of the principles was
21 Louisiana's point of contact, and so he has a
22 very deep appreciation for our State and what
23 our needs are.

24 MS. RANEY:

25 I just want to add, one of the features

1 that we are pursuing with this new marketing
2 additional support is a matchmaking feature
3 initiative to where a business owner can go in
4 and enter and describe their needs for their
5 business, answer a few basic questions, and
6 they -- the system will populate not only
7 potential providers for financing, whether it
8 will identify if maybe a loan or if an equity
9 investment would be most appropriate. And
10 there will also be some, as you refer to,
11 workshops, I'd say educational courses maybe
12 that would help explain some of those as well.

13 So that's on top of the technical assistance
14 that will soon come our way. And, again,
15 that's another layer over some of the services
16 that LED provides on a daily basis.

17 CHAIRMAN ROY:

18 If we've aired it out enough for the
19 moment, we'll let Ms. Bigner continue and then
20 we can perhaps entertain some more questions.
21 I don't mean to cut it short, but any other
22 questions from the Board for the moment?

23 Okay. Ms. Bigner?

24 MS. BIGNER:

25 All right. I think we were on Benson

1 Capital Partners. Gail Benson is the sole
2 member of Benson Capital Partners and is
3 responsible for all private capital with their
4 office located in New Orleans. And, again, \$5
5 million, she's ready to commit \$5 million.

6 Boot64 Ventures, although this would be a
7 new for-profit limited partnership, the
8 general partners have five years' extensive
9 experience with Venture Capital and
10 entrepreneurship. Their office is located in
11 Metairie and will focus on urban and rural
12 small businesses, including low income across
13 the State. Boot64 has extensive networks and
14 can reach out to advisors in all areas of
15 need. Fundraising will begin upon approval.

16 East Square JDJ doing business as East
17 Square JDJ Delta LP requesting up to \$5
18 million. The original fund became operational
19 in 2020 with a management team that has four
20 or more years of experience in investing. The
21 group is expecting to raise between \$50
22 million and \$100 million with a target to food
23 and agricultural industries. The general
24 partners and the management team will
25 collaborate to ensure guidance and services

1 are provided to the investment companies.
2 They are located in Breaux Bridge and they
3 have already secured over \$5 million in
4 investments -- in commitments, excuse me.

5 Next, we have Greater New Orleans
6 Development Foundation doing business as the
7 Innovation Fund requesting up to \$5 million.
8 Greater New Orleans Development Foundation is
9 the nonprofit affiliate of Greater New Orleans
10 Inc., or often referred to as GNO, Inc. The
11 proposed fund will contract with New Orleans
12 Startup Fund to manage the fund and perform
13 due diligence. With the approval of SSBCI
14 capital, GNODF will create a new nonprofit
15 fund with a dedicated investment committee to
16 make the investments decisions. They will be
17 headquartered in New Orleans with
18 administrative and growth services will be
19 provided through GNO, Inc. The fund has
20 approximately \$750,000 in cash with \$1.5
21 million in commitments of private donations
22 with additional fundraising expected.

23 As I said, New Orleans Startup Fund will
24 be doing their day to day -- will be assisting
25 them with the day to day operations. New

1 Orleans Startup Fund was part of the SSBCI 1.0
2 and they have come back for an additional
3 request through the Seed Capital.

4 The first submission for Innovation
5 Catalyst is requesting up to \$2.5 million.
6 Some of you may have recognized Innovation
7 Catalyst through their evergreen subsidiary,
8 The Catalyst Fund, which participated in SSBCI
9 1.0 with a \$1.1 million investment. The same
10 management team as The Catalyst Fund will
11 operate this fund with over 20 years of
12 experience in the venture capital field. This
13 is an existing nonprofit fund with Innovation
14 Catalyst, Inc. and LEDC as the only investors.

15 Innovation Catalyst has seen returns on known
16 small -- Louisiana small businesses with
17 approved instruction. Located in Baton Rouge
18 in the same space and working with Nexus
19 Louisiana, Innovation Catalyst will be able to
20 offer office space, growth services, and
21 mentorship. They will be focusing on the very
22 early and the very -- more of an idea than a
23 growth related.

24 The second submission will be more for
25 companies that are still in the Seed --

1 they're still in that area where they still
2 need early funding and Seed funding, but
3 they're ready for more of a growth. And
4 that's where the Innovation Catalyst will do a
5 for-profit fund called Grow Innovation
6 Ventures, and they will be requesting up to \$5
7 million. Greaux Innovation Ventures will be a
8 subsidiary of Innovation Catalyst and the same
9 management team previously mentioned will
10 manage this fund. It will be a new for-profit
11 limited partnership with a separate investment
12 committee and will focus on more growth
13 investment. This will be companies that are
14 past the initial phase and are starting to
15 grow but need more funds before they are ready
16 for series funding.

17 Again, they work directly with Nexus at
18 their Baton Rouge office. And Innovation
19 Catalyst will begin reaching out to other
20 investors upon the approval to raise the
21 necessary capital to meet -- to match the
22 SSBCI request.

23 The next submission is Louisiana State
24 University/LSU Foundation doing business as
25 LSU Bengal Fund, and they are requesting up to

1 \$2.5 million. Last month, Louisiana State
2 University and Louisiana -- and LSU Foundation
3 were approved for the Louisiana Venture
4 Capital Program for up to \$10 million for the
5 LSU Tiger Fund. The Tiger Fund will be
6 focusing on the venture, the more growth
7 program, the more growth companies. LSU
8 Bengal will be focusing on the early stage and
9 the Seed.

10 Each fund will be handled separately with
11 a separate management team. And this new
12 nonprofit fund will be created upon approval
13 today. The Office of Innovation and Echo
14 System will manage the fund, along with a
15 leadership team that will be assisted with
16 undergraduate and graduate students. The
17 Bengal fund will be located at the main campus
18 of LSU in Baton Rouge and capital will be
19 raised through LSU and LSU Foundation.

20 LSU Health Foundation doing business as
21 the LSU Health Foundation Seed Capital
22 Innovation Fund requesting up to \$1 million.
23 This is another entity that was approved last
24 month for up to a million dollars for the
25 Louisiana Venture Capital Program. LSU Health

1 Foundation proposes that both the VC and the
2 Seed Fund will be operated out of their
3 existing fund. The Foundation already has a
4 \$3 million pool to match -- funds to match
5 with returns from mission-related investments.
6 The LSU Health Foundation is located in New
7 Orleans, but sources still flow from all areas
8 of the State including North Louisiana.

9 New Orleans BioInnovation Center, also
10 known as NOBIC doing business as New Orleans
11 BioFund requesting up to \$5 million. New
12 Orleans BioFund was founded in 2012 and has
13 two previous funds. The managing director has
14 more than 8 years of experience with the New
15 Orleans BioFund. Support staff appears to
16 have four plus years of experience as well.
17 This fund will have a new investment committee
18 separate from their existing New Orleans
19 BioFund Committee to make all of the
20 investment decisions separate from the
21 previous funds.

22 Joseph Lovett from Louisiana Fund I,
23 which is a non-SSBCI general partner of an
24 LEDC fund called Louisiana Fund I is part of
25 New Orleans BioFund and their Investment

1 Board. This will be a new nonprofit fund with
2 NOBIC as the Anchor Principal Investor and New
3 Orleans BioFund, III general partner as the
4 general partner. This entity will be managed
5 with the assistance from Student Experiential
6 Learning, which will be including students
7 from Xavier, Tulane, LSU and UNO. NOBIC may
8 provide office space, lab space, technical
9 assistance and/or administrative support to
10 portfolio companies. Currently, the BioFund
11 has committed 20 percent of the cash needed
12 for the match.

13 New Orleans Startup Fund is requesting up
14 to \$5 million. This is also a fund that
15 participated in SSBCI 1.0, along with its
16 Initiative PowerMoves NOLA, which was launched
17 in 2014. New Orleans Startup Fund received \$2
18 million from SSBCI 1.0, and all those funds
19 have been invested and the Fund has already
20 experienced a couple of good returns with
21 those funds. The management team of the Fund
22 is well versed in Venture Capital with most
23 having over 10 years of experience. The
24 existing nonprofit fund has an experienced
25 structure to market, screen, and invest in

1 Startups and Seed companies across the state.
2 They are located in New Orleans and have
3 \$1.2 million in cash and commitments with an
4 additional \$1 million in investment returns
5 that are dedicated by the Fund with additional
6 funds to be raised.

7 Up next is Nichols State University doing
8 business as Bayou Startup Fund requesting up
9 to \$5 million. Located at the Nichols
10 University Campus in Thibodeaux, Bayou Startup
11 will be managed by Callais Capital Management.
12 And as a special note, Callais Capital
13 Management was approved for up to \$10 million
14 of SSBCI capital with the Louisiana Venture
15 Capital program last month. An Advisory
16 Investment Committee will be created to make
17 investment decisions. Nichols State
18 University has created Bayou incubator, and is
19 in the process of creating Bayou accelerator
20 to provide services for entrepreneurs in small
21 businesses in the Bayou Region. An incubator
22 helps entrepreneurs flush out business ideas,
23 while accelerators expedite growth of existing
24 businesses. This new for-profit fund will
25 begin raising funds upon approval.

1 Ochsner Ventures is requesting up to \$5
2 million. This is another entity that was
3 approved for the Louisiana Venture Capital
4 Program for up to \$10 million last month.
5 Ochsner is proposing to operate both the Seed
6 and the Venture out of their existing
7 nonprofit fund. Healthcare Innovation Fund
8 out of Lafayette, which is now part of Ochsner
9 Health System, received \$1 million in Seed
10 funding during SSBCI 1.0 and will be advising
11 Ochsner's ventures. Ochsner is located in New
12 Orleans but has locations throughout the
13 state, and is funded from the nonprofit
14 healthcare system. Therefore, there is no
15 fundraising.

16 Next, we have Social Entrepreneurs of New
17 Orleans doing business as Propeller: A Force
18 for Social Innovation doing business as
19 Propeller Impact Fund, II requesting up to \$3
20 million. That is a mouthful. They are
21 located in New Orleans and have been in
22 existence for over 13 years with a management
23 team with over 10 years of experience. It has
24 a coworker space in an accelerator program.
25 New Orleans Startup Fund will continue to

1 serve as Propeller's fiduciary agent. An
2 Investment Advisory Committee will make all
3 investment decisions for Propeller. This new
4 nonprofit will be formed upon approval, and
5 this will be the second fund funded by
6 Propeller.

7 The Idea Village is requesting up to \$5
8 million. The Idea Village and VILLAGEx, their
9 accelerator, has been operating for over 20
10 years. It is well known throughout Louisiana
11 for its successes with its existing programs.
12 A new nonprofit fund will be created as a
13 special purpose vehicle to assist
14 entrepreneurs who complete the accelerator
15 program. Their office is located in New
16 Orleans and has received \$4.95 million in
17 commitments and is seeking additional
18 commitments for the special purpose vehicle.

19 The last one is Tulane Innovation
20 Institute doing business as Tulane University
21 Innovation Institute Persons of Color Startup
22 Fund requesting up to \$5 million. As part of
23 Tulane University, Tulane Innovation Institute
24 is a diverse program with three components to
25 assist startups in the community. Tulane's

1 program focuses on commercialized, energized,
2 and vitalized for startups and entrepreneurs
3 throughout Louisiana. As part of vitalize,
4 the fund will be a new nonprofit fund to be
5 created upon approval. A fund manager will be
6 hired with all funds to be appropriated from
7 Tulane University. Tulane Innovation
8 Institute will provide all services through
9 its two campuses, one uptown in New Orleans
10 and the other downtown New Orleans.

11 Staff is seeking approval of these Seed
12 capital entities for eligibility not to exceed
13 the stated amount depending on private capital
14 match, contingencies, and parameters for the
15 Louisiana Seed Capital Program. As part of
16 contingencies, LEDC will require each fund's
17 entity to include the following requirements:
18 They must meet the definition of a Venture
19 Capital Fund as defined by Federal Rule
20 275.203(1)-1, which states that they must be a
21 private fund as defined under the Investment
22 Advisory Act, represent to investors that it
23 pursues a Venture Capital structure, generally
24 limits redemption rights, holds no more than
25 20 percent of the amount of the funds

1 aggregate capital contributions and uncalled
2 capital commitments in no-qualifying
3 investments, and limits the use of leverage.

4 Each of these funds must have -- be
5 closed end, and we are suggesting that they be
6 10-year term with two possible extensions for
7 exiting of investments. The fund must be
8 formed as an LLC or partnership with LEDC as a
9 limited partner. They must meet the guidance,
10 rules, and requirements established by the
11 U.S. Treasury and LEDC. SSBCI capital must be
12 treated Pari Passu or better as the Private
13 Capital invested in each support fund, and all
14 participating investors will be required to
15 share in the investment portfolio risks in
16 line with industry standards. Each fund
17 should be defined as a Venture Capital Fund,
18 and either 3(c)1 fund or a 3(c)7 fund as
19 outlined in the Investment Company Act of
20 1940. In addition, it must be ruled by
21 Regulation D of the Securities Act of 1933.

22 Are there any questions?

23 MR. REINE:

24 What is Pari --

25 MS. BIGNER:

1 Pari Passu?

2 MR. REINE:

3 Yeah.

4 MS. BIGNER:

5 It means or better. So our -- the SSBCI,
6 they're actually supposed to be on an even
7 queue where SSBCI has more of a focus than the
8 private investment.

9 MR. REINE:

10 So y'all are seeking approval of these
11 capital entities for eligibility. Would it be
12 limited to these or...

13 MS. BIGNER:

14 There will be -- there will be options
15 for additional funds to apply or do a
16 submission, an RFQ submission. So and we also
17 have five or seven funds that when they did
18 their RFQ, they did not submit sufficient
19 information for us to do a thorough review,
20 and those will probably be presented in
21 November.

22 MR. REINE:

23 So there would be another opportunity to
24 approve additional funds?

25 MS. BIGNER:

1 There is another opportunity to approve
2 additional funds.

3 CHAIRMAN ROY:

4 You anticipate that will be for one or
5 two?

6 MS. RANEY:

7 It really could depend upon how quickly
8 they can get their application information
9 together. Of those that Susan just stated, we
10 have already notified them of the information
11 that we need. And so while we're intending to
12 have those back, they're ready for in
13 November. As Susan stated, we know of some
14 others who may be interested in sending an RFQ
15 application possibly next year. So that would
16 probably be more in line towards traunch two.
17 Getting it started, of course, impacts the
18 time left to make those investments by the due
19 date before we can call in our traunch two.

20 MR. JACKSON:

21 Okay. So all of these that we're looking
22 at, we are strictly going to make a commitment
23 to them of the \$10 million traunch one
24 allowance; is that correct? Plus, it --

25 SECRETARY PIERSON:

1 They become eligible.

2 MR. JACKSON:

3 Right.

4 SECRETARY PIERSON:

5 There's no assurance that we'll get a
6 traunch, but they are the first pool, and we
7 can add to the pool later.

8 MR. JACKSON:

9 Right.

10 SECRETARY PIERSON:

11 But this is your first class of
12 recognized entities.

13 MR. JACKSON:

14 And they would already be approved when
15 we get a traunch two pool on or before 2025,
16 they would already be on the list for
17 additional monies plus anybody else?

18 SECRETARY PIERSON:

19 We can't make that commitment. They
20 might be subject to recertification. There's
21 certainly, as the Undersecretary indicated,
22 before we get to going on the second traunch
23 into the bird feeder, we have to be confident
24 that the funds for U.S. Treasury inspection
25 went out in a way that was directed by the

1 program requirements.

2 MR. JACKSON:

3 Okay.

4 MR. SIMPSON:

5 Move to approve.

6 CHAIRMAN ROY:

7 Motion for --

8 MR. REINE:

9 I've got a substitution motion.

10 CHAIRMAN ROY:

11 Okay.

12 MR. REINE:

13 Move to approve contingent on providing
14 all information requested by the Department
15 and they meet all the criteria stated below.

16 CHAIRMAN ROY:

17 All right. I think you vote on the
18 substitute motion before, unless perhaps you
19 want to withdraw the original one?

20 MR. SIMPSON:

21 I'll withdraw the original one.

22 CHAIRMAN ROY:

23 Okay. So that makes it easier. That
24 way, we have a motion --

25 MR. SIMPSON:

1 I second.

2 CHAIRMAN ROY:

3 -- a motion by Mr. Reine; seconded by
4 Mr. Simpson. Any other discussion?

5 MS. BIGNER:

6 Okay. So the motion is going to make
7 sure that these entities are eligible not to
8 exceed the stated amount depending on Private
9 Capital match, all the contingencies that have
10 been listed, and the parameters of the
11 program, is that -- that is --

12 MR. REINE:

13 And that they provide any information
14 that's necessary for, I understood, that maybe
15 some of them haven't given you all the
16 information.

17 MS. BIGNER:

18 Those are not among these.

19 MR. REINE:

20 Oh, okay. Well, it's not going to hurt
21 it.

22 CHAIRMAN ROY:

23 Mr. Simpson, is that your second?

24 MR. SIMPSON:

25 Second.

1 CHAIRMAN ROY:

2 Okay. Is that correct?

3 MS. BIGNER:

4 That's it, yes, sir.

5 CHAIRMAN ROY:

6 Any other discussion as to -- yes, sir?

7 MR. GEORGEWILL:

8 Yeah, for simplicity's sake or at least
9 for my benefit at least, is it possible to
10 have a running list of what's been allocated
11 by region, what's been drawn as we kind of
12 progress through these just so that we can
13 kind of answer questions, I think, previously
14 asked by others?

15 MS. BIGNER:

16 Yes, sir, we can do that.

17 MR. GEORGEWILL:

18 Thank you.

19 CHAIRMAN ROY:

20 Very good. Any other discussion?

21 Any comments from the public?

22 MR. GEORGEWILL:

23 Industry, is that what you asked for as
24 far as -- yeah, that would be great as well.

25 CHAIRMAN ROY:

1 All right. So by way of tracking, good
2 suggestion. So any -- no comments from the
3 public. All in favor, aye?

4 ALL MEMBERS:

5 Aye.

6 CHAIRMAN ROY:

7 All opposed? Nay?

8 Without an objection, congratulations,
9 Susan.

10 MS. BIGNER:

11 Thank you. And I appreciate your
12 patience.

13 MR. REINE:

14 Appreciate yours.

15 MS. BIGNER:

16 Thank you.

17 CHAIRMAN ROY:

18 All right. It was a good discussion
19 aired out as it should have been. Next order
20 of business is the Treasurer's Report,
21 Ms. Villa?

22 MS. VILLA:

23 Good morning. The Secretary-Treasurer's
24 Report as of September 27, 2022 for Fiscal
25 Year '23. Budget across all programs, and

1 I'll go into the details, \$17,623,555. We
2 have programs that have been approved,
3 \$3,600,000, which gives us \$14,023,555. And
4 we have projects that are under review by
5 staff of \$2,575,000, which gives us a
6 projected year-end balance of \$11,448,555.

7 And go to the next page, that's basically
8 our financial assistance program \$190,000. We
9 don't have any activity there, and we haven't
10 been awarded the State's Small Business Credit
11 Initiative just yet. We are in the midst of
12 submitting some additional documentation to
13 them. I got an email this morning before the
14 Board of which we will do before their
15 deadline of Tuesday. So, hopefully, we're
16 very near that finish line to cross, so we'll
17 keep you updated.

18 So our Capital Outlay Appropriation for
19 the year is \$17,433,555. And the soliciting
20 of projects that you all have approved so far
21 this year is \$3.6, but have been previously
22 approved by the Board, and the listing of the
23 six or seven projects that we have under
24 review still. I met with legal yesterday.
25 Robin and I went through those open contracts,

1 and we're hopeful those applications are
2 coming through and we can get those
3 executed -- I'm sorry, brought to the Board
4 for approval so we can execute those soon.

5 With those projects under review, it
6 leaves us, again, with a balance for the year
7 of \$11,258,555. The next page is
8 intentionally left blank.

9 And then we go to just the overall of our
10 funds availability, our revenue for FY'23
11 projection \$40,525,179. And we have
12 commitments of \$17,324,682, which leaves a
13 balance of \$23,200,497.

14 That's what I have for the
15 Secretary-Treasurer's Report for this month.
16 If you have any questions, I'd be glad to
17 entertain those.

18 CHAIRMAN ROY:

19 Questions? Comments?

20 MR. JACKSON:

21 Motion to approve.

22 CHAIRMAN ROY:

23 Motion for approval as presented.

24 MR. REINE:

25 Second.

1 CHAIRMAN ROY:

2 Second. Any discussion?

3 Comments from the public?

4 Hearing none, all in favor aye?

5 ALL MEMBERS:

6 Aye.

7 CHAIRMAN ROY:

8 All opposed, nay. Without objection.

9 All right. Ms. Dalgo, Accountant's
10 Report? Good morning.

11 MS. DALGO:

12 Good morning. I'm Crystal Dalgo. I'll
13 be presenting you the LEDC Accountant Status
14 Report. The SSBCI 1.0 Guaranteed Loan
15 Portfolio as of August 31st, 2022, it consists
16 of 13 loans and the Portfolio totals
17 \$2,764,454 and all loans are current. The
18 allowance for the SSBCI 1.0 Guarantee Loan
19 Loss is \$497,602 and it's reflected at the
20 current rate at 18 percent.

21 Next, we have the EDAP Loan Portfolio.
22 It consists of three loans, the Town of
23 Colfax, City of Bastrop, and the Town of
24 Vivian. As of September 30, 2022, this
25 Portfolio totals \$332,300, and the allowance

1 for the EDAP loan loss is \$49,845 and is
2 reflected at 15 percent. I believe this
3 month, the month of October will be the Town
4 of Colfax. They should be making a final
5 payment, so that balance will be -- should be
6 paid off and reflected in my next report.

7 And last, I have the last page, the LEDC
8 Funds Guaranteed Loan Portfolio. It consists
9 of two loans. And as of August 31, 2022, it
10 totals \$1,372,350. The Allowance for this
11 Portfolio is \$247,024 and is reflected at the
12 current rate of 18 percent.

13 And that concludes my report. Are there
14 any questions?

15 MS. GLOVER:

16 There is for me. I'm sorry. I'm trying
17 to understand. Okay. When I look back at the
18 LEDC Funds Guaranteed Loan Portfolio, and this
19 is a question about the loan loss area, I'm
20 trying to understand the difference of why one
21 on the Guaranteed Loan Portfolio appears in
22 the positive, but on the ones for EDAP and for
23 SSBCI, that they appear in the negative? And
24 this is just me trying to understand it and
25 have a clarification between why it's the way

1 on one and not the other one. I'm on the
2 second half of the report where it's a loan
3 loss.

4 MS. DALGO:

5 Let's see, I believe because of the
6 balances had started in the prior -- have been
7 existing longer on there and that is why,
8 because they're from a rolling total from
9 years prior; to whereas, this third page is
10 more the new recycled loans or Guaranteed Loan
11 Portfolio that has been moved and started with
12 the loan program with the leftover dollars
13 from the SSBCI 1.0. So it hasn't been in
14 existence as long as -- I'm pretty sure that
15 is why that is doing it like that.

16 MS. VILLA:

17 What the Allowance is for the EDAP Loan
18 Losses, it shows a reduction to the reserve
19 where when you go to the Allowance for LEDC
20 Funds Loan Guarantee, which as Crystal said,
21 is a relatively-new program because it's from
22 the recycled dollars, it's an addition to the
23 previous balance. So one is a reduction and
24 the other one is an addition. That's why, and
25 timing, the length of the programs.

1 MS. DALGO:

2 Thank you.

3 MS. VILLA:

4 Not as large of a reserve was needed in
5 the first one, so she was reducing it. We've
6 reduced it. And then the next one, we needed
7 to add it.

8 MS. DALGO:

9 Okay. Yeah, that's -- that's the
10 difference. I see that, yeah.

11 MS. VILLA:

12 One is a reduction, one is an addition to
13 the balance.

14 MS. GLOVER:

15 Okay.

16 MR. REINE:

17 Under the LEDC Funds Guaranteed, it says
18 original loan date was 3/31/2021, so it's
19 excess of 18 months and they've paid down \$120
20 from \$800,000?

21 MS. DALGO:

22 That is proportionate to the balance
23 percentage difference. I know that they had
24 showed for a year, they had got the extension.

25

1 Kelly, do you remember the NOLA Detox,
2 the extension, if they had the extension
3 period?

4 MS. RANEY:

5 I believe they had an extension, you're
6 correct, and I can get those details and send
7 them to you afterwards. I don't have that
8 with me.

9 MR. REINE:

10 Was that for Covid or something?

11 MS. DALGO:

12 Yeah, it's been showing since it's been
13 approved.

14 MR. REINE:

15 Okay. It looks like there's no
16 repayments of loans though.

17 MS. DALGO:

18 Yeah.

19 MR. REINE:

20 Right. And on these, I guess it's the
21 Loan Guarantees, the -- when we looked at
22 that, there were a certain number of jobs and
23 wages and we check all of that?

24 MS. DALGO:

25 Yeah, that is checked.

1 MR. REINE:

2 So they're meeting what they promised?

3 MS. DALGO:

4 As far as we are --

5 MS. GUESS:

6 Yeah, that's not -- it wouldn't be
7 reflected on the Accountant's Report, but that
8 would be in a yearly review that takes place
9 for each of the program administrators, and
10 with their assigned portfolio. I think we're
11 in the process of beginning to start the one
12 this year. But thus far, they have been
13 meeting their intended obligation.

14 MR. REINE:

15 Okay.

16 CHAIRMAN ROY:

17 Any other questions?

18 MR. REINE:

19 Accept the report.

20 CHAIRMAN ROY:

21 Motion for acceptance.

22 MS. GLOVER:

23 Second.

24 CHAIRMAN ROY:

25 Second by Ms. Glover. I have one

1 question. The account for the current, the
2 balances of the current 18 percent, just
3 curious, on the EDAP, we account for that
4 15 percent. How do we -- what's the
5 distinction?

6 MS. DALGO:

7 That was set --

8 CHAIRMAN ROY:

9 See the 15 versus the 18? Of course, we
10 say if it's past due, it would be 25 to 100.

11 MS. DALGO:

12 Right.

13 CHAIRMAN ROY:

14 Just wondering why it's 15 versus 18.

15 MS. DALGO:

16 Right. I can look into that and get that
17 to you. I'm not sure what's the difference.
18 I just know it was set prior to.

19 CHAIRMAN ROY:

20 Okay. Motion for approval as presented
21 and second.

22 Any comments from the public?

23 Hearing none, all in favor aye?

24 ALL MEMBERS:

25 Aye.

1 CHAIRMAN ROY:

2 All opposed, nay. It's accepted. Thank
3 you.

4 MS. DALGO:

5 Thank you.

6 CHAIRMAN ROY:

7 All right. And we're privileged to have
8 Secretary Pierson here with us this morning to
9 give the President's Report.

10 SECRETARY PIERSON: Thank you all for your
11 time and attention. You've found yourselves
12 in a position of serving at a very interesting
13 time for us as we work our way through this
14 fantastic opportunity, the State's Small
15 Business Credit Initiative. This morning,
16 you've dealt with a portion of it. This is
17 the Venture Capital portion of it and where
18 you will identify the first grouping of
19 Venture Capital organizations across our State
20 at an expressed interest in participating in
21 the program, willingness to comply with the
22 U.S. Treasury guidance that will be a part of
23 this. We still stand on the brink of
24 receiving additional funding for our Loan
25 Guarantee Program and also for launching new

1 micro lending programs. So we've been very
2 active in preparation for technical assistance
3 and the communication that we involve when we
4 finally get the disbursement from U.S.
5 Treasury that will put us in position to begin
6 to make disbursements that will then become
7 investments and move through the economy and
8 achieve the goals that we have set out.

9 I completely understand the Board's ideas
10 around a dashboard so to speak so that we can
11 track that we're getting the regional
12 disbursement of these funds and that they
13 don't pile up at one specific part of our
14 State, and also the diverse portfolio of not
15 just in technology but life sciences, energy,
16 lots of areas where the technology's moving
17 forward today. Again, a purpose of this and
18 also to reach the U.S. Treasury guidance and
19 goals for underserved populations and smaller
20 companies that will be a part of this. So all
21 that analysis will take place and be
22 integrated into the process and come back to
23 you to keep you abreast of it.

24 Certainly, the State is very active right
25 now. We're playing a leadership role

1 nationally in the energy transition. I'm very
2 pleased to report to you that we've been
3 awarded an economic level administration build
4 back federal award of \$50 million, which we
5 matched by \$25 million from the State for the
6 development of the hydrogen economy. There's
7 a whole long list of programs that's under
8 that. But, you know, the backdrop to that is
9 not walking away from our traditional oil and
10 gas industry.

11 Pleased to announce, this week a program
12 in Lafayette wherein Schlumberger will invest
13 \$11.5 million for the North Gulf Coast
14 Operations Hub. The North Gulf Coast
15 Operations Hub will continue to allow us to
16 play the important role in gulf operations in
17 securing oil and gas that's going to be with
18 us as far as the eye can see. The integration
19 of new renewable and hydrogen economy doesn't
20 eliminate fossil fuels; it just reduces
21 greenhouses gasses. That was a very
22 significant announcement made by CF Industries
23 yesterday and the Governor's leadership for a
24 major carbon capture project that will help us
25 do that goal to get to net zero by 2050.

1 So pleased with the EDA awards for the
2 hydrogen economy, but also note the EDA awards
3 made it to New Orleans for a jazz museum, and
4 an EDA award more importantly was made into
5 northeast Louisiana for the BioMedical
6 Research and Innovation Park that played a
7 major role in helping to establish and move
8 along in that area. The Delta Regional
9 Authority awarded 16 projects across
10 Louisiana, largely in rural areas around \$4
11 million in the aggregate but leveraging a lot
12 of modernization of water and sewer systems
13 that's out there. That's a critical need for
14 our rural parishes. We've been out with a
15 what we call our rural road shows working
16 across the state to make sure that in our
17 smaller communities that they're very well
18 aware of the toolbox of programs that are
19 available.

20 We continue to talk about SSBCI as we go
21 on horizon, so we're all glad here that we're
22 really getting close to the demarcation line
23 of those funds in the LEDC account and we can
24 begin the disbursement and investment program
25 associated with that. We have a new program

1 called the Louisiana Competes Regional
2 Economic Development Program that's aimed at
3 site enhancement. This is a companion piece
4 to the outstanding contributions made by this
5 body to help us support our certified sites
6 program, but will also in that certified sites
7 program when we see some improvements that
8 need to be made, that we make these certified
9 sites even better that we have some resources
10 available to be able to do that. Now, we're
11 working across the regions to help with that
12 program.

13 We're ramping up for Veterans Day, 11
14 November, that's approximately 30 days out.
15 We're going to make sure our stakeholders are
16 well aware of the programs that we have in our
17 toolkit for Veterans. The Veterans certified
18 businesses, the Veterans First Program now
19 which has more than 900 certified veteran
20 businesses across the State and all things in
21 the toolkit to include the Loan Guarantee
22 program that we manage here are available out
23 there.

24 So a lot of good work done today. Thank
25 you again for your continued support and to

1 move these important initiatives forward. I'd
2 be happy to answer any questions you might
3 have.

4 CHAIRMAN ROY:

5 Thank you, Mr. Secretary. Any other
6 business before the Board?

7 MS. VILLA:

8 Just -- sorry. Can you come up? Just
9 one thing that the HR director from LED, Dawn
10 Thibodeaux would have sent to you probably
11 this morning the required -- the report of the
12 required training that you all need. So just
13 want to be mindful that those are due by the
14 end of the year, so just wanted to bring it up
15 in the Board meeting. And I'll probably
16 remind you again next month and probably again
17 in December. So I just don't want anyone to
18 be late in submitting the required training.

19 CHAIRMAN ROY:

20 That would be the disclosure ethics and
21 sexual harassment?

22 MS. VILLA:

23 Yeah. The disclosure will be due in
24 2023. I think May comes to mind, that it's
25 due in May, but the training is due for

1 ethics, and for sexual harassment is due
2 before the end of the year.

3 CHAIRMAN ROY:

4 Thank you. You can continue to remind
5 us.

6 MS. BIGNER:

7 We do have someone from the public that
8 would --

9 CHAIRMAN ROY:

10 We want no comment on this. All right.
11 Nothing else before the Board?

12 Sorry. We do. Yes, ma'am, come on up.

13 MS. POITEVENT:

14 All right. My name is Evie Poitevent,
15 and I was wondering if it would be possible to
16 make a request related to the dashboard, if I
17 may. And in addition to the allocations by
18 region and by industry, would it be possible
19 to also notate ideally for VC and Seed the
20 number of applications that were received by
21 region and so it puts it in context a bit?
22 And also, maybe the dollar amounts that were
23 requested by regions? So, again, there's some
24 context there. And then also in addition to
25 Industry -- allocation by Industry, could it

1 also be allocation by sort of initiatives or
2 focus areas? Because I know in some cases,
3 there may have been a focus on more the
4 individuals, the socioeconomic demographics of
5 founders versus what their industry sectors
6 are. Does that make sense?

7 CHAIRMAN ROY:

8 And you're referencing the SSBCI?

9 MS. POITEVENT:

10 Yes. I'm sorry. This is for SSBCI,
11 Seed, Capital, and Venture Capital if it's
12 feasible to do that too.

13 MR. REINE:

14 Okay. And just for the record, what was
15 your name?

16 MS. POITEVENT:

17 Evie Poitevent.

18 MR. REINE:

19 And who do you represent?

20 MS. POITEVENT:

21 I'm from New Orleans and I'm of Greater
22 New Orleans, Inc. or Greater New Orleans
23 Development Foundation.

24 MR. REINE:

25 Okay. I just wanted to get it in the

1 minutes.

2 CHAIRMAN ROY:

3 And I think we probably have all of that
4 information, right, Ms. Simmons? The staff,
5 help me out or Counsel here?

6 MS. VILLA:

7 Yeah, I think this is -- what Evie is
8 requesting is whenever we do start investing
9 in the transactions, you want to know how many
10 applicants to the fund was received by the
11 fund, and you would like that broken out by,
12 you know, I guess how many were received in
13 and how many were eventually invested into; or
14 are you looking at the ones that were just
15 approved from the Board, which industries they
16 plan on focusing on? And so...

17 MS. POITEVENT:

18 Yeah. And maybe I misunderstood the
19 request for the breakdown, the allocations by
20 region and industry, I thought that was
21 related to the groups that were just approved.

22 MS. VILLA:

23 The funds.

24 MS. POITEVENT:

25 The funds that were just approved.

1 MS. VILLA:

2 Yeah, we can do that. I was thinking
3 along the lines of once we do receive the
4 funding and the fundings start occurring
5 within these funds, the fund starts occurring
6 to individual transactions to the small
7 businesses, like which industry they are in,
8 how many applications those funds received.
9 And so we can put it better in context, is it
10 the demand for the fund and then how much was
11 eventually invested into?

12 MS. POITEVENT:

13 I think both.

14 MS. VILLA:

15 And that's why I just wanted to
16 understand what your request was because I was
17 thinking the next level.

18 MS. POITEVENT:

19 Yes. Yes.

20 MS. VILLA:

21 Okay. All right. We can do it for both.

22 MS. POITEVENT:

23 So at the fund level and then at the
24 investment level.

25 MR. REINE:

1 I would suggest that they would submit
2 their request in writing to the staff and they
3 can negotiate it and report it back to us at
4 the next meeting.

5 CHAIRMAN ROY:

6 If you can make it, I guess the
7 appropriate vehicle would be -- Counsel is not
8 here, but perhaps it's a public records
9 request, I guess; is that the fair to say.

10 MS. VILLA:

11 Yes.

12 MR. REINE:

13 What I understood is when we look at
14 this, we look at it based on those
15 demographics as well as the others is what you
16 were asking for?

17 MS. POITEVENT:

18 So I was -- my understanding was that
19 some sort of dashboard was going to be created
20 to illustrate this first tranch allocation
21 and, you know, the regions and the industries,
22 the industry focus.

23 SECRETARY PIERSON:

24 Yes, it will be on that dashboard and
25 you'll have access to it.

1 MS. POITEVENT:

2 Right.

3 SECRETARY PIERSON:

4 It will be a public record. And, today,
5 all we did was establish the initial class of
6 eligible recipients. No dollars were
7 disbursed today.

8 MS. POITEVENT:

9 Understood.

10 MR. REINE:

11 Okay. So whatever they're requesting,
12 let them ask that out and then we could look
13 at it and, you know, get it done.

14 CHAIRMAN ROY:

15 Thank you for your comment. Any other
16 comments from the public?

17 Hearing none, I'll entertain a motion to
18 adjourn.

19 MR. REINE:

20 So moved.

21 MR. SIMPSON:

22 Second.

23 CHAIRMAN ROY:

24 Motion and a second. All in favor, say
25 aye?

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ALL MEMBERS:

Aye.

CHAIRMAN ROY:

All opposed, nay. Without objection.

Thank you for coming.

(WHEREUPON, THE MEETING ADJOURNED.)

1 R E P O R T E R ' S C E R T I F I C A T E

2 I, KELLY S. PERRIN, a Certified Court
3 Reporter, Certificate #23035, in good standing with
4 the State of Louisiana, as the officer before whom
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21 in this cause and am in no way interested in the
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