

In The Matter Of:
Board of Commerce & Industry Meeting v.

Meeting
February 23, 2022

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STATE OF LOUISIANA
BOARD OF COMMERCE & INDUSTRY

The above-entitled meeting was held at
the LaSalle Building 617 North 3rd Street,
Floor 1 - LaBelle Room, Baton Rouge,
Louisiana, beginning at 9:30 a.m., on
February 23, 2022.

BEFORE:
Lori B. Overland
Certified Court Reporter
In and For the State of
Louisiana

A P P E A R A N C E S

BOARD MEMBERS:

Jerald Jones, Chair
Stuart Moss
Yvette Cola
Representative Vincent St. Blanc
Sandra McQuain
Guy McInnis
Marshall Simien, Jr.
Naheem Nassar, Jr.
Senator Patrick Connick
Representative Barbara Freiberg
Rickey Fabra
Jan Moller
Shawn Wilson, Ph.D.
Ronnie Slone
Secretary Don Pierson
Beverly Thompson, Ph.D.
Dr. Woodrow Wilson, Jr.
Senator Rogers Pope
Kenneth Havard

STAFF:

Deborah Simmons
Anne Villa
Tedra Cheatham
Michaela Adegbe
Aerianna Williams
Kristin Cheng
Hud Usie
Joyce Metoyer
Brenda Guess
Frank Favaloro
Tam Bourgeois
Richard House
Shawn Welcome
Liz McCain
Robin Porter
Becky Lambert

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I N D E X

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EXHIBITS:

None

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* * * * *

1 * * * * *

2 MR. JONES:

3 Good morning, Ladies and Gentlemen.
4 Welcome to the February 23 meeting of the
5 Board of Commerce and Industry. I would
6 call the meeting to order.

7 Ms. Simmons would you call the roll
8 to ensure we have a quorum.

9 MS. SIMMONS:

10 Good morning.

11 MR. JONES:

12 Good morning.

13 MS. SIMMONS:

14 Brandon Burris?

15 (No response.)

16 MS. SIMMONS:

17 David Toups?

18 (No response.)

19 MS. SIMMONS:

20 Yvette Cola?

21 (No response.)

22 MS. SIMMONS:

23 Guy McInnis?

24 MR. MCINNIS:

25 Here.

1 MS. SIMMONS:

2 Rickey Fabra?

3 MR. FABRA:

4 Here.

5 MS. SIMMONS:

6 Manuel Fajardo?

7 (No response.)

8 MS. SIMMONS:

9 Stuart Moss?

10 MR. MOSS:

11 Here.

12 MS. SIMMONS:

13 Representative Vincent St. Blanc,
14 proxy for Paula Davis?

15 MR. ST. BLANC:

16 Here.

17 MS. SIMMONS:

18 Senator Patsy Connick, proxy for
19 Senator Rick Ward?

20 MR. WARD:

21 Here.

22 MS. SIMMONS:

23 Kenneth Havard?

24 (No response.)

25 MS. SIMMONS:

1 Jerald Jones?

2 MR. JONES:

3 Present.

4 MS. SIMMONS:

5 Sandra McQuain?

6 MS. MCQUAIN:

7 Here.

8 MS. SIMMONS:

9 Senator Rogers Pope, proxy for Rhett
10 Allain?

11 MR. POPE:

12 Present. Present.

13 MS. SIMMONS:

14 Representative Barbara Freiberg,
15 proxy for Stuart Bishop?

16 MS. FREIBERG:

17 Here.

18 MS. SIMMONS:

19 Jan Moller?

20 MR. MOLLER:

21 Here.

22 MS. SIMMONS:

23 Secretary Don Pierson?

24 MR. PIERSON:

25 Present.

1 MS. SIMMONS:

2 George Nassar, Jr.?

3 MR. NASSAR:

4 Present.

5 MS. SIMMONS:

6 Darrel Saizan?

7 (No response.)

8 MS. SIMMONS:

9 Marshall Simien?

10 MR. SIMIEN:

11 Here.

12 MS. SIMMONS:

13 Mr. Ronnie Slone?

14 MR. SLONE:

15 Present.

16 MS. SIMMONS:

17 Dr. Shawn Wilson?

18 (No response.)

19 MS. SIMMONS:

20 Dr. Woodrow Wilson?

21 MR. WOODROW WILSON:

22 Here.

23 MS. SIMMONS:

24 Travis Holley?

25 (No response.)

1 MS. SIMMONS:

2 Dr. Beverly Thompson?

3 MS. THOMPSON:

4 Here.

5 MS. SIMMONS:

6 We have a quorum.

7 MS. JONES:

8 Thank you, ma'am.

9 And just to remind everyone, just to
10 help our stenographer, please when you --
11 when you're speaking, speak -- pull the
12 mic close to your mouth, speak into the -
13 - clearly into the microphone so she can
14 make sure that the tape is clear when she
15 has to go transcribe the minutes -- for
16 the minutes.

17 All right. First on our agenda as a
18 formal matter of business is the approval
19 of meeting minutes from the January 14th
20 meeting.

21 MR. MOSS:

22 So moved.

23 MR. JONES:

24 I have a motion from Mr. Moss.

25 Mr. MOLLER:

1 Second.

2 MR. JONES:

3 A second from Mr. Moller. Any
4 questions or comments from the board?

5 (No response.)

6 MR. JONES:

7 Any comments from the public?

8 (No response.)

9 MR. JONES:

10 Hearing none, all in favor say aye.

11 (All indicated aye.)

12 MR. JONES:

13 Any opposition?

14 (No response.)

15 MR. JONES:

16 There being none, the motion
17 carries.

18 Ms. Adegbe, how are you this
19 morning?

20 MS. ADEGBE:

21 Well. And yourself?

22 MR. JONES:

23 Doing very well. Thank you. Would
24 you lead us through the quality jobs
25 program please, ma'am.

1 MS. ADEGBE:

2 We had three new applications.
3 20190481, SNF Holding Company, Iberville
4 Parish. 20200149, SchoolMint, Inc.,
5 Lafayette Parish. 20210571, Tellurian
6 Services, LLC, Calcasieu Parish.

7 This concludes new applications.

8 MR. JONES:

9 All right. I would entertain a
10 motion.

11 MR. SIMIEN:

12 So moved.

13 MR. JONES:

14 We have a motion from Mr. Simien to
15 approve.

16 MR. WOODROW WILSON:

17 Second.

18 MR. JONES:

19 Second from Dr. Wilson.

20 Any questions or comments from the
21 board?

22 (No response.)

23 MR. JONES:

24 Any questions or comments from the
25 public?

1 (No response.)

2 MR. JONES:

3 Hearing none, all in favor say aye.

4 (All indicated aye.)

5 MR. JONES:

6 Any opposition?

7 (No response.)

8 MR. JONES:

9 There being none, the motion
10 carries.

11 Let the record reflect that. Shawn
12 Wilson has arrived. Welcome, sir.

13 MR. SHAWN WILSON:

14 It wasn't traffic.

15 MR. JONES:

16 It wasn't traffic. It will be soon
17 though, right?

18 (An off-the-record conversation
19 occurred.)

20 MR. JONES:

21 Next, Ms. Adegbe, please.

22 MS. ADEGBE:

23 Three renewal applications.

24 20170017, Glovis America, Inc., Caddo

25 Parish. 20170030, Pulpmill Services,

1 Inc., Quachita Parish. 20160910, Targa
2 Resources, LLC, Calcasieu Parish.

3 This concludes renewal application.

4 MR. JONES:

5 I would entertain a motion on these
6 renewals?

7 MR. MOSS:

8 So moved.

9 MR. JONES:

10 We have a motion to approve from Mr.
11 Moss.

12 MR. SLONE:

13 Second.

14 MR. JONES:

15 Second form Mr. Slone.

16 Any questions or comments from the
17 board?

18 (No response.)

19 MR. JONES:

20 Hearing none, any comments from the
21 public?

22 (No response.)

23 MR. JONES:

24 Hearing none, all in favor say aye.

25 (All indicated aye.)

1 MR. JONES:

2 Any opposition?

3 (No response.)

4 MR. JONES:

5 There being none, the motion
6 carries.

7 MS. ADEGBE:

8 This concludes quality jobs.

9 MR. JONES:

10 Thank you, ma'am. Have a great day.

11 MS. ADEGBE:

12 You too.

13 MR. JONES:

14 Now, restoration tax abatement
15 program.

16 MS. LAMBERT:

17 Good morning.

18 MR. JONES:

19 Good morning, Ms. Lambert.

20 MS. LAMBERT:

21 I have three new applications. The
22 first one is 20210404, 1920 Jefferson in
23 Orleans. The second one is 20210110,
24 Gulf Ventures Associates, LLC, Jefferson.
25 20211045 -- and that's a misprint of the

1 one on the end. Delete that.

2 MR. JONES:

3 I'm sorry?

4 MS. LAMBERT:

5 It should be 2021045. The one on
6 the end of it is a misprint.

7 MR. JONES:

8 Okay.

9 MS. LAMBERT:

10 Robertson Street Ventures, LLC in
11 Jefferson.

12 That concludes the applications.

13 MR. JONES:

14 Great. I would entertain a motion
15 on these restoration tax abatement
16 applications.

17 MR. SLONE:

18 So moved.

19 MR. JONES:

20 Motion from Mr. Slone.

21 MR. WOODROW WILSON:

22 Second.

23 MR. JONES:

24 Second, Mr. Wilson, Mr. Woody
25 Wilson.

1 Any questions or comments from the
2 board?

3 (No response.)

4 MR. JONES:

5 Any comments from the public?

6 (No response.)

7 MR. JONES:

8 Hearing none, all in favor say aye.

9 (All indicated aye.)

10 MR. JONES:

11 Any opposition?

12 (No response.)

13 MR. JONES:

14 There being none, the motion
15 carries.

16 MS. LAMBERT:

17 Okay. Thank you. I have one
18 renewal. And that is, 20130919, 333
19 Commerce, LLC, in East Baton Rouge
20 Parish.

21 MR. JONES:

22 Entertain a motion.

23 MR. MOSS:

24 So moved.

25 MR. JONES:

1 Motion from Mr. Moss.

2 MR. WOODROW WILSON:

3 Second.

4 MR. JONES:

5 Second from Mr. Wilson.

6 Any questions or comments from the
7 board?

8 (No response.)

9 MR. JONES:

10 Hearing none, any comments from
11 public?

12 (No response.)

13 MR. JONES:

14 Hearing none, all in favor say aye.

15 (All indicated aye.)

16 MR. JONES:

17 Any opposition?

18 (No response.)

19 MR. JONES:

20 Motion carries.

21 MS. LAMBERT:

22 And the final matter is a transfer
23 of ownership for 201313160, STR One, LLC
24 is now Dupree Apartment Holdings, LLC in
25 East Baton Rouge Parish.

1 MR. JONES:

2 Do we have a motion?

3 MS. FREIBERG:

4 Motion

5 MR. JONES:

6 Motion from Ms. Freiberg.

7 MR. SHAWN WILSON:

8 Second.

9 MR. JONES:

10 Second from Dr. Wilson.

11 Any questions or comments from the
12 board?

13 (No response.)

14 MR. JONES:

15 Any comments from the public?

16 (No response.)

17 MR. JONES:

18 There being none, all in favor say
19 aye.

20 (All indicated aye.)

21 MR. JONES:

22 Any opposition?

23 (No response.)

24 MR. JONES:

25 There is none, the motion carries.

1 Thank you, Ms. Lambert. You have a
2 great day.

3 MS. JONES:

4 How are you, Ms. Metoyer?

5 MS. METOYER:

6 We have five new applications for
7 EZ. 20190249, Cardiovascular Institute
8 of the South, Terrebonne Parish.
9 20170341, Community Care Center of Houma,
10 LLC, Terrebonne Parish. 20190173 Jackson
11 Hardwood, LLC, East Feliciana Parish.
12 20190383, Martco, LLC, Allen Parish.
13 20151039, Virgin Hotels New Orleans, LLC,
14 Orleans Parish.

15 MR. JONES:

16 All right. Do we have a motion?

17 MR. WOODROW WILSON:

18 Motion

19 MR. JONES:

20 Motion from Mr. Wilson. Second
21 from?

22 MR. SIMIEN:

23 Second.

24 MR. JONES:

25 Mr. Simien.

1 Any questions or comments from the
2 board?

3 (No response.)

4 MR. JONES:

5 Hearing none, any comments from the
6 public?

7 (No response.)

8 MR. JONES:

9 Hearing none, all in favor say aye.
10 (All indicated aye.)

11 MR. JONES:

12 Any opposition?

13 (No response.)

14 MR. JONES:

15 There is none, the motion carries.

16 Next.

17 MS. METOYER:

18 We have four terminations.
19 20150204, Rouse's Enterprise, LLC,
20 Tangipahoa Parish. The existing contract
21 is 3/1/15 to 2/28/2020. The requested
22 term date is 12/31/2017. The program
23 requirements have been met, no additional
24 jobs are anticipated.

25 20151905, Willis Knighton Medical

1 Center, Inc., Bossier Parish. The
2 existing contract is July 1, 17 to June
3 30th of 2022. The requested term date is
4 12/31 of 2019. The program requirements
5 have been met, no additional jobs are
6 anticipated.

7 20151906, Willis Knighton Medical
8 Center, Inc., Caddo Parish. The existing
9 contract is March 13 of 18 to March
10 12th, 2023. The requested term date is
11 September 12, 2020. The program
12 requirements have been met, no additional
13 jobs are anticipated.

14 And 20161590, D'Ville Home Group,
15 LLC, Ascension Parish. The existing
16 contract is July 1, 17 to June 30th,
17 2022. The requested term date is June 30,
18 2020. The program requirements have been
19 met, no additional jobs are anticipated.

20 MR. JONES:

21 All right. Do we have a motion?

22 MR. SHAWN WILSON:

23 So moved.

24 MR. JONES:

25 We have a motion from Mr. Wilson to

1 approve.

2 Second?

3 MR. NASSER:

4 Second.

5 MR. JONES:

6 Second, Mr. Nasser.

7 Any questions or comments from the
8 board?

9 (No response.)

10 MR. JONES:

11 Hearing none, any comments from the
12 public?

13 (No response.)

14 MR. JONES:

15 Hearing none, all in favor say aye.

16 (All indicated aye.)

17 MR. JONES:

18 Any opposition?

19 (No response.)

20 MR. JONES:

21 There is none, the motion carries.

22 MS. METOYER:

23 That concludes EZ.

24 MR. JONES:

25 Thank you, ma'am

1 Ms. Cheng and Mr. Usie, how are you
2 today?

3 MS. CHENG:

4 Good.

5 MR. USIE:

6 Good.

7 MR. JONES:

8 Good. Start us off with the
9 industrial tax exemption. This under the
10 2018 rules; is that right?

11 MR. USIE:

12 Correct.

13 We have 15 new applications
14 following the 2018 rules, five of which
15 are being deferred.

16 20180503, Alliance Compressors, LLC,
17 in Natchitoches Parish. 20190322,
18 Bollinger Houma Shipyards, LLC,
19 Terrebonne Parish. 20210142, Louisiana
20 Sugar Refining, LLC, St. James Parish.
21 20190099, Orion Engineered Carbons, LLC,
22 St. Mary Parish. And 20170074,
23 Processors, Inc. in St. Martin Parish.

24 MR. JONES:

25 All right. We have five of the

1 applications requesting deferral to the
2 next meeting. Do I have a motion a
3 motion?

4 MR. SIMIEN:

5 So moved.

6 MR. JONES:

7 I have a motion from Mr. Simien to
8 approve deferral.

9 MR. SLONE:

10 Second.

11 MR. JONES:

12 We have a second from Mr. Sloan.

13 Any questions or comments from the
14 board?

15 (No response.)

16 MR. JONES:

17 Any comments from the public?

18 (No response.)

19 MR. JONES:

20 Hearing none, all in favor say aye.

21 (All indicated aye.)

22 MR. JONES:

23 Any opposition?

24 (No response.)

25 MR. JONES:

1 There is none, motion carries.

2 Those five applications are deferred to
3 our next meeting.

4 MR. USIE:

5 We also have one correction to make
6 in the footnote of Linde application,
7 20220002 and Syrah Technologies, LLC,
8 application number 20210340. It should
9 be 20210484.

10 MR. JONES:

11 So it's the footnote that is
12 incorrect.

13 MR. USIE:

14 Right.

15 MR. JONES:

16 Got it. I'm with you. The triple -
17 - the triple asterisk, okay, got it.

18 MR. USIE:

19 20180454, Boise Cascade wood
20 products, LLC in Sabine Parish.
21 20200178, Gulf Island, LLC, Terrebonne
22 Parish. 20200134, Lamb Weston, Inc.,
23 Richland Parish. 20220002, Linde, Inc.,
24 Concordia Parish. 20190383, Martco, LLC,
25 Allen Parish. 20200214, Plastipak

1 Packaging, Inc., Rapides Parish.
2 202000498, Supreme Rice, LLC, Acadia
3 Parish. 20190474, Syrah Technologies,
4 LLC, Concordia Parish. 20210484, Syrah
5 Technologies, LLC, Concordia Parish. And
6 20210340, Teijin Automotive Technologies
7 Louisiana, LLC in Webster parish.

8 MR. JONES:

9 Okay. I would entertain a motion to
10 approve these 2018 rule applications. If
11 any -- if anyone wants to pull out one of
12 these and talk about them specifically,
13 feel free to do so. But otherwise, we
14 will handle -- handle them in globo. So
15 I will entertain a motion?

16 MR. SHAWN WILSON:

17 So moved.

18 MR. JONES:

19 A motion from Mr. Wilson to approve
20 all applications.

21 MR. MOSS:

22 Second.

23 MR. JONES:

24 I have a second Mr. Moss.

25 Any questions or comments from the

1 board?

2 (No response.)

3 MR. JONES:

4 Hearing none, any comments in
5 public?

6 (No response.)

7 MR. JONES:

8 There is none. All in favor say
9 aye.

10 (All indicated aye.)

11 MR. JONES:

12 Any opposition?

13 (No response.)

14 MR. JONES:

15 There is none, the motion carries.

16 MR. USIE:

17 We have 77 renewals. We have
18 another correction to make for number
19 20121300-A for CF Industries Nitrogen,
20 LLC in Ascension Parish. The investment
21 column and the ad valorem tax relief
22 column had zero, and it should be, per
23 the investment column, 206,290,000. And
24 for the first year of renewal with
25 depreciation column, instead of zero

1 dollars, it should be 2,451,106.

2 MR. JONES:

3 Significant differences. Thank you
4 for that correction. Otherwise, we're
5 okay?

6 MR. USIE:

7 Yes.

8 MR. JONES:

9 Thank you.

10 All right. Let's run down them.

11 MS. CHENG:

12 20150261, Barriere Construction Co.,
13 LLC, East Baton Rouge Parish. 201041544,
14 Bayou Holdco, Inc., Iberia parish.

15 20161527, Bayou Holdco, Inc., Iberia
16 Parish. 20151795, Blue Cube Operations,
17 LLC, Iberville Parish. 20152020, Blue
18 Cube Operations, LLC, Iberville Parish.

19 20151877-PT, Bollinger Algiers, LLC,
20 Orleans, Parish. 20151878, Bollinger
21 Algiers, LLC, Orleans Parish. 20151874
22 Bollinger Amelia Operations, LLC, St.
23 Mary Parish. 20151875, Bollinger Amelia
24 Operations, LLC, St. Mary Parish.

25 20130018, Bollinger Fourchon, LLC,

1 Lafourche Parish. 20151889, Bollinger
2 Fourchon, LLC, Lafourche Parish.
3 20151869, Bollinger Larose, LLC,
4 Lafourche Parish. 20151872, Bollinger
5 Shipyards, LLC, Jefferson Parish.
6 20151877, Bollinger Shipyards, LLC, St.
7 Mary Parish. 20151871, Bollinger
8 Shipyards Lockport, LLC, Lafourche
9 Parish.

10 MR. JONES:

11 Ms. Cheng, let me stop you just real
12 quick.

13 We have 77 of these and I can have
14 her read out every single one of them,
15 and she will do a fantastic job, or you
16 can read them. I would -- if we want to
17 handle any one of these renewals,
18 specifically, we -- we can do that. All
19 you need to do is make a motion to
20 consider one specific one, if you want to
21 consider it. Otherwise, the chair would
22 entertain a motion to --

23 MR. MCINNIS:

24 So moved.

25 MR. JONES:

1 -- accept these in -- in globo.

2 We have a motion from Mr. McInnis.

3 MR. SLONE:

4 Second.

5 MR. JONES:

6 Second from Mr. Sloan.

7 Any questions or comments from the
8 board?

9 (No response.)

10 MR. JONES:

11 Any one --- any one you want to
12 consider specifically?

13 (No response.)

14 MR. JONES:

15 All right. Hearing none, any
16 comments from the public on any of these?
17 If the public wants to speak to any one
18 of these, you're free to do so.

19 (No response.)

20 MR. JONES:

21 Okay. The motion is to consider
22 these in globo, all in -- the motion is
23 to approve these in globo. All in favor
24 say aye.

25 (All indicated aye.)

1 MR. JONES:

2 Any opposition?

3 (No response.)

4 MR. JONES:

5 There is no opposition, the motion
6 carries.

7 Ms. Cheng, you're welcome.

8 MS. CHENG:

9 Thank you.

10 We have seven late renewals.

11 MR. JONES:

12 I am going to make you read those.

13 MS. CHENG:

14 We have seven late renewals.

15 20140321, CB&I Walker La, LLC, Livingston
16 Parish. The initial contract expiration,
17 12/31/2018. Late renewal request,
18 12/30/2021.

19 Do you want to take all CB&I
20 Walker's together?

21 MR. JONES:

22 Yes.

23 MS. CHENG:

24 Okay. 20150455, CB&I Walker La,
25 LLC, Livingston Parish. Initial contract

1 expiration, 12/31/2019. Late renewal
2 request date, 12/30/2021. And 20160913,
3 CB&I Walker La, LLC, Livingston Parish.
4 Initial contract expiration, 12/31/20.
5 Late renewal request date, 12/30/21.

6 MR. JONES:

7 Do we have someone here from CB&I
8 Walker?

9 MR. SEALS:

10 Yes, sir.

11 MR. JONES:

12 Please come forward. Please state
13 your name and your position with the
14 company, please.

15 MR. SEALS:

16 Yes, sir. Joshua Robert Seals. My
17 position in the company is Vice President
18 of Finance and Projects.

19 MR. JONES:

20 Great. And?

21 MS. BOATNER:

22 Rhonda Boatner, Didier Consultants,
23 representing Shaw.

24 MR. JONES:

25 Got it.

1 Now, we have three contracts that
2 have -- one, the initial contract date
3 was 2018 to 2019 to 2020. The late
4 renewal requests were not filed until
5 2021. Can you tell us what happened
6 here?

7 MR. SEALS:

8 Yes, sir. As of June 1st, 2020, the
9 facility is under new ownership. The
10 contracts, I believe the 18 and 19,
11 those contracts were handled under
12 previous ownership of McDermott
13 International. The contract renewals and
14 tax -- other tax functional activities
15 were handled at a Houston corporate
16 headquarters.

17 My understanding is, they used a
18 consultant to handle paperwork and other
19 related activities. I am unaware of why
20 the contracts were not renewed.

21 MR. JONES:

22 Okay. And ya'll discovered it once
23 you --

24 MR. SEALS:

25 Yes.

1 MR. JONES:

2 -- acquired the company and --

3 MR. SEALS:

4 Yes, sir. And at this point, we've
5 engaged Ms. Boatner -- Ms. Boatner and
6 her -- Didier Consultants to help us try
7 to get this back on track, so --

8 MR. JONES:

9 Okay. And the bookkeeping for this
10 is handled here in -- in Louisiana, or is
11 it also handled someplace else?

12 MR. SEALS:

13 Yes, sir. So I sit at the facility
14 in Walker now. So I'm able to be more
15 engaged to make sure that this stays on
16 track. We do have -- our corporate
17 office is still in Houston, but I'll be
18 managing this, along with Ms. Boatner,
19 moving forward.

20 MR. JONES:

21 Right. Okay.

22 All right. Now, you understand that
23 the -- there is normally a penalty that
24 is attributed, that the board is free to
25 do whatever it wants to this morning.

1 But customarily, for each year that the
2 filing is late, there has been a 20
3 percent -- each year, a 20 percent
4 penalty applied. So for the 2018
5 contract, there would be three years of
6 penalties, for the 2019, there would be
7 two years, for the 2020 contract, there
8 would be one year penalty, is what we
9 have customarily done. Now, the -- the
10 board is free to vary from that custom.
11 But what is the pleasure of the board
12 this morning?

13 MR. MOLLER:

14 I -- I would make a motion. I will
15 make a motion to do the customary
16 penalties.

17 MR. JONES:

18 Okay. So -- so three year penalty
19 for 2018, a two year penalty for 2019 and
20 a one year penalty for 2020; is that
21 correct?

22 MR. MOLLER:

23 That's correct.

24 MR. JONES:

25 All right. So the motion is clear.

1 Do we have a second?

2 MR. CONNICK:

3 Second.

4 MR. JONES:

5 We have a second from Mr. Connick.

6 Any questions or comments from the
7 board?

8 (No response.)

9 MR. JONES:

10 Any comments from the public?

11 (No response.)

12 MR. JONES:

13 All in favor say aye.

14 (All indicated aye.)

15 MR. JONES:

16 Any opposition?

17 (No response.)

18 MR. JONES:

19 There being none, the motion
20 carries.

21 Thank you for being here this
22 morning, and hopefully, we won't have to
23 be here again on this.

24 MR. SEALS:

25 It was good to see you, Mr. Roy.

1 MR. JONES:

2 Well, I know you don't mean that,
3 but thank you. You -- you could do this
4 or have a root canal this morning, right?
5 Thank you so much.

6 All right. Next?

7 MS. CHENG:

8 20161005, Delta Terminal Services,
9 LLC, Ascension Parish. 20161006, Delta
10 Terminal Services, LLC, Ascension Parish.
11 20161007, Delta Terminal Services, LLC,
12 Ascension Parish. And 20161008, Delta
13 Terminal Services, LLC, Ascension Parish.

14 MR. JONES:

15 Do we have someone here from Delta
16 Terminal Services?

17 MS. CHENG:

18 I'm sorry. All those initial
19 contracts expired 12/31/20. And the late
20 renewal was received 12/8 of 21.

21 MR. JONES:

22 Understood. Thank you.

23 Yeah. Please come forward. Pull
24 the mic to your mouth and then state your
25 name and your position with the company,

1 please.

2 MR. PORTER:

3 My name is David Porter. I'm --

4 MR. JONES:

5 Thank you, Mr. Porter. Can you tell
6 us what happened here?

7 MR. PORTER:

8 Well, what happened is, we had a
9 breakdown. I would largely attribute
10 that to COVID and some other issues. But
11 we have since then corrected the
12 mechanics that -- that caused us to miss
13 the renewal dates. And we also engaged in
14 this with Jimmy Leonard to make sure that
15 we stay on track with these things. And
16 we have corrected the problems that
17 created the issue.

18 MR. JONES:

19 Okay. I understand. All right.

20 Again, the -- the normal penalty for
21 this is -- it's basically one year late,
22 so it would be a 20 percent penalty. Is
23 there a motion?

24 MR. WOODROW WILSON:

25 So moved.

1 MR. JONES:

2 We have a motion from Mr. Wilson for
3 the one year penalty for all one, two,
4 three, four contracts.

5 MR. MOSS:

6 Second.

7 MR. JONES:

8 I have a second from Mr. Moss.

9 Any questions or comments from the
10 public -- excuse me, from the board?

11 Forgive me.

12 (No response.)

13 MR. JONES:

14 Any comments from the public?

15 (No response.)

16 MR. JONES:

17 There being -- did you have -- I'm
18 sorry, Mr. Connick. Please.

19 MR. CONNICK:

20 You mentioned COVID. Did your
21 company apply for PPE relief, or any
22 other government relief and receive it?

23 MR. PORTER:

24 I don't believe we have, sir.

25 MR. CONNICK:

1 Okay.

2 MR. JONES:

3 Any other questions, comments from
4 the board?

5 (No response.)

6 MR. JONES:

7 Hearing none, any comments from the
8 public?

9 (No response.)

10 MR. JONES:

11 There being none, all in favor say
12 aye.

13 (All indicated aye.)

14 MR. JONES:

15 Any opposition?

16 (No response.)

17 MR. JONES:

18 There is none, the motion carries.

19 There's a 20 percent penalty on all for
20 the Delta Terminal Services contracts.

21 Thank you, Mr. Porter.

22 MR. PORTER:

23 Thank you.

24 Next?

25 MS. CHENG:

1 Five change in name recommended
2 requests. 1,4 Group, Inc., contract
3 20210383. New name Skyfall Biologicals,
4 LLC in Ascension Parish. And CB&I Walker
5 LA, LLC, 20140321, 20150455, 20151342 and
6 20160913. New name Shaw Walker LA, LLC
7 in Livingston Parish.

8 MR. JONES:

9 All right. We have these contracts
10 with change in name. Do we have a motion
11 to approve those?

12 MS. FREIBERG:

13 So moved.

14 MR. JONES:

15 Ms. Freiberg.

16 MR. WOODROW WILSON:

17 Second from Dr. Wilson.

18 Any questions or comments from the
19 board concerning these name changes?

20 (No response.)

21 MR. JONES:

22 Hearing none, any comments from the
23 public?

24 (No response.)

25 MR. JONES:

1 Hearing none, all in favor say aye.

2 (All indicated aye.)

3 MR. JONES:

4 Any opposition?

5 (No response.)

6 MR. JONES:

7 There is none, the motion carries.

8 MS. CHENG:

9 We have two change in location
10 amendment -- contract amendment requests
11 for Equilon Enterprises, LLC dba Shell
12 Oil Products US, contracts 20130142 and
13 20151505. The previous location on the
14 contract was 11842 River Road St. Rose,
15 Louisiana 70087, St. Charles Parish. The
16 new address is 15536 River Road, Norco,
17 Louisiana 70079, in St. Charles Parish.

18 MR. JONES:

19 I'll entertain a motion to approve?

20 MR. WOODROW WILSON:

21 So moved.

22 MR. JONES:

23 From Dr. Wilson.

24 MR. SLONE:

25 Second.

1 MR. JONES:

2 Second from Mr. Sloan.

3 Any questions or comments from the
4 board?

5 (No response.)

6 MR. JONES:

7 Hearing none, any comments from
8 public?

9 (No response.)

10 MR. JONES:

11 Hearing none, all in favor say aye.

12 (All indicated aye.)

13 MR. JONES:

14 Any opposition?

15 (No response.)

16 MR. JONES:

17 There is none, the motion carries.

18 MS. CHENG:

19 We have two transfer of tax
20 exemptions contract amendment requests.

21 Gulf Island Shipyards, LLC, 20091178
22 and 20121231. It's being transferred to
23 Bollinger Houma Shipyard, LLC, Terrebonne
24 Parish.

25 MR. JONES:

1 Do we have a motion to approve this
2 transfer?

3 MR. MOSS:

4 So moved.

5 MR. JONES:

6 From Mr. Moss.

7 MR. WOODROW WILSON:

8 Second.

9 MR. JONES:

10 Second from Dr. Wilson.

11 Any questions or comments from the
12 board?

13 (No response.)

14 MR. JONES:

15 Any comments from the public?

16 (No response.)

17 MR. JONES:

18 There is none. All in favor say
19 aye.

20 (All indicated aye.)

21 MR. JONES:

22 Any opposition?

23 (No response.)

24 MR. JONES:

25 There is none, the motion carries.

1 MS. CHENG:

2 We have 38 contract cancellation
3 requests. CLECO Power, LLC, 20120547,
4 20120555, 20120556, 20120857, 20130879,
5 20140124, 20140616, 20150666, 20150667,
6 20150668, 20161019, 20161021 and
7 20161029. The company request
8 cancellation due to the facility ceasing
9 all manufacturing activity at the site.
10 And that's in De Soto Parish.

11 GOEX Powder, Inc., contract 20130613
12 and 20140924. LED requests cancellation
13 due to the Assessor's office confirming
14 production stopping mid-November of 2021
15 and the equipment associated with these
16 contracts will be removed. It's in
17 Webster Parish.

18 And Phillips 66 Company, 20100164,
19 20100912, 20100913, 20110913, 20111030,
20 20111140, 20111141, 20111142, 20111143,
21 20130488, 20130489, 20130490, 20130491,
22 20130492, 20140543, 20140544, 20140546,
23 20150510, 20150512, 20150513, 20150514,
24 20150515 and 20150517. LED requests
25 cancellation due to the closure of the

1 refinery operations at this site. It's
2 in Plaquemines Parish.

3 MR. JONES:

4 Okay. Actually, the chair would
5 like to take each one of these
6 separately. The first one CLECO power,
7 the company is requesting the
8 cancellation because the manufacturing
9 has ceased at that site. So this is a
10 situation where the company is actually
11 asking to -- to terminate the contract.
12 I view that as relatively non-
13 controversial, but I would entertain a
14 motion on CLECO?

15 MS. FREIBERG:

16 Motion.

17 MR. JONES:

18 I have a motion from Ms. Freiberg.

19 MR. ST. BLANC:

20 Second.

21 MR. JONES:

22 Second from Mr. St. Blanc.

23 Any questions or comments from the
24 board?

25 (No response.)

1 MR. JONES:

2 There being none, any comments from
3 the public?

4 (No response.)

5 MR. JONES:

6 There being none, all in favor say
7 aye.

8 (All indicated aye.)

9 MR. JONES:

10 Any opposition?

11 (No response.)

12 MR. JONES:

13 Motion carries.

14 The second one, GOEX Powder, Inc.
15 LED is canceling -- excuse me, requesting
16 cancellation because the Assessor's
17 office has confirmed production stopped
18 in mid-November 2021. Is there anyone
19 here from GOEX Powder?

20 (No response.)

21 MR. JONES:

22 Have we heard from the company as
23 for -- they -- they've been notified of
24 this intent to cancel?

25 MS. CHENG:

1 Yes, sir. We spoke with the
2 consultant and he has not been able to
3 get in touch with them. I don't think
4 the company exist anymore.

5 MR. JONES:

6 You don't think the company exists
7 anymore?

8 MS. CHENG:

9 No, sir.

10 MR. JONES:

11 Okay. All right.

12 All right. There is -- appears to
13 be no one here from the company, so we
14 would entertain a motion?

15 MR. JONES:

16 Motion from -- a lot of people are
17 wanting to -- Mr. Fabra. Motion from Mr.
18 Fabra.

19 MR. MOSS:

20 Second.

21 MR. JONES:

22 Second from Mr. Moss to terminate --
23 or cancel the contract.

24 All in favor -- excuse me, any
25 questions or comments from the public?

1 (No response.)

2 MR. JONES:

3 Any comments from the public -- any
4 questions or comments from the board?

5 Ya'll excuse me this morning.

6 (No response.)

7 MR. JONES:

8 All right. It's the flashing
9 lights. I think. I -- I've got to find
10 an excuse somewhere.

11 All right. Any questions or
12 comments from the board?

13 (No response.)

14 MR. JONES:

15 None.

16 Any comments in the public?

17 (No response.)

18 MR. JONES:

19 Hearing none, all in favor say aye.

20 (All indicated aye.)

21 MR. JONES:

22 Any opposition?

23 (No response.)

24 MR. JONES:

25 There is none, the motion carries.

1 The contract is -- is cancelled.

2 Phillips 66. Here again, the LED is
3 requesting cancellation due to closure of
4 the refinery operations. Do we have
5 anybody here from Phillips 66 who wants
6 to speak to this?

7 (No response.)

8 MR. JONES:

9 Have we talked with the company?

10 MS. CHENG:

11 We have.

12 MR. JONES:

13 And?

14 MS. CHENG:

15 They confirmed receipt of our
16 notification.

17 MR. JONES:

18 They're -- they're aware of the
19 intended cancellation. And there is no
20 one here from Phillips 66?

21 (No response.)

22 MR. JONES:

23 All right. We would entertain a
24 motion?

25 MR. MOSS:

1 I make that motion.

2 MR. JONES:

3 Mr. Moss to cancel.

4 MR. ST. BLANC:

5 Second.

6 MR. JONES:

7 Second from Mr. St. Blanc to cancel.

8 Any questions or comments from the
9 board?

10 (No response.)

11 MR. JONES:

12 There being none, any comments from
13 the public?

14 (No response.)

15 MR. JONES:

16 There being none, all in favor say
17 aye.

18 (All indicated aye.)

19 MR. JONES:

20 Any opposition?

21 (No response.)

22 MR. JONES:

23 There is none, the motion carries.

24 Now, we get to special requests.

25 MR. USIE:

1 First special request is for Equilon
2 Enterprises, LLC dba Shell Oil Products
3 US, contracts 20110897, 20130629,
4 20140741. We have a correction on the
5 next one. It should be 20140742, instead
6 of 20170742. 20150201, 20150201-A,
7 20161295, 20161296, 20161297, 20161368,
8 20161369, 20161370, 20161827 and
9 20161827-A. And we received their
10 renewal application from Equilon on
11 11/17/21. And they stated the below
12 change in manufacturing operations: the
13 refinery is currently idle. The contract
14 is being renewed as this site is still
15 being marketed for sale.

16 In addition to the renewal
17 application request for contract
18 20150201, Equilon Enterprises, LLC
19 submitted a letter on December 20th,
20 2021, requesting continuation of all
21 active contracts at the site while they
22 continue their efforts to identify future
23 opportunities for the facility.

24 MR. JONES:

25 All right. Do we have someone here

1 from Shell? Would you please state your
2 name your position with the company,
3 please. And pull that mic nice and
4 close.

5 MR. PALMER:

6 Good morning, Mr. Chairman, Members.
7 Bret Palmer. I'm Shell's corporate and
8 government relations regional manager for
9 the Southeast US, based in New Orleans.
10 I have with me today Mr. Roman Hardy.
11 Roman is our senior vice president for
12 our chemicals and products business with
13 the US Gulf Coast, based here in Baton
14 Rouge, as well. And I'll turn it over to
15 him to provide some context for the
16 request.

17 MR. JONES:

18 All right. Thank you.

19 MR. PALMER:

20 Thank you for the opportunity to
21 address the board. As Bret said, my name
22 is Roman Hardy. I serve as senior --
23 senior vice president of Shell on the
24 Gulf Coast. That includes our
25 refinery/chemical plants in Texas, the

1 three here in Louisiana and one in
2 Alabama, and our commercial teams in
3 Houston that -- that sells products.

4 Before I talk a little bit about
5 Convent, what I do want to do is thank
6 St. James Parish leaders, several are
7 here, Mr. Nassar, our Parish President,
8 Pete Dufresne, the sheriff, for all the
9 cooperation and support in St. James
10 Parish. It's really strengthen our
11 partnership here in Louisiana.

12 You may be aware, but Shell has been
13 very public about it's intent transition
14 it's production appeals to lower carbon
15 solutions across the world. And over the
16 last several years, we've been studying
17 how best to do that in every geography.
18 And what I'm pleased to say is that,
19 we've made a lot of progress in that.
20 And we now see the Convent site as a
21 place that we're going to reinvest in.
22 Shell has endorsed the direction of
23 travel for several projects over the next
24 several years that will impact our
25 Shell/Geismar facility, our Shell/Convent

1 facility and our Shell/Norco facility and
2 the -- the various parishes in Louisiana,
3 with Convent featuring as the hub of our
4 low carbon fuel production in the future.

5 So you'll see those various projects
6 come in front of the board over -- over
7 successive months. But it's important to
8 us to keep the current ITEPs renewed so
9 that we can reuse and re-purpose as much
10 of that facility as possible in these
11 future projects.

12 Shell has operated in Louisiana in
13 its various forms and fashions over 100
14 years. I think the next series of
15 projects will be the reason we're here
16 for the next 100 years, and very much
17 align with the -- the -- the Governor's
18 climate ambition.

19 Along with growing our chemical
20 business, which is part of this suite of
21 projects, investing in low carbon fuels,
22 we're going to underpin these facilities
23 with a carbon capture and storage
24 solution. We've now secured four spaces
25 in the State of Louisiana. And Louisiana

1 will now feature as the home of most of
2 our production in the US, out pacing any
3 other place. And really, as a Louisiana
4 native, really proud to say that -- that
5 Louisiana will -- will compete against
6 anyplace in the world for Shell as a
7 place to produce low carbon products and
8 lower -- the more chemical products that
9 have been keeping any transition.

10 So we have 3,000 active employees in
11 Louisiana, we have over 4,000 retirees.
12 We're committed to Louisiana. And my
13 thanks to the board for me allowing me to
14 share a little bit about our plans here
15 in Louisiana.

16 MR. JONES:

17 Thank you, Mr. Hardy. Do you have
18 any comments or questions from the board?

19 Mr. Nassar?

20 MR. NASSAR:

21 Mr. Chairman, I like to make a
22 comment. Shell has been a very, very
23 good community partner with the St. James
24 Parish over the years. Besides various
25 programs that they sponsor for the St.

1 James Parish school system, they did
2 many, many works in the community. And
3 besides that, when Shell Oil closed and
4 idled their facility in St. James, Shell
5 partnered with the government entities in
6 St. James Parish to continue some payment
7 of taxes, revenue, to help lessen the
8 blow to the St. James Parish School Board
9 and to the government entities. And for
10 that, I want to thank you publically for
11 doing and entering into the MOU that
12 ya'll did.

13 But I fully support this, and at the
14 proper time, I'd like to make a motion to
15 grant the extension on the exemptions.

16 MR. JONES:

17 Okay.

18 MR. ST. BLANC:

19 I'd like to second it.

20 MR. JONES:

21 Any --

22 MR. ST. BLANC:

23 Second it.

24 MR. JONES:

25 I'm sorry. We don't have a motion

1 just yet. I guess I could call for a
2 motion, but I --

3 MR. ST. BLANC:

4 Oh, I'm sorry.

5 MR. JONES:

6 -- this is one of those, I'd like to
7 flesh it out before we -- before we get
8 to the motion. Probably, I'm breaking
9 parliamentary rules, but that's okay.
10 I'm going to do it.

11 Any other questions or comments from
12 the board?

13 MR. ST. BLANC:

14 I'd like to make a comment.

15 MR. JONES:

16 Yeah, Mr. St. Blanc.

17 MR. ST. BLANC:

18 Yes. There's not too many times
19 that you get to thank somebody for coming
20 in and making his home in Baton Rouge.
21 Mr. Hardy has sure did it. He has not
22 only helped us, he's on the Community and
23 Technical College Board of Supervisors,
24 he took my place and made sure, because
25 we always had Shell -- we couldn't

1 produce enough workers. And he took it
2 over. And he's going to continue. He's
3 going to stay in Louisiana and stay on
4 that board and LSU Foundation Board.

5 So I want to thank you. There's not
6 too many times that we get to thank you
7 from Louisiana, and glad that you're
8 going to make your home in Louisiana,
9 because all the presidents and stuff, we
10 never see them again. So I just wanted
11 to publicly and be on record for thanking
12 you for choosing Louisiana and especially
13 Shell, because we -- as much of a steward
14 it has been for Louisiana. So thank
15 you, Roman. I appreciate it. Thank you,
16 my friend.

17 MR. HARDY:

18 Thank you. I'm happy to be back
19 home.

20 MR. JONES:

21 Dr. Thompson.

22 MS. THOMPSON:

23 I'd like to echo the thanks to Shell
24 for your deep, deep commitment to
25 conservation and higher education in the

1 State of Louisiana. It is noted and
2 warranted. And although I fully support
3 it, I need to recuse myself from this
4 particular vote.

5 MR. JONES:

6 Okay.

7 MR. HARDY:

8 Thank you.

9 MR. JONES:

10 All right. Anybody -- Mr. Moller.

11 MR. MOLLER:

12 I just want to understand. So -- so
13 right now, the site is idle?

14 MR. HARDY:

15 The site is idle and not operating.

16 MR. MOLLER:

17 Even though you're working there. I
18 -- I mean, this would renew it for five
19 years?

20 MR. HARDY:

21 We -- we have about 19 employees
22 looking after the site and contract
23 persons to monitor the location.

24 MR. MOLLER:

25 What's the -- what's the --

1 MS. CHENG:

2 This -- this doesn't -- this is
3 not a renewal. This is to allow these
4 contracts to continue and not be canceled
5 while they're idle. So this -- they
6 would have to return on an annual basis
7 if -- to update us on the status of the
8 facility, and they would have to request
9 for this.

10 MR. MOLLER:

11 Okay. So for right now, they're not
12 paying any taxes on -- on this?

13 MR. HARDY:

14 We are paying taxes.

15 MR. JONES:

16 I -- I think it would be appropriate
17 to put something on the record about the
18 MOU between Shell and the -- the parish.
19 Is -- is there someone -- is there
20 someone that -- that can speak to the
21 specifics of that?

22 Mr. Nasser, can you help us or -- if
23 you're not qualified, just say so. I
24 know it's hard, but it's --

25 MR. NASSAR:

1 Well, I do know the amounts of the
2 MOU. The other thing, I think that was
3 asked was, if they are paying any taxes
4 on these particular exemptions. Through
5 my conversations with my Assessor over
6 the last week, I think that ya'll are
7 paying somewhere between 7.5 and eight
8 million dollars, taxes on these
9 exemptions. However, the MOU that they
10 do have and signed with the Assessor to
11 continue paying some revenue to -- for
12 the taxing districts. I -- I can get the
13 amounts. I know what they are. I would
14 imagine that would be public record.

15 MR. JONES:

16 Yeah.

17 MR. NASSAR:

18 It's 17.5 million for the first
19 year, ten million for the second year and
20 4.5 million for the third year.

21 Any other particulars concerning the
22 MOU, I would -- I would suggest the
23 Assessor --

24 MR. MOLLER:

25 So these are -- are kind of payments

1 in lieu of taxes, or --

2 MR. NASSAR:

3 Pretty -- pretty --

4 MR. MOLLER:

5 -- is that -- and then, if you'd --

6 MR. JONES:

7 Mr. Moller, I -- I -- Mr. Leonard,
8 would you -- can you answer the specifics
9 of Mr. Moller's questions?

10 MR. LEONARD:

11 Sure, sure. My name is Jimmy
12 Leonard with Advantage Consulting and we
13 have worked with Shell in order to work
14 through the complexities of the valuation
15 of that item. I mean, the -- as -- as
16 Mr. Hardy indicated, the facility is not
17 operational, the assets are idle. And
18 that becomes a very complex circumstance.
19 So we've -- we brought the conversation
20 to the Assessor and to the community.
21 And Shell agreed to keep the property
22 taxes that they paying in the prior years
23 equal to the same year, last year. So
24 for 2021 taxes that they just paid,
25 they sought zero reduction for the

1 property tax liabilities for a prior
2 year, when the facility was in full
3 operation.

4 Throughout these discussions, the
5 ITEP exemptions were part of that
6 dialogue and conversation with the
7 community. And so the Assessor and the
8 community, throughout the entire
9 conversation, have kept the ITEPs in an
10 exempt status through those
11 conversations.

12 So -- and instead of having a cliff,
13 so you go from your paying the 17 million
14 plus a year -- I don't remember the exact
15 number -- and you go down to a much
16 lesser number, there's a much softer
17 transition in the overall agreement as to
18 what the fair market value would be on
19 that property.

20 MR. MOLLER:

21 Okay. And then if this property is
22 re-purposed for something else that you
23 hope to do, then presumably there would
24 be a new ITEP contract and we would
25 cancel the existing ones?

1 MR. LEONARD:

2 So the MOU contemplated some
3 potentials or re-purposing or a sale, and
4 in the event that assets are going to be
5 re-purposed as is, then it's just the
6 remaining term of the exemption on those
7 assets. But there are existing contracts
8 that have been joined as exemptions for a
9 certain period of time, and they would
10 not get to reset for a whole other team,
11 they would just see the remaining -- of
12 their exemption. But if new investments,
13 and I believe there are additions and
14 some modifications that will need to be
15 made, you will see those values come
16 before the board for request for
17 exemption so that they would have an
18 opportunity to then go to the locals for
19 ultimate blessings.

20 MR. MOLLER:

21 And so the locals are fully
22 supportive of this?

23 MR. NASSAR:

24 Yes.

25 MR. LEONARD:

1 I -- I can't speak on their behalf
2 for --

3 MR. NASSAR:

4 I -- I can. I spoke to the
5 government entities and they are all in
6 favor of this and do support it.

7 MR. MOLLER:

8 They support the MOU and --

9 MR. NASSAR:

10 Yes, sir. Yes, sir.

11 MR. MOLLER:

12 Thank you.

13 MR. DUFRESNE:

14 If I might add--

15 MR. JONES:

16 Mr. -- Mr. Dufresne, come up and get
17 on a mic so we can have you on the
18 record, please, sir.

19 Please state your name and your
20 position into the mic, please.

21 MR. DUFRESNE:

22 Good evening, everyone. My name is
23 Pete Dufresne. And I'm the President of
24 St. James Parish. And I apologize, I
25 didn't bring those figures, which you

1 would request. I didn't come prepared to
2 speak. But I'm here to express my
3 support for Shell and for the extension
4 for the request that they brought before
5 the board.

6 MR. MOLLER:

7 Thank you.

8 MR. JONES:

9 Thank you, Mr. President. I
10 appreciate you being here today.

11 Any other questions or comments from
12 the board?

13 MR. CONNICK:

14 I have a question.

15 MR. JONES:

16 Yes, sir, Mr. Connick.

17 MR. CONNICK:

18 This is my first time on a board and
19 maybe my last, but I want -- and I'm
20 still just trying to figure this out.

21 And I understand the plant shut down and
22 -- but why are you asking for five years?

23 MS. CHENG:

24 This -- this is not a request for a
25 five year intervention. It's a one year

1 request to keep the contracts in place
2 while they're working to re-purpose the
3 facility.

4 MR. CONNICK:

5 So those five years --

6 MS. CHENG:

7 There is one that is requesting
8 renewal but that would still be subject
9 to the terms of requesting an extension
10 to continue that contract.

11 MR. CONNICK:

12 When you say, one --

13 MS. CHENG:

14 This one, 20150201. It's not up for
15 renewal right now.

16 MR. CONNICK:

17 So it's a five year or one year?

18 MS. CHENG:

19 It's one year, but this contract is
20 due for renewal and they were -- this is
21 not up for renewal, this right here.

22 MR. JONES:

23 So let's -- let's try to be clear
24 and make sure we're -- we're all on the
25 same page. When -- when the -- when the

1 Convent facility shut down, under the
2 rules -- and I think we've quoted them
3 here, Section 533. It's in your -- in
4 your agenda. Under the -- under the
5 rules, the -- we can terminate the
6 contract, because they've ceased --
7 ceased operation, ceased manufacturing.
8 We could terminate the contract
9 altogether. What Shell's request is, is
10 that we continue the contracts in their
11 current stead for right now, while they
12 go through their process internally,
13 figuring out how to re-purpose that
14 facility and put it back into
15 manufacturing. So that is -- that is the
16 request.

17 And one thing I wanted to make sure
18 we're clear on the record, because I know
19 there's been a number of media accounts
20 as to what Shell's intentions were, it's
21 no longer your intention to sell the
22 facility; is that correct?

23 MR. HARDY:

24 That is correct.

25 MR. JONES:

1 So it will be -- it will be kept
2 inside the company for re-purp -- re-
3 purposing?

4 MR. HARDY:

5 Yes.

6 MR. JONES:

7 Okay. All right.

8 And then -- and what you're saying,
9 Ms. Cheng, as far as one year, if -- if -
10 - when we get to the end of that one year
11 contract, if they're still not in
12 operations, it comes back to the board
13 for reconsideration.

14 MS. CHENG:

15 Yes. That's correct.

16 MR. JONES:

17 So this is not forever and a day.
18 They've got to, at some point, either re-
19 purpose or walk away; is that fair?

20 MS. CHENG:

21 Yes, sir.

22 MR. JONES:

23 Okay. Does that -- does that make
24 it clear? A little bit clearer for
25 everybody?

1 MR. CONNICK:

2 Sure.

3 MR. JONES:

4 Okay. Any other comments from the
5 board?

6 MR. NASSAR:

7 Mr. Jones, point of order for
8 record.

9 MR. JONES:

10 Sure.

11 MR. NASSAR:

12 The figures that I gave concerning
13 the MOU are from memory, so I just want
14 to make that clear. And I have a good
15 memory. It just don't last long.

16 MR. JONES:

17 I understand.

18 MR. NASSAR:

19 Anyway, it's -- it's from memory
20 from my conversations with the Assessor.

21 MR. JONES:

22 Understood. Thank you.

23 MR. NASSAR:

24 Thank you.

25 MR. ROY:

1 All right. Any other questions or
2 comments from the board?

3 (No response.)

4 MR. JONES:

5 Any comments from the public?

6 (No response.)

7 MR. JONES:

8 Hearing none -- oh, I need a motion.

9 Thank you, Mr. Slone.

10 MR. NASSAR:

11 So moved.

12 MR. JONES:

13 We have a motion for Mr. Nassar.

14 MR. ST. BLANC:

15 Second.

16 MR. JONES:

17 Second from St. Blanc. Dr. Thompson
18 is recused from the vote. But all in
19 favor say aye.

20 (All indicated aye.)

21 MR. JONES:

22 Any opposition?

23 (No response.)

24 MR. JONES:

25 There being none, the motion

1 carries.

2 MR. HARDY:

3 Thank you.

4 MR. JONES:

5 Thank you, Mr. Hardy and Mr. Palmer.

6 Make good things happen down there.

7 St. James needs you.

8 MR. HARDY:

9 We will.

10 MR. JONES:

11 All right.

12 MR. USIE:

13 Next, we have special requests for

14 Driftwood LNG, LLC, contract 20161566.

15 Due to unforeseen delays, such as the

16 2019-2020 slowdown in the global LNG

17 market and ongoing COVID-19 pandemic

18 impact, Driftwood is requesting to extend

19 the noted date of commencement of

20 operations and date of full operations

21 grace period, referenced in Exhibit A

22 Agreement Sections 4.02(D) and 6.01(B)(1)

23 by one year. Once fully operational, the

24 Driftwood LNG Project's total investment

25 will be approximately 15.9 billion and

1 include at least 300 net new jobs with
2 corresponding annual payroll of
3 approximately 52.5 million.

4 MR. JONES:

5 All right. Do we have someone here
6 from Driftwood LNG? Please come forward.
7 If you would, state your name and your
8 position with the company, please.

9 MS. LECZAR:

10 Yes, sir, Mr. Chairman. My name is
11 Joy Leczar. I'm the Executive Vice
12 President of Public and Government
13 Affairs for Tellurian.

14 MR. JONES:

15 Thank you

16 MR. FRENCH:

17 And I am Jason French with French
18 Strategic Partners, representing
19 Tellurian.

20 MR. JONES:

21 Great. And Tellurian is the same as
22 Driftwood LNG?

23 MR. FRENCH:

24 Yes. Yes.

25 MR. JONES:

1 All right. Great. Thank you very
2 much.

3 Tell us what is going on here and
4 the essence of your request, please.

5 MR. FRENCH:

6 Yes. Thank you, Mr. Chairman and
7 Members of the Board, for allowing us to
8 speak to you this morning.

9 A lot has happened since I came
10 before this board in December of 2018.

11 Excuse me. And that's not Covid.

12 MR. JONES:

13 Thank you.

14 MR. FRENCH:

15 But a lot has happened since 2018.
16 But despite all the challenges and
17 upheaval in the world, our optimism and
18 outlook for Tellurian's Driftwood LNG
19 project remains incredibly strong.

20 When we brought our ITE contract
21 before this board, we committed to a
22 \$15.9 billion investment, the creation of
23 300 jobs with a payroll of over \$54.5
24 billion. Those commitments remain the
25 same today. I think it's important to

1 note that. And we're actually closer to
2 them being realized than ever before. In
3 fact, it's the progress -- it's the
4 project's progress and forward momentum
5 that's necessitated us coming before this
6 board today for a minor of immature ITE
7 contract.

8 Before I dive into the amendment
9 itself, given the size and scope of this
10 project, I thought it would be important
11 to give the board a brief update on some
12 of the progress that this project has in
13 fact made, if that's okay with you, Mr.
14 Chair.

15 MR. JONES:

16 Please.

17 MR. FRENCH:

18 Tellurian has signed three binding
19 sales agreements with Phytol, (inaudible)
20 and Shell to sell 9 million tons of LNG
21 in the global markets. That is --
22 completes the commercial requirements for
23 phase one of the Driftwood project.

24 Tellurian began site prep work last
25 year on the 1000 acre site that we're

1 going to be building on in Calcasieu
2 Parish. This included road widening
3 projects, road improvements, relocating a
4 pipeline, and other preparatory work to
5 make the site ready for our PPC
6 contractor, Bechtel. That work will
7 essentially be completed at the end of
8 March.

9 Tellurian announced earlier this
10 month that it will begin site
11 construction in April. This early work,
12 which is funded by the company itself,
13 will allow the project to move forward
14 without further delay as we complete the
15 financing process for the project, which
16 is targeted to be completed in the second
17 quarter of this year.

18 And finally, that very important
19 financing process has begun with over 50
20 financial institutions across the globe
21 formerly engaged with the Tellurian
22 finance team.

23 And it's that final piece, the
24 financing piece, that brings me to the
25 matter before you today. It's important

1 to note that Tellurian remains in
2 compliance with the terms of its ITE
3 agreement. And again, we remain
4 committed to the investment payroll and
5 job numbers in our ITE agreement.

6 In fact, Tellurian has no threat of
7 falling out of compliance with our ITE
8 agreement until January 1st of 2026.

9 However, it's this date that poses a
10 challenge to us as we move forward with
11 financing. While it remains entirely
12 possible that Driftwood LNG will be
13 operational by the end of 2025, that
14 would require ahead of schedule build,
15 ahead of schedule build that likely would
16 include no hurricanes and all of the
17 challenges that we sometimes face in
18 building a project of this size in
19 southern Louisiana.

20 With construction starting in April
21 of this year, it is more likely that
22 Driftwood will actually become
23 operational in the second quarter or
24 third quarter of 2026. So we're talking
25 about a 90 to 120 day difference under

1 what's currently in our contract.

2 Therefore, we are asking you to vote
3 today to accept the simple amendment to
4 extend the contracts included grace
5 period in sections 4.02(D) and 6.01(B)(1)
6 from two years to three years. This
7 small change will keep us in compliance
8 with our IT agreement -- ITE agreement
9 through 2026 and give our financing
10 partners the certainty that the full
11 value of the ITE remains in place. Your
12 vote today will prevent a substantial
13 delay in our financing discussions, and
14 it will help ensure that the project
15 continues it's forward momentum.

16 The events of the last two years,
17 including the global pandemic's impacts
18 on the global LNG market, and travel
19 restrictions, have necessitated our
20 request. However, it's important to note
21 the global energy demand is very much
22 returned, as well as including the need
23 for investment in natural gas
24 infrastructure. The Driftwood LNG
25 project and Louisiana as a whole are

1 poised to benefit from that.

2 In the interest of time, we're
3 asking you to approve this amendment
4 without delay or additional hearings.
5 However, I think it's important to note
6 that our ITE contract was supported
7 unanimously in 2018 by the Calcasieu
8 Police Jury, School board and Sheriff.

9 The Tellurian -- Tellurian team, as
10 we've worked on this amendment, has
11 reached out to leadership in the parish,
12 school district and sheriffs office to
13 share the amendment and no one has
14 expressed concerns about this approval.

15 While this is a relatively small
16 matter before you today, it has
17 significant implications and importance
18 on the Driftwood LNG project.

19 And with that, I'd be happy to take
20 any questions you might have.

21 MR. JONES:

22 I have a question, but I'm going to
23 see if anybody else on the board does.

24 Mr. Connick.

25 MR. CONNICK:

1 Thanks for being here. I'm for your
2 project and I've spoke with you many
3 times about that, but you guys are doing
4 what you're doing there. Can you explain
5 -- or we just contract language? Because
6 you mentioned three years recently.
7 You're asking for one year, but then you
8 asked for a three year grace period. Can
9 you flush that out?

10 MR. FRENCH:

11 So the existing contract -- and I --
12 this may be standard in all contracts --
13 includes a two year provision -- if we're
14 not operational within a certain time,
15 includes a two year provision. With that
16 two year provision, Driftwood is
17 obligated to be operational by the end of
18 2025. If we're not operational within
19 that two year grace period, you
20 technically can go into -- technically,
21 you go into default on your ITE.

22 So we're asking for that two year
23 grace period to be extended to a three
24 year grace period. We're only asking for
25 a year extension today. We're not asking

1 for a three year extension. We're asking
2 for the two year grace period to be
3 extended to a three year grace period.

4 As we looked at how -- how to draft
5 it, this was simply the simplest way to
6 do it.

7 MR. CONNICK:

8 Is that in Section 6.11?

9 MR. FRENCH:

10 4.02(D), I believe, and 6.01(B)(1).

11 MR. CONNICK:

12 That's the default provision?

13 MR. FRENCH:

14 Yes. So it's -- but the two year
15 period, being operational within time is
16 actually called a grace period. In the
17 contract it says, you have to be
18 operational within two years of the date
19 cited in the agreement. And we are
20 changing -- we're simply redlining two
21 and replacing it with three.

22 MR. CONNICK:

23 All right. Well, section 6.01(B)(1)
24 says, if the operation does not commence
25 within a two year period, beginning on

1 the date identified in the first section,
2 which is now, you're trying to change it
3 to 12/31/26.

4 MR. FRENCH:

5 Just changing the number two to
6 number three.

7 MR. CONNICK:

8 All right. I think I get it.

9 MR. MOLLER:

10 I -- I just want to clarify. So --

11 MR. JONES:

12 Mr. Moller.

13 MR. MOLLER:

14 I'm sorry.

15 MR. JONES:

16 No worries.

17 MR. MOLLER:

18 So if we didn't approve this, and
19 for some reason, you did not get this
20 project up and running by January 1st,
21 2026, you would be in -- potentially in
22 default of the entire contract, and that
23 would make the entire exemption go away?

24 MR. FRENCH:

25 This --

1 MR. MOLLER:

2 The entire ten years?

3 MR. FRENCH:

4 As -- as I understand default, this
5 board --

6 MR. MOLLER:

7 I'm -- I'm just trying to say, you
8 know, are we costing you -- are -- are we
9 -- is this about one year of your
10 property tax forgiveness or ten years of
11 your property tax forgiveness?

12 MR. FRENCH:

13 Because we would be in default, this
14 board would have the option of entirely
15 nullifying the industrial tax exemption.
16 So all ten years would potentially be
17 lost. And that's the key issue is that
18 our financing partners see that and they
19 say, if you don't have an industrial tax
20 exemption on January 1st, 2026, when you,
21 by your own admission say you may not be
22 operational until April of 2026, then you
23 don't have an industrial tax exemption.

24 MR. CONNICK:

25 Thank you, sir.

1 MR. JONES:

2 Yes, sir, Mr. Pope.

3 MR. POPE:

4 Thank you, Mr. Chairman. I -- I
5 just want for clarity -- and I think I
6 understand it, but in 2018, your local
7 governments approved this; is that
8 correct?

9 MR. FRENCH:

10 Yes, sir.

11 MR. POPE:

12 Did you go back and get approval for
13 this request?

14 MR. FRENCH:

15 We did not go through a formal
16 process of resolutions at the local
17 level. We have talked to leadership for
18 police jury, leadership for the school
19 district and in the sheriff's office. RB
20 Smith, with Southwest Alliance, who has
21 served as kind of the clearinghouse for
22 ITE requests in Calcasieu is here as well
23 today to show his support for it. So we
24 have -- we have not received any
25 opposition at the local level.

1 But to be clear, we did not go
2 through a formal resolution process.

3 MR. POPE:

4 Fair enough. But you did have it in
5 2018 --

6 MR. FRENCH:

7 We did.

8 MR. POPE:

9 -- in the initial process?

10 MR. FRENCH:

11 And it was unanimous, across all
12 three entities.

13 MR. POPE:

14 Thank you, Mr. Chairman.

15 MR. JONES:

16 Mr. Moss.

17 MR. MOSS:

18 Yes. Being from Southwest Louisiana
19 and knowing and watching this project, it
20 has been on the board for quite a while.

21 There has been, as Jason state --
22 stated, there is no objection that I've
23 heard. Marshall is from Southwest
24 Louisiana with me. We haven't heard
25 anything from the -- you know, from the

1 entities.

2 I am fully in support this. And at
3 the proper time, Mr. Chairman, I make a
4 motion to pass this because I would like
5 to see this project continue to grow and
6 LNG in Southwest Louisiana.

7 MR. JONES:

8 Mr. Simien.

9 MR. SIMIEN:

10 Yeah. And I want to echo what --
11 what -- what -- I want to echo what Mr.
12 Moss said. We've -- I've spoken with a
13 number of officials in -- with the City
14 of Lake Charles and everything else.
15 They were concerned about the time it
16 would take to put everything on the
17 agenda and get the items passed and
18 stuff, but they -- they fully support
19 this. And I think everybody was
20 surprised that they only asked for one --
21 one year since they in an area with --
22 that just went through five federal
23 declared disasters. So -- and -- and the
24 construction, the challenges of housing
25 workers and everything else is still --

1 still in place. So I think it's a -- I
2 think it's very ambitious on their part
3 to say just one year. And I think
4 everybody is going to work with them and
5 make sure that happens, especially for a
6 nearly \$20 billion project.

7 MR. JONES:

8 Thank you, sir.

9 Any other questions or comments?

10 Dr. Wilson.

11 MR. SHAWN WILSON:

12 I -- I just want to thank you for
13 the roadway widening. I appreciate that.

14 MR. JONES:

15 Focused like a laser beam, aren't
16 you?

17 MR. SHAWN WILSON:

18 Yeah. And I didn't have to pay
19 anything.

20 MR. JONES:

21 He just put that plan up on the I --
22 I-10 bridge, huh?

23 Any other comments or questions from
24 the board?

25 I -- I do have one question. I --

1 and I -- and I will -- I think what you -
2 - my understanding is implicit in what
3 you described this morning, but I -- I
4 want to make it less implicit, more
5 explicit.

6 Are you saying that the 50 something
7 member syndicate that is going to finance
8 your project, if -- if you lost the --
9 the tax exemption, they wouldn't finance
10 the project?

11 MR. FRENCH:

12 The 50 financing partners will not
13 take my word for it that this board is
14 unlikely to remove the tax exemption
15 fully in 2026.

16 MR. JONES:

17 I understand.

18 MR. FRENCH:

19 So they would not give us credit for
20 the value of the tax exemption. That's
21 not to say, they would not give us any --
22 any credit, not a single dollar for the
23 existing tax exemption if we are not able
24 to get it.

25 MR. JONES:

1 So the tax exemption is critical to
2 being able to get financing --

3 MR. FRENCH:

4 Yes.

5 MR. JONES:

6 -- for these kinds of projects?

7 MR. FRENCH:

8 It's incredibly so.

9 MR. JONES:

10 The margins matter.

11 MR. FRENCH:

12 Absolutely.

13 MR. JONES:

14 Thank you. Sometimes that point
15 gets lost on the vote. And I'm -- I
16 thought we needed to be a little bit more
17 explicit about it.

18 All right. Any other questions or
19 comments from the board?

20 MR. MOLLER:

21 Can -- can you remind me of -- of
22 the value of this tax forgiveness, annual
23 and then ten year? How much money are we
24 talking about?

25 MR. FRENCH:

1 Give -- give me just a second.

2 Working to give you an accurate number,

3 Mr. Moller.

4 MR. MOLLER:

5 Thank you.

6 MR. FRENCH:

7 I have an idea in my head, but --

8 MR. MOLLER:

9 I -- I do too, but I'd like for you
10 to get it on the record.

11 MR. MOSS:

12 Mr. Chairman, while they are
13 looking, I'd like to make my motion.

14 MR. JONES:

15 Okay. We have a motion from Mr.
16 Moss to approve the request from
17 Driftwood LNG, LLC. The specific motion
18 is to amend the cooperative endeavor
19 agreement in Section 6.01(B)(1) to amend
20 it from being a, if the operation does
21 not commence within a two year period to
22 move -- to amend that to a three year
23 period.

24 MR. SIMIEN:

25 I second that.

1 MR. JONES:

2 Is -- make sure I've -- make sure
3 I've stated the motion correctly. Ms.
4 Cheng, Mr. Usie, is that -- have I stated
5 it -- we're only -- the only thing we're
6 changing in the contract is we moving the
7 two year grace period to a three year
8 grace period; is that correct? Is that -
9 - that's -- from ya'll's perspective?

10 MS. CHENG:

11 Yes, sir.

12 MR. JONES:

13 Mr. French, from your perspective,
14 that's the only -- that's the only
15 amendment, changing the two to three.

16 MR. FRENCH:

17 Yes, sir.

18 MR. JONES:

19 Okay. Now, that's the motion. Do I
20 have a second?

21 MR. SIMIEN:

22 Second.

23 MR. FRENCH:

24 I'm sorry, Mr. Chairman. General --
25 our general counsel is here.

1 MR. JONES:

2 Yes. Keep -- lawyers got to keep us
3 straight.

4 MR. BELUMEUR:

5 Hi, Mr. Chairman.

6 MR. JONES:

7 Please state your name for the
8 record, please.

9 MR. BELUMEUR:

10 Daniel Belumeur, General Counsel.

11 MR. JONES:

12 Great. Thank you.

13 MR. BELUMEUR:

14 There are some other associated
15 changes. By -- by changing two to three,
16 for instance, there are some changes in
17 recitals at the beginning of the
18 contract. There's also a change for
19 electronic signatures that was added to
20 the end of the contract.

21 MR. JONES:

22 Okay. So this is the only
23 substantive change; is that correct? The
24 rest of them are more technical changes
25 or wording changes that are related

1 thereto; is that -- that correct?

2 MR. BELUMEUR:

3 Correct.

4 MR. JONES:

5 Okay. Thank you. Thank you for
6 that -- that clarification.

7 All right. We have a motion and a
8 second from Mr. Simien.

9 MS. CHENG:

10 I have an -- we have the estimate
11 for Mr. Moller, the estimate that he
12 wanted.

13 MR. JONES:

14 Right. Perfect. Thank you.

15 MS. CHENG:

16 The annual exemption is 283,743,450.
17 And it is an eight year exemption,
18 because it's under the 2017 rules with a
19 100 percent exemption for the first five
20 years, then the renewal term is eligible
21 for three years at 80 percent.

22 MR. MOLLER:

23 It's \$283 million a year, times
24 five, and then three years at 80 percent.

25 MS. CHENG:

1 Yes, sir.

2 MR. MOLLER:

3 And again -- and just last time,
4 because I just want it on the record,
5 it's your representation that every
6 representative of the taxing authorities,
7 you know, the school board, the parish
8 council, the sheriff, are aware that
9 your asking for this and nobody has
10 objected? You -- you -- you've reached
11 out to every single one -- they -- they
12 all know --

13 MR. FRENCH:

14 The -- the leadership of those
15 entities. I -- there are 15 police
16 jurors in Calcasieu Parish. I've not
17 spoken to each one. But the leadership
18 of each of those entities, the parish
19 administrator, the superintendent of
20 schools, the sheriff's office are all
21 aware and they've expressed no concerns.

22 MR. MOLLER:

23 And nobody has -- okay. All right.

24 Thank you.

25 MR. JONES:

1 All right. We have a motion. We
2 have a second. Any further questions or
3 comments from the board?

4 (No response.)

5 MR. JONES:

6 Any comments from the public?

7 (No response.)

8 MR. JONES:

9 Hearing none, let's vote. All in
10 favor say aye.

11 (All indicated aye.)

12 MR. JONES:

13 Any opposition?

14 (No response.)

15 MR. JONES:

16 There is none, the motion carries.

17 Thank you for your investment in
18 Louisiana. We thank you. We look
19 forward to seeing you be operational and
20 successful.

21 MR. FRENCH:

22 Thank you all very much.

23 MR. JONES:

24 Next.

25 MR. USIE:

1 Next, we have Post-EO Non-Compliance
2 contracts following the 2017 rules.

3 We have one contract, 20170323 for
4 AIT Machine in Terrebonne Parish that is
5 non-compliant for three reporting
6 periods, 2018, 2019 and 2020. The
7 exhibit A for the contract requires the
8 company creates and maintains two jobs
9 with 100,000 in payroll.

10 For the first reporting period of
11 2018, the actual jobs created were two
12 jobs with 20,486 in payroll. The local
13 entities, parish, school board and
14 sheriff did not respond to the non-
15 compliance letter.

16 For the second reporting period,
17 2019, the actual jobs created was zero
18 with 5,411 in payroll. The payroll list
19 from one active job terming in Q1 of
20 2019. All local entities, parish, school
21 board and sheriff did not respond to the
22 non-compliance letter.

23 And the third reporting period,
24 2020, the actual jobs created was zero
25 with zero payroll. And the local

1 entities, parish, school board and
2 sheriff did not response to the non-
3 compliance letter sent. And this
4 reporting period was filed late. The
5 compliance was due April 30th, of 2021.
6 And it was received on July 19th of 2021.

7 MR. JONES:

8 All right. Is anyone here from AIT
9 Machine?

10 MR. RODRIGUE:

11 Yes, sir.

12 MR. JONES:

13 Would you please come forward? Pull
14 the mic up close to you. Please state
15 your name and your position with the
16 company, please.

17 MR. RODRIGUE:

18 I'm Michael Rodrigue. I'm the
19 Operations Manager

20 MR. JONES:

21 Okay. And?

22 MS. THERIOT:

23 Katherine Theriot -- Katherine
24 Theriot with Terrebonne Economic
25 Development Authority.

1 MR. JONES:

2 Great. Thank you.

3 All right. We -- we have a
4 situation here, it looks like in the
5 first year, we -- we had the two jobs,
6 but only 20 -- well, a little over
7 \$20,000 in actual payroll related to
8 those two jobs. What -- what happened
9 there?

10 MR. RODRIGUE:

11 So I -- you know, not understanding
12 the -- the rules at the time, we hired
13 the -- the application was applied for on
14 -- let's see. We hired the guy to -- to
15 run the machine actually 12 calendar days
16 before we ever made that -- that
17 application for the -- the early --
18 forgive me. I forget the term. The
19 advance notice.

20 MR. JONES:

21 Right.

22 MR. RODRIGUE:

23 So we knew we were buying the
24 machine. We knew we were going to be
25 hiring. And we posted the -- the, you

1 know, now hiring. The guy walked in. He
2 -- he had ran this exact machine, he knew
3 machine. We -- you know, it was going to
4 be -- to get up and running.

5 So he -- he stated that if we
6 weren't hiring him that week, he already
7 had another job lined up, that he was
8 leaving. So we hired him on May 26th. We
9 made the advance notification 12 days
10 later.

11 And so according to the rules, he
12 wasn't qualified to be put in. His
13 salary, alone, that following year, while
14 running that machine was \$74,000. So
15 that wasn't taken into account in the
16 actual total salaries that were shown for
17 18. If we put him on that machine with
18 his payroll, it brings us into
19 compliance. The total for the two jobs
20 that we hired puts the payroll at 105,000
21 for 2018.

22 MR. JONES:

23 So let me -- let me be -- be sure
24 I'm clear. Again, let's take him off.
25 Let's -- did you -- did you hire two

1 additional people?

2 MR. RODRIGUE:

3 Yes, sir.

4 MR. JONES:

5 Okay. So when you -- in -- in your
6 account of two, you're not counting him;
7 is that correct?

8 MR. RODRIGUE:

9 I did understand.

10 MR. JONES:

11 I -- I understand here. But we have
12 here that there -- there were two jobs at
13 total salary of 20,486.

14 MR. RODRIGUE:

15 That's -- that's what LED is
16 acknowledged.

17 MR. JONES:

18 All right. But is he counted in
19 those two jobs?

20 MR. RODRIGUE:

21 Yes, sir.

22 MR. JONES:

23 All right. So you did hire two
24 people, and you paid them \$20,486?

25 MR. RODRIGUE:

1 I -- I hired two more besides him.

2 MR. JONES:

3 I understand.

4 MR. RODRIGUE:

5 Yes, sir.

6 MR. JONES:

7 So you hired two more people? Now,
8 I -- when -- at -- at what time of the
9 year did you hire them?

10 MR. RODRIGUE:

11 So those two people were hired --
12 they were hired in September and in
13 December.

14 MR. JONES:

15 Okay.

16 MR. RODRIGUE:

17 Those two that were counted.

18 MR. JONES:

19 If we annualize their salaries, in
20 other words, what did they make, not per
21 month, but per year, what did they make?

22 MR. RODRIGUE:

23 So, you know, we could -- we could
24 sit and figure that out on a 40 hour
25 basis, but a lot of times, there was a

1 lot of overtime involved. On a 40 hour
2 basis, one of the guys was making right
3 at \$30 an hour. So that would be --

4 MR. JONES:

5 Yeah. Somebody else is going to
6 have to do that math. I'm -- another
7 reason I'm a lawyer.

8 MS. THERIOT:

9 Sixty, four.

10 MR. JONES:

11 Sorry.

12 MS. THERIOT:

13 60,400.

14 MR. RODRIGUE:

15 60,000.

16 MR. JONES:

17 60,000.

18 MR. RODRIGUE:

19 So that would've been the first guy.

20 The second guy was making -- if I
21 remember correctly, he was roughly making
22 \$17 an hour. So about half of that. So
23 that would put us up in -- in the upper
24 90s?

25 MR. JONES:

1 Okay.

2 MR. RODRIGUE:

3 Almost 100.

4 MR. JONES:

5 Okay. All right. So -- and -- and
6 -- and so the board understands what I'm
7 -- the reason I'm -- I'm asking the
8 questions I am, as we're -- as we're
9 understanding that -- that -- the staff
10 understands this. The consultants
11 understand it. Many times the applicants
12 do not. And we as board members
13 sometimes have to remember this. When --
14 when the contracts go into place, and
15 they make a -- a promise to -- to
16 maintain two jobs with a total payroll of
17 \$100,000, that's 12 months salary. So if
18 you hire somebody in the first year in
19 November, you may be paying them enough
20 to pay them \$100,000 for 12 months, but
21 they aren't working 12 months, so you --
22 you didn't have actual payroll for that
23 first year. And so we see -- it's not
24 uncommon, at least, to see applicants
25 their first year, fail to meet

1 compliance. They -- they'll hire the
2 people, but the payroll is off because
3 they get hired later in the year. Does
4 that make sense? And -- and I -- so what
5 I was trying to do with my questioning is
6 trying to dig in and see if that's what
7 happened here on -- on this first year.

8 I -- I'm -- but -- but one other --
9 when did -- you when did you buy the
10 piece of equipment?

11 MR. RODRIGUE:

12 I purchased that -- I -- I gave a --
13 a PO to the manufacturer that -- end of
14 May.

15 MR. JONES:

16 Okay. Was that before after the
17 advanced notification?

18 MR. RODRIGUE:

19 That was -- basically at the same
20 time, the same week --

21 MR. JONES:

22 Okay.

23 MR. RODRIGUE:

24 -- you know. So we -- we -- we gave
25 them the PO and then they had to verify

1 delivery and -- and, you know, a few of
2 the trucking issues and that's always --
3 at -- at the point in time when
4 purchasing something like that, it -- it
5 depends which port it's coming into, the
6 shipping cost changes.

7 MR. JONES:

8 I understand. I understand. I --
9 and I -- I may want to come back to the
10 first year, but help -- help me
11 understand what happened in year two, in
12 2019, where there were no -- what
13 happened to the two people you hired?

14 MR. RODRIGUE:

15 So we actually wound up with one new
16 job. So to -- to kind of revert back to
17 -- to 18. At the end of 17, we had the
18 opportunity to -- it was a -- you know,
19 it was a huge downturn in the energy
20 sector. And we had an opportunity to
21 acquire one of our competitors. So we
22 used to -- we -- we've been here with
23 ya'll now since 2012 under a different
24 entity name. We were Premier Machine
25 Works up until the -- up until 2018. In

1 17, we acquired one of our competitors
2 and at the end of 18, we changed our
3 name. We -- you know, we converted over.

4 So at a point in time that we bought
5 out our competition, we more than doubled
6 our payroll. So we went from 11
7 employees to 24, overnight. And with two
8 locations, one in Houma, and one in
9 Broussard.

10 MR. JONES:

11 Okay.

12 MR. RODRIGUE:

13 So it became then a -- an issue of
14 finding, you know, the workers. So in
15 2019, we -- we actually had one more job
16 than how we started. The issue is that
17 we had at least eight people in 2018 --

18 19 went with the energy sector, going,
19 you know, north again and getting better.

20 We had at least five employees who their
21 previous employers, that we had hired
22 from them had been laid off, got offered
23 back their jobs, with no time loss and
24 all their benefits. So we lost eight --
25 eight total employees that year, five

1 back to their old employers.

2 MR. JONES:

3 Okay.

4 MR. RODRIGUE:

5 So, you know, eight struggled -- in
6 2019, we struggled having lost eight and
7 still putting eight new employees back in
8 service. So we -- we ended the year at
9 the same amount of employees. It's just,
10 we weren't able to add any new jobs on
11 top of that. All of those attributes
12 back to baseline.

13 MR. JONES:

14 Okay. So then what happened in
15 2020?

16 MR. RODRIGUE:

17 So 2020 -- let's see, we -- once
18 again, we had three turnovers, as far as
19 actual jobs. Again, as far as the
20 payroll, the -- even the two new guys
21 that were hired at the NA team that --
22 they -- they were no longer with us.
23 They're continuing to -- you know, we're
24 rolling over employees. The one
25 employee that we did hire -- and -- and I

1 understand that the board doesn't
2 recognize him, but that guy we hired 12
3 days early is still with us and actually
4 runs my shop. So if you -- if we add his
5 salary in, he almost makes 100,000 by
6 himself.

7 As far as us being late, so the --
8 the documents that we received, you know,
9 with the rules, we didn't receive those
10 until October of 19. So we -- we worked
11 through them, my -- my office manager and
12 myself. A lot of back and forth with Mr.
13 Hud. And we finally got 18 and 19
14 approved in -- in 2020. We finally had
15 everything figured out.

16 We sent the -- the 20 docs on April
17 8th. They were approved in February of
18 2021. So in -- in February of 2021, we
19 just finished filling out 18 and 19
20 docs, and they were approved. And we --
21 it's kind of just a -- a --
22 unfortunately, it was an oversight. We -
23 - having done it two months before the
24 April 1st deadline for the 2020, we
25 didn't realize that they were due. We

1 thought we had more time on 2020. We
2 just finished it. In June, Hud notified
3 us that we were late. And we had them
4 finished on July 19 and sent in. So we
5 were a few months late, but it -- it was
6 really an oversight. We had -- in
7 February of that year, we completed three
8 years prior and then two years prior.
9 Just, it was an -- it was just a mistake.

10 MR. JONES:

11 Okay. All right. Any other
12 questions from the board as to what -- I
13 -- I kind of just want to layout, this is
14 what happened, guys, so that we
15 understand that. And then we need to --
16 we're going to have to dig in to figure
17 out what we do about it. But we wanted to
18 first find out what happened.

19 Now, you're from the Economic
20 Development Group?

21 MR. THERIOT:

22 Yes.

23 MR. JONES:

24 Did you have something you wanted to
25 say to us this morning?

1 MS. THERIOT:

2 Yes, sir. I was just here in case
3 ya'll had any questions about local
4 government's inaction, or decision not to
5 take up the items.

6 MR. JONES:

7 I'm very interested in that. Thank
8 you. What -- what --

9 MS. THERIOT:

10 I did speak with the
11 administration's of both the school board
12 and parish council. We work together
13 pretty closely daily.

14 The timing of the notification for
15 the non-compliance was just right in that
16 same time period that Hurricane Ida
17 struck Terrebonne Parish. And frankly,
18 in talking with them, they did not even
19 want to think about things for at least
20 three weeks.

21 When we did sit down to chat about
22 this company and their contracts, their
23 attentions, to be frankly, you know,
24 Terrebonne Parish has 31 schools, 30
25 schools received severe damage. Their

1 priorities on the school board were
2 really elsewhere.

3 The -- they also do feel with the
4 complexities of the program and the
5 reporting, they did not really feel
6 qualified for the Board to take up the
7 issue to suggest a compromise or some
8 other recommendation.

9 The parish council concurred
10 essentially with that idea that they were
11 going to be -- really ya'll are the
12 experts, and they really wanted to let
13 ya'll bear out what should be done.

14 I will note that for these
15 applications, the local government
16 authorities were wholeheartedly in
17 support for the original contracts, and
18 privately, they wished us luck on this
19 instance here. It's just one of those
20 situations where they didn't have the
21 time or the attention to really get it --
22 give the issue it's -- it's due course
23 and -- and discussion. Their priorities
24 really were elsewhere with the safety,
25 security and education of the parish.

1 MR. JONES:

2 Okay. Thank you. That's -- any --
3 anytime the local government, essentially
4 punts, and I don't mean to -- I don't
5 mean that in a pejorative sense, but I'm
6 always interested in why. And -- and the
7 complexity of the issues is not -- it's -
8 - this is not intuitive. I get it. I
9 understand the problem there.

10 All right. Folks, based on where we
11 are, we have three different contracts --
12 excuse me, one contract, but essentially
13 four different non-compliance issues. In
14 the first year, the payroll total salary
15 was not met, in the second year, both
16 jobs and payroll were not met, and third
17 year, jobs and payroll was not met, and
18 in the third year, we have a late filing.
19 So you have essentially four different
20 non-compliances.

21 Your options, as I've said in the
22 past, the world is your oyster, we can do
23 anything you want to do. We can go, on -
24 - on the one -- on the one hand, we can
25 say, no harm, no foul, ya'll go forth and

1 do good. And on the other hand, we can
2 terminate the contract altogether.

3 As -- while these non-compliances
4 are relatively new to the board, in other
5 words, we've just been facing them the
6 last few meetings, we're still feeling
7 our way along. It would be my
8 suggestion, at least, that the -- that
9 the truth be somewhere in the middle,
10 rather than a -- a complete pass and
11 rather than complete termination of the
12 contract, perhaps we find something in
13 the middle where we recognize that the --
14 the issues that the company was dealing
15 with, but also recognizing that some --
16 some level of penalty may be -- may be
17 appropriate.

18 I have an idea. I will throw it out
19 and the board, ya'll -- I'm just one vote
20 on this board. So this is just an idea.
21 For a 20 percent penalty, a one year
22 penalty, based on the -- the failures. I
23 -- I think the -- the situation, I -- I
24 understand his -- the -- the problem with
25 hiring the one guy, hired him when he

1 could get him. I get that. I -- I --
2 I've seen it happen before. I understand
3 how that will happen. I also understand
4 in 2019, when -- what -- if someone came
5 and hired eight of my people away and I
6 had to replace them, and then say, Jones,
7 you got to go hire two more just to make
8 the contract, I -- I see that as an issue
9 -- issue. 2020 was 2020. It was, you
10 know, the year none of us understood.

11 So I'm -- I'm just going to throw it
12 out as an idea. But -- yes, ma'am.

13 MS. CHENG:

14 Can I make a note?

15 MR. JONES:

16 Of course.

17 MS. CHENG:

18 Their initial contract does expire
19 12/31/22, this year. So if the penalty
20 is a year, it would have made it expire
21 this past December 31st of 21 and make
22 their renewal essentially already late.
23 So just to -- just to --

24 MR. JONES:

25 Well, that's a level of --

1 MS. CHENG:

2 -- let you know.

3 MR. JONES:

4 That's a level of complexity I
5 didn't expect.

6 So essentially, if we penalize them
7 one year, they're already late again.

8 Okay. Lawyers, sorry.

9 I think -- again, this is just Jones
10 talking. But I -- I think a one year
11 penalty is appropriate. Is there some
12 way we can -- we can do a one year
13 penalty but still give them -- waive the
14 lateness of the renewal so they can file
15 for a renewal?

16 MS. BOURGEOIS:

17 Tam Bourgeois for the board.

18 MR. JONES:

19 Thank you.

20 MS. BOURGEOIS:

21 That is an option. I -- I think
22 another option could be, if you wanted to
23 basically defer the penalty until the
24 renewal, and then you can take a year off
25 from the renewal.

1 MR. JONES:

2 I like that even better.

3 MS. BOURGEOIS:

4 Or just defer to the renewal and we
5 can have the conversation then.

6 MR. JONES:

7 I don't want to go through this
8 again. I will -- I will forget a lot
9 between now and then.

10 Mr. Fabra -- sorry, pull your mic
11 down -- you had something you wanted to
12 say?

13 MR. FABRA:

14 Yes, sir. Rickey Fabra. Just --
15 just point of information. How many
16 employees do you currently have? And I
17 know the fact that it applied to the --
18 the 2017 rule. But I'm just -- I just
19 want to just know for clarity how many
20 employees you currently employ?

21 MR. RODRIGUE:

22 We have 24 total employees. And
23 right now, payroll is somewhere between
24 1.2 and 1.3 million.

25 MR. FABRA:

1 Okay.

2 MR. JONES:

3 So when you lost eight employees,
4 you basically lost 30 percent of your
5 workforce.

6 MR. RODRIGUE:

7 Yes, sir.

8 MR. JONES:

9 Okay.

10 MR. RODRIGUE:

11 And they were -- you know, and we've
12 replaced them. And -- you know, but it's
13 -- it's -- it's kind of hard finding
14 quality machinist out there right now.

15 MR. JONES:

16 Yeah. I understand.

17 All right. As usual, Tam, Ms.

18 Bourgeois keeps -- keeps me within the
19 realm of -- of possibilities here. What
20 -- what I would suggest then is a motion
21 for a one year penalty that is deferred
22 to, A, there is a successful renewal of
23 this contract. If there is no successful
24 renewal of the contract, then there is no
25 penalty.

1 So essentially, so you'll know, what
2 will then happen is that, you will have a
3 time period in which to file for renewal.
4 Please don't be late. And when you file
5 for that renew, it will come before the
6 board. And assuming we approve that
7 renewal, if it's five -- it would be --
8 if it's five years, it'd actually only be
9 a four year renewal. And so I -- that's
10 what I thought. I was thinking it was --
11 it was -- instead of being a three year,
12 it would be only a two year. You
13 understand?

14 MR. RODRIGUE:

15 Yes, sir.

16 MR. JONES:

17 So -- but -- but it would apply to
18 the renewal process rather than this last
19 contract which creates all sorts of other
20 issues.

21 All right. I suggest that as a
22 motion and would accept.

23 MR. WOODROW WILSON:

24 So moved.

25 MR. JONES:

1 We have a -- a motion from Mr. Woody
2 Wilson. Do I have a second?

3 MR. ST. BLANC:

4 Second.

5 MR. JONES:

6 A second from Mr. St. Blanc.

7 All right. Any comments or
8 questions from the board?

9 (No response.)

10 MR. JONES:

11 Any comments from the public?

12 (No response.)

13 MR. JONES:

14 There being none, all in favor say
15 aye.

16 (All indicated aye.)

17 MR. JONES:

18 Any opposition?

19 (No response.)

20 MR. JONES:

21 There is none, the motion carries.

22 Thank you very much.

23 MR. RODRIGUE:

24 Thank ya'll.

25 MR. JONES:

1 Good luck to you. Keep after it.

2 Keep after it.

3 MR. USIE:

4 Next, we have one contract 20161576
5 for -- for the Louisiana Sugar Refining
6 in St. James Parish.

7 They are non-compliant for the 2017
8 reporting period. The Exhibit A for this
9 contract requires the company to create
10 and maintain four jobs with 200,000 in
11 payroll. The actual jobs created were 13
12 with \$289,788 in payroll. The reason for
13 the non-compliance is due to the late
14 filing only. The compliance was due June
15 30th of 2019, but not received until July
16 6th of 2021. All three local entities,
17 parish, school board and Sheriff did not
18 respond to the non-compliance letter
19 sent.

20 MR. JONES:

21 Do we have anybody here from
22 Louisiana Sugar?

23 Thank you. I was trying to
24 understand the numbers.

25 All right. Please state your name

1 and your position with the company,
2 please.

3 MS. PETERSON:

4 I'm Michelle Peterson. I'm the
5 Strategic Operations Manager.

6 MR. JONES:

7 Okay.

8 MR. WIGGE:

9 My name is Robert Wigge. I'm with
10 Sumit Credits. We represent Louisiana
11 Sugar.

12 MR. JONES:

13 Okay.

14 MR. WIGGE:

15 So --

16 MR. JONES:

17 Tell us what happened.

18 MR. WIGGE:

19 Yes, absolutely. I think this is
20 just -- so this contract is one of the
21 first advanced notifications that was
22 filed post executive order back in 2016.
23 And we worked to file the compliance
24 report and -- as LED request. And
25 according my documentation, we filed the

1 compliance reports in April of 2019. In
2 July of 2019, LED came back and asked for
3 some additional information related to
4 the reports that we had filed. We
5 provided that -- that information the
6 same day. So we thought that the review
7 had started and the process was complete,
8 and everything we submitted in -- in
9 April of 2019 met the documentation
10 requirements for this program.

11 We didn't hear anything back from
12 LED, so we filed the compliance reports
13 again in 2020 for 2019 tax year. We
14 filed compliance reports again in 2021.
15 Never heard anything back from LED. And
16 then in July of 2021, we received a
17 notice that apparently, the information
18 we had filed back in April of 2019 was
19 not sufficient for 2017 filing.

20 And the email we received gave us a
21 30 day period to submit the 2017
22 information. We submitted -- we split up
23 the information that we had provided and
24 resubmitted a 2017 report, within six
25 days of receiving that notice.

1 We then proceeded to work with the
2 LED. They did a review of all of our
3 compliance filings. We -- they had
4 several changes we made. We worked with
5 them to -- to make those changes to the
6 filings. We had everything locked down
7 and resubmitted by July 23rd of 2021. So
8 that was well within the 30 day window
9 that they had provided us in their email.

10 And so honestly, we were shocked
11 when we received the notification in
12 October that we were being held -- or
13 asked to meet before you today as an out
14 of compliance, because we feel honestly
15 that we've done everything that -- that
16 the staff has requested. We've tried to
17 do it in a more than timely manner. We
18 don't feel like we're behind. The -- the
19 company has provided all the information
20 that's been requested.

21 And so we would ask that you not
22 penalize the company, as this
23 demonstrates our continual effort to
24 remain in compliance. They have met the
25 job's payroll requirements. There are no

1 issues on that side. They're well above
2 the job that they promised to the state.

3 MR. JONES:

4 Okay. Do we have any comments from
5 LED as to what the issue was here?

6 MR. USIE:

7 My -- my recollection was that it
8 was just missed, the reporting period was
9 missed. And really is the very first
10 reporting period of the contract and just
11 was not filed. They started with 2018.

12 So when I started reviewing the
13 compliance is when I noticed the year was
14 skipped.

15 MR. JONES:

16 Okay. So we have -- we had nothing
17 in our record -- were -- were -- I'm
18 sorry. Help me -- your name again?

19 MR. WIGGE:

20 Robert Wigge with Sumit Credits.

21 MR. JONES:

22 Wiggin?

23 MR. WIGGE:

24 Wigge.

25 MR. JONES:

1 Wigge. Okay.

2 MR. WIGGE:

3 Yes, sir.

4 MR. JONES:

5 Mr. Wigge, so were -- were the --
6 the 2019 compliance report filed
7 electronically or by mail?

8 MR. WIGGE:

9 Electronically.

10 MR. JONES:

11 Okay. And we have no record of
12 receiving it?

13 MR. USIE:

14 Not that reporting period. The
15 other reporting periods. Yes. They were
16 compliant for those. But for the very
17 first one, it was not received.

18 MR. JONES:

19 So when -- have -- have you been
20 able to reproduce the -- the emails or
21 the -- or the -- the filing?

22 MR. WIGGE:

23 So -- yes, sir. I have a copy of
24 the emails when we originally submitted
25 the compliance report. It was our

1 understanding, in reports that we filed,
2 that those reports covered 2017 and 2018.
3 In the revision process that we went
4 through and 2021, when we made changes to
5 those files and re-uploaded them into
6 fastline, it deleted the original
7 submissions. So we do not have a copy of
8 the original submission that was
9 submitted back in 2019.

10 And the same goes for our files. I
11 mean, when we make changes to those
12 compliance reports, we did not keep the
13 original compliance reports that were
14 filed. We made the changes and kept them
15 in -- in our records how LED requested.

16 MR. JONES:

17 Okay. Any other comments? Yes.

18 MR. BRODERICK:

19 Jesse Broderick with Sumit Credit.

20 I -- I just want to make sure that
21 everyone understands. This is the very
22 first year --

23 MR. JONES:

24 Pull -- pull the mic a little bit
25 closer, please.

1 MR. BRODERICK:

2 This is the very first year that we
3 had to do compliance. And we're all kind
4 of trying to understand what LED is
5 asking for. And by the time we actually
6 had a contract in place, we had a signed
7 contract, we were well pass 2017. We
8 were into 2018, because there was a lot
9 of changes going on with the Governor's
10 order. So when we filed our very first
11 report, our understanding was that that
12 report covered both years. And LED said,
13 no, you need to do it this way. And we
14 didn't know that, because there wasn't
15 any precedents on how to file this.

16 So we were doing the best that we
17 could to try and file. We did provide
18 both reports. We just didn't do it the
19 way that was -- was desired.

20 MR. JONES:

21 Okay. All right. What I would like
22 to do, if the -- if the board -- if the -
23 - if the board agrees, that would be
24 great. I would like to defer this,
25 because I -- I -- there's a lot more

1 questions I have, and I don't want to
2 take everyone's time trying to dig
3 deeper. But that will give us an
4 opportunity between now and the next
5 meeting to get some of my -- my questions
6 answered at least. And hopefully, bring
7 some clarity to what the right -- what
8 the right thing to do is. Because right
9 now, I'm -- I'm -- I don't know the facts
10 well enough to understand what the right
11 thing to do is.

12 So I would -- I would entertain a
13 motion to defer.

14 MR. NASSAR:

15 So moved.

16 MR. JONES:

17 Motion from Mr. Nassar.

18 MR. WOODROW WILSON:

19 Second.

20 MR. JONES:

21 Second from Dr. Wilson, Woody
22 Wilson.

23 Any questions or comments from the
24 board?

25 (No response.)

1 MR. JONES:

2 Any comments from the public?

3 (No response.)

4 MR. JONES:

5 And I apologize to you all that --
6 to make you come back the next meeting,
7 but I -- I feel like I'm -- I'm doing
8 discovery in open -- in an open meeting
9 and that's just inappropriate.

10 So -- all right. All in favor say
11 aye.

12 (All indicated aye.)

13 MR. JONES:

14 Any opposition?

15 (No response.)

16 MR. JONES:

17 Motion carries. The matter is
18 deferred the next meeting.

19 All right. Next.

20 MR. USIE:

21 Next, we have one contract 20161674
22 for Tin Roof Brewing Company, Inc. in EBR
23 Paris. And they are not-compliant for
24 the 2018, 2019 and 2020 reporting
25 periods. Exhibit A for the contract

1 requires the company create and maintain
2 five jobs with 205,000 in payroll. For
3 each of the three reporting years, 2018,
4 2019 and 2020 the company failed to
5 submit annual compliance. The Metro
6 Council recommends to remove this company
7 from the ITEP program and terminate the
8 ITEP contract. The school board
9 recommends that board take no action and
10 send a strongly worded letter regarding
11 the matter. And the sheriff recommends
12 that the board terminate the exemption
13 retroactively.

14 The non-compliance letters were sent
15 out on October 1st of 2021 with a
16 November 30th 2021 deadline. After local
17 consideration of the non-compliance, the
18 company did provide reporting on November
19 22nd of 2021. Upon review of all three
20 reporting periods, they were all three
21 non-compliant. 2018, they -- the company
22 created one job with \$39,482 in payroll.
23 For 2019 and 2020, there was zero jobs
24 and zero dollars in payroll.

25 MR. JONES:

1 All right. We have folks at the
2 table. Please state your name and your
3 position with the company, please.

4 MS. MCGEE:

5 My name is Kammy McGee. I am the
6 Operations Officer of the company and --

7 MR. JONES:

8 Okay.

9 MS. MCGEE:

10 -- and owner.

11 MR. JONES:

12 Great.

13 MS. MCGEE:

14 I'm here today with --

15 MR. MCGEE:

16 William McGee, co-founder.

17 MR. JONES:

18 Okay. Pull the mic a little bit
19 closer, please. Thank you very much.
20 That helps me.

21 All right. What's happened here?

22 MS. MCGEE:

23 Multiple things. I think it's a two
24 fold situation. We did request -- go
25 back to the metro council and request to

1 be removed from the program. We also
2 went to the sheriff's office and also
3 requested to be removed.

4 Initially, whenever we applied for
5 the ITEP program, we did so through a
6 previous counsel that we had employed and
7 understood the requirements in a way that
8 we found out was not correct. And we
9 also thought he was handling it.

10 There was a change in ownership and
11 change in management in 2018. And
12 honestly, the filing fell through the
13 cracks. They did -- we did not file them
14 for those years. But it was our
15 understanding that we didn't meet
16 requirements.

17 When --

18 MR. MCGEE:

19 She said, counsel. She meant
20 consultant.

21 MS. MCGEE:

22 Yes.

23 MR. JONES:

24 Consultant.

25 MS. MCGEE:

1 Whenever we -- we were like, we were
2 non-compliant and the reasons why, we
3 hired Advantis to help us get back in
4 compliance, an we filed. And going back
5 into, have discovered that the original
6 application, there were things mis-cited
7 in it. Our baseline was incorrect.
8 There were incorrect numbers, jobs
9 reported. Basically, we -- we
10 determined, then the last, I guess, what,
11 five, six months, that we do not need to
12 be part of this program. We are unable
13 to meet the correct job requirements.
14 And I don't see a way that we could hire
15 those employees and meet the payroll. It
16 just didn't make any sense for our
17 company. So we are asking to be removed.

18 MR. JONES:

19 I don't know that I've ever heard
20 those words from that table.

21 MR. MCINNIS:

22 It's so hard to say.

23 MR. JONES:

24 Well, but -- but I will -- I -- and
25 I don't mean to make a light of it. I --

1 I don't -- unfortunately, your lives have
2 been lived on the front page of the
3 newspaper recently.

4 MS. MCGEE:

5 Yes.

6 MR. JONES:

7 And I've been -- and I -- and I -- I
8 know you guys are dealing with a lot, but
9 -- but I think it -- it -- it shows a
10 great deal of wisdom to say, this is not
11 for us. And -- and -- and there are times
12 that is the appropriate answer.

13 And -- so any -- any questions or
14 comments from the board?

15 MR. ST. BLANC:

16 I would just like -- I'd just like
17 to say that, I appreciate what you did
18 and understand, because you're leaving
19 the door open to, if you come back and --
20 and have a chance to get your brewery
21 going, and really do, that you opened the
22 door. But you didn't walk out, you came
23 and be honest. And that's what we need
24 in the State of Louisiana, more -- more
25 businesses like yours that, it didn't

1 work, but we can't close the door. And
2 that's what happens. And we don't want
3 the bad mouth going that, we don't -- we
4 run people off, we run businesses off,
5 but we put our programs, that you
6 understand that you couldn't be in, we
7 appreciate this, really, especially in
8 the position that I'm in, in that other
9 building, because it all comes down to
10 us. And -- and that -- and that we run
11 people off and everything and we given
12 away so much at ITEP. But now that you -
13 - you came here and stuff, you opened the
14 door, that -- that you may come back, and
15 then we can help.

16 So thank you.

17 MS. MCGEE:

18 We appreciate the opportunity. And
19 honestly, going through kind of the
20 audit, or the compliance, like, it helped
21 me understand what the program was and
22 how it does make sense for companies. In
23 this case, it just does not.

24 MR. ST. BLANC:

25 Appreciate it.

1 MR. JONES:

2 Any other questions or comments?

3 Ms. Freiberg.

4 MS. FREIBERG:

5 I'll make the motion.

6 MR. JONES:

7 We have a motion to terminate the
8 contract. Do I have a second?

9 MR. ST. BLANC:

10 Second.

11 MR. JONES:

12 Second, Mr. St. Blanc.

13 We have someone from the public who
14 wants to speak.

15 MR. LEONARD:

16 Jimmy Leonard with Advanced
17 Consulting. And just to make sure we're
18 clear on the record. The -- the contract
19 cancellations will be prospective and not
20 retroactive For some of the
21 jurisdictions.

22 MR. JONES:

23 Is that -- is -- is that staffs
24 understanding or does it -- or do you
25 have an understand?

1 MR. LEONARD:

2 I just want to make --

3 MR. USIE:

4 Yes. I can read them out, you know,
5 if you want.

6 MR. JONES:

7 No. I don't need you to read them
8 out. I -- I just want to be sure that
9 we're talking about a prospective
10 termination versus a retroactive
11 termination.

12 Ms. Bourgeois.

13 MS. BOURGEOIS:

14 Tam Bourgeois. The -- the motion on
15 the table is just to cancel the contract

16 MR. JONES:

17 Correct.

18 MS. BOURGEOIS:

19 And as stated, that would be
20 prospective.

21 MR. JONES:

22 Prospective. Okay. All right.

23 We have a motion to cancel the
24 contracts, prospectively. Any questions
25 or comments from the board?

1 (No response.)

2 MR. JONES:

3 Any comments from the public?

4 (No response.)

5 MR. JONES:

6 Hearing none, all in favor say aye.

7 (All indicated aye.)

8 MR. JONES:

9 Any opposition?

10 (No response.)

11 MR. JONES:

12 There is none, the motion carries.

13 We wish you the best.

14 MS. MCGEE:

15 Thank you.

16 MR. MCGEE:

17 Thank you all.

18 MR. JONES:

19 Next. Next.

20 MR. USIE:

21 Next, we have one contract 20170287

22 for Advanced Products & Systems in

23 Lafayette Parish.

24 They are non-compliant for 2019

25 reporting period. Exhibit A for the

1 contract requires the company create and
2 maintain 12 jobs with 350,000 in payroll.
3 The actual jobs created was seven jobs
4 with \$422,498 in payroll. The company is
5 non-compliant due to the jobs not being
6 met.

7 The Lafayette consolidated
8 government denied the initial exemption
9 and were not required to be notified of
10 the non-compliance. The other two
11 entities, the school board and sheriff
12 were notified. The school board stated
13 they will defer any decision or action on
14 the company's non-compliance to the
15 board. And the sheriff did not respond.

16 MR. JONES:

17 Do we have anybody here from
18 Advanced Products & Systems, Inc.?
19 Anyone here?

20 There appears to be no one here to
21 explain the situation, so do I -- we have
22 a motion from the board?

23 MR. MOLLER:

24 Motion to cancel the contract.

25 MR. JONES:

1 We have a motion to cancel the
2 contract from Mr. Mueller.

3 MR. MOSS:

4 Second.

5 MR. JONES:

6 We have a second from Mr. Moss.

7 Any comments or questions from the
8 board?

9 (No response.)

10 MR. JONES:

11 Any comments from the public?

12 (No response.)

13 MR. JONES:

14 There being none, all in favor say
15 aye.

16 (All indicated aye.)

17 MR. JONES:

18 Any opposition?

19 (No response.)

20 MR. JONES:

21 There is none, the motion carries.

22 Being here makes a difference.

23 MR. USIE:

24 Next, we have one contract 20180123

25 for International Mezzo Technologies,

1 Inc. in EBR Parish.

2 They are non-compliant for the 2019
3 reporting period. Exhibit A for the
4 contract requires the company create and
5 maintain two jobs with 77,000 in payroll.
6 The actual jobs created was zero jobs and
7 zero in payroll.

8 The Metro Council is recommending
9 that the Board of Commerce and Industry
10 take no action in response to the non-
11 compliance. The school board recommends
12 the board takes no action regarding the
13 matter. And the sheriff states, I have
14 elected to make the recommendation to the
15 board and the consequence for non-
16 compliance. It is my understanding that
17 the company is facing the impact of COVID
18 in the workplace and during this
19 difficult time period was out of
20 compliance for only a short period of
21 time. Therefore, it is my recommendation
22 that no action be taken against the
23 company for the project year 2019.

24 MR. JONES:

25 Do we have one -- some -- someone

1 here from International Mezzo
2 Technologies?

3 Well, we have actual recommendations
4 from the locals that we take no action.
5 The sheriff's recommendation attributed
6 this to Covid. But the problem I'm
7 having is, was the contract problem was
8 in 2019, it wasn't 2020. So in my world,
9 2019 was not a COVID year. They aren't
10 here. I would entertain a motion.

11 MR. SIMIEN:

12 Move to terminate.

13 MR. JONES:

14 We have a motion to cancel the
15 contract.

16 Ms. Bourgeois, you're moving
17 forward. I'm going to ask for a second,
18 and then, I'm going to ask you to speak.

19 MR. MOSS:

20 Second.

21 MR. JONES:

22 We have a second from Mr. Moss. Ms.
23 -- Ms. Bourgeois.

24 MS. BOURGEOIS:

25 I only want to reiterate, this is

1 one where the locals have spoken. If you
2 wanted to maybe give the company one more
3 time to show up. Have ya'll talked to
4 them at all? Have ya'll heard anything?

5 MR. USIE:

6 I haven't spoken to them, but we
7 sent notice.

8 MR. JONES:

9 We could defer for -- and give them
10 another chance to come and speak.

11 MR. SIMIEN:

12 Yeah. I withdraw my motion.

13 MS. BOURGEOIS:

14 Do I --

15 MR. SIMIEN:

16 I think we should defer.

17 MR. JONES:

18 We have -- I'm sorry?

19 MS. FREIBERG:

20 Can I talk?

21 MR. JONES:

22 Well, let's see. We -- we got a
23 motion and a second on the floor. Mr.
24 Simien --

25 MR. SIMIEN:

1 I just said I'll withdraw my motion.

2 MR. JONES:

3 Okay. We have a motion withdrawn.

4 Second is withdrawn.

5 Now, Ms. Freiberg.

6 MS. FREIBERG:

7 I would like to move that we defer
8 this. I think the question to the
9 secretary, didn't this company when a
10 Lantern Award this year?

11 MR. PIERSON:

12 Yes. They did.

13 MS. FREIBERG:

14 So they -- they're --

15 MR. PIERSON:

16 Risk and -- risk and performance.

17 Yes.

18 MS. FREIBERG:

19 -- a growing and important company
20 in -- in this parish. And I would hate
21 to take this action without their being
22 here. So I would move to defer.

23 MR. WOODROW WILSON:

24 I second it.

25 MR. JONES:

1 All right. We have a motion and a
2 second --

3 MR. PIERSON:

4 Second from Dr. Wilson.

5 MR. JONES:

6 -- from Dr. Wilson to defer.

7 Any questions or comments from the
8 board?

9 (No response.)

10 MR. JONES:

11 Any comments from the public?

12 (No response.)

13 MR. JONES:

14 There being none, all in favor say
15 aye.

16 (All indicated aye.)

17 MR. JONES:

18 Any opposition?

19 (No response.)

20 MR. JONES:

21 There is none, the matter is
22 deferred to the next meeting. And I
23 would ask staff to reach out to them and
24 let them know that they have been granted
25 a period of grace, but next time, it

1 probably will not happen.

2 All right. Next.

3 MR. USIE:

4 Next, we have one contract 20190173
5 for Jackson Hardwood, LLC in East
6 Feliciana Parish.

7 They are non-compliant for the 2020
8 reporting period. Exhibit A for the
9 contract requires the company create and
10 maintain eight jobs with 272,000 in
11 payroll. The actual jobs created with 7
12 jobs with \$203,764 in payroll. The
13 company is non-compliant due to the jobs
14 and payroll not being met. And all
15 locals, parish, school board, sheriff,
16 city, did not respond to the non-
17 compliance notice.

18 MR. JONES:

19 Do we have anyone here from Jackson
20 Hardwood?

21 MS. BOATNER:

22 Yes.

23 MR. JONES:

24 Would you state your name and your
25 position with the company, please.

1 MR. HAZUP:

2 My name is Magruder Huzup. I'm one
3 of the owners.

4 MR. JONES:

5 Thank you, Mr. Huzup. And Ms.
6 Boatner.

7 MS. BOATNER:

8 Rhonda Boatner, Didier Consultants,
9 representing Jackson Hardwood.

10 MR. JONES:

11 Okay. Looking at this, to kind of
12 cut to the chase, it looks like you had a
13 -- a goal of eight jobs and you -- and
14 with a salary -- total salary of 272.
15 And you hired seven people with a total
16 salary of right at 204,000. Tell me what
17 happened.

18 MR. HAZUP:

19 Well, we have a mill in Centerville,
20 Mississippi. And this project, we
21 started -- started building the -- the
22 mill in Jackson in 2019, when Georgia
23 Pacific closed and process a smaller log.
24 And so we figured it'd be easier to get
25 inventory, you know, with Georgia Pacific

1 shutting it's doors. So we started that
2 project and got the mill operational by
3 the end of 19.

4 And so in 20, you know, COVID hit
5 and it hit the hardware industry pretty
6 hard. It was -- I had a ton of lumbar
7 just rot, because I couldn't sell it. So
8 I had the mill in Jackson and the mill in
9 Centerville and they were -- we were both
10 competing with the same customers. So I
11 shut down the mill in Centerville. And I
12 had a lot of employees in Mississippi
13 that were -- that had been with me a long
14 time, and so I brought them to Louisiana.
15 But they don't count for the -- for this
16 program. So --

17 MS. BOATNER:

18 I would like to point out that for
19 the 2020 reporting year, we have received
20 the information for 2021, and completed
21 that report. We've not submitted it yet.
22 But we completed the report. They have
23 created, in 2021, the eight required
24 jobs, and they have \$316,658 in payroll.

25 So they didn't meet the requirement

1 in 2020, but they are back on track in
2 2021.

3 MR. JONES:

4 Okay. That's the situation. Is
5 there a motion from the board or any
6 questions or comments you want to ask Mr.
7 Huzup before you -- before you explore
8 your options for a motion?

9 (No response.)

10 MR. JONES:

11 Is there a motion?

12 MR. FABRA:

13 Mr. Chairman?

14 MR. JONES:

15 Yes, sir.

16 MR. FABRA:

17 Rickey Fabra.

18 MR. JONES:

19 Yes, sir.

20 MR. FABRA:

21 I believe, based on the
22 circumstances in the application for
23 2020, during the pandemic -- and we all
24 know we -- what everybody was up against,
25 I would like to make a motion that there

1 be no penalty towards it.

2 MR. JONES:

3 We have a motion there's no penalty.

4 MR. WOODROW WILSON:

5 Second.

6 MR. JONES:

7 We have a second from Dr. Woody

8 Wilson.

9 Any comments or questions from the
10 board?

11 MR. ST. BLANC:

12 I'd like --

13 MR. JONES:

14 Yes, sir, Mr. St. Blanc.

15 MR. ST. BLANC:

16 I completely understand what's going

17 on in the logging industry and -- and the

18 -- because I'm on the Agriculture

19 Committee. And ya'll been coming to us

20 and we've been working things out, so I -

21 - I'm really in favor this, to -- to

22 helping them, because it hadn't been

23 easy, and especially in our logging

24 industry, it's really, really crippled

25 us. And we coming back, so --

1 MR. JONES:

2 Okay.

3 MR. ST. BLANC:

4 -- I'm in favor.

5 MR. JONES:

6 All right. Any other questions or
7 comments from the board?

8 (No response.)

9 MR. JONES:

10 Any comments from the public?

11 (No response.)

12 MR. HUZUP:

13 I'd just like to thank you guys.

14 MR. JONES:

15 We haven't voted yet.

16 All in favor say aye.

17 (All indicated aye.)

18 MR. JONES:

19 Any opposition?

20 (No response.)

21 MR. JONES:

22 Now, you can thank us.

23 MR. HAZUP:

24 Thank you.

25 MR. JONES:

1 Aren't you glad you came today?

2 MR. HAZUP:

3 I will say, the last time we were
4 here, my partner had to speak and the --
5 the chair asked him to pull the
6 microphone and he rattled windows. I
7 still tease him about that.

8 MR. JONES:

9 Okay. Ya'll -- ya'll, I just --
10 there's not many people I know named
11 Hazup. Do you have any relatives named
12 Pat?

13 MR. HAZUP:

14 That's my dad's younger brother.

15 MR. JONES:

16 Tell him -- tell him that Jerry
17 Jones said hey.

18 MR. HAZUP:

19 Okay.

20 MR. JONES:

21 Okay.

22 MS. BOATNER:

23 Thank ya'll so much.

24 MR. JONES:

25 All right. Thank you very much.

1 Appreciate you being here.

2 All right. Next.

3 MR. USIE:

4 Next, we have one contract 20170480
5 for Louisiana Spirits, LLC in Jefferson
6 Davis Parish.

7 And they are non-compliant for the
8 2020 reporting period. The Exhibit A for
9 the contract requires the company create
10 and maintain three jobs with 90,000 in
11 payroll. The actual jobs and payroll
12 created was zero. The parish and sheriff
13 did not respond to the non-compliance
14 notice. The school board initial --
15 responded initially stating to terminate
16 the exemption; however, on February 18th,
17 they submitted a revised letter stating,
18 please let this letter serve as written
19 notification that at the February 17th
20 meeting at the Jefferson Davis Parish
21 School Board, the full board voted to
22 accept Louisiana Spirits default payment
23 for school board taxes, previously exempt
24 80 percent for the year 2020.

25 MR. JONES:

1 All right. Would you please state
2 your name and your position with the
3 company please.

4 MS. HOEFLICKER:

5 My name is Regina Hoeflicker. I'm
6 the Business Manager of Louisiana
7 Spirits.

8 MR. JONES:

9 Thank you. And your name and
10 position.

11 MR. WIGGE:

12 Robert -- Robert Wigge with Sumit
13 Credits. We represent Louisiana Spirits.

14 MR. JONES:

15 All right. Tell us what happened.

16 MR. WIGGE:

17 So essentially, this facility is
18 located right off the interstate and it's
19 a high traffic. They receive over 20,000
20 visitors each year that tour of the
21 facility. And of that 20,000 visitors,
22 about 60 percent of those individuals
23 actually make a purchase from the
24 facility. They do different tastings and
25 tours and the manufacturing process.

1 And essentially, in 2020, they were
2 hit with COVID and two hurricanes. They
3 suffered over \$900,000 in damage. And
4 then with the executive orders that their
5 tourism was essentially cut off. They
6 had very few visitors and they were
7 forced to cut -- layoff certain employees
8 and their headcount suffered in 2020.

9 Since then, they have made a
10 commitment to continue to grow in
11 Louisiana, have gone from one bottling
12 shift, added an additional product line
13 and are now operating three bottling
14 shifts and working 24 hours around the
15 clock.

16 So effective of November 2021, they
17 have exceeded their jobs requirement for
18 this program by six jobs, above what they
19 promised under this contract. So they
20 are working to continue to expand and
21 come back. But COVID and the hurricanes
22 really did a number on this facility.

23 So it is our ask today that you not
24 penalize the company for the -- the
25 effects of these two storms and the

1 pandemic.

2 MR. JONES:

3 So -- so the 20 -- 2021, you've
4 hired not two people, but two plus six;
5 is that correct?

6 MR. WIGGE:

7 Correct.

8 MR. JONES:

9 And then --

10 MR. WIGGE:

11 And actually -- yes, there's --
12 there are nine new jobs.

13 MR. JONES:

14 Okay. And payroll is exceeding
15 100,000 -- excuse me. I'm looking at the
16 wrong line. Forgive me. Exceeding the
17 \$90,000.

18 MR. WIGGE:

19 So for 2021, those additional jobs
20 were not created until November of 2021.

21 MR. JONES:

22 So same --

23 MR. WIGGE:

24 So we do not have the \$90,000 in new
25 payroll for 2021. However --

1 MR. JONES:

2 If -- if you annualized them, what
3 would they be?

4 MR. WIGGE:

5 Each job is well over \$30,000.

6 MR. JONES:

7 Okay.

8 MR. WIGGE:

9 So --

10 MR. JONES:

11 So nine -- yeah. Got it. All
12 right. Okay. That's what I need to
13 know.

14 Any other questions from the board?

15 MR. MOLLER:

16 I --

17 MR. JONES:

18 Yes, sir. Mr. Moller.

19 MR. MOLLER:

20 Could you clarify again what the
21 local school board issue, what you made a
22 payment equal to what?

23 MR. WIGGE:

24 So we had a discussion -- this was
25 a unique experience, I guess. We were

1 not aware that any of the local entities
2 were opposed and wanted to assess a
3 penalty. And the school board had set up
4 a meeting on October 27th, and due some -
5 - to some attrition in the company, we
6 were not notified of this meeting. So we
7 missed the meeting. The school board
8 voted as if the company wasn't there to
9 repeal the exemption.

10 Since then, we've made great effort.
11 We've had the school board out to tour
12 the facility, had meetings with them. We
13 -- we were able to get on their February
14 agenda. And they agreed that if we made
15 this default payment, that they would
16 rescind their position to terminate the
17 exemption.

18 MR. MOLLER:

19 And so the default payment was equal
20 to the value of the exemption for the --
21 for the 2020 year; is that --

22 MR. WIGGE:

23 It's not equal. It is a little bit
24 shy. But there were some issues in the
25 meeting. Essentially, we had gone to the

1 meeting with a preauthorization to accept
2 an offer. And that was based on some
3 discussion we had had prior to the
4 meeting of what the estimated tax value
5 would be.

6 At the meeting, it was discovered
7 that the estimated tax value was a little
8 bit higher, but I didn't have the
9 authorization to approve that. So they
10 agreed to reduce the amount, based on
11 what I had been authorized to approve.

12 MR. MOLLER:

13 But -- so -- so you paid in the
14 ballpark of what you would have paid in
15 taxes to the -- the local schools --

16 MR. WIGGE:

17 Yes, sir.

18 MR. MOLLER:

19 -- had the exemption not been in
20 place?

21 MR. WIGGE:

22 Yes, sir. That's correct.

23 MR. MOLLER:

24 Okay.

25 MR. JONES:

1 Any other questions or comments from
2 the board?

3 (No response.)

4 MR. JONES:

5 I'll entertain a motion.

6 MR. MOSS:

7 I make a motion of a non penalty.

8 MR. JONES:

9 We have a motion from Mr. Moss to
10 not to -- to levy no penalty.

11 Do I have a second?

12 MR. ST. BLANC:

13 Second.

14 MR. JONES:

15 I have a second from Mr. St. Blanc.

16 Any other questions or comments from
17 the board?

18 (No response.)

19 MR. JONES:

20 Any comments from the public?

21 (No response.)

22 MR. JONES:

23 There being none, all in favor say
24 aye.

25 (All indicated aye.)

1 MR. JONES:

2 Any opposition?

3 (No response.)

4 MR. JONES:

5 There is none.

6 Thank you very much. Best of luck.

7 You know, there was a time we didn't
8 have spirits coming before this board.

9 Now, we've had two.

10 MR. ST. BLANC:

11 Yeah. I want -- I want -- I want to
12 be on that school board to go in there.

13 MR. JONES:

14 All right.

15 MR. ST. BLANC:

16 Go in there and tasting, that tour.

17 MR. JONES:

18 Yes, sir.

19 COURT REPORTER:

20 Mr. Jones, one second.

21 MR. JONES:

22 I'm sorry.

23 (An off-the-record conversation
24 occurred.)

25 MR. JONES:

1 Next, Mr. Usie.

2 MR. USIE:

3 We have one contract 20180110 for
4 Service Machine and Supply, Inc. in
5 Lafayette parish.

6 They are non-compliant for the 2020
7 reporting period. Exhibit A for that
8 contract requires the company create and
9 maintain two jobs with 100,000 in
10 payroll. The actual jobs created was
11 zero jobs with 41,717 in payroll. The
12 payroll is from the two active jobs
13 termining in Q3 of 2020. The parish denied
14 initially exempt -- the initial exemption
15 and was not required to be notified of a
16 non-compliance. And the other two
17 entities, the school board and sheriff
18 were notified. The school board stated,
19 they will defer any decision or action on
20 the company's non-compliance to the
21 board. And Sheriff did not respond.

22 MR. JONES:

23 Do we have anyone here from Service
24 Machine and Supply? Please come forward.

25 Thank you very much. Please state

1 your name your position with the company.

2 MR. MECHE:

3 My name is Chris Meche and I'm the -

4 -

5 MR. JONES:

6 Pull the mic -- mic down for us.

7 There we go.

8 MR. MECHE:

9 My name is Chris and I'm the
10 company's CPA.

11 MR. JONES:

12 Thank you very much. And tell us
13 what happens here.

14 MR. MECHE:

15 I believe it boils down basically to
16 economic conditions that were beyond our
17 control. The downturn in the oil
18 industry, specifically in the service
19 industry, created the company to -- to
20 incur a 50 percent -- 53 percent loss in
21 revenues for the year 2020 and a 48
22 percent in year 2021. So, therefore,
23 they weren't able to maintain the jobs
24 and the level of payroll.

25 Just looking at the 2020 year, they

1 were able -- able to maintain -- the
2 contract calls for maintaining 38 jobs.
3 They were able to maintain 41 through
4 July. And then in August and September,
5 we went down to 37 and then 36, the
6 remainder of the year. Which one of
7 those is attributable to one of the --
8 owner/shareholders/employee having
9 retired.

10 MR. JONES:

11 Okay. Let -- I -- I feel like a
12 jumped in the middle of a paragraph here.
13 Let's -- let's start at the beginning.
14 First of all, what do you -- what do
15 ya'll make? What do ya'll do?

16 MR. MECHE:

17 They manufacturer tools for the oil
18 industry.

19 MR. JONES:

20 Got it. And how many total
21 employees do you -- do they maintain,
22 normally?

23 MR. MECHE:

24 Normally, in the range -- in the
25 range of about 38 to 40.

1 MR. JONES:

2 Okay. All right.

3 And so in 2020 -- this is a 2018
4 contract. So I'm assuming, staff, that
5 they were okay for 2018 and 2019; is that
6 -- is that a fair assumption, the fact
7 that they're not --

8 MR. USIE:

9 The -- their first reporting period
10 was the 2019 year, and they were
11 compliant for that year.

12 MR. JONES:

13 Okay.

14 MR. USIE:

15 This will be the second year they
16 were required to submit.

17 MR. JONES:

18 Okay. So in -- so in 2020, we have
19 a downturn in the -- in the industry.
20 And -- and how many employees did you
21 walk into 2020 with? Can you tell me
22 that?

23 MR. MECHE:

24 In 20, 41.

25 MR. JONES:

1 41. And you ended up with what?

2 MR. MECHE:

3 35.

4 MR. JONES:

5 35. Okay. And 21 -- 2021 and --

6 and 2022, how are we coming out of it?

7 MR. MECHE:

8 2021 was pretty much the same thing.

9 We started January with 36, and then we
10 were 34.

11 MR. JONES:

12 Okay.

13 MR. MECHE:

14 Things are starting to improve.

15 We're seeing improvements in -- as far as
16 revenue and -- so if things continue that
17 way, we will be hiring more employees and
18 get back on track.

19 MR. JONES:

20 Okay. All right. What is the
21 pleasure of the board?

22 (No response.)

23 MR. JONES:

24 These are hard decisions. I know
25 ya'll want to find me -- want me to find

1 a way to split the baby, but there's not
2 much way to do it. I'm sorry. Go right
3 ahead.

4 MR. NASSAR:

5 Motion that we waive -- waive the
6 penalties.

7 MR. JONES:

8 You have a motion from Mr. Nassar to
9 waive the penalty.

10 MR. WOODROW WILSON:

11 Second.

12 MR. JONES:

13 We have a second from Dr. Woody
14 Wilson.

15 All right. Any other questions or
16 comments from the board?

17 (No response.)

18 MR. JONES:

19 Any comments from the public?

20 (No response.)

21 MR. JONES:

22 There are none. All in favor say
23 aye.

24 (All indicated aye.)

25 MR. JONES:

1 Any opposed?

2 (No response.)

3 MR. JONES:

4 There is none, motion carries.

5 Penalty is waive.

6 MR. MECHE:

7 Thank the board for the support.

8 MR. JONES:

9 Absolutely. Let's turn that around.

10 Good luck.

11 Next.

12 MR. USIE:

13 Next, we have one contract 20170587
14 for Stuller, Inc. in Lafayette Parish.

15 That is non-compliant for the 2020
16 reporting period. Exhibit A for the
17 contract requires the company create and
18 maintain four jobs with 100,000 in
19 payroll. The actual jobs and payroll
20 were zero. The Lafayette consolidated
21 government and sheriff did not respond to
22 the non-compliance notice. The school
23 board stated, they will defer any
24 decision or action on the company's non-
25 compliance to the board.

1 MR. JONES:

2 Now, I see there are two contracts
3 with Stuller that -- what -- I'm -- I'm -
4 - do we have anybody here from Stuller?
5 Please come forward.

6 MR. PATTEN:

7 My name is Jason Patten. I'm the
8 Executive Tax Director for Stuller, Inc.

9 MR. JONES:

10 Okay. And first of all, I'm going
11 to start doing this more often. Tell me
12 what you make?

13 MR. PATTEN:

14 We are the largest precious metal
15 jewelry manufacturer in North America.

16 MR. JONES:

17 Really?

18 MR. PATTEN:

19 Yes.

20 (An off-the-record conversation
21 occurred.)

22 MR. JONES:

23 The fact that my wife doesn't know
24 that is what puzzles me.

25 MR. PATTEN:

1 We keep it very coincidental.

2 MR. JONES:

3 Apparently.

4 MR. PATTEN:

5 That's the nature of business.

6 (An off-the-record conversation
7 occurred.)

8 MR. JONES:

9 Dr. Thompson tells me she knew, but
10 thankfully --

11 All right. And I -- and I'm not
12 making light of it. I -- I know we're
13 here on serious matters, but I -- I just
14 did not know we had a -- a jewelry
15 manufacturer of that magnitude in
16 Louisiana.

17 MR. PATTEN:

18 We -- we employ 1,000 employees --
19 over 1,000 employees in our 600,000
20 square foot manufacturing facility.

21 MR. JONES:

22 In Lafayette?

23 MR. PATTEN:

24 In Lafayette, Louisiana. It's quite
25 a hidden gem.

1 MR. JONES:

2 Hidden gem, I get it. Who knew?

3 Okay. I --

4 So tell me what happened here? We -
5 - we have two contracts. And I -- I'm
6 interested to understand the difference
7 between the two contracts.

8 MR. PATTEN:

9 2018, we went into a contract for
10 2018 and 2019. In 2019, we -- we met the
11 qualifications of the contract for both
12 18 and 19.

13 In 2021, when COVID it, Louisiana --
14 Louisiana issued a stay at home order,
15 which required we shut down our facility
16 for two -- for over two and a half
17 months.

18 During that period of time, the stay
19 at home order was three weeks. And at
20 that time, our -- the -- the owner of the
21 company, Matt Stuller -- it was a single
22 owned business -- a single owned business
23 -- made a decision to pay all the
24 employees 100 percent of their salaries
25 during that three week period. After the

1 initial stay at home order was issued, it
2 was subsequently renewed for -- through
3 April 30th and again through May 15. Our
4 facility was shut down through May 15th.

5 And after the extensions, we were
6 required to make some very difficult
7 business decisions, of which one was,
8 reduction in force. We were very
9 uncertain as far as what the future would
10 hold. We were able to open up our
11 facility in May -- mid May of 2020. And
12 when we reopened, the rebound of the
13 business was tremendous, our -- demand
14 for our product, we -- we were having
15 trouble keeping up with the demand.

16 The rebound was quick. We began
17 exceeding 2000 sales and gross profit
18 numbers in July of 2020.

19 Since that time, the year over --
20 the year over year growth has continued
21 through 2020, 21 and through today. So
22 the recovery has been great.

23 Unfortunately, in 2020, the
24 reduction in force, we went from having
25 between 1,200 and 1,300 employees down to

1 1,000. We -- we had 200 positions that
2 were removed from -- from our facility.
3 That is why we became non-compliant.

4 In 2021, we were having trouble
5 keeping up with the demand and we began
6 hiring again at the beginning of 2020.
7 In May of 2020, we had 200 open positions
8 within our facility. We held a job fair,
9 and by June of 2021, our employee count
10 had risen to over 1,300.

11 So we have surpassed the level of
12 employment that we had prior to the
13 pandemic and have exceeded the -- the
14 requirements of the contracts that --
15 that we have been in non-compliance with.

16 Today, our employee count is 1,400.
17 And we have 190 open positions. We
18 recently had another job fair, and 500
19 applicants came to our facility and
20 wanted to -- to attend the job fair. I'm
21 confident that in the future, we will
22 meet the employment requirements that are
23 in place with these contracts.

24 Unfortunately, in 2020, we -- we were
25 just uncertain as to what th future would

1 hold.

2 MR. JONES:

3 Ms. Cheng.

4 MS. CHENG:

5 Mr. Chairman, to answer your
6 question, there are two different
7 contracts because they were for two
8 different projects that occurred at the
9 facility. And they both have reporting
10 requirements. And that's why they're --
11 well, they have separate requirements and
12 that's why there's two listed, and they
13 were pulled from --

14 MR. JONES:

15 And so I'm assuming that there were
16 -- when we're talking about four jobs and
17 100,000 and four jobs at 120, those are -
18 - that's eight total jobs? That would be
19 eight total jobs that would have to be
20 created?

21 MS. CHENG:

22 Yes, sir.

23 MR. JONES:

24 And it sounds as though 2020 was a
25 bad year, but you've more than made up

1 for that in 2021 and 2022.

2 MR. PATTEN:

3 We have. And definitely continuing
4 to do so.

5 MR. JONES:

6 Okay. All right. You've heard the
7 story. Mr. Connick.

8 MR. CONNICK:

9 Just quickly. Did you get -- did
10 your company get PPP money from the
11 government?

12 MR. PATTEN:

13 No, sir. We were over the 500
14 employee count that was required for the
15 PPP, so we did not apply.

16 MR. CONNICK:

17 And these jobs that you have, what's
18 the average salary?

19 MR. PATTEN:

20 We have recently -- I would say the
21 average salary is approaching between 60
22 and 70. We have recently increased our
23 minimum wage within the facility to \$15.
24 So the -- the minimum job that comes into
25 facility is over 30.

1 MR. CONNICK:

2 Okay. And am I reading this right,
3 we're only talking about four jobs for
4 those two projects each?

5 MR. PATTEN:

6 (Indicated a positive response.)
7 Eight -- eight -- eight in total.

8 MR. CONNICK:

9 Eight total?

10 MR. PATTEN:

11 Right.

12 MR. CONNICK:

13 And how many people you employ?

14 MR. PATTEN:

15 We employ -- on average, before the
16 pandemic, it was 1,200.

17 MR. JONES:

18 And now, we're at 1,400.

19 MR. PATTEN:

20 And now, we're at 1,400.

21 MR. JONES:

22 I'll entertain a motion

23 MS. COLA:

24 I so move that we waive.

25 MR. JONES:

1 I have a motion from Ms. Cola that
2 we waive the penalty.

3 (Several members second.)

4 MR. JONES:

5 We have numerous seconds. I'm going
6 to give Ms. Freiberg credit for it.

7 MS. FREIBERG:

8 It's for -- it's for both contracts.

9 MR. JONES:

10 For both contracts.

11 MS. FREIBERG:

12 It is for both contracts. And, Mr.
13 Chairman, I -- I will not tell your wife
14 about this.

15 MR. JONES:

16 Ms. -- I'll be ever indebted to you,
17 Ms. Cola. Thankfully, she doesn't read
18 the minutes to these meetings.

19 All right. We have -- we have a
20 motion. We have a second to waive
21 penalties for both contracts.

22 Any other discussion or questions
23 from the board?

24 (No response.)

25 MR. JONES:

1 Any comments from the public?

2 (No response.)

3 MR. JONES:

4 There being none, all in favor say
5 aye.

6 (All indicated aye.)

7 MR. JONES:

8 Any opposition?

9 (No response.)

10 MR. JONES:

11 There is none.

12 MR. PATTEN:

13 I really appreciate your time and
14 your consideration.

15 MR. JONES:

16 Thank you for being here and thank
17 you for -- I -- like I said, I had no
18 idea. That's -- that's great information.

19 MR. PATTEN:

20 Come see us.

21 MR. JONES:

22 I would love to come -- no, I really
23 wouldn't.

24 (An off-the-record conversation

25 occurred.)

1 MR. JONES:

2 Thank you very much. Appreciate you
3 being here.

4 And I think we have one more to
5 consider.

6 MS. CHENG:

7 Our last one is 20190015, TDC, LLC
8 in Calcasieu Parish.

9 They were -- their contract required
10 them to create four new jobs with 438,559
11 in payroll. The company did create the
12 four jobs, but did not meet the payroll.
13 They created \$244,960 in payroll.

14 MR. JONES:

15 Do we have someone here from TDC?

16 MS. CHENG:

17 The recommendations from the locals,
18 the police jury recommended a reduction
19 of their exemption from 80 percent to 40
20 percent. The school board initially
21 denied the exemption and was not notified
22 of this non-compliance. The sheriff did
23 not respond to this notice of non-
24 compliance. And the City of Lake Charles
25 recommended the loss of exemption because

1 of the non-compliance. And that was
2 issued at the time of the initial
3 contract being approved.

4 MR. JONES:

5 And -- and I -- I want some clarity
6 on your last statement, Ms. Cheng. When
7 the municipality, when they approved the
8 contract initially --

9 MS. CHENG:

10 They issued a resolution stating
11 what the penalty -- penalty would be
12 should they, you know --

13 MR. JONES:

14 So basically, they included in their
15 approval, they said, if they ever -- if
16 they ever fall out of compliance, then
17 what I want you to do is reduce -- reduce
18 the -- the --

19 MS. CHENG:

20 Exemption to zero.

21 MR. JONES:

22 -- exemption. To zero?

23 MS. CHENG:

24 Which would essentially be a term --
25 a termination.

1 MR. JONES:

2 A termination. Ms. Bourgeois is at
3 the table.

4 MS. BOURGEOIS:

5 Tam Bourgeois fo the board. And
6 just to followup on that, they did also
7 remind us of that when they got the
8 notices.

9 MR. JONES:

10 They, the municipality?

11 MS. BOURGEOIS:

12 Yeah.

13 MS. CHENG:

14 Yes, sir. They did remind us that
15 it was the -- that was the penalty that
16 they had initially recommended.

17 MR. JONES:

18 And there is -- and again, there --
19 is there anyone here from TDC?

20 Mr. Moller, did you have something
21 to say?

22 MR. MOLLER:

23 I just want to clarify. So the
24 parish wants to reduce it to 40 percent
25 from 80 percent. The school board wants

1 to deny it altogether --

2 MR. CHENG:

3 No. The school board already denied
4 it. And they do -- they do not get any
5 portion of --

6 MR. JONES:

7 They never approved -- they never
8 approved the exemption.

9 MR. MOLLER:

10 Okay. They never approved it in the
11 first place.

12 MR. JONES:

13 Yeah.

14 MR. MOLLER:

15 The sheriff didn't say anything.
16 And then the City also wants to reduce
17 the percent to --

18 MS. CHENG:

19 To zero.

20 MR. MOLLER:

21 To zero?

22 MS. CHENG:

23 Yes.

24 MR. MOLLER:

25 And they --

1 MS. CHENG:

2 Essentially, it denies --

3 MR. JONES:

4 A cancellation.

5 MS. CHENG:

6 -- that portion of their --

7 MR. JONES:

8 A cancellation of the municipal --
9 municipal exemption.

10 MS. CHENG:

11 Yes, sir.

12 MR. MOLLER:

13 Can I make a motion to follow the --
14 the locals?

15 MR. JONES:

16 That is an entirely appropriate
17 motion.

18 MS. BOURGEOIS:

19 Are they here?

20 MR. JONES:

21 I'm sorry?

22 MS. BOURGEOIS:

23 Are they here?

24 MR. JONES:

25 Are the locals here? Do we have

1 anybody here from local government,
2 Calcasieu?

3 MS. BOURGEOIS:

4 No.

5 MR. JONES:

6 All right. Let's -- let's walk
7 through this. We've got a motion. Let's
8 see if we have a second. Do we have a
9 second?

10 MR. WOODROW WILSON:

11 Mr. Chairman, just a point of
12 clarification.

13 MR. JONES:

14 I'm sorry? Point of clarification.
15 Yes, sir, Dr. Wilson.

16 MR. WOODROW WILSON:

17 Yeah. We had three recommendations.
18 One from 80 to 40 and two denials. So
19 which one are we acting on?

20 MR. JONES:

21 Well, let's -- let's -- I -- I think
22 -- and -- and, staff, if I'm -- if I'm
23 not -- off target here, correct me. I
24 think what the thought is, is for the
25 police -- the parish or the police jury,

1 they want to reduce it to 40 percent. So
2 the police juries exemption would --
3 would be reduced from 80 to 40.

4 The school board denied the
5 exemption altogether. So there is no
6 exemption for the school board millage.

7 The municipality wants to reduce
8 from 80 to zero.

9 So essentially, if -- if -- and, Mr.
10 Moller, stopped me if I'm -- if I miss it
11 here, but --

12 MS. CHENG:

13 And the sheriff didn't respond, so
14 ya'll would have to determine what to do
15 with the sheriff's portion.

16 MR. JONES:

17 Right. So, yeah, we would have to
18 determine, because the sheriff has not --
19 not made any recommendations at all.

20 But Mr. Moller's motion right now
21 would be for the police jury to reduce it
22 from the 80 to 40, for the municipality
23 to reduce it from 80 to zero, and we
24 would have to decide what to do about the
25 sheriff.

1 MR. MOLLER:

2 And I would amend my motion to say
3 zero for the sheriff on this.

4 MR. JONES:

5 Okay. So the motion right now is to
6 reduce the parish from 80 to 40, the
7 sheriff to zero, the municipality to
8 zero. Is that it?

9 MR. MOLLER:

10 That's correct.

11 MR. JONES:

12 Okay.

13 MR. SIMIEN:

14 Second.

15 MR. JONES:

16 We have a second from Mr. Simien.

17 Mr. Pierson.

18 MR. PIERSON:

19 Point of clarification. I'm not
20 sure that we can open Pandora's box with
21 going from 80 to 40. And as time goes
22 by, somebody has gotten 30 and somebody
23 is 20 and Assessors out there and others
24 that need to be able to enforce
25 compliance, if we start moving in a

1 direction of what I'll call, one offs, it
2 -- it can be a very dangerous precedent.

3 And so while I would want to respect
4 the wishes, we're in the framework that
5 we need to work in and this was
6 considered previously in some of the
7 earlier conversations around the reforms
8 to the program. It can be very
9 problematic in implementation.

10 MR. MOLLER:

11 Well, then --

12 MR. JONES:

13 Mr. Moller.

14 MR. MOLLER:

15 I guess can I -- can I make -- can I
16 withdraw my motion --

17 MR. JONES:

18 You can --

19 MR. MOLLER:

20 -- and we might have a substitute
21 motion?

22 MR. JONES:

23 Absolutely. Yes. Please do it.

24 MR. MOSS:

25 I think after listening to all of

1 the comments from the municipalities and
2 the parish and everything, Marshall and I
3 are from Calcasieu Parish, I would vote
4 to just exempt it, cancel it.

5 MR. JONES:

6 All right. We have a motion --
7 we're -- Mr. Moller, you are -- you are
8 withdrawing your motion.

9 MR. MOLLER:

10 I'm withdrawing it.

11 MR. JONES:

12 Do we withdraw the second from Mr.
13 Simien?

14 MR. SIMIEN:

15 Yes.

16 MR. JONES:

17 Mr. Moss -- Moss has a new motion to
18 cancel the contract altogether.

19 MR. SIMIEN:

20 And I would second Mr. Moss.

21 MR. JONES:

22 And we have a second from Mr. Simien
23 to cancel the contract. Are we?

24 (UNIDENTIFIED SPEAKER)

25 We're not on a sliding scale, like

1 the secretary says.

2 MR. JONES:

3 I think Mr. Pierson's comments are -
4 - are well considered.

5 All right. Any other comments or
6 questions from the board?

7 (No response.)

8 MR. JONES:

9 There being none, all in -- any
10 comments from the public?

11 (No response.)

12 MR. JONES:

13 There being none, all in favor say
14 aye.

15 (All indicated aye.)

16 MR. JONES:

17 Any opposition?

18 (No response.)

19 MR. JONES:

20 Motion carries. The contracts are
21 cancelled.

22 MS. CHENG:

23 That concludes it.

24 MR. JONES:

25 All right. Thank you both.

1 I think we're down to other
2 business. Do we have any other business
3 before the board? We do have some more
4 agenda items, so don't get up and walk
5 out.

6 But do we have any other formal
7 business? I don't believe there is. We
8 have board elections. It is time to --
9 to reconsider your choices as chairman
10 and vice chairman.

11 Do we have any nominations for the
12 2022 year?

13 MR. NASSAR:

14 I nominate Jerry Jones as chairman.
15 (Several second.)

16 MR. PIERSON:

17 Somehow I see a road runner cartoon.

18 MR. JONES:

19 All right. I'll -- I'll just not
20 make any comment. Well, thank you for
21 the nomination. Thank you for the
22 seconds. All in favor -- or any -- any
23 other discussion?

24 (No response.)

25 MR. JONES:

1 Any other nominations? Please.

2 (No response.)

3 MR. JONES:

4 All right. Any comments from the
5 public?

6 (No response.)

7 MR. JONES:

8 There being none, all in favor of
9 reelecting Mr. Jones to the chairman say
10 aye.

11 (All indicated aye.)

12 MR. JONES:

13 Any opposition?

14 (No response.)

15 MR. JONES:

16 There is no opposition, the motion
17 carries.

18 Now, we have the position of vice
19 chairman. Mr. Ronnie Slone has served in
20 that position. Mr. Sloan had to leave
21 early. He has a -- a conference call he
22 needed to be on and could not return.

23 MR. PIERSON:

24 Mr. Chairman, Mr. Slone did indicate
25 to me that if nominated and asked to

1 serve that he would be willing to serve
2 in the position of vice chair.

3 MR. NASSAR:

4 So moved.

5 (Several seconded.)

6 MR. NASSAR:

7 If you're not here, you're elected.

8 MR. JONES:

9 If you're not at lunch, you're on
10 the menu.

11 All right. We all -- any comments
12 or questions from the board about the
13 nominating Mr. Slone?

14 (No response.)

15 MR. JONES:

16 Any other nominations?

17 (No response.)

18 MR. JONES:

19 Hearing none, any comments from the
20 public?

21 (No response.)

22 MR. JONES:

23 Hearing none, all in favor of Mr.
24 Slone as vice chairman say aye.

25 (All indicated aye.)

1 MR. JONES:

2 Any opposition?

3 (No response.)

4 MR. JONES:

5 There is none, the motion carries.

6 God bless us all, each and every one.

7 All right. Mr. Pierson, bring us up
8 to date on what's been going on.

9 MR. PIERSON:

10 I know the hour grows late, so I'll
11 try to make the report as brief as
12 possible.

13 Deputy Secretary Brad Lambert is not
14 with us today as he's attending funeral
15 services for his mother that passed last
16 week. So condolence to the Lambert
17 family on the loss of Mrs. Susan Lambert.

18 I would like to recognize and
19 congratulate Assistant Secretary Brenda
20 Guess who has come forward to help us
21 lead LED. And we'll have some
22 significant challenges. And I'm -- I'm
23 confident in her ability to -- to manage
24 those.

25 And on Monday, March 7th, we will be

1 welcoming Makesha Judson as our new
2 legislative affairs director, so some of
3 our elected officials -- I know we'll all
4 miss Mandy -- I say that every day -- but
5 I'm sure we'll have some very able
6 professional execution in the -- in the
7 near term future. So when you get the
8 chance to meet her, please welcome her.

9 A lot of attention around the State
10 Small Business Credit Initiative. We
11 continue to put a lot of work against
12 that. We have roadshows that are
13 visiting various communities around the
14 state. But that is where the US Treasury
15 will deploy approximately \$100 million
16 into our sister board, the LEDC, the
17 Louisiana Economic Development
18 Corporation who will manage the
19 deployment of those funds that will help
20 us augment our existing small business
21 loan guarantee program. It'll give us an
22 opportunity to invest in some of our
23 venture capital firms and get more money
24 out to some startups and entrepreneur
25 based firms. And we'll also include some

1 new features around micro lending and
2 relax collateral elements that will help
3 us push more funding towards
4 disadvantaged and minority and
5 underserved community elements. We'll do
6 a lot of this through CDFI, but certainly
7 all our Louisiana banks out -- and credit
8 unions are being invited to be a party to
9 this. And so just know that a lot of
10 work is ongoing in that regard.

11 We will soon release LEDs 2021
12 annual report. I think I spoke
13 previously at our meeting that we had an
14 outstanding year in spite of pandemic and
15 storms. And certainly, today, as we
16 reviewed a number of these projects,
17 going forward to here, Concordia,
18 Richland, Allen Parish, our rural efforts
19 continue to remain strong and an
20 important focus for the department.

21 I also want to note to you that on
22 the 5th of April, we'll be conducting the
23 state's small business summit and a lot
24 of focus there on both procurement
25 opportunities and a focus on the new

1 SSBCI program that's -- that's being
2 rolled out.

3 Also, for you to note is that, if
4 you'd like to attend, on the 6th of
5 April, we'll be conducting a LED
6 overview, a department overview, that
7 walks you through all the things that
8 Louisiana Economic Development does. And
9 so, if -- if you have the opportunity to
10 attend from 9:00 to noon on April 6th,
11 it'll be right here in this room. And
12 certainly, we felt it was appropriate.
13 We have new personnel, new programs. And
14 certainly maybe other parts of LED that
15 would -- would serve the stakeholder
16 group out there that we have as the
17 target audience for this.

18 So we're reaching across the state
19 to economic development organizations,
20 our chambers of commerce and the people
21 that are directly involved in -- in this
22 kind of service to their communities.

23 That's all I have for right now.
24 And happy to answer any questions you may
25 have.

1 MR. JONES:

2 Thank you, Mr. Pierson.

3 Any questions for the secretary?

4 (No response.)

5 MR. JONES:

6 Great. If there's nothing else for
7 the good of the order, I'd entertain a
8 motion to adjourn.

9 MR. MOSS:

10 Motion.

11 MR. WOODROW WILSON:

12 Second.

13 We have a motion and second.

14 All in favor say aye.

15 (All indicated aye.)

16 MR. JONES:

17 We will see you in a couple of
18 months. Thank you all.

19 THE MEETING CONCLUDED AT 11:57 A.M.

20 * * * * *

21

22

23

24

25

1 R E P O R T E R ' S P A G E

2 I, Lori B. Overland, Certified Court
3 Reporter, in and for the State of Louisiana,
4 the officer, as defined in Rule 28 of the
5 Federal Rules of Civil Procedure and/or
6 Article 1434(b) of the Louisiana code of
7 Civil Procedure, before whom this sworn
8 testimony was taken, do hereby state on the
9 Record

10 That due to the interaction in the
11 spontaneous discourse of this proceeding,
12 dashes (--) have been used to indicate
13 pauses, changes in thought, and/or talk
14 overs; that same is the proper method for a
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Lori Overland, C.C.R.

25 # 97083

1 C E R T I F I C A T I O N

2 I, Lori B. Overland, Certified Court Reporter in and
3 for the State of Louisiana, as the officer before whom
4 this testimony was taken, do hereby certify that the
5 above referenced individual to whom oath was
6 administered, after having been duly sworn by me upon
7 authority of R.S. 37:2554, did testify as hereinbefore
8 set forth in the foregoing pages, that this testimony was
9 reported by me in the stenomask reporting method, was
10 prepared and transcribed by me or under my personal
11 direction and supervision, and is a true and correct
12 transcript to the best of my ability and understanding;
13 that the transcript has been prepared in compliance with
14 transcript format guidelines required by statute or by
15 rules of the board, that I have acted in compliance with
16 the prohibition on contractual relationships, as defined
17 by Louisiana Code of Civil Procedure Article 1434 and in
18 rules and advisory opinions of the board; that I am not
19 related to counsel or to the parties herein, nor am I
20 otherwise interested in the outcome of this matter.

21 _____
22 Lori Overland C.C.R.

23 # 97083
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